

**ING Belgium**  
Annual Report  
**2016**

Accelerating  
**thinkforward**



**ING Belgium nv/sa**  
**Annual Report**  
**2016**

# Table of contents

|   |           |
|---|-----------|
| <b>Contents</b> .....   | <b>2</b>  |
| Table of contents .....   | 2         |
| <b>Who we are</b> .....   | <b>4</b>  |
| Information about the company on 31 December 2016 .....                           | 4         |
| Registered name.....  | 4         |
| Registered office .....   | 4         |
| Company registration.....   | 4         |
| Form of incorporation, Articles of Association and their publication .....        | 4         |
| Duration.....   | 4         |
| Corporate object .....  | 4         |
| Issued share capital .....  | 5         |
| External functions exercised by directors and senior management of the bank ..... | 5         |
| Supervisory and Executive bodies.....   | 6         |
| Composition of the Board of Directors.....  | 6         |
| Composition of the Audit Committee .....  | 6         |
| Composition of the Remuneration Committee .....                                   | 6         |
| Composition of the Risk Committee.....  | 7         |
| Composition of the Nomination Committee.....                                      | 7         |
| Composition of the Executive Committee .....                                      | 7         |
| Registered auditor .....  | 8         |
| <b>Report of the Management Board</b> .....                                       | <b>9</b>  |
| Comments on Financial Statements .....  | 9         |
| Changes in scope during 2016 .....  | 9         |
| Highlights.....   | 9         |
| Consolidated balance sheet.....   | 10        |
| Consolidated income statement.....  | 11        |
| Profile of the company .....  | 12        |
| ING in Belgium .....  | 12        |
| Staff evolution .....   | 12        |
| Risk management .....   | 12        |
| Post-balance-sheet events.....  | 12        |
| Information on branches .....   | 12        |
| Research and development .....  | 12        |
| Information concerning the use of financial instruments .....                     | 12        |
| Outlook.....  | 13        |
| Legal stipulations regarding the composition of the Audit Committee .....         | 13        |
| <b>Corporate Governance</b> .....   | <b>14</b> |
| The rules of Corporate Governance .....   | 14        |
| Current state of affairs .....  | 14        |
| ING Belgium's position regarding the Belgian Corporate Governance Code .....      | 14        |
| Corporate Governance and the Board of Directors.....                              | 15        |
| Composition.....  | 15        |
| Responsibilities .....  | 15        |
| Provisions in the Articles of Association relating to terms of office.....        | 15        |
| Age limit.....  | 15        |
| Board decisions .....   | 15        |
| Remuneration.....   | 16        |
| Specific committees.....  | 16        |
| Corporate Governance and the Executive Committee.....                             | 17        |
| Composition and responsibility.....   | 17        |
| Assignment of responsibilities & decision-making .....                            | 17        |
| Remuneration.....   | 17        |
| Activities.....   | 17        |
| Corporate Governance and Special Committees.....                                  | 18        |
| <b>Consolidated annual accounts</b> .....   | <b>19</b> |
| Consolidated Balance sheet .....  | 19        |
| Consolidated Income Statement.....  | 20        |
| Consolidated Statement of Comprehensive Income.....                               | 21        |
| Consolidated Cash Flow Statement.....   | 22        |
| Consolidated Statement of Changes in Equity .....                                 | 23        |

## Contents - continued

|  |           |
|--|-----------|
| Statement of compliance with IFRS.....   | 24        |
| Corporate information.....   | 25        |
| Basis of presentation.....   | 26        |
| Change in IFRS-EU.....   | 27        |
| Significant changes in IFRS-EU effective in 2016.....  | 27        |
| Significant upcoming changes in IFRS-EU after 2016.....  | 27        |
| Principles of consolidation.....   | 30        |
| Accounting policies.....   | 32        |
| Foreign currency translation.....  | 32        |
| Recognition and derecognition of financial instruments.....  | 32        |
| Offsetting of financial assets and liabilities.....  | 32        |
| Repurchase and reverse repurchase transactions.....  | 33        |
| Financial assets.....  | 33        |
| Impairment of financial assets.....  | 34        |
| Financial liabilities.....   | 35        |
| Derivatives and hedging activities.....  | 35        |
| Tangible assets.....   | 37        |
| Goodwill and intangible assets.....  | 37        |
| Provisions.....  | 38        |
| Employee benefits: pension obligations.....  | 38        |
| Income tax expenses.....   | 39        |
| Income recognition.....  | 39        |
| Dividend policy description.....   | 40        |
| Fiduciary activities.....  | 40        |
| Share-based payment transactions.....  | 40        |
| Financial guarantees.....  | 41        |
| Notes to the Consolidated accounts.....  | 42        |
| Assets.....  | 42        |
| Liabilities and Equity.....  | 50        |
| Income statement.....  | 58        |
| Complementary information.....   | 63        |
| Fair value of financial assets and liabilities.....  | 63        |
| Offsetting financial assets and liabilities.....   | 70        |
| Assets not freely disposable.....  | 71        |
| Off-balance sheet commitments.....   | 71        |
| Share-based payments.....  | 72        |
| Related party disclosures.....   | 73        |
| Legal proceedings.....   | 74        |
| Country by country.....  | 75        |
| Auditor's remuneration.....  | 76        |
| Remuneration of the members of the Board of Directors and Executive Committee.....   | 77        |
| Breakdown of remuneration paid to members of the Board of Directors.....   | 77        |
| Loans and advances to members of the Board of Directors.....   | 77        |
| Breakdown of remuneration paid to members of the Executive Committee.....  | 77        |
| Pension scheme for members of the Executive Committee.....   | 77        |
| Other principal contractual stipulations regarding remuneration of members of the Executive Committee.....   | 78        |
| Risk management.....   | 79        |
| Credit risk.....   | 79        |
| Liquidity risk.....  | 85        |
| Market risk.....   | 87        |
| Operational risk.....  | 90        |
| Capital management.....  | 92        |
| Objectives.....  | 92        |
| Developments.....  | 92        |
| Policies.....  | 92        |
| Processes for managing capital.....  | 92        |
| Capital Adequacy Assessment.....   | 93        |
| Regulatory capital requirements.....   | 93        |
| <b>Other information on the consolidated accounts.....</b>   | <b>95</b> |
| Statutory Auditor's report to the general meeting of shareholders of ING Belgium nv/sa<br>on the Consolidated Financial Statements of the year ended 31 December 2016..... | 95        |
| <b>Additional information.....</b>   | <b>98</b> |
| Basel III (Pillar 3 disclosure).....   | 98        |
| Leverage ratio.....  | 98        |
| Capital adequacy - Credit and transfer risk.....   | 99        |
| Capital adequacy - Market risk.....  | 115       |
| Capital adequacy - Operational risk.....   | 116       |

# Information about the company on 31 December 2016

## Registered name

In Dutch, ING België nv; in French, ING Belgique sa; in English, ING Belgium nv/sa; in German, ING Belgien Ag.

## Registered office

Avenue Marnix / Marnixlaan 24  
B-1000 Brussels, Belgium

## Company registration

The bank is registered in the Register of legal persons n° 0403 200 393.

## Form of incorporation, Articles of Association and their publication

ING Belgium nv/sa is incorporated under Belgian law as a public limited company (naamloze vennootschap - société anonyme) by notarial act drawn up on 30 January 1935, witnessed by Mr Pierre De Doncker, Public Notary of Brussels, and published in the appendices to the Belgian Official Journal of 17 February 1935, under n° 1.459.

The Articles of Association of the company have been amended regularly, most recently by notarial act of 30 March 2015, witnessed by Mr Stijn Joye, associated Public Notary of Brussels, and published in the appendices to the Belgian Official Journal of 15 April 2015, under n° 0054382 and n° 0054383.

ING Belgium nv/sa is a credit institution within the scope of Article 1 of the Law of 25 April 2014 on the status and control of credit institutions.

## Duration

The company has been established for an unlimited duration.

## Corporate object

Under Article 3 of its Articles of Association, the company's business is to carry out, for itself or for third parties, in Belgium or overseas, all transactions coming under the banking activity, in the broadest sense, inter alia, all operations relating to cash and securities deposits, credit transactions of any kind, all financial, stock market, foreign exchange, issue, commission and brokerage transactions.

The company may also exercise all other activities which are or shall be authorised in respect of credit establishments in Belgium or overseas, such as, in particular, but not restricted to, any insurance brokerage and commission, any capital leasing and leasing in any form whatsoever of any real or movable property, any consultancy and research on behalf of third parties in the context of its activities.

Through contribution, transfer, merger, subscription, acquisition of holdings or any other form of investment in securities or personal property rights, through financial participation or any other participation, the company may participate in all businesses, undertakings, associations or companies with company business identical, analogous, similar or related to its own or likely to directly or indirectly favour realisation or development of that company business.

The company may carry out all commercial, industrial, financial and movable or real property transactions, which are directly or indirectly related to its company business or may contribute to realisation of that company business.

Who we are - continued

## Issued share capital

The issued share capital of ING Belgium nv/sa is EUR 2.35 billion currently represented by 55,414,550 ordinary shares, without par value.

The bank has not issued any other class of shares. The bank's shares have not been listed on the Brussels Stock Exchange since 1 July 1998. Since 6 August 2004, they are all held by the ING Group.

## External functions exercised by directors and senior management of the bank

The exercise of external functions by directors and senior management of Belgium-based financial institutions is subject to rules set out in the Circular PPB-2006-13-CPB-CPA issued by the Belgian Banking, Finance & Insurance Commission on 13 November 2006.

Each institution is required to publish details of any such mandates by the means described in point I(4)(e) of the circular.

ING Belgium nv/sa has decided to make this information available to the public on its website.

## Supervisory and Executive bodies

### Composition of the Board of Directors <sup>(1)</sup>

|  |  |
|--|--|
| <b>Eric Boyer de la Giroday</b> (2018)<br>Chairman of the Board of Directors                             | <b>Baron Luc Bertrand</b> (2018)<br>Non-executive Director<br>Chairman of the Board, Ackermans & van Haaren  |
| <b>Rik Vandenberghe</b> (until 28 February 2017)<br>Chief Executive Officer<br>Managing Director         | <b>Baron Philippe de Buck van Overstraeten</b> (2018)<br>Non-executive Director<br>Director of companies<br>Member of the European Economic and Social Committee |
| <b>Erik Van Den Eynden</b> (as from 1 March 2017) (2023)<br>Chief Executive Officer<br>Managing Director | <b>Count Diego du Monceau de Bergendal</b> (2017)<br>Non-executive Director<br>Managing Director, Rainyve  |
| <b>Michael Jonker</b> (until 31 October 2016)<br>Managing Director                                       | <b>Michèle Sioen</b> (until 30 November 2016)<br>Non-executive Director<br>CEO, Sioen Industries nv  |
| <b>Krista Baetens</b> (as from 1 October 2016) (2017)<br>Managing Director                               | <b>Christian Jourquin</b> (2018)<br>Independent Non-executive Director<br>Member of the Royal Academy of Belgium   |
| <b>Colette Dierick</b> (until 15 July 2016)<br>Managing Director   | <b>Paul Mousel</b> (2020)<br>Independent Non-executive Director<br>President, Arendt & Medernach Lawyers   |
| <b>Philippe Wallez</b> (as from 15 October 2016) (2020)<br>Managing Director                             | <b>Koos Timmermans</b> <sup>(2)</sup> (2017)<br>Non-executive Director<br>Vice Chairman Supervisory Board, ING Bank NV   |
| <b>Frank Stockx</b> (2019)<br>Managing Director  | <b>Pinar Abay</b> (as from 15 July 2016) (2017)<br>Non-executive Director<br>CEO, ING Bank Turkey  |
| <b>Johan Kestens</b> (2020)<br>Managing Director   |  |
| <b>Emmanuel Verhoosel</b> (2020)<br>Managing Director  |  |
| <b>Tanate Phutrakul</b> (2022)<br>Managing Director  |  |

<sup>(1)</sup> Normal expiry dates are shown opposite each Director's name

<sup>(2)</sup> Non-Executive Director who represents the sole shareholder

### Composition of the Audit Committee

#### Situation per 31 December 2016

|   |   |
|---|---|
| <b>Chairman</b> Diego du Monceau de Bergendal | <b>Members</b> Philippe de Buck van Overstraeten<br>Christian Jourquin <sup>(3)</sup> |
|---|---|

<sup>(3)</sup> Member of the Audit Committee independent of the legal organ of administration within the meaning of article 526ter of the Companies Code and independent in accounting and/or auditing

### Composition of the Remuneration Committee

#### Situation per 31 December 2016

|                                       |   |
|---------------------------------------|---|
| <b>Chairman</b> Eric Boyer de Giroday | <b>Members</b> Paul Mousel<br>Koos Timmermans |
|---------------------------------------|---|



Who we are - continued

## Composition of the Risk Committee

### Situation per 31 December 2016

|                 |                               |                |   |
|-----------------|-------------------------------|----------------|---|
| <b>Chairman</b> | Diego du Monceau de Bergendal | <b>Members</b> | Philippe de Buck van Overstraeten<br>Christian Jourquin |
|-----------------|-------------------------------|----------------|---|

## Composition of the Nomination Committee

### Situation per 31 December 2016

|                 |                       |                |                                |
|-----------------|-----------------------|----------------|--------------------------------|
| <b>Chairman</b> | Eric Boyer de Giroday | <b>Members</b> | Paul Mousel<br>Koos Timmermans |
|-----------------|-----------------------|----------------|--------------------------------|

## Composition of the Executive Committee

### Areas of responsibility per 31 December 2016

|   |  |
|---|--|
| <b>Rik Vandenberghe</b><br>Managing Director    | Chief Executive Officer (until 28 February 2017) |
| <b>Erik Van Den Eynden</b><br>Managing Director | Chief Executive Officer (as from 1 March 2017)   |
| <b>Tanate Phutrakul</b><br>Managing Director    | Chief Financial Officer                          |
| <b>Krista Baetens</b><br>Managing Director      | Chief Risk Officer                               |
| <b>Frank Stockx</b><br>Managing Director        | Head of Product Management & Client Services     |
| <b>Emmanuel Verhoosel</b><br>Managing Director  | Head of Wholesale Banking                        |
| <b>Philippe Wallez</b><br>Managing Director     | Head of Retail & Private Banking                 |
| <b>Johan Kestens</b><br>Managing Director       | Head of Information Technology Services          |

Who we are - continued

## Registered auditor

**KPMG**, Bedrijfsrevisoren – Réviseurs d'Entreprises burg. CVBA/SCRL civile  
Represented by **Olivier Macq**, company auditor / partner Financial Services

## Report of the Management Board

Brussels  
24 March 2017  
Financial Report 2016

# Comments on Financial Statements

## Changes in scope during 2016

In March 2016 part of the “Financial Markets” activity was transferred from ING Belgium nv/sa to ING Bank NV, FM Branch Brussels. As a result, these “Equity trading” activities are not performed in ING Belgium nv/sa since then.

## Highlights

### Good business performance in a challenging market environment

- The 2016 profit after tax of ING Belgium nv/sa consolidated amounted to **EUR 573 million** given challenging circumstances;
- Customer deposits remain **stable**;
- Customer loan growth of **EUR 9 billion** (+10%);
- More than **100,000 new ING Lion accounts** opened;
- We welcomed **158,000** new clients at ING in Belgium **and 42,000 new clients** at Record Bank;
- **Stable income** and **lower recurring costs** despite growth in regulatory costs.

| Highlights          |                 |                 |
|---------------------|-----------------|-----------------|
|                     | 2016            | 2015            |
| Profit after tax    | EUR 573 million | EUR 956 million |
| Customer deposits   | EUR 97 billion  | EUR 97 billion  |
| Customer loans      | EUR 102 billion | EUR 93 billion  |
| Tier 1 (Basel III)  | 14.3%           | 14.5%           |
| Total capital ratio | 16.6%           | 16.9%           |
| Leverage ratio      | 4.8%            | 4.7%            |

### Acceleration of Think Forward: from bank to banking

On 3 October 2016 ING Belgium announced its intention to undertake a fundamental transformation to enable the business to move from being a traditional bank institution to a banking platform at the cutting edge of the digital world and personalised customer service. ING Belgium intends to improve its customer experience by moving to an integrated banking platform, leveraging of the omni-channel capabilities of the Netherlands and rationalise its network by integrating ING and Record Bank branches. In addition to improving customer experience ING Belgium intends to eliminate the internal silo mentality and move away from a top-heavy management system towards multidisciplinary, agile, self-steering teams to deliver faster, at a lower cost.

The intended initiatives are expected to result in a reduction of ING’s workforce in Belgium by around 3,500 FTEs for the years 2016-2021. These numbers include the intended move to an integrated banking platform, with the remainder of functions affected spread over intended programmes in IT, operations, Wholesale Banking and various business support functions. At the same time, colleagues will be added in parts of the business where accelerated growth is expected, given the plans to continue to attract new customers and increase lending to support the economies ING is active in.

For the intended initiatives, a pre-tax redundancy provision and estimated early termination cost of contracts of around EUR 615 million was recognised in December 2016. These initiatives are implemented over the period 2017-2021 and the estimate of the reorganisation provisions is inherently uncertain. This pre-tax redundancy provision is based on the current state and content of the social negotiations and more specifically the different negotiated plans including early and voluntary leaves as well as the remaining residual forced exits needed to reach the intended fundamental transformation. Calculation of the provision has been done on available HR information on salary and age of the population and on several judgemental assumptions including actuarial ones based on the negotiated plans and on previous experience of the bank with such plans.

The provision at the balance sheet date represents the best estimate of the expected redundancy costs and are expected to be sufficient to cover these costs.

## Report of the Management Board - continued

**Resilient commercial results in a challenging market environment**

ING Belgium delivered a good business performance, notwithstanding the many challenges during 2016:

**Banking for private individuals:** systematic improvement of the customer service offering, including a new online 'Investment Product' tool, 100% digital and easy on-boarding of new clients and continuous improvement of the digital channels in both the mobile and online banking environment.

**Banking for professional clients and businesses:** several initiatives were taken to strengthen ING's position as primary banker for business clients, such as a new on-boarding process ('ING Welcome Team'), a fully digital follow-up of the invoice payment flow ('ING invoice solutions') and the introduction of the 'personal business banker' supporting each business client and understanding the clients' business and aspirations.

**Innovation,** with multiple realized projects such as FinTech Village (start-up accelerator), Joyn (digital loyalty platform) and Payconiq (mobile payment solution).

**Solvency**

All of the above happens while maintaining a strong capital basis:

- the solvency ratio remains very solid with a Tier 1 ratio of 14.3% (Basel III definition) and a total capital ratio of 16.6%;
- a comfortable leverage ratio at 4.8%;
- a solid liquidity position, supported by a strong balance between assets and liabilities.

**Consolidated balance sheet****Assets**

| ING Belgium nv/sa - Consolidated assets                |                |                |               |
|--|----------------|----------------|---------------|
| In EUR millions  | 2016           | 2015           | %             |
| Cash and balances with central banks                   | 5,009          | 4,267          | +17.39%       |
| Amounts due from banks                                 | 9,885          | 12,669         | -21.97%       |
| Financial assets at fair value through profit and loss | 13,176         | 19,018         | -30.72%       |
| Investments  | 17,949         | 19,768         | -9.20%        |
| Loans and advances to customers                        | 101,633        | 92,800         | +9.52%        |
| Remaining assets                                       | 2,767          | 3,467          | -20.18%       |
| <b>TOTAL CONSOLIDATED ASSETS</b>                       | <b>150,419</b> | <b>151,989</b> | <b>-1.03%</b> |

The total assets of ING Belgium nv/sa decreased with EUR 1,570 million or 1.03% to EUR 150.4 billion.

The "Financial assets at fair value through profit & loss" decreased by 31% to amount to EUR 13.2 billion mainly due to the transfer of the 'Equity trading' portfolio towards the ING Bank NV, FM Branch Brussels. Also the "Investments" decreased by 1.8 billion because of investments arriving at maturity date as well as a number of selected sales during the year.

The loan portfolio of the bank grew in 2016 with EUR 8.8 billion. This increase is located in several client segments and products:

- mortgage loans given to retail clients increased by EUR +1.7 billion;
- investment credits, straight loans and roll-overs mainly given to midsize and corporate clients increased by EUR 6.0 billion;
- credits to (local) authorities increased by EUR +1.0 billion.

**Liabilities and equity**

| ING Belgium nv/sa - Consolidated Liabilities and Equity     |                |                |               |
|---|----------------|----------------|---------------|
| In EUR millions   | 2016           | 2015           | %             |
| Deposits from banks   | 13,334         | 10,738         | +24.17%       |
| Customer deposits   | 97,046         | 96,795         | +0.26%        |
| Financial liabilities at fair value through profit and loss | 16,672         | 21,570         | -22.71%       |
| Remaining liabilities                                       | 13,077         | 13,093         | -0.12%        |
| Shareholder's equity  | 10,268         | 9,772          | +5.08%        |
| Non-controlling interests                                   | 21             | 20             | +4.50%        |
| <b>TOTAL CONSOLIDATED LIABILITIES AND EQUITY</b>            | <b>150,419</b> | <b>151,989</b> | <b>-1.03%</b> |

The shareholders equity amounts to EUR 10.3 billion and increased by approximately 5% compared to end 2015.

## Report of the Management Board - continued

The “Financial liabilities at fair value through profit & loss” decreased by 22.7% to EUR 16.7 billion mainly due to the transfer of the ‘Equity trading’ portfolio towards the ING Bank NV, FM Branch Brussels.

The customer deposits remained stable in 2016 with EUR 97 billion in total. Given the declining interest rates, ING Belgium nv/sa saw its savings accounts decline with 3%. Also corporate deposits decreased by about 2 billion. The credit balances on customer accounts increased on the other hand, thus compensating the aforementioned decreases.

## Consolidated income statement

| ING Belgium nv/sa – Consolidated income statement |               |               |                 |
|---|---------------|---------------|-----------------|
| In EUR millions                                   | 2016          | 2015          | %               |
| <b>Financial and operational income/expenses</b>  | <b>3,455</b>  | <b>3,497</b>  | <b>-1.21%</b>   |
| <i>of which: net interest income</i>              | 2,547         | 2,645         | -3.71%          |
| <i>of which: commissions and fees</i>             | 560           | 560           | +0.08%          |
| <i>of which: other income</i>                     | 348           | 293           | +18.57%         |
| <b>Total expenses</b> (-)                         | <b>-2,686</b> | <b>-2,157</b> | <b>+24.49%</b>  |
| <i>of which: staff expenses</i>                   | -1,053        | -1,094        | -3.81%          |
| <i>of which: administration expenses</i>          | -393          | -533          | -26.39%         |
| <i>of which: bank levies</i>                      | -221          | -188          | +17.68%         |
| <i>of which: depreciations</i>                    | -116          | -115          | +1.31%          |
| <b>of which: provisions and impairments</b>       | <b>-904</b>   | <b>-228</b>   | <b>+297.16%</b> |
| <b>Profit before taxes</b>                        | <b>769</b>    | <b>1,340</b>  | <b>-42.58%</b>  |
| Taxation (-)                                      | -196          | -384          | -48.91%         |
| <b>Profit after tax</b>                           | <b>573</b>    | <b>956</b>    | <b>-40.04%</b>  |
| <i>Third-party interest</i> (-)                   | -1            | -6            | -77.06%         |
| <b>CONSOLIDATED NET PROFIT</b>                    | <b>572</b>    | <b>950</b>    | <b>-39.80%</b>  |

ING Belgium posted in 2016 a profit after tax of EUR 573 million; taken into consideration a number of one-off income and costs. The major one-offs in ING Belgium nv/sa are:

- Less costs: Procured costs savings (115 million)
- More income: Gain on investment sale (30 million)
- More costs: Reorganisation provision (615 million)

The total income in 2016 of EUR 3.455 billion remained stable compared to previous years. The interest result reduced by 3.71% compared to 2015. The year 2016 was still an environment in which the market interest rates continued to decline, leading to a further decrease of interest margins despite higher volumes.

The administration expenses (-26%) as well as the salary expenses (-4%) decreased. On the other hand increased the Regulatory costs (bank levies) during 2016 with more than 17% to EUR 221 million. The provisions and impairments contain a reorganisation provision of EUR 615 million. This leads to a profit before tax amount of EUR 769 million (or almost 43% lower than last year).

Finally, the reduction in income taxes by EUR -188 million (-49%) is in line with the 43% decrease of the profit before taxes. The effective tax rate decreased from 28.6% to 25.5%.

# Profile of the company

## ING in Belgium

ING Group is a global financial institution of Dutch origin offering banking services through its operating company ING Bank. ING Bank's more than 50,000 employees offer retail and wholesale banking services to customers in over 40 countries. ING ranks n° 7 in the Top 20 European Banks by market capitalisation.

ING Belgium nv/sa is a financial institution focusing its core activities on Retail & Private Banking and Wholesale Banking. The bank caters over 2.5 million clients in Belgium with a wide range of financial products via the distribution channel of their choice. ING Belgium won the 2016 "Bank of the Year - Belgium" award from The Banker Magazine for a fourth year in a row. The jury praised ING Belgium for its focus on innovation to offer its customers an optimal range of products and services.

Record Bank - a fully owned subsidiary of ING Belgium nv/sa - focuses on mass retail (0.8 million clients). It offers basic financial products, safe, simple & transparent. Key products are savings, bonds, mortgages, consumer loans and investment funds. Record has a network of independent agents, credit brokers, vendors supported by online services.

ING Luxembourg - also a fully owned subsidiary of ING Belgium nv/sa - is a universal bank with more than 120,000 customers serviced in retail agencies and 13,000 wholesale clients. It is a key challenger in mass markets (free online current account, Orange Account), an international Wealth Management centre and a main actor in Wholesale Banking Services (cash facilities, lending, securities custody) for Large & Mid-size Corporate and Financial Institutions

## Staff evolution

In the course of 2016, the total number of staff (in full time equivalent, or FTE's) of ING Belgium nv/sa consolidated decreased by 6% from 10,434 to 9,843 FTE's. In January 2016, 142 internal FTE were transferred from ING Belgium nv/sa to ING Bank NV, FM Branch Brussels.

While overall staffing members declined in 2016, the bank was able to continue to recruit new staff equal to 334 FTE's to meet its strategic goals.

## Risk management

See the specific chapter "Information on the Consolidated accounts".

## Post-balance-sheet events

No material financial events occurred between the close of the financial year and the date of issue of this report.

## Information on branches

ING Belgium nv/sa has a branch in Switzerland: Geneva, with a representative office in Zurich.

## Research and development

Not applicable.

## Information concerning the use of financial instruments

See the specific chapter "Information on the Consolidated accounts".

## Outlook

ING Belgium nv/sa complied with the position adopted since 2004 by ING Group's Executive Board: the Board decided not to formulate any further results forecasts.

## Legal stipulations regarding the composition of the Audit Committee

In compliance with article 526bis of the company Code, at least one member of the Audit Committee of ING Belgium should be an independent director (according to the definition in article 526ter).

This person is Mr Christian Jourquin. His curriculum vitae and active participation in ING Belgium's Board of Directors demonstrate his capabilities in accounting and audit.

# The rules of Corporate Governance

## Current state of affairs

In Belgium, corporate governance is partly regulated by the law of 25 April 2014 (hereafter: the Banking Act) and partly by the Circular PPB-2007-6CPB-CPA. The Banking Act and this circular describe the prudential expectation of the supervisor regarding good governance of a financial institution.

In addition, ING Belgium respects the 'Belgian Corporate Governance Code', effective since 1 January 2005. In accordance with the 'comply or explain' approach adopted in the Anglo-Saxon world, the Code's recommendations lack binding force, though companies are urged to provide reasons if they refuse to comply.

## ING Belgium's position regarding the Belgian Corporate Governance Code

The shares representing ING Belgium's share capital are no longer listed on the Brussels Stock Exchange since 1 July 1998. They have been held in their entirety by ING Group since 2004. However, ING Belgium continues to engage in all the activities permitted to Belgium-based financial institutions, including public debt issues. ING Belgium is also responsible for steering its Belgian and foreign subsidiaries. For these reasons, the bank continues to meet the requirements applicable for listed companies with regards to corporate communication and governance.

The Board of Directors approved the Governance memorandum and the charters of the Board of Directors, the Executive Committee, the Audit Committee, the Risk Committee, the Remuneration Committee and the Nomination Committee on 20 November 2015.

ING Belgium currently satisfies the main recommendations of the Belgian Corporate Governance Code. The bank diverges from the Code on the following points:

1. Its internal governance charter is mainly based on article 21 of the Banking Act and the Circular PPB-2007-6CPB-CPA of the former Banking, Financial and Insurance Commission (CBFA), role taken over by the National Bank of Belgium (NBB), related to the prudential expectations of NBB regarding good governance of a financial institution.
2. The term of mandates to the Board of Directors remains uniformly fixed at six years, including for independent directors. The bank believes it is essential to have external key members with enough distance from the bank to be able to obtain an overall picture of its activities.
3. The bank also believes it should not have to personalise information concerning the remuneration it pays to its leading managers. An analysis of the breakdown of remuneration paid to the executive and non-executive members of the Board of Directors, together with overall figures for each of the items in the budget, is provided in the chapter "Consolidated annual accounts".



# Corporate Governance and the Board of Directors

## Composition

Under the terms of Article 12 of the Articles of Association, the ING Belgium Board of Directors must comprise at least 7 members. On 24 March 2017 the Board has 15 members.

## Responsibilities

The main responsibility of the Board of Directors is to define the bank's general policy and supervise the Executive Committee. The Board of Directors appoints and dismisses the Chief Executive Officer and the members of the Executive Committee after having consulted the Executive Committee and obtained the approval of the National Bank of Belgium.

It delegates day-to-day management to the Executive Committee, ensures that this is carried out and oversees the general state of affairs. The Board of Directors convenes General Meetings and decides on their agenda. It sets the date for payment of dividends.

The Board may decide to pay interim dividends for the current period, subject to the conditions laid down by law. It also sets the amounts and dates of such payments.

## Provisions in the Articles of Association relating to terms of office

The General Assembly of Shareholders appoints directors to sit on the Board and may dismiss them at any time. In accordance with Article 12 of the Articles of Association, the term of office of outgoing directors expires at the end of the Annual General Assembly. Outgoing directors are eligible to stand for re-election, unless the total term of office of a non-executive director would exceed 12 years due to his re-election (This rule is only applicable to non-executive directors appointed since 30 March 2015).

The order of rotation of mandates is decided by the Board of Directors in order to ensure that no term exceeds six years and that at least one member of the Board is (re-)elected each year.

As stated in Article 14 of the Articles of Association, the Board of Directors chooses a chairman amongst its members who are not members of the Executive Committee (non-executive directors), after having consulted the supervisory body NBB.

## Age limit

Article 12 of the Articles of Association stipulates that the term of office of a director expires at the end of the Annual General Meeting held the year following the year in which the director in question reaches the age of 70.

An ordinary or extraordinary General Assembly of Shareholders may, based on the proposal of the Chairman of the Board, extend or renew for one additional term the mandate of a director who has reached the age limit. The additional term may not exceed two years.

## Board decisions

The Board's decision-making powers are explained in Article 15 of the Articles of Association.

Except in case of force majeure, resulting from war, unrest or other disasters affecting public life, the Board may only deliberate and reach valid decisions if most of its members are present or represented, on the understanding that any director present may not exercise more than two mandates by delegation.

However, if the Board fails to reach a quorum at a meeting, it may duly deliberate at a follow-up meeting, to be held within 15 days at the latest, on the items on the agenda of the previous meeting, regardless of the number of members present or represented.

Board decisions are taken by simple majority vote. Where there is a requirement, under Articles 523 of the Belgian Companies Code, for one or more members to abstain from voting, resolutions may be validly decided upon by a simple majority vote of all eligible members present or represented. In the event of a tied vote, the presiding member has the casting vote.

## Remuneration

Under Article 13 of the Articles of Association, the General Assembly of Shareholders determines the amount of the remuneration of the members of the Board of Directors until a new decision is taken by such a meeting. For more information, see also the paragraph on Remuneration of the members of the Board of Directors and the Executive Committee (in chapter "Consolidated annual accounts").

## Specific committees

The Board of Directors has four permanent committees: the Audit Committee, the Risk Committee, the Remuneration Committee and the Nomination Committee. Each Committee shall be comprised of at least three non-executive members of the Board of Directors, of which at least one member needs to be independent within the context of article 526ter of Company Law.

### Risk committee

The Risk Committee assists and advises the Board of Directors in monitoring, among other things, the risk profile of the company as well as the structure and operation of the internal risk management and control systems. The risks of the bank must remain within the limits defined by its risk appetite framework.

A risk appetite framework must be defined for the following risk categories: market, operational, credit, compliance, strategic, reputational and liquidity risk.

The purpose of the Risk Committee is to advise the Board of Directors in matters related to the risk strategy and risk tolerance, as well for the current as for the future risks. The risks for the bank must remain within the risk limits. The Risk Committee met 4 times in 2016.

### Audit committee

The Audit Committee assists the Board of Directors in monitoring, among other things, the integrity of the financial statements of ING Belgium, the compliance with legal and regulatory requirements, and the independence and performance of ING's internal and external auditors. The Audit Committee's responsibilities extend to ING Belgium and its Belgian and foreign subsidiaries. It met 4 times in 2016. Matters it dealt with included examination of the bank's financial statements for 2015 and the interim results for 2016.

The Committee also analysed the reports prepared by the bank's General Auditor and the Global Compliance Officer. It reviewed the loans placed under special surveillance as well as legal disputes. The Audit Committee reports to the Board of Directors at the Board meeting following each of its own meetings.

### Remuneration committee

The Remuneration Committee advises the Board of Directors, among other things, on the terms and conditions of employment (including their remuneration) of Executive Board members and the policies and general principles on which the terms and conditions of employment of Executive Board members and of senior managers of ING and its subsidiaries are based. The Remuneration Committee met 5 times in 2016.

### Nomination committee

The Nomination Committee advises the Board of Directors, among other things, on the composition and functioning of the Board of Directors and Executive Board. The Committee also looks at the composition of the Board of Directors and develops the policy to increase the diversity in the Board (gender, age, cultural background...). The Nomination Committee met 4 times in 2016.

# Corporate Governance and the Executive Committee

## Composition and responsibility

Currently comprising seven members, the Executive Committee is responsible for conducting the bank's day-to-day management in line with the general policy set by the Board of Directors. Its members are Executive Directors and its president is the bank's Chief Executive Officer.

## Assignment of responsibilities & decision-making

Each member of the Executive Committee is directly in charge of a number of the bank's entities. These responsibilities are detailed in the section 'ING Belgium's Supervisory, Executive and External Audit bodies' in the next chapter. All decisions by the Executive Committee are taken on a collective basis; each decision is binding on all members of the Committee.

The Executive Committee, in turn, delegates the management of areas of the bank's business to a number of individuals whose rank, responsibilities, authority and remuneration are determined by the Committee.

As mentioned above, the activities of the Executive Committee have been governed by a charter since 9 March 2006 and reviewed on 20 November 2015.

## Remuneration

Article 13 of the bank's Articles of Association stipulates that the Board of Directors determines, on the advice of the Remuneration Committee and in accordance with the remuneration policy of the bank, the remuneration of the Executive Committee members. For more information, see also the paragraph on Remuneration of the members of the Board of Directors and the Executive Committee (in chapter "Consolidated annual accounts").

## Activities

The Executive Committee generally meets once a week. Additional meetings are convened if there are a large number of items to be discussed, or if there is an urgent matter.

In addition to specific decisions relating to the day-to-day management of the bank, the Executive Committee reviews a detailed annual account of the performance and prospects of each of the bank's central units (profit centres and support services) and of all the main Belgian and foreign subsidiaries. The Executive Committee studies the bank's monthly results, broken down by segment. The results are examined in detail once a quarter.

It examines also the periodic report drawn up by the General Auditor every other month.

At the closing dates of 30 June and 31 December, the Executive Committee and the senior managers of the Credit Department review loan facilities requiring special attention.

The Executive Committee also regularly looks into issues affecting personnel management.

## Corporate Governance and Special Committees

Several special committees report directly to the Executive Committee. These are e.g. the Assets and Liabilities Management Committee (ALCO BeLux), the Bank Treasury Committee (BTC), the Non-Financial Risk Committee (NFRC), the Credit Risk Committee, the Product Committee and the Financial Market Committee.

The Executive Committee remains the bank's sole decision-making body.

## Consolidated annual accounts

# Consolidated Balance sheet

| Assets   |      |                    |                    |
|--|------|--------------------|--------------------|
| In EUR thousands   | Note | 2016               | 2015               |
| Cash and balances with central banks                                 | 1    | 5,008,639          | 4,267,049          |
| Loans and advances to banks  | 2    | 9,885,421          | 12,668,906         |
| Financial assets at fair value through profit and loss               | 3    | 13,175,766         | 19,018,491         |
| <i>of which: trading assets</i>                                      |      | 8,674,772          | 14,504,727         |
| <i>of which: non-trading derivatives</i>                             |      | 4,413,044          | 4,419,223          |
| <i>of which: designated as at fair value through profit and loss</i> |      | 87,950             | 94,541             |
| Investments  | 4    | 17,948,820         | 19,767,926         |
| <i>of which: available-for-sale</i>                                  |      | 17,022,923         | 18,809,053         |
| <i>of which: held-to-maturity</i>                                    |      | 925,897            | 958,873            |
| Loans and advances to customers                                      | 5    | 101,632,669        | 92,800,051         |
| Investments in associates  | 6    | 67,431             | 78,211             |
| Real estate investments  | 7    | 48,358             | 47,812             |
| Property and equipment   | 8    | 801,750            | 900,903            |
| Intangible assets  | 9    | 102,483            | 149,142            |
| Current tax assets   |      | 59,643             | 87,425             |
| Deferred tax assets  | 10   | 192,419            | 16,583             |
| Other assets   | 11   | 1,495,319          | 2,186,578          |
| Assets held for sale   |      | 0                  | 0                  |
| <b>TOTAL ASSETS</b>  |      | <b>150,418,720</b> | <b>151,989,077</b> |

| Liabilities  |      |                    |                    |
|--|------|--------------------|--------------------|
| In EUR thousands   | Note | 2016               | 2015               |
| Deposits from banks  | 12   | 13,333,629         | 10,741,946         |
| Customer deposits  | 13   | 97,046,298         | 96,791,727         |
| Financial liabilities at fair value through profit and loss          | 14   | 16,672,317         | 21,570,497         |
| <i>of which: trading liabilities</i>                                 |      | 8,808,874          | 13,129,450         |
| <i>of which: non-trading derivatives</i>                             |      | 6,074,113          | 6,069,523          |
| <i>of which: designated as at fair value through profit and loss</i> |      | 1,789,330          | 2,371,524          |
| Current tax liabilities  |      | 53,467             | 60,824             |
| Deferred tax liabilities   | 15   | 177,090            | 241,693            |
| Provisions   | 16   | 780,794            | 145,876            |
| Other liabilities  | 17   | 2,787,720          | 2,619,503          |
| Debt securities in issue   | 18   | 7,743,252          | 8,502,448          |
| Subordinated loans   | 18   | 1,440,429          | 1,423,471          |
| Liabilities held for sale  |      | 0                  | 0                  |
| Share capital repayable on demand                                    | 19   | 94,002             | 99,027             |
| <b>TOTAL LIABILITIES</b>   |      | <b>140,128,998</b> | <b>142,197,013</b> |

| Equity   |      |                    |                    |
|--|------|--------------------|--------------------|
| In EUR thousands                                 | Note | 2016               | 2015               |
| Shareholder's equity                             | 20   | 10,268,413         | 9,771,673          |
| <i>of which: Share capital and share premium</i> |      | 2,801,511          | 2,801,511          |
| <i>of which: Other reserves</i>                  |      | 207,226            | 292,932            |
| <i>of which: Retained earnings</i>               |      | 7,259,676          | 6,677,230          |
| Non-controlling interests                        |      | 21,309             | 20,392             |
| <b>TOTAL EQUITY</b>                              |      | <b>10,289,722</b>  | <b>9,792,065</b>   |
| <b>TOTAL LIABILITIES AND EQUITY</b>              |      | <b>150,418,720</b> | <b>151,989,077</b> |

## Consolidated Income Statement

| Consolidated profit and loss account                   |      |                  |                  |
|--|------|------------------|------------------|
| In EUR thousands                                       | Note | 2016             | 2015             |
| Interest income  |      | 5,720,674        | 6,621,309        |
| Interest expenses                                      |      | -3,173,888       | -3,978,549       |
| <b>Interest result</b>                                 | 21   | <b>2,546,786</b> | <b>2,642,761</b> |
| Investment income                                      | 22   | 49,763           | 18,006           |
| Commission income                                      |      | 839,760          | 842,715          |
| Commission expenses                                    |      | -279,408         | -282,817         |
| <b>Commission result</b>                               | 23   | <b>560,351</b>   | <b>559,898</b>   |
| Valuation results on non-trading derivatives           | 24   | 4,555            | 48,960           |
| Net trading income                                     | 25   | 150,204          | 141,036          |
| Share of profit from associates                        |      | 29,230           | 30,292           |
| Other income   | 26   | 114,169          | 56,770           |
| <b>Total income</b>                                    |      | <b>3,455,059</b> | <b>3,497,723</b> |
| Addition to loan loss provisions                       | 5    | 208,584          | 180,669          |
| Staff expenses   | 27   | 1,052,683        | 1,094,347        |
| Other operating expenses                               | 28   | 1,424,465        | 882,808          |
| <b>Total expenses</b>                                  |      | <b>2,685,732</b> | <b>2,157,824</b> |
| <b>Result before tax from continuing operations</b>    |      | <b>769,327</b>   | <b>1,339,899</b> |
| Taxation   | 29   | 195,917          | 383,507          |
| <b>Net result from continuing operations</b>           |      | <b>573,410</b>   | <b>956,392</b>   |
| <b>PROFIT OR (-) LOSS FOR THE YEAR</b>                 |      | <b>573,410</b>   | <b>956,392</b>   |
| Net result attributable to Non-controlling interest    |      | 1,405            | 6,125            |
| Net result attributable to Equityholders of the parent |      | 572,005          | 950,266          |
| Dividend per ordinary share (in euros)                 |      | 0                | 20.68            |
| Total amount of dividend paid (in millions of euros)   |      | 0                | 1,146            |

## Consolidated Statement of Comprehensive Income

| Consolidated Statement of Comprehensive Income                                     |                |                  |
|--|----------------|------------------|
| In EUR thousands   | 2016           | 2015             |
| <b>Net result (before Non-controlling interests)</b>                               | <b>573,410</b> | <b>956,391</b>   |
| <b>Other comprehensive income, net of tax</b>                                      | <b>-85,707</b> | <b>-21,047</b>   |
| <b>Items that will not be reclassified to the profit and loss account:</b>         | <b>-18,235</b> | <b>42,061.00</b> |
| Remeasurement of the net defined benefit asset/liability                           | -25,067        | 60,992           |
| Unrealised revaluations property in own use  | -2,748         | 5,515            |
| Related tax  | 9,580          | -24,446          |
| <b>Items that may subsequently be reclassified to the profit and loss account:</b> | <b>-67,472</b> | <b>-63,108</b>   |
| Unrealised revaluations available-for-sale investments and other                   | -55,475        | -56,708          |
| Realised gains/losses transferred to the profit and loss account                   | -58,719        | -14,685          |
| Changes in cash flow hedge reserve   | 29,728         | -34,601          |
| Share of other comprehensive income of associates and joint ventures               | 0              | 0                |
| Exchange rate differences and other  | 2,423          | -2,918           |
| Related tax  | 14,571         | 45,804           |
| <b>TOTAL COMPREHENSIVE INCOME</b>  | <b>487,703</b> | <b>935,344</b>   |
| <b>Comprehensive income attributable to:</b>                                       | <b>487,703</b> | <b>935,344</b>   |
| Non-controlling interests  | 1,405          | 6,125            |
| Equityholders of the parent  | 486,298        | 929,219          |

Consolidated annual accounts - continued

# Consolidated Cash Flow Statement

| Consolidated cash flow statement                                  |                   |                  |
|---|-------------------|------------------|
| In EUR thousands  | 2016              | 2015             |
| <b>Cash flows from operating activities</b>                       |                   |                  |
| <b>Result before tax</b>  | <b>769,327</b>    | <b>1,339,899</b> |
| <b>Adjusted for:</b>  |                   |                  |
| Depreciations   | 116,309           | 114,224          |
| Addition to loan loss provisions                                  | 208,584           | 180,669          |
| Other   | 730,212           | 8,236            |
| <b>Taxation paid</b>  | <b>-377,283</b>   | <b>-364,671</b>  |
| <b>Changes in:</b>  |                   |                  |
| Amounts due from banks, not available on demand                   | 741,590           | 2,272,532        |
| Trading assets  | -5,829,955        | -5,341,314       |
| Non-trading derivatives   | -6,179            | -1,004,585       |
| Other financial assets at fair value through profit and loss      | -6,591            | 23,153           |
| Loans and advances to customers                                   | 8,832,618         | 1,728,113        |
| Other assets  | -691,259          | 206,121          |
| Amounts due to banks, not payable on demand                       | 2,592,946         | 1,870,325        |
| Customer deposits and other funds on deposit                      | 251,048           | 3,463,089        |
| Trading liabilities   | -3,710,593        | -4,958,110       |
| Other financial liabilities at fair value through profit and loss | -582,195          | -684,345         |
| Other liabilities   | 168,217           | 288,762          |
| <b>Net cash flow used in/(from) operating activities</b>          | <b>3,206,796</b>  | <b>-857,902</b>  |
| <b>Cash flows from investing activities</b>                       |                   |                  |
| <b>Investments and advances:</b>                                  |                   |                  |
| Associates  | -14,414           | -6,241           |
| Available-for-sale investments                                    | -1,677,231        | -680,563         |
| Real estate investments   | 0                 | -37              |
| Property and equipment  | -40,806           | -74,143          |
| Other investments   | -33,119           | -47,921          |
| <b>Disposals and redemptions:</b>                                 |                   |                  |
| Associates  | 7,950             | 29,261           |
| Available-for-sale investments                                    | 3,445,517         | 483,083          |
| Property and equipment  | 21,468            | 15,866           |
| Loans   | 0                 | 694,945          |
| Other investments   | 1,351             | -15              |
| <b>Net cash flow used in/(from) investing activities</b>          | <b>1,710,716</b>  | <b>414,235</b>   |
| <b>Cash flows from financing activities</b>                       |                   |                  |
| Proceeds from debt securities                                     | 505,636           | 1,552,462        |
| Repayments of debt securities                                     | -1,274,200        | -962,690         |
| Proceeds from issuance of subordinated loans                      | 0                 | 551,015          |
| Repayments of subordinated loans                                  | 197               | 186              |
| Dividends paid  | 0                 | 1,145,973        |
| <b>Net cash flow used in/(from) financing activities</b>          | <b>-768,367</b>   | <b>2,286,946</b> |
| <b>NET CASH FLOW</b>  | <b>4,149,145</b>  | <b>1,843,279</b> |
| <b>Cash and cash equivalents</b>                                  |                   |                  |
| Cash and cash equivalents at beginning of year                    | 7,519,436         | 4,570,176        |
| Effect of exchange rate changes on cash and cash equivalents      | 0                 | 0                |
| Cash and cash equivalents at end of year                          | <b>11,668,581</b> | <b>7,519,436</b> |
| <b>Cash and cash equivalents at end of year</b>                   |                   |                  |
| Treasury bills and other eligible bills                           | 874,779           | 0                |
| Amounts due from/to banks   | 5,785,163         | 3,252,387        |
| Cash and balances with central banks                              | 5,008,639         | 4,267,049        |
| <b>Cash and cash equivalents at end of year</b>                   | <b>11,668,581</b> | <b>7,519,436</b> |



## Consolidated annual accounts - continued

# Consolidated Statement of Changes in Equity

| Consolidated statement of changes in equity - 2016   |               |               |                     |                |                   |                         |                           |            |
|--|---------------|---------------|---------------------|----------------|-------------------|-------------------------|---------------------------|------------|
| In EUR thousands   | Share capital | Share premium | Revaluation reserve | Other reserves | Retained earnings | Net profit current year | Non-controlling interests | Total      |
| <b>Opening balance</b>   | 2,350,000     | 451,511       | 292,932             | 0              | 5,726,965         | 950,266                 | 20,392                    | 9,792,066  |
| Capital increase / decrease (-)  |               |               |                     |                |                   |                         |                           | 0          |
| Purchases / sales of treasury shares   |               |               |                     |                |                   |                         |                           | 0          |
| Share based payment  |               |               |                     |                | 10,704            |                         |                           | 10,704     |
| Net profit transferred to reserves   |               |               |                     |                | 942,652           | -950,266                |                           | -7,614     |
| Reclassification between reserves  |               |               |                     |                | 7,351             |                         | -488                      | 6,863      |
| Other changes  |               |               |                     |                |                   |                         |                           | 0          |
| Dividend previous year   |               |               |                     |                |                   |                         |                           | 0          |
| Interim dividend current year  |               |               |                     |                |                   |                         |                           | 0          |
| Net profit or loss for the current year  |               |               |                     |                |                   | 572,005                 | 1,405                     | 573,410    |
| Other Comprehensive Income (net of related tax effects)  |               |               |                     |                |                   |                         |                           | 0          |
| Currency translation reserve   |               |               | 6,983               |                |                   |                         |                           | 6,983      |
| Net change in hedge of net investments in foreign operations reserve                                       |               |               | 3,314               |                |                   |                         |                           | 3,314      |
| Net change in tangible fixed assets revaluation reserve  |               |               | -1,706              |                |                   |                         |                           | -1,706     |
| Net change in the revaluation reserve available for sale   |               |               | -97,771             |                |                   |                         |                           | -97,771    |
| Net change in cash flow hedges   |               |               | 20,002              |                |                   |                         |                           | 20,002     |
| Net change in actuarial gains/losses on pension defined benefit plans                                      |               |               | -16,529             |                |                   |                         |                           | -16,529    |
| Share of the other comprehensive income of associates and joint ventures accounted for using equity method |               |               |                     |                |                   |                         |                           | 0          |
| <b>CLOSING BALANCE</b>   | 2,350,000     | 451,511       | 207,225             | 0              | 6,687,673         | 572,005                 | 21,309                    | 10,289,723 |

| Consolidated statement of changes in equity - 2015   |               |               |                     |                |                   |                         |                           |            |
|--|---------------|---------------|---------------------|----------------|-------------------|-------------------------|---------------------------|------------|
| In EUR thousands   | Share capital | Share premium | Revaluation reserve | Other reserves | Retained earnings | Net profit current year | Non-controlling interests | Total      |
| <b>Opening balance</b>   | 2,350,000     | 451,511       | 313,979             | 0              | 5,797,713         | 1,064,072               | 18,320                    | 9,995,595  |
| Capital increase / decrease (-)  |               |               |                     |                |                   |                         |                           | 0          |
| Purchases / sales of treasury shares   |               |               |                     |                |                   |                         |                           | 0          |
| Share based payment  |               |               |                     |                | 8,622             |                         |                           | 8,622      |
| Net profit transferred to reserves   |               |               |                     |                | 1,064,072         | -1,064,072              |                           | 0          |
| Reclassification between reserves  |               |               |                     |                | 2,530             |                         | -4,054                    | -1,524     |
| Other changes  |               |               |                     |                |                   |                         |                           | 0          |
| Dividend previous year   |               |               |                     |                |                   |                         |                           | 0          |
| Interim dividend current year  |               |               |                     |                | -1,145,973        |                         |                           | -1,145,973 |
| Net profit or loss for the current year  |               |               |                     |                |                   | 950,266                 | 6,126                     | 956,392    |
| Other Comprehensive Income (net of related tax effects)  |               |               |                     |                |                   |                         |                           | 0          |
| Currency translation reserve   |               |               | 106,274             |                |                   |                         |                           | 106,274    |
| Net change in hedge of net investments in foreign operations reserve                                       |               |               | -107,745            |                |                   |                         |                           | -107,745   |
| Net change in tangible fixed assets revaluation reserve  |               |               | 3,622               |                |                   |                         |                           | 3,622      |
| Net change in the revaluation reserve available for sale   |               |               | -38,960             |                |                   |                         |                           | -38,960    |
| Net change in cash flow hedges   |               |               | -22,677             |                |                   |                         |                           | -22,677    |
| Net change in actuarial gains/losses on pension defined benefit plans                                      |               |               | 38,439              |                |                   |                         |                           | 38,439     |
| Share of the other comprehensive income of associates and joint ventures accounted for using equity method |               |               |                     |                |                   |                         |                           | 0          |
| <b>CLOSING BALANCE</b>   | 2,350,000     | 451,511       | 292,932             | 0              | 5,726,964         | 950,266                 | 20,392                    | 9,792,065  |

## Statement of compliance with IFRS

ING Belgium nv/sa has prepared its consolidated financial statements in accordance with International Financial Reporting Standards (IFRS) as adopted by the European Union (EU). In this document the term 'IFRS' is used to refer to International Financial Reporting Standards as adopted by the EU, including the decisions ING Belgium has made with regard to the options available under IFRS and the supplementary disclosures required by Belgian law.

The preparation of the consolidated financial statements in conformity with IFRS requires the use of estimates and assumptions. These estimates and assumptions affect the reported amounts of the assets and liabilities and the amounts of contingent liabilities as at balance sheet date, as well as reported income and expenses for the year. The actual outcome may differ from these estimates.

The process of setting assumptions is subject to internal control procedures and approvals and takes into account internal and external studies, industry statistics, environmental factors and trends, and regulatory requirements.

## Corporate information

ING Belgium nv/sa is an international financial institution active in banking, insurance and asset management and a subsidiary of ING Bank NV. ING Belgium has organised its commercial network into two business lines: Retail & Private Banking and Wholesale Banking. Both report functionally to the equivalent business lines at ING Group. ING Belgium is a limited liability company and its registered office is Marnix Avenue 24, 1000 Brussels.

These consolidated financial statements were approved for issue by the Board of Directors on 24 March 2017. Amounts in the notes to the financial statements are in thousands of euros unless otherwise stated.

## Basis of presentation

Preliminary remark: The format and layout of the 2016 Annual Report of ING Belgium nv/sa has been adapted to the format and layout of the Annual Report of ING Group NV and ING Bank NV, to increase comparability with the parent's financial statements.

The main measurement basis used in preparing these financial statements are fair value and amortised cost.

**Fair value of financial assets and liabilities** is determined by using quoted market prices. Market prices are obtained from traders, brokers and independent market vendors. In general, positions are valued by taking the bid price for a long position and the offer price for a short position. In some cases where positions are marked at mid-market prices, a fair value adjustment is calculated.

Furthermore, additional fair value adjustments may be necessary for liquidity or outdated data because transactions in a particular financial instrument do not take place on a regular basis.

For certain financial assets and liabilities, including Over-The-Counter (OTC) derivative instruments, no quoted market prices are available. For these financial assets and liabilities, fair value is determined using valuation techniques. These valuation techniques consider, amongst other factors, contractual and market prices, correlations, time value of money, credit spread, yield curve, volatility factors and/or prepayment rates of the underlying positions. All valuation techniques used are approved by the applicable internal authorities. In addition, market data used in these valuation techniques are validated on a daily basis. More information can be found in the chapter under "Fair value of financial assets and liabilities".

Models are subjective in nature and significant judgement is involved in establishing fair values for financial assets and liabilities. Models involve various assumptions regarding the underlying price, yield curve, correlations and many other factors. The use of different valuation techniques and assumptions could produce materially different estimates of fair value.

Price testing is done to assess whether the process of valuation has led to an appropriate fair value of the position and to an appropriate reflection of these valuations in the income statement. Price testing is performed to minimise the potential risks of economic losses due to materially incorrect or misused models. This applies to both exchange-traded positions as well as OTC positions.

The difference between the price based on the model used and the market data, the 'day one profit', is recorded in the income statement of the bank. However, when the bank uses internally developed models and/or data derived from observable prices, a valuation adjustment is made for model risk. This adjustment takes into account the different aspects of these models/data and the related degree of uncertainty.

In respect of the general rule for calculating the adjustment for model risk, the calculation takes into account:

- the internal classification of the model in accordance with its complexity;
- experience in using the model;
- and the remaining term of the operation.

The calculation is performed on a transaction-by-transaction basis. The first two points are subject to a regular review by Risk Management. A specific adjustment is also made for correlation risk. This adjustment is calculated based on the sensitivity indicator for this risk factor.

A valuation adjustment is also recorded for credit risk. This adjustment takes the model risk into account. Both Credit Valuation Adjustment (CVA) and Debit Valuation Adjustment (DVA - own default risk of ING) are taken into account to determine the fair value.

**The amortised cost of a financial asset or financial liability** is the amount at which the financial asset or financial liability is measured at initial recognition minus principal repayments, plus or minus the cumulative amortisation, using the effective interest method of any difference between that initial amount and the maturity amount, and minus any reduction (directly or through the use of an allowance account) for impairment or non-collectability.

As of 2013, ING Belgium reports applying the 'dirty price' methodology. This means that from this date the accrued interests are booked with the underlying instrument, and no longer separately.

Financial statements are prepared on a going concern basis.

## Change in IFRS-EU

New and/or amended IFRS-EU standards were adopted by ING Belgium. The implementation of these amendments had no or no material effect on the consolidated accounts of ING Belgium.

## Significant changes in IFRS-EU effective in 2016

In 2016, a number of changes to IFRS became effective under IFRS. ING Group applied, for the first time, these standards and amendments which are effective for annual periods beginning on or after 1 January 2016. The implementation of these amendments did not have a material impact on the consolidated financial position, net result, other comprehensive income and related disclosures of ING Group.

ING Group has not early adopted any other standard, interpretation or amendment which has been issued, but is not yet effective.

## Significant upcoming changes in IFRS-EU after 2016

On 1 January 2017, amendments to IFRS become effective once endorsed by the EU. The implementation of these amendments will have no significant impact on ING Group's results or financial position.

The list of upcoming changes to IFRS, which are applicable for ING Group:

- Amendments to IAS 12 'Income Taxes': Recognition of Deferred Tax Assets for Unrealised losses [not yet endorsed by the EU, 8 February 2017];
- Amendments to IAS 7 'Statement of Cash Flows: Disclosure Initiative' [not yet endorsed by the EU, as at 8 February 2017]
- Annual improvement cycle 2014 - 2016 [not yet endorsed by the EU, as at 8 February 2017]

### IFRS 9 'Financial Instruments'

IFRS 9 'Financial Instruments' was issued by the IASB in July 2014 and endorsed by the EU in November 2016. IFRS 9 will replace IAS 39 'Financial Instruments: Recognition and Measurement' and includes requirements for classification and measurement of financial assets and liabilities, impairment of financial assets and hedge accounting. The new requirements become effective as of 1 January 2018. ING Group has decided to apply the classification, measurement and impairment requirements retrospectively by adjusting the opening balance sheet and opening equity at 1 January 2018, with no restatement of comparative periods. ING has also chosen not to early adopt changes introduced by IFRS 9 for financial liabilities where movements in own credit for financial liabilities designated at fair value through profit or loss will be presented in other comprehensive income.

### IFRS 9 Program governance and status

The structure of the IFRS 9 Program has been set-up based on the three pillars of the IFRS 9 standard: Classification and Measurement, Impairment and Hedge Accounting. These central work streams consist of experts from Finance, Risk, Bank Treasury, Operations and the business. The IFRS 9 Technical Board, that consists of the Heads of various Finance and Risk functions, supports the IFRS 9 Steering Committee by reviewing the interpretations of IFRS 9 and the central guidance and instructions as prepared by the central work streams. ING Group's external auditor is an observer of the IFRS 9 Technical Board to ensure early communication of ING's approach and decisions. The IFRS 9 Steering Committee is the ultimate decision making body and consists of senior managers from Group Finance, Finance Operations, Retail Banking, Credit & Trading Risk, Risk Operations, Bank Treasury, Balance Sheet Risk Management and Wholesale Banking Lending Services. In addition, an international IFRS 9 network has been created within ING to connect all countries with the central team to ensure consistency in implementation. The Management Banking Board and the Audit Committee are periodically updated about IFRS 9.

In order to increase transparency and comparability across banks, the Enhanced Disclosure Task Force (EDTF) published a report in November 2015 on recommended disclosures on IFRS 9 that can help the market understand the upcoming changes as a result of using the Expected Credit Loss ('ECL') approach. Given that IFRS 9 is effective on 1 January 2018, the EDTF recommended disclosures for the periods prior to the 2018 financial statements aimed at promoting consistency and comparability across internationally active banks.

There has been an increased focus on IFRS 9 by the Internal and external auditors along with external parties such as European Banking Authority (EBA) and European Central Bank (ECB) as seen through their surveys, questionnaires, thematic reviews and impact assessments.

In 2016, ING Group's IFRS 9 Program continued to focus on the clarification of certain areas of judgement in IFRS 9 and based on the central teams' interpretations and discussions with the business, process, system, data and governance decisions have been made. The IFRS 9 Program is being implemented across functions, businesses and countries. The Group Accounting Manual is also being updated to align with changes that IFRS 9 will bring. In 2017, parallel runs will be performed to ensure IFRS 9 readiness on 1 January 2018.

## Classification and measurement

IFRS 9 is built on a single classification and measurement approach for financial assets that reflects the business model in which they are managed and their cash flow characteristics. Financial assets are therefore classified in their entirety rather than being subject to complex bifurcation requirements.

Two criteria are used to determine how financial assets should be classified and measured:

1. The Business Model assessment is performed to determine how a portfolio of financial instruments as a whole is managed in order to classify it as Hold to Collect, Hold to Collect & Sell or Other Business Model and
2. Contractual cash flow characteristics of financial instruments held in each Business Model are analysed to check if they consist of Solely Payments of Principal and Interest (SPPI) test in order to determine if the measurement will be at Amortised Cost, Fair Value through Other Comprehensive Income ('FVOCI') or Fair Value through Profit and Loss ('FVPL').

In 2016, the central team finalized a Business Model Blueprint based on the structure of the organization and all the entities across the Group and through discussions with various parties from the business, finance and risk functions. The central team identified and documented the Business Model templates that were later tailored by local project teams to fit the local organization as well as local business structure and product offering.

The central team also finalized an approach for performing the SPPI test and is in the process of performing a detailed analysis of our cash flow characteristics of our financial assets to detect whether they meet SPPI criteria. The SPPI test is performed on groups of assets that have a set of similar characteristics resulting in a homogenous population. Where testing is being performed at a local level, these local teams are trained and supported by the central team to ensure IFRS 9 is understood and implemented consistently across the Group.

The focus in 2017 will be finalizing SPPI testing and formalizing the governance to embed the changes brought by IFRS 9 into everyday business and financial reporting cycles to ensure ongoing compliance. ING Group will also finalize accounting policy choices around use of FVOCI presentation for equity investments and designations at FVPL. Furthermore, there will be increased emphasis on the impact of IFRS 9 on prudential ratios, especially capital ratios. While the classification and measurement of the majority of the Group's portfolio will remain consistent with IAS 39, there are some sub-portfolios where changes will occur. The classification and measurement of financial liabilities remains essentially the same as under IAS 39.

## Impairment

The recognition and measurement of impairment is intended to be more forward looking, based on an expected credit loss ('ECL') model, than under IAS 39 which is an incurred loss model. The ECL estimates are required to be unbiased, probability-weighted and should include supportable information about past events, current conditions and forecasts of future economic conditions. The ECL should reflect multiple macro-economic scenarios and include the time value of money. The ECL model applies to on-balance financial assets accounted for at amortized cost and FVOCI such as loans, debt securities and trade receivables and off balance items such as lease receivables, and certain loan commitments, financial guarantees and revolving credit facilities.

## Three stage approach

ING Group will apply the IFRS 9 three stage approach to measure expected credit losses:

### Stage 1: 12 month ECL - performing

Financial instruments that have not had a significant increase in credit risk since initial recognition require, at initial recognition, a provision for expected credit losses associated with the probability of default events occurring within the next 12 months ('12 month ECL').

### Stage 2: Lifetime ECL – under-performing

In the event of a significant increase in credit risk since initial recognition, a provision is required for ECL resulting from all possible default events over the expected life of the financial instrument ('Lifetime ECL').

### Stage 3: Lifetime ECL – non-performing

Financial instruments will move into Stage 3 once credit impaired and require a Lifetime ECL provision.

## Key concepts

ING Group aims to align the definition of credit impaired under IFRS 9 with the definition of default for prudential purposes. ING Group considers a financial asset credit-impaired when one or more events that have a detrimental impact on the estimated future cash flows of that financial asset have occurred. ING Group's definition of modification that does not result in a derecognition event refers to any non-significant changes to contractual terms that impact the (timing of) contractual cash flows of that financial asset. In case the modification results in a significant change to the contractual terms, the asset is derecognized.

ING Group established a framework for whether an asset has a significant increase in credit risk. Each asset will be assessed at reporting date on the triggers for significant deterioration. ING Group intends to assess significant increase in credit risk using a delta in the lifetime default probability, forbearance status, watch list status, managing department, arrears and the more than 30 days past due backstop. The stage allocation will be implemented in the central credit risk systems. In 2017 stability analyses on the triggers will be performed.

## Measurement

The calculation of ECL will be based on ING Group's expected loss models (PD, LGD, EAD) currently used for regulatory capital, economic capital and collective provisions in the current IAS 39 framework. The IFRS 9 ECL model leverage on existing IRB models, removing embedded prudential conservatism (such as PD floors) and including forward looking point in time information based on macro-economic indicators, such as unemployment rates and GDP growth. The expected loss parameters will be determined by using historical statistical relationships and macroeconomic predictions. For the portfolios outside the IRB approach, existing framework for loan loss provisions will be applied to set the parameters to measure credit risk. The lifetime risk assessment will be based on historical observations. The data series will be shorter compared to the assets under the IRB approach. To measure ECL, ING Group applies a PD x EAD x LGD approach. For stage 2 assets a lifetime view on the underlying parameters is taken. The Lifetime Expected Loss (LEL) is the discounted sum of the portions of lifetime losses related to default events within each time window of 12 months. For stage 3 the PD equals 100% and the LGD and EAD represent a lifetime view of the characteristics of facilities that are in default. The ECL is calculated in the central credit risk systems to ensure consistency.

In 2016, enhanced data was collected from all source systems around the world and progress has been made in the central implementation of IFRS 9 concepts in the central credit risk system. Furthermore, ING Group's asset portfolios are split into a number sub-portfolios based on asset class and jurisdiction (e.g. mortgages in the Netherlands) in order to more accurately measure ECL. For IFRS 9 purposes a number of portfolios are grouped. The models for the first portfolios are in the process of validation by an independent party.

## Impact

Based on the IFRS 9 ECL model a more volatile impairment charge is expected on the back of macroeconomic predictions. Financial assets with high risk long maturity profiles are expected to be at subject to the biggest impact. All financial assets in scope of the ECL model will be assessed for at least 12-month ECL (though largely offset by current IBNR under IAS 39). IFRS 9 requires to calculate lifetime ECL for those assets with a significant increase in credit risk since initial recognition but are not credit impaired at the reporting date (i.e. Stage 2). This category did not exist under IAS 39. These factors combined will likely result in an increase in the total level of impairment allowances. ING Group expects that the negative effect that this might have on equity can be partly offset by the release of expected loss elements currently included in the calculation of regulatory capital (i.e. the regulatory shortfall).

## Hedge accounting

The IFRS 9 hedge accounting requirements aim to simplify general hedge accounting requirements. Furthermore, IFRS 9 aims to aligns hedge accounting more closely with risk management. All micro hedge accounting strategies as well as the macro cash flow hedge accounting are in scope of IFRS 9. Macro fair value hedging is not in scope of IFRS 9. ING Group performed a technical assessment of the impact of the new hedge accounting requirements. Based on the outcome of this technical assessment, ING Group has made a decision to continue applying IAS 39 for hedge accounting including the application of the EU 'carve out'. ING Group will implement the revised hedge accounting disclosures as required by IFRS 7 'Financial Instruments: Disclosures' as per 1 January 2018.

## IFRS 15 'Revenue from Contracts with Customers'

IFRS 15 'Revenue from Contracts with Customers' is effective for annual periods beginning on or after 1 January 2018 and has been endorsed by the EU. IFRS 15 introduces a 5-step approach for recognizing revenue as and when the agreed performance obligations are satisfied. Agreed performance obligations are individual promises made to customer that delivers benefit from the customers perspective. Revenue should either be recognized at a point-in-time or over-time depending on the service being delivered to the customer. The standard may be applied retrospectively, although transitional relief is available. Commission income is a key revenue stream in scope of IFRS 15 being assessed. No accounting change is expected for 'straight-forward' type transaction based fees. Fees related to the effective yield of the loan which is presented in Interest income or bank guarantee fees are not in the scope of IFRS 15.

## IFRS 16 'Leases'

In January 2016, the IASB issued IFRS 16 'Leases' the new accounting standard for leases. The new standard is effective for annual periods beginning on or after 1 January 2019 and will replace IAS 17 'Leases' and IFRIC 4 'Determining whether an Arrangement contains a Lease'. IFRS 16 is not yet endorsed by the EU. The new standard removes for lessee accounting, the distinction between operating or finance leases, resulting in all leases being treated as finance leases. All leases will be recognized on the statement of financial position with the optional exceptions for short-term leases with a lease term of less than 12 months and leases of low-value assets (for example mobile phones or laptops). A lessee is required to recognize a right-of-use asset representing its right to use the underlying leased asset and a lease liability representing its obligation to make lease payments. The main reason for this change is that this approach will result in a more comparable representation of a lessee's assets and liabilities in relation to other companies and, together with enhanced disclosures, will provide greater transparency of a lessee's financial leverage and capital employed. The standard permits a lessee to choose either a full retrospective or a modified retrospective transition approach. Furthermore the standard provides some practical options and exemptions to ease the costs of transition. Lessor accounting remains substantially unchanged. ING will adopt the standard at its effective date and is currently assessing the impact of this standard.

## Consolidated annual accounts - continued

## Principles of consolidation

### Subsidiaries

Subsidiaries are all entities (including Variable Interest Entities) over which ING Belgium has the power to govern the financial and operating policies, generally accompanying a shareholding of more than 50% of the voting rights. The existence and effect of potential voting rights that are currently exercisable or convertible are considered when assessing whether ING Belgium controls another entity. Subsidiaries are fully consolidated from the date on which control is exercised by ING Belgium. They are deconsolidated from the date on which control ceases.

ING Belgium has also shareholding above 50% of the voting rights in companies which are not fully consolidated. Considering IFRS 10 requirements, the bank effectively exercises a control on those companies but given the low materiality for the bank, these companies have not been consolidated. Those participations are considered as investments. Further details can be found in note 6.

As regards fully consolidated subsidiaries, the bank ensures that, within the limits of percentages of equity controlled and with the exclusion of political risk, fully consolidated shareholdings are able to meet their commitments.

The purchase method of accounting is used to account for the acquisition of subsidiaries by ING Belgium. The cost of an acquisition is measured as the fair value of the assets given, equity instruments issued and liabilities incurred or assumed on the exchange date. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are initially measured at their fair value on the acquisition date, irrespective of the extent of any non-controlling interest (or minority interest). The excess of the acquisition cost over the fair value of the bank's share in the identifiable net assets acquired is recorded as goodwill. If the acquisition cost is less than the fair value of the bank's share in the net assets of the subsidiary acquired, the difference is directly recognised in the income statement. The badwill is only recognised in the income statement after reassessment that all assets acquired and liabilities assumed were correctly identified.

Balances and unrealised gains on transactions between ING Belgium companies are eliminated. Unrealised losses are also eliminated, unless the transaction provides evidence of an impairment of the asset transferred. When necessary, the accounting policies of subsidiaries have been changed to ensure consistency with the policies adopted by ING Belgium.

| Consolidated subsidiaries                    |                   |             |                 |  |            |             |                  |                                   |
|--|-------------------|-------------|-----------------|--|------------|-------------|------------------|-----------------------------------|
| In EUR thousands                             |                   |             |                 | Entity's Financial statement at the reporting date |            |             |                  |                                   |
| Entity name                                  | Registered office | Activity    | Company code    | Accumulated Equity interest (%)                    | Assets     | Liabilities | Net result       | Equity (without Income Statement) |
| Cel Data Services                            | Brussels          | IT          | BE 0435.463.880 | 100.0%   | 8,610      | 2,053       | 279              | 6,278                             |
| Immo Globe                                   | Brussels          | Real Estate | BE 0414.586.512 | 100.0%   | 15,333     | 956         | 163              | 14,214                            |
| ING Belgium International Finance Luxembourg | Luxembourg        | Finance     | -               | 100.0%   | 1,716,843  | 1,730,760   | 1,998            | -15,915                           |
| ING Contact center                           | Brussels          | Finance     | BE 0452.936.946 | 100.0%   | 10,319     | 7,631       | -237             | 2,925                             |
| ING Luxembourg                               | Luxembourg        | Finance     | -               | 100.0%   | 15,328,674 | 14,149,586  | 101,215          | 1,077,873                         |
| ING Lease Luxembourg                         | Luxembourg        | Leasing     | -               | 100.0%   | 261,813    | 243,811     | 1,670            | 16,332                            |
| Société Immobilière ING Luxembourg           | Luxembourg        | Real Estate | -               | 100.0%   |            |             | <b>Dissolved</b> |                                   |
| ING Technology Services                      | Brussels          | IT          | BE 0846.738.437 | 100.0%   |            |             | <b>Dissolved</b> |                                   |
| Lease Belgium                                | Brussels          | Leasing     | BE 0402.918.402 | 100.0%   | 4,221,896  | 4,016,974   | 34,747           | 170,175                           |
| ING Equipment Lease Belgium                  | Brussels          | Leasing     | BE 0427.980.034 | 100.0%   | 1,941,231  | 1,851,600   | 13,913           | 75,718                            |
| ING Asset Finance Belgium                    | Brussels          | Leasing     | BE 0429.070.986 | 100.0%   | 635,231    | 601,281     | 4,946            | 29,004                            |
| ING Truck Lease Belgium                      | Brussels          | Leasing     | BE 0440.360.895 | 100.0%   | 292,434    | 280,984     | 948              | 10,502                            |
| Commercial Finance                           | Brussels          | Factoring   | BE 0470.131.086 | 100.0%   | 1,098,548  | 1,081,582   | 7,177            | 9,789                             |
| D'leteren Vehicle Trading NV                 | Brussels          | Leasing     | BE 0428.138.994 | 51.0%  | 5,365      | 2,844       | 105              | 2,416                             |
| New Immo-Schuman                             | Brussels          | Real Estate | BE 0428.361.797 | 100.0%   | 11,105     | 1,431       | 191              | 9,483                             |
| Record Bank                                  | Brussels          | Banking     | BE 0403.263.642 | 100.0%   | 19,104,887 | 18,118,288  | 83,473           | 903,126                           |
| Fiducré                                      | Brussels          | Finance     | BE 0403.173.372 | 100.0%   | 129,836    | 108,668     | 19,678           | 1,490                             |
| Logipar                                      | Brussels          | Real Estate | BE 0439.526.103 | 100.0%   | 4,601      | 2           | -260             | 4,859                             |
| Record Credit Services                       | Liège             | Finance     | BE 0403.257.407 | 18.7%  | 1,479,341  | 1,433,118   | 2,009            | 44,214                            |
| Sogam  | Brussels          | Finance     | BE 0402.688.075 | 100.0%   | 563        | 8           | 109              | 446                               |
| Soges-Fiducem                                | Brussels          | Finance     | BE 0403.238.304 | 100.0%   | 40,757     | 37,177      | 343              | 3,237                             |
| Belgian Overseas Agencies                    | Montreal          | Finance     | CA 0403.202.967 | 100.0%   | 23,975     | 23,763      | 10               | 202                               |
| Belgian Overseas Issuing Corp                | New York          | Finance     | CA 0403.203.066 | 100.0%   | 27,682     | 27,139      | 57               | 486                               |

PM: Amounts before intercompany eliminations. Assets are not equal to liabilities because equity is not included



## Consolidated annual accounts - continued

**Structured entities**

ING Belgium's activities involve transactions with various structured entities ('SE') in the normal course of its business. A structured entity is an entity that has been designed so that voting or similar rights are not the dominant factor in deciding who controls the entity, such as when any voting rights relate to administrative tasks only and the relevant activities are directed by means of contractual arrangements.

The structured entities over which ING Belgium can exercise control are consolidated. ING may provide support to these consolidated structured entities as and when appropriate, and this is fully reflected in the consolidated financial statements of ING Belgium as all assets and liabilities of these entities are included and off-balance sheet commitments are disclosed.

ING Belgium's activities involving structured entities are explained below in the following categories:

- 1) Consolidated ING originated Liquidity management securitization programs (Belgian Lions);
- 2) Consolidated Record Bank originated Liquidity management securitization programs (Record Lions).

**Associates**

Associates are all entities over which ING Belgium has significant influence but no control, generally accompanying a shareholding of 20-50% of the voting rights. Investments in associates are accounted for under the equity method of accounting and are initially recognized at cost. They include goodwill (net of any accumulated impairment loss) identified upon acquisition.

The bank's share in the post-acquisition profits or losses of associates is recognized in the income statement. Its share in the post-acquisition movements in reserves is recognized in reserves. The cumulative post-acquisition movements are adjusted against the carrying amount of the investment. When ING Belgium's share in the losses of an associate equals or exceeds its interest in the associate, including any other unsecured receivables, the bank does not recognize further losses, unless it has incurred obligations or made payments on behalf of the associate.

Unrealized gains on transactions between ING Belgium and its associates are eliminated to the extent of the bank's interest in the associates. Unrealized losses are also eliminated, unless the transaction provides evidence of an impairment of the asset transferred. When necessary, the accounting policies of associates have been changed to ensure consistency with the policies adopted by ING Belgium. Amounts from the latest published financial statements of these entities:

| Subsidiaries and Associates accounted for under the equity method |                   |                     |                     |  |  |             |            |                                   |  |
|---|-------------------|---------------------|---------------------|--|--|-------------|------------|-----------------------------------|--|
| In EUR thousands  |                   |                     |                     | Entity's Financial statement at the reporting date |  |             |            |                                   |  |
| Entity name   | Registered office | Activity            | Company code        | Accumulated Equity interest (%)                    | Assets   | Liabilities | Net result | Equity (without Income Statement) |  |
| Isabel  | Brussels          | Finance             | BE 0455.530.509     | 25.3%  | 33,330   | 13,027      | 3,636      | 16,667                            |  |
| Synapsia  | Luxembourg        | Finance             | LU                  | Dissolved  |  |             |            |                                   |  |
| European Marketing Group (LU) S.A.                                | Luxembourg        | Leasing             | LU                  | 40.0%  | 7,859  | 2,610       | 956        | 4,293                             |  |
| Aigle aviation SA   | Luxembourg        | Finance             | LU                  | 75.0%  | 56,412   | 53,679      | -1,914     | 4,647                             |  |
| A.E.D. Rent   | Willebroek        | Audiovision         | BE 0451.899.343     | 31.3%  | 52,987   | 34,052      | 108        | 18,827                            |  |
| Ark Angels Activator Fund   | Hasselt           | Private equity fund | BE 0843.728.962     | 33.1%  | 3,145  | 6           | -552       | 3,692                             |  |
| Ark Angels Activator Fund Beheer                                  | Hasselt           | Private equity fund | BE 0843.353.929     | 25.8%  | 408  | 0           | 72         | 336                               |  |
| AXISQL  | Willebroek        | Holding             | BE 0848.687.939     | 41.7%  | 16,428   | 3,277       | 3,051      | 10,100                            |  |
| Belgian Mobile Wallet   | Brussels          | Finance             | BE 0541.659.084     | 12.5%  | Shares splitted by 3 so transfer to "Non associates" |             |            |                                   |  |
| BIENCA Biotechnological Enzymatic Catalyse                        | Seneffe           | Biotechnology       | BE 0446.755.472     | 20.8%  | 1,177  | 630         | 476        | 71                                |  |
| (Brand & Licence Comp) Bancontact/Mistercash                      | Brussels          | Finance             | BE 0884.499.250     | 20.0%  | 9,237  | 3,173       | 625        | 5,439                             |  |
| Euresys (Walltech)  | Angleur           | Industry            | BE 0437.408.137     | Dissolved  |  |             |            |                                   |  |
| Europay Belgium   | Brussels          | Services            | BE 0434.197.536     | 22.2%  | 2,025  | 1,050       | 34         | 941                               |  |
| GDW Holding   | Waregem           | Holding             | BE 0824.392.409     | 38.4%  | 21,291   | 12,480      | 62         | 8,749                             |  |
| Immomanda   | Brussels          | Finance             | BE 0417.331.315     | 100.0%   | 1,413  | 1,233       | 569        | -389                              |  |
| Innotec International   | Dessel            | Commerce            | BE 0534.724.475     | 40.0%  | 18,866   | 6,008       | 771        | 12,087                            |  |
| ING Activator   | Brussels          | Private equity fund | BE 0878.533.255     | 50.0%  | 1,858  | 190         | -1,004     | 2,672                             |  |
| ISIM (ING Solutions Investment Management)                        | Luxembourg        | Holding             | LU                  | 100.0%   | 1,997  | 1,016       | 185        | 796                               |  |
| M Brussels Village  | Brussels          | Services            | BE 0473.370.886     | 24.6%  | 382  | 246         | -2         | 138                               |  |
| QUSTOMER  | Brussels          | Holding             | BE 0846.759.718     | Sold   |  |             |            |                                   |  |
| SAS Marnix Invest   | Paris             | Research            | FR 490.246.246.0002 | Dissolved  |  |             |            |                                   |  |
| SAS SODIR-Deux  | Paris             | Holding             | FR 523.128.759.0001 | Sold   |  |             |            |                                   |  |
| Sherpa Invest   | Brussels          | Holding             | BE 0878.752.692     | 20.0%  | 1,352  | 702         | -45        | 695                               |  |
| Sherpa Invest II  | Brussels          | Holding             | BE 0835.148.719     | 25.0%  | 2,545  | 27          | -365       | 2,883                             |  |
| Stardekk  | Bruges            | IT                  | BE 0474.598.036     | 37.5%  | 3,281  | 1,221       | 572        | 1,488                             |  |
| Tasco   | Antwerp           | Consultancy         | BE 0656.874.397     | 30.1%  | n/a (created in June 2016)                           |             |            |                                   |  |
| Unibioscreen SA   | Brussels          | Biology             | BE 0466.013.437     | 25.5%  | 152  | 362         | -59        | -151                              |  |
| Vesalius Biocapital Partners sarl                                 | Luxembourg        | Finance             | LU                  | 20.0%  | 4,187  | 3,497       | 1,359      | -669                              |  |
| Vesalius Biocapital II Partners sarl                              | Luxembourg        | Finance             | LU                  | 20.0%  | 4,394  | 3,950       | 126        | 318                               |  |
| Vesalius Biocapital I SA SICAR                                    | Luxembourg        | Investments         | LU                  | 35.4%  | 49,172   | 73          | 13,270     | 35,829                            |  |
| Visa Belgium  | Brussels          | Finance             | BE 0435.551.972     | 14.9%  | 114,942  | 74,699      | 113,984    | 325                               |  |

PM: Amounts before intercompany eliminations. Assets are not equal to liabilities because equity is not included

# Accounting policies

## Foreign currency translation

### *Functional and presentation currency*

Items included in the accounts of all ING Belgium entities are measured using the currency of the primary economic environment in which the entity operates ('the functional currency'). The consolidated financial statements are drawn up in thousands of euros, which is the presentation currency.

### *Translations*

Foreign currency transactions are converted into the functional currency using the exchange rates prevailing on the transaction date. Foreign exchange gains and losses resulting from the settlement of such transactions, as well as gains and losses resulting from the conversion at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies, are recognized in the income statement, except when deferred in equity as part of qualifying cash flow or net investment hedges.

Conversion differences on non-monetary items measured at fair value through profit and loss are reported as part of the fair value gain or loss. Non-monetary items are reconverted on the date where their fair value is determined.

Conversion differences on non-monetary items measured at fair value through the revaluation reserve are included in the revaluation reserve in equity.

### *Results and financial position of group companies*

The results and financial position of ING Belgium companies whose functional currency differs from the presentation currency are converted into the presentation currency:

- assets and liabilities included in their balance sheet are converted at the closing rate, on the date of the balance sheet concerned;
- income and expenses included in their income statement are converted at average exchange rates; however, when the average is not a reasonable approximation of the cumulated effect of the rates prevailing on the transaction dates, income and expenses are converted on the transaction dates;
- resulting exchange differences are recognised in a separate component of equity.

On consolidation, exchange differences arising from the conversion of a monetary item that forms part of the net investment in a foreign operation, and of borrowings and other instruments designated as hedges of such investments, are taken to shareholders' equity. When a foreign operation is sold, such exchange differences are recognized in the income statement as part of the gain or loss on sale. Goodwill and fair value adjustments arising on the acquisition of a foreign operation are treated as assets and liabilities of the foreign operation and converted at the closing rate.

## Recognition and derecognition of financial instruments

All purchases and sales of financial assets classified as available for sale and trading that require delivery within the timeframe established by regulation or market convention ('regular way' purchases and sales) are recognized on trade date, being the date when ING Belgium committed to purchase or sell the asset. Loans and deposits are recognized on settlement date.

Financial assets are derecognized when the rights to receive cash flows from the financial assets have expired or when ING Belgium has transferred all risks and rewards of ownership. If ING Belgium neither transfers nor retains all risks and rewards of ownership of a financial asset, it derecognizes the financial asset when it no longer has control over it. In case of transfers where control over the asset is retained, ING Belgium continues to recognize the asset to the extent of its continuing involvement. The extent of this continuing involvement is determined by the extent to which ING Belgium is exposed to changes in the value of the asset.

## Offsetting of financial assets and liabilities

Financial assets and liabilities are offset and the net amount is reported in the balance sheet when ING Belgium has a legally enforceable right to offset the recognized amounts and intends to either settle on a net basis or to simultaneously realize the asset and settle the liability.

## Repurchase and reverse repurchase transactions

Securities sold subject to repurchase agreements ('repos') are retained in the consolidated financial statements. The counterparty liability is included in financial liabilities associated with the transferred assets.

Securities purchased under agreements to resell ('reverse repos') are recorded as collateral received. In addition, a receivable is recognised as 'loans and advances' or as 'financial assets held for trading'.

The difference between the sale and repurchase price is recorded as interest and accrued over the life of the agreement, using the effective interest method.

## Financial assets

### Cash and cash balances with central banks

Cash includes money held by ING Belgium, as well as money deposited with other financial institutions that can be withdrawn without notice.

Cash equivalents are defined as short-term, highly liquid investments which are readily convertible to known amounts of cash and subject to an insignificant risk of changes in value. The classification of a short-term investment as a cash equivalent not only requires the investment to meet the definition of a cash equivalent, but also depends on the purpose for which the investment is held.

Cash and cash equivalents comprise balances with less than three months' maturity from the date of acquisition, including cash on hand, balances with central banks, short-term loans and advances, short-term government securities, reverse repos and bank overdrafts.

### Financial assets held for trading

Trading assets are assets that are acquired principally for the purpose of generating short-term gains or a dealer's margin. Financial assets held for trading are initially recognised at cost. Subsequently, they are remeasured to fair value, without deduction of transaction costs, on each balance sheet date until they are derecognised.

Gains and losses arising from changes in fair value are recorded in the income statement for the period in which they occur. They include realised gains and losses on the disposal of financial assets and unrealised gains and losses arising from changes in fair value.

Interest income and expenses are recorded separately in the income statement.

### Financial assets designated at fair value through profit or loss

Management designates financial assets at fair value through profit or loss when one of the following conditions is met:

- it eliminates or significantly reduces a measurement or recognition inconsistency (sometimes referred to as 'accounting mismatch') that would arise from measuring assets or recognising gains/ losses on them on a different basis;
- a group of financial assets is managed and its performance is evaluated on a fair value basis, in accordance with a documented risk management or investment strategy, and information about the group of assets concerned is provided internally on that basis;
- the assets contain one or more embedded derivatives, unless the embedded derivative does not significantly modify the cash flows or if separation of the embedded derivative would be prohibited.

Gains and losses arising from changes in the fair value of such assets are recognised in the income statement for the period in which they occur. They include realised gains and losses on the disposal of financial assets and unrealised gains and losses arising from changes in the fair value of the assets.

Interest income and expenses are recorded separately in the income statement.

Designation is irrevocable: the market-to-market valuation of such assets is maintained until derecognition.

### Loans and receivables

Loans and receivables are non-derivative instruments with fixed or determinable payments. They are initially recognised at fair value plus transaction costs that are directly attributable to the acquisition or issue of the financial asset. Subsequently, they are carried at amortised cost using the effective interest rate method, less any impairment losses.

Interest income is recognised on an accruals basis using the effective interest rate method.

**Financial assets available for sale**

Financial assets not classified in another category are recorded as available for sale.

Available-for-sale financial assets are measured at fair value. Unrealised gains and losses arising from changes in fair value are recognised in equity. When the assets are disposed of, the related accumulated fair value adjustments are recorded in the income statement as gains and losses from investments.

**Held-to-maturity investments**

Non-derivative financial assets with fixed or determinable payments and fixed maturity which ING Belgium has the intent and ability to hold to maturity and which are designated by management as held-to-maturity assets are initially recognised at fair value plus transaction costs. Subsequently, they are carried at amortised cost using the effective interest method less any impairment losses.

Interest income from debt securities classified as held-to-maturity is recognised in Interest income in the profit and loss account using the effective interest method. Held-to-maturity investments include only debt securities.

**Impairment of financial assets**

At each balance sheet date, ING Belgium assesses whether there is objective evidence that a financial asset or a group of financial assets is impaired. Objective evidence that a financial asset or group of assets is impaired includes, but is not limited to:

- the borrower has sought or has been placed in bankruptcy or similar protection, and this avoids or delays repayment of the financial asset;
- the borrower has failed in the repayment of principal, interest or fees, and the payment failure has remained unsolved for a certain period;
- the borrower has given evidence of significant financial difficulty, which will have a negative impact on the future cash flows of the financial asset;
- the credit obligation has been restructured for non-commercial reasons. ING Belgium has granted concessions, for economic or legal reasons relating to the borrower's financial difficulty, the effect of which is a reduction in the expected future cash flows of the financial asset.

**Impairment of financial assets designated as available for sale**

With regard to equity investments classified as available for sale, a significant (25%) or prolonged decline (6 months) in the fair value of the assets linked to the quality of the debtor, below their acquisition cost, is considered in determining whether the assets are impaired.

If any such evidence exists, the cumulated loss -measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognised in the income statement- is removed from equity and recognised in the income statement. Impairment losses on equity instruments recognised in the income statement are not reversed through the income statement until the items are derecognised.

Regarding debt securities, the same rule applies to record the impairment. If, however, in a subsequent period the fair value of a debt instrument classified as available for sale increases and the increase can be objectively related to an event occurring after the impairment loss was recognised in the income statement, the impairment loss is reversed through the income statement.

**Impairment of loans**

ING Belgium first assesses whether objective evidence of impairment exists individually for loans that are individually significant, and individually or collectively for loans that are not individually significant. Loans that are individually assessed for impairment and for which an impairment loss is, or continues to be recognised, are not included in a collective assessment of impairment.

For loans that are not individually significant a collective provision is calculated.

A collective provision is calculated when ING Belgium determines that no objective evidence exists of the depreciation of a financial asset or a group of financial assets; this also referred to as 'Incurred But Not Reported' (IBNR). Collective provisions calculation is model based. When it appears with certainty that the result of the calculation materially over- or underestimate the expected loss, for example as a consequence of an upcoming model or regulatory change, operational change or process optimization, the expected impact of that change is incorporated to the provisions.

## Consolidated annual accounts - continued

A loan is impaired when it is probable that the bank will not be able to collect all amounts due (principal and interest) according to the contractual terms. The collectability of loans includes the credit risk, when a loan may not be repaid due to the borrower's lack of capacity to repay. It also includes the transfer risk, when the loan is not repaid due to factors external to the borrower such as currency restrictions resulting from an economic crisis in his/her country of domicile. Emphasis should be placed on the timing of the contractual cash flows from interest payments and principal repayments. If the bank expects to collect all interest and principal due in full, but it is probable that those cash flows will be received later than the date agreed in the original contract, an impairment review must be performed. In addition, following the introduction of a new definition of non-performing loans and forbearance by EBA in 2014, forbore exposure showing past due for more than 30 days are considered like impaired and provisions are calculated accordingly.

When a loan is defaulted, it is written off against the related provision account. This occurs after all required procedures have been undertaken and the final loan loss has been determined. Any amounts received in excess of expected cash flows are recognised in the income statement as reductions of the related provision. When an impairment is recognised for a financial asset valued at amortised cost, the amount of the impairment is determined as being the difference between the asset's book value and the present value of the expected future cash flows (excluding future loan losses that have not yet occurred), discounted using the asset's original effective interest rate. Currently, the future cash flows are discounted using the contractual rate. The carrying amount of the asset is reduced through the use of an allowance account, and the amount of the loss is recognised in the income statement. If the loan has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised (such as an improvement in the debtor's credit rating), the previously recognised impairment loss is reversed by adjusting the allowance account. The amount of the reversal is recognised in the income statement. It is the bank's policy that write-offs should only be made when the loss is quasi certain e.g. after completion of a restructuring, in a bankruptcy situation, after divestment of a credit facility at a discount, after closure of all recovery attempts. Both the loan and the impairment show up in the books. If the decision to (partially) write off the loan is taken, both the loan and the related provision are eliminated from the books and only the difference between the two is brought to the income statement.

The identification of the impairment and the determination of the recoverable amount are an inherently uncertain process involving various assumptions and factors, including the financial condition of the counterparty, expected future cash flows, observable market prices and expected net selling prices.

Considerable judgment is exercised in determining the extent of loan loss provisions. This judgment is based on the management's evaluation of the risk in the portfolio, current economic conditions, loss experience in recent years and credit and geographical concentration trends. Changes in such judgments and analyses may lead to changes in provisions over time.

## Financial liabilities

### *Financial liabilities held for trading*

A financial liability is held for trading when it is acquired or incurred principally for the purpose of generating a profit from short-term fluctuations in price or dealer's margin. Financial liabilities held for trading include 'short' positions in securities. Financial liabilities held for trading are initially recognised at cost, and subsequently remeasured to fair value (without deduction for transaction costs) on each balance sheet date until the items are derecognised.

Gains and losses arising from changes in the fair value are recorded in the income statement for the period in which they occur. Gains and losses include realised gains and losses on the disposal of financial liabilities, and unrealised gains and losses arising from changes in the fair value.

Interest is recorded separately in the income statement

### *Financial liabilities at fair value through profit or loss*

Management designates financial liabilities at fair value through profit or loss when one of the following conditions is met:

- it eliminates or significantly reduces a measurement or recognition inconsistency (sometimes referred to as 'accounting mismatch') that would arise from measuring liabilities or recognising gains/ losses on them on a different basis;
- a group of financial liabilities is managed and its performance is evaluated on a fair value basis, in accordance with a documented risk management or investment strategy, and information about the group of liabilities concerned is provided internally on that basis;
- the liabilities contain one or more embedded derivatives, unless the embedded derivative does not significantly modify the cash flows or when separation of the embedded derivative would be prohibited.

**Financial liabilities at amortized cost**

The amortised cost of a financial liability is the amount at which the financial liability is measured at initial recognition (the fair value), minus principal repayments, plus or minus the cumulated amortisation, using the effective interest method of any difference between the initial amount and the maturity amount. This is the default classification.

**Derivatives and hedging activities**

Any derivative contract is initially recognised at fair value at the date on which it is entered into and is subsequently remeasured to its fair value. All derivatives are carried as assets when their fair value is positive and as liabilities when their fair value is negative.

Embedded derivatives are bifurcated from their host contract provided the following conditions are met:

- Their economic characteristics and risks are not closely related to those of the host contract;
- The host contract is not carried at fair value through profit or loss;
- A separate instrument with the same terms as the embedded derivative would meet the definition of a derivative.

These embedded derivatives are measured at fair value, with changes in fair value recognised in the income statement. The method of recognising the resulting fair value gain or loss depends on whether the derivative is designated as a hedging instrument and, if so, on the nature of the item being hedged. Hedge accounting is used for derivatives designated in this way, provided certain criteria are met.

At the inception of the transaction, ING Belgium documents the relationship between hedging instruments and hedged items, as well as its risk management objective and strategy for undertaking various hedge transactions. The bank assesses, both at hedge inception and on an ongoing basis, whether the derivatives that are used in hedging transactions are highly effective in offsetting changes in fair values or cash flows of hedged items including the method for assessing the hedging instruments' effectiveness in offsetting the exposure to changes in the hedged item's fair value or cash flows attributable to the hedged risk. ING Belgium uses three types of hedge accounting, which are described below.

**Fair value hedge**

Changes in the fair value of derivatives that are designated and qualify as fair value hedges are recognised in the income statement, together with fair value adjustments to the hedged item attributable to the hedged risk. If the hedge relationship no longer meets the criteria for hedge accounting, the cumulative adjustment of the hedged item is, in the case of interest-bearing instruments, amortised in the income statement over the remaining term of the original hedge or recognised directly when the hedged item is derecognised. Interest Rate Swaps are concluded in the ALM book as hedging instruments in order to manage the overall interest rate risk created by the commercial activity of the bank. Interest rate swaps and cap/floor (for mortgage loans) are used.

ING makes use of the 'carved-out' version of IAS39 as adopted by the European Commission in 2004. In this version, certain aspects of portfolio fair value hedging of interest rate risk have been moderated to avoid operational complexity. Among other, the carved-out version allows the use of the 'bottom layer' approach for pre-payable assets.

**Cash flow hedge**

The effective portion of changes in the fair value of derivatives that are designated and qualify as cash flow hedges are recognised in equity. The gain or loss relating to the ineffective portion is immediately recognized in the income statement. Amounts accumulated in equity are recycled to the income statement in the periods in which the hedged item will affect the income statement.

When a hedging instrument expires or is sold, or when a hedge no longer meets the criteria for hedge accounting, any cumulative gain or loss existing in equity at that time remains in equity and is recognized when the forecast transaction is ultimately recognized in the income statement. When a forecast transaction is no longer expected to occur, the cumulative gain or loss that is reported in equity is immediately transferred to the income statement.

Interest Rate Swaps are concluded in the ALM book as hedging instruments in order to manage the overall interest rate risk created by the commercial activity of the bank.

**Hedge of a net investment in a foreign operation**

Hedges of net investments in foreign operations are accounted for similarly to cash flow hedges. Any gain or loss on the hedging instrument relating to the effective portion of the hedge is recognised in equity. The gain or loss relating to the ineffective portion is recognised immediately in the income statement.

Gains and losses accumulated in equity are included in the income statement when the foreign operation is disposed of.

## Tangible assets

### Property, plant and equipment

Land and buildings held for own use are stated at fair value on the balance sheet date. The cost of an item of property, plant and equipment comprises its purchase price, including non-refundable purchase taxes, after deducting trade discount and rebates. The fair value of land and buildings is their market value.

ING Belgium measures at fair value property at each reporting date and obtains a valuation from an independent, professionally qualified appraiser on a sufficiently regular basis, or at least every five years.

Increases in the carrying amount arising from a revaluation of land and buildings held for own use are credited to the revaluation reserves in shareholders' equity. Decreases that offset previous increases of the same asset are charged against revaluation reserves directly in equity. All other decreases are charged to the income statement. Increases that reverse a revaluation decrease on the same asset previously recognised in income statement are recognised in the income statement.

Depreciation on buildings is recognised, based on the fair value and the estimated useful life of the asset (in general 33 years). Depreciation is calculated pro rata temporis (or proportionally) on a straight-line basis. Residual values and useful lives are reviewed and adjusted, if appropriate, at each balance sheet date.

Subsequent expenditures are included in the carrying amount of the asset when it is probable that future economic benefits associated with the item will flow to ING Belgium and its cost can be measured reliably. All other repairs and maintenance are charged to the income statement during the financial period in which these are incurred.

On disposal, the related revaluation reserve is transferred to retained earnings. Land is not depreciated.

Equipment is stated at cost, less accumulated depreciation and any impairment losses. The cost of such assets is depreciated on a straight-line basis over their estimated useful lives. Expenditures for maintenance and repairs are charged to the income statement as incurred. Expenditure incurred on major improvements is capitalised and depreciated.

The leases entered into by ING Belgium are operating leases. The total payments made under operating leases are charged to the profit and loss account on a straight-line basis over the period of the lease. When an operating lease is terminated before the lease period has expired, any payment required to be made to the lessor by way of penalty is recognised as an expense in the period in which termination takes place.

### Investment property

Investment property is stated at fair value on the balance sheet date. Changes in the carrying amount resulting from revaluations are recorded in the income statement. On disposal, the difference between the sale proceeds and book value is recognised in the income statement.

Fair value of investment property is based on regular appraisals by independent qualified appraisers. Investment properties are not depreciated.

## Goodwill and intangible assets

### Goodwill

ING Belgium's acquisitions are accounted for under the purchase method of accounting, whereby the cost of the acquisitions is allocated to the fair value of the assets, liabilities and contingent liabilities acquired. Goodwill -being the difference between the cost of the acquisition (including assumed debt) and the bank's interest in the fair value of the acquired assets, liabilities and contingent liabilities on the acquisition date- is capitalised as an intangible asset. The results of the operations of the acquired companies are included in the income statement from the date control is obtained.

Goodwill is only capitalised on acquisitions after the date of implementing IFRS. Accounting for acquisitions before that date is not restated; goodwill and internally generated intangibles on those acquisitions are directly charged to shareholders' equity. Goodwill is allocated to cash-generating units for the purpose of impairment testing. These cash-generating units are the smallest identifiable group of assets that generates cash inflows that are largely independent of the cash inflows from other assets or group of assets.

## Consolidated annual accounts - continued

The impairment testing is performed annually or more frequently if there are indicators of impairment. Under the impairment tests, the carrying value of the cash-generating unit (including goodwill) is compared to its recoverable amount, which is the higher of its fair value less costs to sell and its value in use. Adjustments to the fair value as of the date of acquisition of acquired assets and liabilities that are identified within one year after acquisition are recorded as an adjustment to goodwill. Any subsequent adjustment is recognised as income or expense. However, recognition of deferred tax assets after the acquisition date is recorded as an adjustment to goodwill, even after the first year.

On disposal of group companies, the difference between the sale proceeds and book value (including goodwill) and the amount recorded in the currency conversion reserve in equity is included in the income statement.

Goodwill is attributable to the high profitability of the acquired business and the significant synergies expected to arise. Fair value of assets and liabilities acquired are based on discounted cash flow model.

### Software

Computer software that has been purchased or internally generated for own use is stated at cost, less depreciation and any impairment losses. Depreciation is calculated on a straight-line basis over the useful life of the item. This period is a minimum of five years. Depreciation is included in other expenses.

Internally generated software should only be capitalised if all of the following requirements are met:

- ING Belgium has the feasibility of completing the intangible asset, so that it will be available for use or sale;
- ING Belgium has the intention to complete the intangible asset and use or sell it;
- ING Belgium has the ability to use or sell the intangible asset;
- the intangible asset will generate probable future economic benefits; among other things, the bank must be able to demonstrate the existence of a market for the output of the intangible asset or the intangible asset itself or, if it is to be used internally, the usefulness of the intangible asset;
- ING Belgium has adequate technical, financial and other resources available to complete the development and to use or sell the intangible asset;
- ING Belgium is able to reliably measure the expenditure attributable to the intangible asset during its development.

Projects with regard to internally generated software for own use are considered for capitalisation if they reach or exceed EUR 2.5 million in value.

### Other intangible assets

Other intangible assets are capitalised and amortised over their expected economic lives. Intangible assets with an indefinite life are not amortised and tested for impairment annually.

## Provisions

A provision involves a present obligation arising from past events, the settlement of which is expected to result in an outflow from the company of resources embodying economic benefits, whereas the timing or the amount is uncertain. Unless otherwise stated, provisions are discounted using a pre-tax discount rate to reflect the time value of money. The determination of provisions is an inherently uncertain process, involving estimates of amounts and timing of cash flows. Reorganisation provisions include employee termination benefits, when ING Belgium is demonstrably committed to either terminating the employment of current employees according to a detailed formal plan without possibility of withdrawal, or providing termination benefits as a result of an offer made to encourage voluntary redundancy.

As a general rule, a provision or a part thereof should be released only when:

- cash is received, which results in the present value of the expected future cash flows increasing compared to previous estimates (partial release) or exceeding the carrying amount (full release);
- liabilities are extinguished and no claims whatsoever may be expected, in the case of contingent exposures.

## Employee benefits: pension obligations

### Pension schemes

ING Belgium entities operate various pension schemes. These are generally funded through payments to insurance companies or trustee-administered funds, determined by periodic actuarial calculations. ING Belgium has both defined-benefit and defined-contribution plans.

A defined-benefit plan is a pension plan that defines an amount of pension benefit that an employee will receive on retirement, usually depending on one or more factors such as age, seniority and compensation.

The liability (or asset) recognised in the balance sheet in respect of defined-benefit pension plans is the present value of the defined-benefit obligation on the balance sheet date, less the fair value of the plan assets.



## Consolidated annual accounts - continued

Plan assets are measured at fair value at balance sheet date. For determining the pension expense, the return on plan assets is determined using a high quality corporate bond rate identical to the discount rate used in determining the defined benefit obligation.

The defined-benefit obligation is calculated annually by internal and external actuaries, using the projected unit credit method.

Inherent in the actuarial models are assumptions including discount rates, rate of increase in future salary and benefit levels, mortality rates, health-care costs trends, consumer price index. The assumptions are based on available market data and the historical performance of plan assets. They are updated annually. The actuarial assumptions may differ significantly from the actual results due to changes in market conditions, economic and mortality trends and other assumptions. Any changes in these assumptions could have a significant impact on the defined-benefit plan liabilities and future pension costs. The effects of changes in actuarial assumptions and experience adjustments are recognised through equity.

Any past service cost is recognized in the profit and loss account.

For defined-contribution plans, ING Belgium pays contributions to publicly or privately managed pension insurance plans on a mandatory, contractual or voluntary basis. The contributions are recognised as an employee benefit expense when they are due. Prepaid contributions are recognised as an asset to the extent that a cash refund or a reduction in the future payments is available.

### **Other post-retirement obligations**

ING Belgium provides post-retirement health care and other benefits to its retirees. The entitlement to these benefits is usually conditional on the employee remaining in service up to retirement age and the completion of a minimum period of service. The expected costs of these benefits are accrued over the period of employment, using an accounting methodology similar to that for defined-benefit pension plans.

## **Income tax expenses**

Income tax on income for the year comprises current and deferred tax. Income tax is recognised in the income statement, except when it relates to items directly recognised in equity, in which case it is recognised in equity.

Deferred income tax is provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the consolidated financial statements. Deferred income tax is determined using tax rates and laws that have been substantially enacted by the time of the balance sheet date, and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

Deferred tax assets are recognised when it is probable that future taxable profit will be available, against which the temporary differences can be utilised. Deferred tax liabilities are provided on temporary differences arising from investments in subsidiaries and associates, except when the timing of the reversal of the temporary difference can be controlled and it is probable that the difference will not reverse in the foreseeable future.

The tax effects of income tax losses available for carrying forward are recognised as an asset when it is probable that future taxable profits will be available, against which these losses can be utilised.

Deferred tax related to fair value re-measurement of available-for-sale investments and cash flow hedges that are directly charged or credited to shareholders' equity is also directly credited or charged to equity and subsequently recognised in the income statement, together with the deferred gain or loss.

## **Income recognition**

### **Net interest income**

Net interest income is recognised in the income statement using the effective interest method. The effective interest method is a method of calculating the amortised cost of a financial asset or a financial liability and of allocating the interest income or interest expenses over the relevant period.

## Consolidated annual accounts - continued

The effective interest rate is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument or, when appropriate, a shorter period to the net carrying amount of the financial asset or financial liability. When calculating the effective interest rate, ING Belgium estimates cash flows considering all contractual terms of the financial instrument (e.g. prepayment options) but does not consider future credit losses. The calculation includes all fees and basis points paid or received between parties to the contract that are an integral part of the effective interest rate, transaction costs and all other premiums or discounts. Net interest income from trading positions and non-trading derivatives are classified in a separate line of the income statement. Movements in the fair value are included in net trading income.

Once an impaired loan or a portfolio of impaired loans has been written down to its estimated recoverable amount, interest income is thereafter recognised, based on the interest rate that was used to discount the future cash flows for the purpose of measuring the recoverable amount. The rationale of this is that, as time passes, the value of expected future cash flows increases as the time to realisation decreases; this unwinding effect is recognised as interest income.

Underlying source systems may either (i) suspend interest income due on impaired loans or (ii) continue to recognise it in full. An adjustment to interest income is required in both cases in order to recognise the correct amount of interest: upward under (i) and downward under (ii).

Actual interest receipts on impaired loans ('late payments') should be applied against interest accruals/principal depending on the probability of bankruptcy of the borrower. Interest receipts are either applied first to principal (when bankruptcy is probable) or first to interest (when bankruptcy is not probable).

### Net fee and commission income

Fees and commissions are generally recognised when a service has been provided. Loan commitment fees for loans that are likely to be drawn down are deferred (together with related direct costs) and recognised as an adjustment to the effective interest rate on the loan. Fees and commissions arising from negotiating, or participating in the negotiation of, a transaction for a third party –such as the arrangement of the acquisition of shares or other securities, or the purchase or sale of businesses– are recognised on completion of the underlying transaction.

Portfolio and other management advisory and service fees are recognised based on the applicable service contracts as the service has been provided. Asset management fees related to investment funds and investment contract fees are recognised rateably over the period the service is provided. The same principle is applied for planning and custody services that are continuously provided over an extended period of time.

### Dividend income

Revenue is recognised when ING Belgium's right to receive the payment is established.

## Dividend policy description

The Board of Directors convenes general meetings and decides on their agenda. It sets the date for payment of dividends. The Board may decide to pay interim dividends for the current period, subject to the conditions laid down by law. It also sets the amount and date of the payment.

## Fiduciary activities

The bank commonly acts as trustee and in other fiduciary capacities that result in the holding or placing of assets on behalf of individuals, trusts, retirement benefit plans and other institutions. These assets and income arising thereon are excluded from these financial statements, as they are not assets of ING Belgium.

## Share-based payment transactions

Option rights and share plans on ING Group shares have been granted by ING Belgium to a number of senior executives and managers (equity settled transactions). The purpose of the option and share schemes, apart from promoting a lasting growth of ING Belgium, is to attract, retain and motivate senior executives.

The total amount to be expensed over the vesting period is determined by reference to the fair value of the options granted, excluding the impact of any non-market vesting conditions (for example profitability and sales growth targets). Non-market vesting conditions are included in assumptions about the number of options that are expected to become exercisable.

---

## Consolidated annual accounts - continued

At each balance sheet date, ING Belgium revises its estimates on the number of options that are expected to become exercisable. It recognises the impact of the revision of original estimates, if any, in the income statement, and a corresponding adjustment to equity over the remaining vesting period.

The proceeds received net of any directly attributable transaction costs are credited to share capital (nominal value) and share premium when the options are exercised.

## Financial guarantees

Financial guarantee contracts are contracts that require the issuer to make specified payments to reimburse the holder for a loss it incurs because a specified debtor fails to make payments when due, in accordance with the terms of a debt instrument. Such financial guarantees are given to banks, financial institutions and other bodies on behalf of customers to secure loans, overdrafts and other banking facilities.

Financial guarantees are initially recognised in the financial statements at fair value, being the premium received, on the date the guarantee was given.

The premium received is recognised in the income statement in net fees and commission income on a straight-line basis over the life of the financial guarantees. Any increase in the liability relating to guarantees is recorded in the income statement under 'other operating income'.

# Notes to the Consolidated accounts

## Assets

### Note 1: Cash and balances with central banks

| Cash and balances with central banks |                  |                  |
|--------------------------------------|------------------|------------------|
| In EUR thousands                     | 2016             | 2015             |
| Amounts held at central banks        | 4,372,638        | 3,643,277        |
| Cash and bank balances               | 636,001          | 623,772          |
| <b>TOTAL</b>                         | <b>5,008,639</b> | <b>4,267,049</b> |

### Note 2: Loans and advances to banks

| Loans and advances to banks                  |                  |                   |
|--|------------------|-------------------|
| In EUR thousands                             | 2016             | 2015              |
| Loans and advances to banks                  | 9,886,580        | 12,560,870        |
| Cash advances, overdrafts and other balances |                  | 110,201           |
| Loan loss provisions                         | -1,159           | -2,165            |
| <b>TOTAL</b>                                 | <b>9,885,421</b> | <b>12,668,906</b> |

### Note 3: Financial assets at fair value through profit and loss

| Financial Assets at fair value through profit and loss |                   |                   |
|--|-------------------|-------------------|
| In EUR thousands                                       | 2016              | 2015              |
| Trading assets   | 8,674,772         | 14,504,727        |
| Non-trading derivatives                                | 4,413,044         | 4,419,223         |
| Designated as at fair value through profit and loss    | 87,950            | 94,541            |
| <b>TOTAL</b>   | <b>13,175,766</b> | <b>19,018,491</b> |

#### Trading assets

| Trading assets by type |                  |                   |
|------------------------|------------------|-------------------|
| In EUR thousands       | 2016             | 2015              |
| Equity securities      | 8,026            | 2,319,984         |
| Debt securities        | 22,935           | 59,415            |
| Derivatives            | 8,643,306        | 12,124,522        |
| Loans and receivables  | 505              | 806               |
| <b>TOTAL</b>           | <b>8,674,772</b> | <b>14,504,727</b> |

Remark on the evolution of the "Trading Assets - Derivatives": In March 2016 part of the "Financial Markets" activity was transferred from ING Belgium nv/sa to ING Bank NV, FM Branch Brussels. As a result, these "Equity trading" activities are not performed in ING Belgium nv/sa since then.

## Consolidated annual accounts - continued

**Non-trading derivatives used for risk management purposes**

| Non-trading derivatives by type (in assets) |                  |                  |
|---|------------------|------------------|
| In EUR thousands                            | 2016             | 2015             |
| Derivatives used in fair value hedges       | 770,334          | 602,068          |
| Derivatives used in cash flow hedges        | 3,604,690        | 3,802,626        |
| Other non-trading derivatives               | 38,021           | 14,529           |
| <b>TOTAL</b>                                | <b>4,413,044</b> | <b>4,419,223</b> |

**Designated as at fair value through profit and loss**

| Designated as at fair value through profit and loss by type (in assets) |               |               |
|---|---------------|---------------|
| In EUR thousands  | 2016          | 2015          |
| Equity securities   | 2,615         | 2,812         |
| Debt securities   |               |               |
| Loans and receivables   | 85,335        | 91,729        |
| <b>TOTAL</b>  | <b>87,950</b> | <b>94,541</b> |

**Note 4: Investments**

| Investments by type                |                   |                   |
|------------------------------------|-------------------|-------------------|
| In EUR thousands                   | 2016              | 2015              |
| Available for sale                 | 17,022,923        | 18,809,053        |
| <i>of which: equity securities</i> | 55,414            | 78,065            |
| <i>of which: debt securities</i>   | 16,967,509        | 18,730,988        |
| Held to maturity                   | 925,897           | 958,873           |
| <i>of which: debt securities</i>   | 925,897           | 958,873           |
| <b>TOTAL</b>                       | <b>17,948,820</b> | <b>19,767,926</b> |

**Changes in available-for-sale and held-to-maturity investments**

| Changes in available-for-sale and held-to-maturity investments |                         |               |                       |                   |                       |                |                   |                   |
|--|-------------------------|---------------|-----------------------|-------------------|-----------------------|----------------|-------------------|-------------------|
| In EUR thousands   | Equity securities - AFS |               | Debt securities - AFS |                   | Debt securities - HTM |                | Total             |                   |
|  | 2016                    | 2015          | 2016                  | 2015              | 2016                  | 2015           | 2016              | 2015              |
| Opening balance  | 78,065                  | 53,345        | 18,730,988            | 19,599,510        | 958,873               |                | 19,767,926        | 19,652,855        |
| Additions  | 8,359                   | 13,570        | 1,668,872             | 666,993           |                       |                | 1,677,231         | 680,563           |
| Amortisation   |                         |               | 12,466                | -5,388            | -33,014               | -24,817        | -20,548           | -30,205           |
| Transfers and reclassifications                                | -5,478                  | 109           |                       | -969,796          |                       | 969,796        | -5,478            | 109               |
| Changes in unrealised revaluations                             | 1,464                   | 29,381        | -25,952               | -89,216           | 38                    | 13,894         | -24,450           | -45,941           |
| Impairments  | -342                    | -6,372        |                       |                   |                       |                | -342              | -6,372            |
| Reversal of impairments  |                         |               |                       |                   |                       |                |                   |                   |
| Disposals and redemptions                                      | -26,652                 | -11,968       | -3,418,865            | -471,115          |                       |                | -3,445,517        | -483,083          |
| Exchange rate differences                                      |                         |               |                       |                   |                       |                |                   |                   |
| Changes in the composition of the group and other changes      |                         |               |                       |                   |                       |                |                   |                   |
| <b>CLOSING BALANCE</b>   | <b>55,414</b>           | <b>78,065</b> | <b>16,967,509</b>     | <b>18,730,988</b> | <b>925,897</b>        | <b>958,873</b> | <b>17,948,820</b> | <b>19,767,926</b> |

## Consolidated annual accounts - continued

**Note 5: Loans and advances to customers**

| Loans and advances to customers                |                    |                   |
|--|--------------------|-------------------|
| In EUR thousands                               | 2016               | 2015              |
| Loans to, or guaranteed by, public authorities | 6,372,779          | 5,577,317         |
| Loans secured by mortgages                     | 48,492,134         | 46,883,059        |
| Loans guaranteed by credit institutions        | 36,818             | 24,174            |
| Personal lending                               | 5,592,376          | 5,509,970         |
| Asset backed securities                        |                    |                   |
| Corporate loans                                | 41,829,723         | 35,512,951        |
| Loan loss provisions                           | -691,161           | -707,420          |
| <b>TOTAL</b>                                   | <b>101,632,669</b> | <b>92,800,051</b> |

In 2016, it became apparent that a portion of loans previously reported as "Corporate loans" should have been reported as "Loans secured by mortgages". Loans secured by mortgages, as at 31 December 2015, is EUR 8.4 billion higher from EUR 38.52 billion to EUR 46.88 billion.

**Changes in loan loss provisions**

| Changes in the loan loss provisions                       |                 |                 |
|---|-----------------|-----------------|
| In EUR thousands  | 2016            | 2015            |
| <b>Opening balance</b>                                    | <b>-709,585</b> | <b>-802,421</b> |
| Write-offs  | 152,399         | 233,180         |
| Recoveries  | -4,324          | -31,821         |
| Increase in loan loss provisions                          | -208,591        | -180,669        |
| Exchange rate differences                                 | -403            | 1,468           |
| Changes in the composition of the group and other changes | 51,118          | 70,678          |
| <b>CLOSING BALANCE</b>                                    | <b>-719,386</b> | <b>-709,585</b> |
| <b>The closing balance is included in</b>                 |                 |                 |
| - Loans and advances to banks                             | -1,159          | -2,165          |
| - Loans and advances to customers                         | -691,161        | -707,420        |
| - Provisions other provisions                             | -27,066         |                 |

Remark on "Changes in the composition of the group and other changes": Following an IFRS accounting policy change of Fiducure (ING's debt collection company). This change results in a different presentation in the P&L compared to previous year (between Loan Loss Provisioning, Other Income and Net interest). The impact is EUR 38 million. As from 2016 the income related to modified loans leading to derecognition, are presented as Net interest and Other income.

**Corporate loans include finance lease receivables**

| Future minimum lease payments by maturity |                  |                  |
|---|------------------|------------------|
| In EUR thousands                          | 2016             | 2015             |
| Within 1 year                             | 819,721          | 762,373          |
| More than 1 year but less than 5 years    | 1,999,028        | 1,837,867        |
| More than 5 years                         | 1,025,135        | 1,024,956        |
| <b>TOTAL</b>                              | <b>3,843,884</b> | <b>3,625,196</b> |

## Consolidated annual accounts - continued

## Note 6: Investments in associates

| Associates                                    |        |        |  |               |               |
|---|--------|--------|--|---------------|---------------|
| In EUR thousands                              |        |        |  |               |               |
| Entity name                                   | 2016   | 2015   | Entity name                                | 2016          | 2015          |
| Isabel  | 4,602  | 4,222  | ING Activator                              | 628           | 1,237         |
| Synapsia                                      | 0      | 39     | ISIM (ING Solutions Investment Management) | 1,076         | 366           |
| European Marketing Group Luxembourg (LU) S.A. | 333    | 272    | M Brussels Village                         | 0             | 0             |
| Aigle aviation SA                             | 1,550  | 1,471  | QUSTOMER                                   | 0             | 5,229         |
| A.E.D. Rent                                   | 13,701 | 17,905 | SAS Marnix Invest                          | 0             | 0             |
| Ark Angels Activator Fund                     | 1,898  | 1,222  | SAS SODIR-Deux                             | 0             | 0             |
| Ark Angels Activator Fund Beheer              | 125    | 87     | Sherpa Invest                              | 8             | 155           |
| AXISQL  | 3,970  | 9,562  | Sherpa Invest II                           | 761           | 667           |
| Belgian Mobile Wallet                         | 0      | 50     | Stardekk                                   | 4,400         | 0             |
| BIENCA Biotechnological Enzymatic Catalyse    | 0      | 781    | Tasco nv                                   | 6,361         | 0             |
| (Brand & Licence Comp) Bancontact/Mistercash  | 1,213  | 1,127  | Unibioscreen SA                            | 0             | 0             |
| Euresys (Walltech)                            | 0      | 0      | Vesalius Biocapital Partners sarl          | 157           | 2,800         |
| Europay Belgium                               | 196    | 190    | Vesalius Biocapital II Partners sarl       | 111           | 54            |
| GDW Holding                                   | 4,034  | 1,987  | Vesalius Biocapital I SA SICAR             | 7,246         | 17,419        |
| Immomanda                                     | 179    | 160    | Visa Belgium                               | 10,082        | 0             |
| Innotec International                         | 4,799  | 11,208 |  |               |               |
| <b>TOTAL</b>                                  |        |        |  | <b>67,431</b> | <b>78,211</b> |

| Changes in investments in associates                      |               |               |
|---|---------------|---------------|
| In EUR thousands  | 2016          | 2015          |
| <b>Opening balance</b>                                    | <b>78,211</b> | <b>76,484</b> |
| Additions   | 14,414        | 6,241         |
| Transfers to and from Investments                         | 5,523         | -342          |
| Revaluations  | -36,878       | 3,127         |
| Share of results  | 32,217        | 30,455        |
| Dividends received  | -15,213       | -8,558        |
| Disposals   | -7,950        | -29,261       |
| Impairments   | -2,972        | -192          |
| Exchange rate differences                                 | 79            | 257           |
| Changes in the composition of the group and other changes |               |               |
| <b>CLOSING BALANCE</b>                                    | <b>67,431</b> | <b>78,211</b> |

Remark on "Revaluations": As from December 2016 all equity investments reported as associates are accounted for using the net equity method. Before the investments with an interest between 20 and 50% were measured as available for sale equity securities revalued through Other Comprehensive Income.

## Consolidated annual accounts - continued

**Note 7: Real estate investments**

| Changes in real estate investments                        |               |               |
|---|---------------|---------------|
| In EUR thousands  | 2016          | 2015          |
| <b>Opening balance</b>                                    | <b>47,812</b> | <b>47,689</b> |
| Additions   |               | 37            |
| Transfers to and from Other assets                        | -2            | 17            |
| Transfers to and from Property in own use                 |               | -18           |
| Gains (losses) from fair value adjustments                | 547           | 87            |
| Disposals   |               |               |
| Exchange rate differences                                 |               |               |
| Changes in the composition of the group and other changes |               |               |
| <b>CLOSING BALANCE</b>                                    | <b>48,358</b> | <b>47,812</b> |

**Note 8: Property and equipment**

| Changes in property and equipment - 2016                  |                     |                           |   |                  |
|---|---------------------|---------------------------|---|------------------|
| In EUR thousands  | Property in own use | Data processing equipment | Fixtures and fittings and other equipment | Total            |
| <b>Opening balance</b>                                    | <b>564,840</b>      | <b>61,797</b>             | <b>274,266</b>                            | <b>900,903</b>   |
| Additions   | 1,455               | 16,082                    | 23,269                                    | 40,806           |
| Borrowing costs capitalised                               |                     |                           |   |                  |
| Depreciations   | -7,246              | -23,345                   | -44,792                                   | -75,383          |
| Revaluations  | -2,748              |                           |   | -2,748           |
| Impairments   | -52,722             |                           |   | -52,722          |
| Reversal of impairments                                   | 128                 |                           |   | 128              |
| Disposals   | -4,997              | -61                       | -5,129                                    | -10,187          |
| Exchange rate differences                                 |                     | 1                         | 1   | 2                |
| Changes in the composition of the group and other changes |                     | 77                        | 1,549                                     | 1,626            |
| Transfer to and from Other assets                         | -676                |                           |   | -676             |
| Transfer to and from Real estate investments              |                     |                           |   |                  |
| <b>CLOSING BALANCE</b>                                    | <b>498,033</b>      | <b>54,552</b>             | <b>249,165</b>                            | <b>801,750</b>   |
| <b>Gross carrying amount per 31 December</b>              | <b>918,825</b>      | <b>345,982</b>            | <b>885,929</b>                            | <b>2,150,736</b> |
| Accumulated depreciations per 31 December                 | -327,668            | -291,430                  | -636,764                                  | -1,255,862       |
| Accumulated impairments per 31 December                   | -93,124             |                           |   | -93,124          |
| <b>NET BOOK VALUE</b>                                     | <b>498,033</b>      | <b>54,552</b>             | <b>249,165</b>                            | <b>801,750</b>   |

Remark on "Impairments": In the context of the intended restructuring plan the "Real estate in own use" have been reviewed for impairments triggered by the plan.

Remark on "Property in own use": ING uses external valuers to value the property in own use. All properties are typically appraised by external valuers every five years. The latest valuation of the main properties is from December 2016.

| Changes in revaluation reserve |                |                |
|--------------------------------|----------------|----------------|
| In EUR thousands               | 2016           | 2015           |
| <b>Opening balance</b>         | <b>145,686</b> | <b>142,064</b> |
| Revaluation during the year    | -1,706         | 3,622          |
| <b>CLOSING BALANCE</b>         | <b>143,980</b> | <b>145,686</b> |



## Consolidated annual accounts - continued

| Changes in property and equipment - 2015                  |                     |                           |   |            |
|---|---------------------|---------------------------|---|------------|
| In EUR thousands  | Property in own use | Data processing equipment | Fixtures and fittings and other equipment | Total      |
| <b>Opening balance</b>                                    | 569,356             | 62,595                    | 280,233                                   | 912,184    |
| Additions   | 310                 | 27,715                    | 46,118                                    | 74,143     |
| Borrowing costs capitalised                               |                     |                           |   |            |
| Depreciations   | -5,521              | -27,686                   | -45,067                                   | -78,274    |
| Revaluations  | 5,515               |                           |   | -694       |
| Impairments   | -197                |                           |   | -197       |
| Reversal of impairments                                   | 3,669               |                           |   | 3,669      |
| Disposals   | -15,677             | -387                      | -6,011                                    | -15,866    |
| Exchange rate differences                                 | 88                  | -191                      | -38                                       | -141       |
| Changes in the composition of the group and other changes |                     | -249                      | -969                                      | -1,218     |
| Transfer to and from Other assets                         | 7,279               |                           |   | 7,279      |
| Transfer to and from Real estate investments              | 18                  |                           |   | 18         |
| <b>CLOSING BALANCE</b>                                    | 564,840             | 61,797                    | 274,266                                   | 900,903    |
| <b>Gross carrying amount per 31 December</b>              | 929,843             | 317,577                   | 904,378                                   | 2,151,798  |
| Accumulated depreciations per 31 December                 | -324,294            | -255,780                  | -630,112                                  | -1,210,186 |
| Accumulated impairments per 31 December                   | -40,708             |                           |   | -40,708    |
| <b>NET BOOK VALUE</b>                                     | 564,840             | 61,797                    | 274,266                                   | 900,903    |

## Note 9: Intangible assets

| Changes in intangible assets - 2016                       |          |          |                         |          |
|---|----------|----------|-------------------------|----------|
| In EUR thousands  | Goodwill | Software | Other intangible assets | TOTAL    |
| <b>Opening balance</b>                                    | 2,558    | 146,584  |                         | 149,142  |
| Additions   |          | 3,239    |                         | 3,239    |
| Capitalised expenses                                      |          | 29,880   |                         | 29,880   |
| Amortisations   |          | -40,925  |                         | -40,925  |
| Impairments   |          | -37,692  |                         | -37,692  |
| Effect of unrealised revaluations in equity               |          |          |                         |          |
| Reversal of impairments                                   |          |          |                         |          |
| Exchange rate differences                                 |          |          |                         |          |
| Disposals   |          | -1,351   |                         | -1,351   |
| Changes in the composition of the group and other changes |          | 191      |                         | 191      |
| <b>CLOSING BALANCE</b>                                    | 2,558    | 99,925   |                         | 102,483  |
| <b>Gross carrying amount as at 31 December</b>            | 1,438    | 364,069  |                         | 365,507  |
| Accumulated amortisations as at 31 December               |          | -226,452 |                         | -226,452 |
| Accumulated impairments as at 31 December                 | 1,120    | -37,692  |                         | -36,572  |
| <b>NET BOOK VALUE</b>                                     | 2,558    | 99,925   |                         | 102,483  |

Remark on "Impairments": In the context of the intended restructuring plan the "Capitalised software" have been reviewed for impairments triggered by the plan.

Remark on "Software": The majority of the software is internally developed software.

## Consolidated annual accounts - continued

| Changes in intangible assets - 2015                       |          |          |                         |          |
|---|----------|----------|-------------------------|----------|
| In EUR thousands  | Goodwill | Software | Other intangible assets | TOTAL    |
| <b>Opening balance</b>                                    | 2,558    | 134,157  |                         | 136,715  |
| Additions   |          | 12,528   |                         | 12,528   |
| Capitalised expenses                                      |          | 35,393   |                         | 35,393   |
| Amortisations   |          | -35,950  |                         | -35,950  |
| Impairments   |          | -9,692   |                         | -9,692   |
| Effect of unrealised revaluations in equity               |          |          |                         |          |
| Reversal of impairments                                   |          |          |                         |          |
| Exchange rate differences                                 |          |          |                         |          |
| Disposals   |          | 15       |                         | 15       |
| Changes in the composition of the group and other changes |          | 10,133   |                         | 10,133   |
| <b>CLOSING BALANCE</b>                                    | 2,558    | 146,584  |                         | 149,142  |
| <b>Gross carrying amount as at 31 December</b>            | 44,225   | 364,378  |                         | 408,603  |
| Accumulated amortisations as at 31 December               |          | -212,618 |                         | -212,618 |
| Accumulated impairments as at 31 December                 | -41,666  | -5,176   |                         | -46,842  |
| <b>NET BOOK VALUE</b>                                     | 2,558    | 146,584  |                         | 149,142  |

Remark on "Software": The majority of the software is internally developed software.

**Note 10: Deferred tax assets**

| Breakdown of deferred tax assets by origin                            |                |               |
|---|----------------|---------------|
| In EUR thousands  | 2016           | 2015          |
| Investments   | -122,155       | -150          |
| Financial assets and liabilities at fair value through profit or loss | 87,384         | 7,706         |
| Depreciations   | 622            |               |
| Other provisions  | 261,369        | 6,808         |
| Unused tax losses carried forward                                     | 0              | 584           |
| Cash flow hedges  | 81,421         |               |
| Property and equipment  | -77,372        | 0             |
| Other   | -38,850        | 1,634         |
| <b>TOTAL</b>  | <b>192,419</b> | <b>16,583</b> |

See also note 15 about Deferred tax liabilities.

Important changes are explained by the fact that the figures are presented on a net basis to be in line with the group reporting.

| Net deferred tax assets (liabilities) - 2016 |                           |                                   |                          |          |
|--|---------------------------|-----------------------------------|--------------------------|----------|
| In EUR thousands                             | Gross deferred tax assets | Write-downs - deferred tax assets | Deferred tax liabilities | TOTAL    |
| <b>Opening balance</b>                       | 16,583                    | 0                                 | -241,693                 | -225,109 |
| Exchange differences                         | 38                        |                                   | -0                       | 38       |
| Deferred tax Profit & Loss                   | 252,847                   |                                   | -37,441                  | 215,406  |
| Deferred tax Equity                          | -9,805                    |                                   | 33,956                   | 24,151   |
| Netting deferred taxes                       | -67,244                   |                                   | 68,088                   | 843      |
| <b>CLOSING BALANCE</b>                       | 192,419                   | 0                                 | -177,090                 | 15,328   |

## Consolidated annual accounts - continued

| Income tax: breakdown of tax losses carried forward/unused tax credits by expiry terms - 2016 |               |                  |                   |                     |              |
|---|---------------|------------------|-------------------|---------------------|--------------|
| In EUR thousands  | TOTAL         | Up to five years | Five to ten years | Ten to twenty years | Not expiring |
| Total of unused tax losses carried forward  | 45,352        | 14,115           |                   | 31,237              |              |
| Of which: unused tax losses carried forward   |               |                  |                   |                     |              |
| <i>not recognised as a deferred tax asset</i>   | 45,352        | 14,115           |                   | 31,237              |              |
| <i>recognised as a deferred tax asset</i>   |               |                  |                   |                     |              |
| <b>Tax rate applicable</b>  | <b>33.99%</b> |                  |                   |                     |              |
| Deferred tax asset recognised on unused tax losses carried forward                            | 0             |                  |                   |                     |              |

| Income tax relating to components of other comprehensive income - 2016                                     |                |                 |                |
|--|----------------|-----------------|----------------|
| In EUR thousands   | Tax assets     | Tax liabilities | TOTAL          |
| Currency translation reserve   |                |                 | 0              |
| Hedge of net investments in foreign operations reserve   |                |                 | 0              |
| Tangible fixed assets revaluation reserve  | 3,848          | -76,730         | -72,882        |
| Revaluation reserve available for sale   | 10,092         | -177,585        | -167,494       |
| Cash flow hedges   | 81,421         | -6,698          | 74,723         |
| Share of the other comprehensive income of associates and joint ventures accounted for using equity method |                |                 | 0              |
| Actuarial gains/losses on pension defined plans  | 76,953         |                 | 76,953         |
| <b>TOTAL</b>   | <b>172,314</b> | <b>-261,014</b> | <b>-88,699</b> |

## Note 11: Other assets

| Other assets by type  |                  |                  |
|---|------------------|------------------|
| In EUR thousands  | 2016             | 2015             |
| Net defined benefit assets  | 468              | 76               |
| Property development and obtained from foreclosures                     | 238              | 2,336            |
| Accrued interest and rents  | 3,358            | 5,911            |
| Other accrued assets (other than interest income from financial assets) | 179,567          | 165,137          |
| Others  | 1,311,688        | 2,013,118        |
| <b>TOTAL</b>  | <b>1,495,319</b> | <b>2,186,578</b> |

Remark on "Others": this includes EUR 1.067 billion related to transactions still to be settled at balance sheet date.

## Liabilities and Equity

### Note 12: Deposits from banks

| Amounts due to banks |                   |                   |
|----------------------|-------------------|-------------------|
| In EUR thousands     | 2016              | 2015              |
| Non-Interest bearing |                   |                   |
| Interest bearing     | 13,333,629        | 10,738,423        |
| <b>TOTAL</b>         | <b>13,333,629</b> | <b>10,738,423</b> |

### Note 13: Customer deposits

| Customer deposits                    |                   |                   |
|--------------------------------------|-------------------|-------------------|
| In EUR thousands                     | 2016              | 2015              |
| Savings accounts                     | 39,501,111        | 40,730,910        |
| Credit balances on customer accounts | 51,773,448        | 48,288,293        |
| Corporate deposits                   | 5,690,560         | 7,686,489         |
| Other                                | 81,179            | 89,558            |
| <b>TOTAL</b>                         | <b>97,046,298</b> | <b>96,795,250</b> |

### Note 14: Financial liabilities at fair value through profit and loss

| Financial Liabilities at fair value through profit and loss |                   |                   |
|---|-------------------|-------------------|
| In EUR thousands  | 2016              | 2015              |
| Trading liabilities   | 8,808,874         | 13,129,450        |
| Non-trading derivatives                                     | 6,074,113         | 6,069,523         |
| Designated as at fair value through profit and loss         | 1,789,330         | 2,371,524         |
| <b>TOTAL</b>  | <b>16,672,317</b> | <b>21,570,497</b> |

#### Trading liabilities

| Trading liabilities by type                |                  |                   |
|--|------------------|-------------------|
| In EUR thousands                           | 2016             | 2015              |
| Short positions in equity instruments      | 0                | 136               |
| Short positions in fixed-income securities | 73               | 83,598            |
| Derivatives                                | 8,808,801        | 13,045,715        |
| <b>TOTAL</b>                               | <b>8,808,874</b> | <b>13,129,450</b> |

Remark on the evolution of the "Derivatives": In March 2016 part of the "Financial Markets" activity was transferred from ING Belgium nv/sa to ING Bank NV, FM Branch Brussels. As a result, these "Equity trading" activities are not performed in ING Belgium nv/sa since then.

## Consolidated annual accounts - continued

**Non-trading derivatives used for risk management purposes**

| Non-trading derivatives by type (in liabilities) |                  |                  |
|--|------------------|------------------|
| In EUR thousands                                 | 2016             | 2015             |
| Derivatives used in fair value hedges            | 2,246,539        | 2,042,598        |
| Derivatives used in cash flow hedges             | 3,726,986        | 3,935,529        |
| Other non-trading derivatives                    | 100,588          | 91,395           |
| <b>TOTAL</b>                                     | <b>6,074,113</b> | <b>6,069,523</b> |

**Designated as at fair value through profit and loss**

| Designated as at fair value through profit and loss by type (in liabilities) |                  |                  |   |                 |
|--|------------------|------------------|---|-----------------|
| In EUR thousands   | Carrying amount  |                  | Difference between the carrying amount and the amount contractually payable at maturity |                 |
|  | 2016             | 2015             | 2016  | 2015            |
| Debt securities  | 1,789,330        | 2,371,524        | -282,597  | -303,651        |
| Funds entrusted  |                  |                  |   |                 |
| Subordinated loans   |                  |                  |   |                 |
| <b>TOTAL</b>   | <b>1,789,330</b> | <b>2,371,524</b> | <b>-282,597</b>   | <b>-303,651</b> |

Remark on the evolution of the "Debt securities": Structured notes which are economically hedged are designated at fair value through P&L to avoid asymmetrical P&L evolutions.

**Note 15: Deferred tax liabilities**

| Deferred tax liabilities  |                |                |
|---|----------------|----------------|
| In EUR thousands  | 2016           | 2015           |
| Investments   | 51,210         | 193,840        |
| Financial assets and liabilities at fair value through profit or loss | -884           | -33,328        |
| Depreciation  | 54             | -111           |
| Other provisions  | 92,625         | 24,475         |
| Loans and advances to customers                                       | 24,830         | 50,697         |
| Property and equipment  | 944            | 89,671         |
| Cash flow hedges  | 6,839          | -84,347        |
| Other   | 1,474          | 796            |
| <b>TOTAL</b>  | <b>177,090</b> | <b>241,693</b> |

## Consolidated annual accounts - continued

## Note 16: Provisions

| Provisions - 2016   |   |                      |                  |                |
|---|---|----------------------|------------------|----------------|
| In EUR thousands  | Termination benefits and other restructuring provisions | Pending legal issues | Other provisions | TOTAL          |
| <b>Opening balance</b>  | <b>69,731</b>   | <b>64,958</b>        | <b>11,188</b>    | <b>145,877</b> |
| Additions   | 606,157   | 42,425               | 28,453           | 677,035        |
| Amounts used  | -20,952   | -927                 | -1,254           | -23,133        |
| Unused amounts reversed during the period   | -1,477  | -18,422              | -2,579           | -22,478        |
| Increase in the discounted amount (passage of time) and effect of any change in the discount rate |   |                      |                  | 0              |
| Exchange rate differences   |   |                      |                  | 0              |
| Changes in the composition of the group and other changes   | -6,285  | 5,523                | 4,255            | 3,493          |
| <b>CLOSING BALANCE</b>  | <b>647,174</b>  | <b>93,557</b>        | <b>40,063</b>    | <b>780,794</b> |

Remark on "Additions": On 3 October 2016 ING Belgium announced its intention to undertake a fundamental transformation to enable the business to move from being a traditional bank institution to a banking platform at the cutting edge of the digital world and personalised customer service. ING Belgium intends to improve its customer experience by moving to an integrated banking platform, leveraging of the omni-channel capabilities of the Netherlands and rationalise its network by integrating ING and Record Bank branches. In addition to improving customer experience ING Belgium intends to eliminate the internal silo mentality and move away from a top-heavy management system towards multidisciplinary, agile, self-steering teams to deliver faster, at a lower cost.

The intended initiatives are expected to result in a reduction of ING's workforce in Belgium by around 3,500 FTEs for the years 2016-2021. These numbers include the intended move to an integrated banking platform, with the remainder of functions affected spread over intended programmes in IT, operations, Wholesale Banking and various business support functions. At the same time, colleagues will be added in parts of the business where accelerated growth is expected, given the plans to continue to attract new customers and increase lending to support the economies ING is active in.

For the intended initiatives, a pre-tax redundancy provision and estimated early termination cost of contracts of around EUR 615 million was recognised in December 2016. These initiatives are implemented over the period 2017-2021 and the estimate of the reorganisation provisions is inherently uncertain. This pre-tax redundancy provision is based on the current state and content of the social negotiations and more specifically the different negotiated plans including early and voluntary leaves as well as the remaining residual forced exits needed to reach the intended fundamental transformation. Calculation of the provision has been done on available HR information on salary and age of the population and on several judgemental assumptions including actuarial ones based on the negotiated plans and on previous experience of the bank with such plans.

The provision at the balance sheet date represents the best estimate of the expected redundancy costs and are expected to be sufficient to cover these costs.

Remark on "Additions": The "Other provisions" include amounts related to Letters of Credit / Guarantees of EUR 27 million (previously reported under Loan Loss Provisions).

| Provisions - 2015   |   |                      |                  |                |
|---|---|----------------------|------------------|----------------|
| In EUR thousands  | Termination benefits and other restructuring provisions | Pending legal issues | Other provisions | TOTAL          |
| <b>Opening balance</b>  | <b>60,022</b>   | <b>68,921</b>        | <b>18,287</b>    | <b>147,230</b> |
| Additions   | 45,033  | 3,237                | 2,571            | 50,841         |
| Amounts used  | -32,604   | -35                  | -2,828           | -35,467        |
| Unused amounts reversed during the period   | -1,694  | -7,165               | -7,934           | -16,793        |
| Increase in the discounted amount (passage of time) and effect of any change in the discount rate |   |                      |                  | 0              |
| Exchange rate differences   |   |                      |                  | 0              |
| Changes in the composition of the group and other changes   | -1,027  | 0                    | 1,092            | 65             |
| <b>CLOSING BALANCE</b>  | <b>69,730</b>   | <b>64,958</b>        | <b>11,188</b>    | <b>145,876</b> |

**Note 17: Other liabilities**

| Other liabilities                                |                  |                  |
|--|------------------|------------------|
| In EUR thousands                                 | 2016             | 2015             |
| Net defined benefit liability                    | 134,478          | 128,644          |
| Other staff-related liabilities                  | 43,105           | 43,012           |
| Other taxation and social security contributions | 254,327          | 271,439          |
| Income received in advance                       | 106,653          | 103,652          |
| Costs payable                                    | 370,449          | 381,119          |
| Others   | 1,878,708        | 1,691,637        |
| <b>TOTAL</b>                                     | <b>2,787,720</b> | <b>2,619,503</b> |

Remark on "Others": this includes EUR 1.283 billion related to transactions still to be settled at balance sheet date.

**Information on pension and other staff-related liabilities**

ING Belgium sponsors defined-benefit retirement plans in the major countries in which it operates. These plans are all completely or partially funded by ING. They generally cover all employees and provide them with benefits, in particular upon retirement.

Annual contributions are paid to the funds at a rate that is necessary to adequately finance the accrued liabilities of the plans, calculated in accordance with local legal requirements. In all countries, the plans comply with applicable local regulations concerning investments and funding levels. During 2017, the expected contributions to be paid by ING Belgium to defined benefit retirement plans are estimated to be EUR 11.6 million.

The bank provides certain employees with other post-employment and post-retirement benefits. These are primarily post-retirement health-care benefits and post-employment defined-benefit early retirement plans provided to employees and former employees.

Certain group companies sponsor defined-contribution pension plans. The assets of all of ING Belgium's defined-contribution plans are held in independently administered funds. Contributions are generally determined as a percentage of pay. As at 31 December 2016, all defined-contribution plans are funded according to the minimal return guarantee imposed by law in Belgium moreover, new defined contribution plan in force for new employees to ING Belgium as from January 2007, present an overfunding of about EUR 7.1 million (5% of individual account amount) that has been funded by ING Belgium as minimum guarantee reserve.

| Evolution of defined benefit pension plans                   |                |                |
|--|----------------|----------------|
| In EUR thousands   | 2016           | 2015           |
| Present value of the defined benefit obligation              | 791,591        | 746,380        |
| Fair value of plan asset                                     | -657,581       | -617,813       |
| <b>Surplus (deficit) in the defined benefit pension plan</b> | <b>134,010</b> | <b>128,567</b> |
| Presented as:  |                |                |
| - Other assets   | -468           | -76            |
| - Other liabilities  | 134,478        | 128,644        |

## Consolidated annual accounts - continued

| Movements in defined benefit obligations                               |                |                |
|--|----------------|----------------|
| In EUR thousands   | 2016           | 2015           |
| <b>Opening balance</b>   | <b>746,380</b> | <b>827,651</b> |
| Current service costs  | 16,740         | 18,395         |
| Interest costs   | 12,739         | 10,920         |
| Actuarial losses/gains arising from changes in demographic assumptions | -12,196        | -8,874         |
| Actuarial losses/gains arising from changes in financial assumptions   | 65,495         | -43,600        |
| Employee's contribution  | 1,381          | 1,453          |
| Benefits paid  | -39,312        | -55,375        |
| Past service costs   |                | -10,348        |
| Effect of curtailment or settlement                                    |                |                |
| Exchange differences   | 364            | 6,032          |
| Changes in the composition of the group and others                     |                | 126            |
| <b>CLOSING BALANCE</b>   | <b>791,591</b> | <b>746,380</b> |

PM: "Current service costs" and "Interest costs" are booked via Profit & Loss in current year's Pension costs (see also note 27) whereas "Actuarial losses/gains arising from changes in demographic assumptions" and "Actuarial losses/gains arising from changes in financial assumptions" are booked via Other comprehensive income.

| Movements in the fair value of plan assets         |                |                |
|--|----------------|----------------|
| In EUR thousands                                   | 2016           | 2015           |
| <b>Opening balance</b>                             | <b>617,813</b> | <b>631,214</b> |
| Expected return on plan assets                     | 9,942          | 7,728          |
| Actuarial gains and losses on plan assets          | 28,232         | 8,545          |
| Employer's contribution                            | 39,432         | 19,737         |
| Employee's contribution                            | 1,381          | 1,453          |
| Benefits paid                                      | -39,311        | -55,374        |
| Effect of settlement                               |                |                |
| Exchange differences                               | 93             | 4,510          |
| Changes in the composition of the group and others |                |                |
| <b>CLOSING BALANCE</b>                             | <b>657,581</b> | <b>617,813</b> |

PM: "Expected return on plan assets" is booked via Profit & Loss in current year's Pension costs (see also note 27) whereas "Actuarial gains and losses on plan assets" are booked via Other comprehensive income.

| Weighted averages of basic actuarial assumptions                    |                        |                        |
|---|------------------------|------------------------|
| In EUR thousands  | 2016                   | 2015                   |
| Discount rates  | 1,2%                   | 1,8%                   |
| Consumer price inflation  | 2,0%                   | 2,0%                   |
| Expected rates of salary increases (excluding promotional increase) | age based salary scale | age based salary scale |



## Consolidated annual accounts - continued

| Sensitivity analysis: impact of changes in significant actuarial assumptions on the defined benefit obligation 2016 |                              |                              |
|---|------------------------------|------------------------------|
| In EUR thousands  | Financial impact of increase | Financial impact of decrease |
| Discount rates - increase/decrease of 1%  | -85,215                      | 105,665                      |
| Mortality rates - increase/decrease of 1 year   | 11,057                       | -11,389                      |
| Expected rates of salary increase (excl promotional increase) - increase/decrease of 0.25%                          | 20,745                       | -19,295                      |
| Consumer price inflation - increase/decrease of 0.25%   | 142                          | -2,052                       |

As of 31 December 2016, it has been decided to perform also an IAS19 valuation of all Defined Contribution plans (considered as Defined Benefit plans under IAS19 rules with respect to the legal guaranteed interest rate).

According to the plan rules the valuation method (PUC) consists in the projection at retirement age of the minimum reserve vested for each employee with the minimum return as currently foreseen by law (1.75%). The net present value (using all actuarial assumption according to the IAS19 rules such as discount rate, mortality and turnover) of the obtained minimum capital represent the defined benefit obligation.

In case of this defined benefit obligation would be higher than the individual account of the concerned person, a liability should be recognized. As result of the calculation made it appeared that the liability to be recognized is lower than the market value of the dedicated assets, the fund has built up in order to fund the minimum return obligation.

### Pension investment strategy

The primary financial objective of the ING Belgium employee benefit plan is to secure participant retirement benefits. As such, the key objective in the plan's financial management is to promote stability and, to the appropriate extent, growth in funded status (i.e. the ratio of market value of assets to liabilities). The investment strategy for the plan's portfolio of assets (the fund) balances the requirement to generate returns with the need to control risk, in particular to minimize the plan assets' volatility. This strategy is under the responsibility of each independent legal entity entitled to manage the different plans.

The asset mix is recognized as the primary mechanism to influence the reward and risk structure of the fund in an effort to accomplish the plan's funding objectives. Desirable target allocations among identified asset classes are set, and within each asset class, careful consideration is given to balancing the portfolio between industry sectors, geographies, interest rate sensitivity, dependence on economic growth, currency and other factors than can effect investment returns.

The assets are managed by professional investment firms. They are bound by precise mandates and measured against specific benchmarks. Among the managers, consideration is given among others to balancing security concentration, investment style and the reliance on particular active investment strategies. The fund's asset mix is reviewed on a regular basis and is under the responsibility of the entities entitled to manage their fund.

| Plan assets       |                |                |
|-------------------|----------------|----------------|
| In EUR thousands  | 2016           | 2015           |
| Equity securities | 233,382        | 218,889        |
| Debt securities   | 329,001        | 297,144        |
| Real estate       | 790            | 29,305         |
| Other             | 94,408         | 72,475         |
| <b>TOTAL</b>      | <b>657,581</b> | <b>617,813</b> |

PM: 'Other' includes amounts that are not invested in equity, debt securities or real estate. It essentially represents cash or insurance reserves.

The plan assets of ING Belgium do not include any property occupied by ING or any own financial instruments except for a small number of own actions held by an index fund or by an actively managed fund. The actual return of the main defined-benefit plan in Belgium for 2016 was 4.60% net. The return of the main defined-contribution plan in Belgium for 2016 was 5.02% net.

### Determination of expected return on assets

As from 1 January 2013 and accordingly to new IAS 19 standard, expected return on assets will be considered as equal to the discount rate i.e. the interest rate on AA-corporate with a duration of 10 years. Nevertheless, future return on assets is one of the key elements in the risk appreciation. Considering the strategic allocation of the asset portfolio of main plans, and using defensive assumptions per asset class, future return on asset are estimated to

3.6% for the main defined benefit plan in Belgium (closed plan)

4% for the main defined contribution plan in Belgium

### Other risks

Main other risks of current plans are related to discount rate evolution, inflation, salary increase and mortality. Sensitivity to those factors, for the main defined-benefit plan in Belgium (scope ING Belgium nv/sa), are showed here after

- **Discount rate evolution:**  
An increase of the discount rate with 1% would mean a reduction about 10% of the liabilities (69.8 million) while a decrease if the discount rate with 1% would results in an increase of the liabilities with about 12% (82.6 million)
- **Inflation:**  
An increase of the inflation with 0.25% p.a. would mean an increase of about 1% of the liabilities (7.8 million) while a decrease of the inflation with 0.25% p.a. would results in an decrease of the liabilities with about 1% (7.5 million)
- **Salary increase:**  
An increase of the salary growth (excluding inflation) with 0.25% p.a. would mean an increase with about 3% of the liabilities (18.2 million) while a decrease of salary growth with 0.25% p.a. would results decrease of the liabilities with about 2% (15.3 million)
- **Mortality:**  
Assuming current and future beneficiaries would be one year older than they are would results in a decrease of the liability with about 2% (11.2 million) while assuming they would be one year younger would increase the liability with 2% (11.1 million).  
This results comes mainly from the pensioners population for who the liability decrease with age.

Based on these results, one could conclude that assumption leading to the highest volatility is the discount rate. Salary growth and inflation are also sensible factors but in a lower way. Regarding the mortality assumption, as pensioners population is limited and decreasing, the risks related to mortality deviation is limited and will continue to decrease.

### Note 18: Debt securities in issue and subordinated loans

Debt securities in issue includes as of 31 December 2016:

- Covered bonds issued by ING Belgium for a total of EUR 2.7bln (2015: EUR 2.7bln);
- Savings Certificates of Record Bank EUR 4.6bln (2015: EUR 5.3bln).

Subordinated loans may be included in the calculation of the total capital ratio and include EUR 1.3bln (2015: 1.3bln) of loans that qualify as Tier 2 capital. These loans have been placed with ING Belgium by ING Bank NV.

### Note 19: Share capital repayable on demand

Members' shares in co-operative entities have some characteristics of equity. They also give the holder the right to request redemption for cash, although that right may be subject to certain limitations. Under IFRIC 2, shares for which the member has the right to request redemption are normal liabilities. The total amount relates to the third-party members' shares in our co-operative entity Record Credit Services.

## Consolidated annual accounts - continued

## Note 20: Shareholder's equity

| Shareholder's equity  |                   |                  |
|---|-------------------|------------------|
| In EUR thousands  | 2016              | 2015             |
| Share capital   | 2,350,000         | 2,350,000        |
| Share premium   | 451,511           | 451,511          |
| Revaluation reserves  | 204,972           | 269,780          |
| Of which:   |                   |                  |
| - tangible assets revaluation reserve                                   | 143,980           | 145,686          |
| - cash flow hedge reserve (effective)                                   | -140,087          | -160,088         |
| - fair value revaluation reserve on financial assets available for sale | 353,549           | 420,123          |
| - actuarial gains/losses  | -152,470          | -135,941         |
| Currency translation reserves   | 2,227             | -456             |
| Of which:   |                   |                  |
| - hedge of net investments in foreign operations reserve (effective)    | -209,968          | -213,282         |
| - foreign currency translation reserve                                  | 212,195           | 212,826          |
| Other reserves  | 7,259,703         | 6,700,839        |
| <b>TOTAL</b>  | <b>10,268,413</b> | <b>9,771,674</b> |

The issued capital is represented by 55,414,550 shares without par value. All shares are fully paid.

The reserves including retained earnings mainly includes the reserves available for distribution, result brought forward, consolidation reserves and legal reserves.

The revaluation reserves consist of different types of reserves. Subsequent to initial recognition, property, and equipment is revalued to fair value. The revaluation surplus is recognised in equity, through the tangible assets revaluation reserve. A subsequent revaluation decrease must be charged against this reserve to the extent that the reserve is positive.

Gains and losses arising from the revaluation of a financial instrument designated as a hedge are deferred in the hedge revaluation reserve. Where a subsidiary is a foreign operation, foreign currency translation differences should be recognised in equity through the foreign currency translation reserve.

Unrealised gains/losses on investments classified as available-for-sale are also recognised in equity within the revaluation reserve. These gains/losses are recycled to the income statement on disposal or when the asset becomes impaired.

| Share capital            |                  |            |                               |           |
|--------------------------|------------------|------------|-------------------------------|-----------|
|                          | Number of shares |            | Amounts in thousands of euros |           |
|                          | 2016             | 2015       | 2016                          | 2015      |
| Authorised share capital |                  |            |                               |           |
| Unissued share capital   |                  |            |                               |           |
| Issued share capital     | 55,414,550       | 55,414,550 | 2,350,000                     | 2,350,000 |

Consolidated annual accounts - continued

## Income statement

### Note 21: Interest result

| Interest result  |                   |                   |
|--|-------------------|-------------------|
| In EUR thousands   | 2016              | 2015              |
| Interest income on loans   | 2,666,097         | 2,819,279         |
| Interest income on impaired loans                                | 13,071            | 3,347             |
| Negative interest on liabilities                                 | 21,815            | 6,309             |
| <b>Total interest income on loans</b>                            | <b>2,700,983</b>  | <b>2,828,935</b>  |
| Interest income on available-for-sale securities                 | 410,831           | 447,472           |
| Interest income on held-to-maturity securities                   | 18,800            | 18,970            |
| Interest income on trading portfolio                             | 1,358,760         | 1,845,923         |
| Interest income on non-trading derivatives (no hedge accounting) | 749               | 4,515             |
| Interest income on non-trading derivatives (hedge accounting)    | 1,222,871         | 1,460,815         |
| Other interest income  | 7,679             | 14,679            |
| <b>Total interest income</b>                                     | <b>5,720,674</b>  | <b>6,621,309</b>  |
| Interest expense on deposits by banks                            | -35,518           | -27,710           |
| Interest expense on customer deposits and other funds on deposit | -157,437          | -343,491          |
| Interest expense on debt securities                              | -162,423          | -177,900          |
| Interest expense on subordinated loans                           | -34,213           | -30,206           |
| Interest on trading liabilities                                  | -1,381,272        | -1,853,060        |
| Interest on non-trading derivatives (no hedge accounting)        | -11,406           | -14,054           |
| Interest on non-trading derivatives (hedge accounting)           | -1,294,483        | -1,515,074        |
| Other interest expense   | -49,184           | -10,261           |
| Negative interest on assets                                      | -47,952           | -6,793            |
| <b>Total interest expense</b>                                    | <b>-3,173,888</b> | <b>-3,978,549</b> |
| <b>INTEREST RESULT</b>   | <b>2,546,786</b>  | <b>2,642,761</b>  |

## Consolidated annual accounts - continued

**Note 22: Investment income**

| <b>Investment income</b>   |               |               |
|--|---------------|---------------|
| <b>In EUR thousands</b>  | <b>2016</b>   | <b>2015</b>   |
| Income from real estate investments                              | 3,492         | 2,988         |
| Dividend income  | 6,905         | 246           |
| <b>Total</b>   | <b>10,397</b> | <b>3,233</b>  |
| Realised gains/losses on debt securities                         | 29,360        | 19,650        |
| Impairments of available-for-sale debt securities                | 0             | 0             |
| Reversal of impairments of available-for-sale debt securities    | 0             | 0             |
| <b>Realised gains/losses and impairment on debt securities</b>   | <b>29,360</b> | <b>19,650</b> |
| Realised gains/losses on disposal of equity securities           | 9,801         | 1,407         |
| Impairment of available-for-sale equity securities               | -342          | -6,372        |
| <b>Realised gains/losses and impairment on equity securities</b> | <b>9,459</b>  | <b>-4,965</b> |
| Change in fair value of real estate investments                  | 547           | 87            |
| <b>TOTAL INVESTMENT INCOME</b>                                   | <b>49,763</b> | <b>18,006</b> |

Remark on "Dividend income": Contains a non-recurring dividend received from a non-associate.

PM: Exceptional income as result of the acquisition of VISA Europe by VISA Inc in 2016. The transaction resulted in a net profit of 10 mio in 'Investment income' and 20 mio in 'Share of results of associates'.

**Note 23: Commission result**

| <b>Commission income</b>               |                |                |
|--|----------------|----------------|
| <b>In EUR thousands</b>                | <b>2016</b>    | <b>2015</b>    |
| <b>Gross fee and commission income</b> | <b>839,760</b> | <b>842,715</b> |
| Funds transfer                         | 154,548        | 155,614        |
| Securities business                    | 133,773        | 165,727        |
| Asset management fees                  | 60,775         | 53,893         |
| Brokerage and advisory fees            | 35,874         | 22,864         |
| Insurance broking                      | 99,318         | 103,710        |
| Other                                  | 355,470        | 340,907        |
| <b>Fee and commission expenses</b>     | <b>279,408</b> | <b>282,817</b> |
| Funds transfer                         | 30,375         | 45,340         |
| Securities business                    | 29,618         | 24,071         |
| Management fees                        | 262            | 223            |
| Brokerage and advisory fees            | 159            | 320            |
| Insurance broking                      | 0              | 0              |
| Other                                  | 218,995        | 212,864        |
| <b>TOTAL</b>                           | <b>560,351</b> | <b>559,898</b> |

Remark on "Other Gross fee and commission income": includes the commissions received on bank guarantees, factoring and leasing; the fee and commission income distribution and the commissions given on loans.

Remark on "Other Fee and commission expenses": includes the commissions paid on bank guarantees and leasing.

## Consolidated annual accounts - continued

**Note 24: Valuation results on non-trading derivatives**

| Valuation results on non-trading derivatives   |                 |                |
|--|-----------------|----------------|
| In EUR thousands   | 2016            | 2015           |
| <b>Change in fair value of derivatives relating to:</b>  |                 |                |
| - fair value hedges  | -141,120        | 218,081        |
| - cash flow hedges (ineffective portion)   | 0               | -0             |
| - other non-trading derivatives  | 275             | -54,224        |
| <b>Net result on non-trading derivatives</b>   | <b>-140,845</b> | <b>163,857</b> |
| Change in fair value of assets and liabilities (hedged items)  | 140,743         | -176,991       |
| Valuation results on assets and liabilities designated as at fair value through profit and loss (excl trading) | 4,656           | 62,094         |
| <b>NET VALUATION RESULTS</b>   | <b>4,555</b>    | <b>48,960</b>  |

**Note 25: Net trading income**

| Net trading income                    |                |                |
|---------------------------------------|----------------|----------------|
| In EUR thousands                      | 2016           | 2015           |
| Securities trading results            | -34,490        | 35,479         |
| Foreign exchange transactions results | 112,953        | 115,315        |
| Derivatives trading results           | 71,096         | -10,010        |
| Other                                 | 646            | 253            |
| <b>TOTAL</b>                          | <b>150,204</b> | <b>141,036</b> |

**Note 26: Other income**

| Other income               |                |               |
|----------------------------|----------------|---------------|
| In EUR thousands           | 2016           | 2015          |
| Net operating lease income | 0              | 0             |
| Other                      | 114,169        | 56,770        |
| <b>TOTAL</b>               | <b>114,169</b> | <b>56,770</b> |

Remark on "Other": contains amongst others [1] The result on sale of property and equipment, and [2] Following an IFRS accounting policy change of Fiducra (ING's debt collection company). This change results in a different presentation in the P&L compared to previous year (between Loan Loss Provisioning, Other Income and Net interest). The impact is EUR 38 million. As from 2016 the income related to modified loans leading to derecognition, are presented as Net interest and Other income.

**Note 27: Staff expenses**

| Staff expenses                        |                  |                  |
|---------------------------------------|------------------|------------------|
| In EUR thousands                      | 2016             | 2015             |
| Salaries                              | 691,874          | 707,319          |
| Pension costs                         | 60,719           | 50,570           |
| Other staff-related benefit costs     | 733              | 0                |
| Social security costs                 | 164,778          | 182,168          |
| Share-based compensation arrangements | 10,690           | 8,636            |
| External employees                    | 82,739           | 102,595          |
| Education                             | 8,067            | 8,736            |
| Other staff costs                     | 33,083           | 34,323           |
| <b>TOTAL</b>                          | <b>1,052,683</b> | <b>1,094,347</b> |

Remark on "Pension costs": The amount includes EUR 19.5 million of Defined Benefit Contributions (see also note 16)

**Note 28: Other operating expenses**

| Other operating expenses                            |                  |                |
|---|------------------|----------------|
| In EUR thousands                                    | 2016             | 2015           |
| Depreciation of property and equipment              | 75,378           | 78,852         |
| Amortisation of software                            | 40,925           | 35,950         |
| Computer costs                                      | 120,885          | 131,083        |
| Office expenses                                     | 100,186          | 114,885        |
| Travel and accommodation expenses                   | 44,707           | 45,042         |
| Advertising and public relations                    | 40,599           | 38,605         |
| External advisory fees                              | 26,466           | 30,148         |
| Postal charges                                      | 3,898            | 2,334          |
| Regulatory costs (bank levies)                      | 220,673          | 187,518        |
| Addition/(release) of provision for reorganisations | 604,680          | 43,340         |
| Impairments   | 90,286           | 6,220          |
| Other   | 55,782           | 168,831        |
| <b>TOTAL</b>  | <b>1,424,465</b> | <b>882,808</b> |

Remark on "Addition/(release) of provision for reorganisations": On 3 October 2016 ING Belgium announced its intention to undertake a fundamental transformation to enable the business to move from being a traditional bank institution to a banking platform at the cutting edge of the digital world and personalised customer service. ING Belgium intends to improve its customer experience by moving to an integrated banking platform, leveraging of the omni-channel capabilities of the Netherlands and rationalise its network by integrating ING and Record Bank branches. In addition to improving customer experience ING Belgium intends to eliminate the internal silo mentality and move away from a top-heavy management system towards multidisciplinary, agile, self-steering teams to deliver faster, at a lower cost.

The intended initiatives are expected to result in a reduction of ING's workforce in Belgium by around 3,500 FTEs for the years 2016-2021. These numbers include the intended move to an integrated banking platform, with the remainder of functions affected spread over intended programmes in IT, operations, Wholesale Banking and various business support functions. At the same time, colleagues will be added in parts of the business where accelerated growth is expected, given the plans to continue to attract new customers and increase lending to support the economies ING is active in.

For the intended initiatives, a pre-tax redundancy provision and estimated early termination cost of contracts of around EUR 615 million was recognised in December 2016. These initiatives are implemented over the period 2017-2021 and the estimate of the reorganisation provisions is inherently uncertain. This pre-tax redundancy provision is based on the current state and content of the social negotiations and more specifically the different negotiated plans including early and voluntary leaves as well as the remaining residual forced exits needed to reach the intended fundamental transformation. Calculation of the provision has been done on available HR information on salary and age of the population and on several judgemental assumptions including actuarial ones based on the negotiated plans and on previous experience of the bank with such plans.

The provision at the balance sheet date represents the best estimate of the expected redundancy costs and are expected to be sufficient to cover these costs.

Remark on "Other": includes one-off procured cost savings of EUR 115 million.

**Regulatory costs**

| Regulatory costs (bank levies)                     |                |                |
|--|----------------|----------------|
| In EUR thousands                                   | 2016           | 2015           |
| Operating Charges: Tax on Tax Exempted Liabilities | 8,957          | 9,344          |
| Financial Stability Contribution (FSC)             | 112,939        | 87,091         |
| Contribution BRRD/SRF                              | 38,779         | 26,033         |
| Premiums for deposit insurance                     | 59,998         | 65,049         |
| <b>TOTAL</b>                                       | <b>220,673</b> | <b>187,518</b> |

## Consolidated annual accounts - continued

**Impairment of tangible and intangible assets**

| Impairment of tangible and intangible assets |                   |                          |               |
|--|-------------------|--------------------------|---------------|
| In EUR thousands                             | 2016              |                          |               |
|  | Impairment losses | Reversals of impairments | Total         |
| Property and equipment                       | 52,722            | -128                     | 52,594        |
| Property development                         |                   |                          | 0             |
| Goodwill                                     |                   |                          | 0             |
| Software and other intangible assets         | 37,692            | 0                        | 37,692        |
| <b>(Reversals of) other impairments</b>      | <b>90,414</b>     | <b>-128</b>              | <b>90,286</b> |
| Amortisations of other intangible assets     |                   |                          | 0             |
| <b>TOTAL</b>                                 |                   |                          | <b>90,286</b> |

Remark on "Impairments": In the context of the intended restructuring plan the "Real estate in own use" and "Capitalised software" have been reviewed for impairments triggered by the plan.

**Note 29: Taxation**

| Breakdown of income tax expenses   |                 |                |
|--|-----------------|----------------|
| In EUR thousands   | 2016            | 2015           |
| <b>Current tax expenses</b>  | <b>411,323</b>  | <b>347,524</b> |
| Current tax for the period   | 427,965         | 386,685        |
| Adjustments for current tax of previous periods  | -16,642         | -39,161        |
| Previously unrecognised tax losses, tax credits, temporary differences reducing current tax  |                 |                |
| <b>Deferred tax expenses</b>   | <b>-215,406</b> | <b>35,983</b>  |
| Deferred taxes arising from current period   | -215,406        | 35,983         |
| Deferred taxes arising from changes in tax rates   |                 |                |
| Deferred taxes arising from the reversal of deferred tax assets                              |                 |                |
| Previously unrecognised tax losses, tax credits, temporary differences reducing deferred tax |                 |                |
| <b>Other tax expenses</b>  | <b>0</b>        | <b>0</b>       |
| Tax expense (income) relating to changes in accounting policies and errors in P&L            |                 |                |
| Taxes relating to the gain or loss on discontinuance of an operation                         |                 |                |
| Income tax expense of discontinued operations  |                 |                |
| <b>Total income tax expenses</b>   | <b>195,917</b>  | <b>383,507</b> |

| Reconciliation of statutory tax rate to effective tax rate            |                |                |
|---|----------------|----------------|
| In EUR thousands  | 2016           | 2015           |
| Result before taxation - Tax expense using statutory rate             | 769,327        | 1,339,899      |
| <b>Statutory tax rate</b>   | <b>33.99%</b>  | <b>33.99%</b>  |
| <b>Statutory tax amount</b>   | <b>261,494</b> | <b>455,432</b> |
| Tax effect of rates in other jurisdictions                            | -20,069        | -7,895         |
| Tax effect of non taxable revenues                                    | -20,303        | -13,779        |
| Tax effect of non tax deductible expenses                             | 27,209         | 18,410         |
| Tax effect of utilisation of previously unrecognised tax losses       |                |                |
| Tax effect on tax benefit not previously recognised in profit or loss |                |                |
| Tax effect from reassessment of unrecognised deferred tax assets      |                |                |
| Tax effect of change in tax rates                                     |                |                |
| Tax effect from under or over provisions in prior periods             | -21,088        | -36,708        |
| Tax effect from notional interest                                     | -31,326        | -33,333        |
| Other increase (decrease) in statutory tax charge                     |                | 1,380          |
| <b>Effective tax amount</b>   | <b>195,917</b> | <b>383,507</b> |
| <b>Effective tax rate</b>   | <b>25.47%</b>  | <b>28.62%</b>  |



# Complementary information

## Fair value of financial assets and liabilities

| Fair value of financial assets and liabilities                       |             |                 |            |                 |
|--|-------------|-----------------|------------|-----------------|
| In EUR thousands   | 2016        |                 | 2015       |                 |
|  | Fair value  | Carrying amount | Fair value | Carrying amount |
| <b>Financial assets</b>  |             |                 |            |                 |
| Cash and balances with central banks                                 | 5,008,639   | 5,008,639       | 4,267,049  | 4,267,049       |
| Loans and advances to banks  | 9,853,826   | 9,885,421       | 11,098,251 | 12,668,906      |
| Financial assets at fair value through profit and loss               |             |                 |            |                 |
| <i>of which: trading assets</i>                                      | 8,674,772   | 8,674,772       | 14,504,727 | 14,504,727      |
| <i>of which: non-trading derivatives</i>                             | 4,413,044   | 4,413,044       | 4,419,223  | 4,419,223       |
| <i>of which: designated as at fair value through profit and loss</i> | 87,950      | 87,950          | 94,541     | 94,541          |
| Investments  |             |                 |            |                 |
| <i>of which: available-for-sale</i>                                  | 17,022,923  | 17,022,923      | 18,809,053 | 18,809,053      |
| <i>of which: held-to-maturity</i>                                    | 936,353     | 925,897         | 959,946    | 958,873         |
| Loans and advances to customers                                      | 103,699,630 | 101,632,669     | 96,923,485 | 92,800,051      |
| Other assets   | 1,495,319   | 1,495,319       | 2,186,578  | 2,186,578       |
| <b>Financial liabilities</b>   |             |                 |            |                 |
| Deposits from banks  | 13,330,516  | 13,333,629      | 10,743,404 | 10,741,946      |
| Customer deposits  | 97,174,313  | 97,046,298      | 96,928,659 | 96,791,727      |
| Financial liabilities at fair value through profit and loss          |             |                 |            |                 |
| <i>of which: trading liabilities</i>                                 | 8,808,874   | 8,808,874       | 13,129,450 | 13,129,450      |
| <i>of which: non-trading derivatives</i>                             | 6,074,113   | 6,074,113       | 6,069,523  | 6,069,523       |
| <i>of which: designated as at fair value through profit and loss</i> | 1,789,330   | 1,789,330       | 2,371,524  | 2,371,524       |
| Debt securities in issue   | 8,053,726   | 7,743,252       | 8,229,278  | 8,502,448       |
| Subordinated loans   | 1,641,268   | 1,440,429       | 1,419,980  | 1,423,471       |

### A three level hierarchy

The estimated fair values correspond with the amounts at which the financial instruments could have been traded on a fair basis at the balance sheet date between knowledgeable, willing parties in arm's-length transactions. The fair value of financial assets and liabilities is based on quoted market prices, where available. Because substantial trading markets do not exist for all of these financial instruments, various techniques have been developed to estimate their approximate fair values.

These techniques are subjective in nature and involve various assumptions about the discount rate and the estimates of the amount and timing of the anticipated future cash flows. Changes in these assumptions could significantly affect the estimated fair values. Consequently, the fair values presented may not be indicative of the net realisable value. In addition, the calculation of the estimated fair value is based on market conditions at a specific point in time and may not be indicative of future fair values.

ING Belgium reports assets and liabilities that are measured at fair value in a three-level hierarchy:

- Level 1: published price quotations in an active market;
- Level 2: valuation technique supported by market inputs;
- Level 3: valuation technique not supported by market inputs.

**Level 1** includes only assets and liabilities for which the fair value is determined using unadjusted quoted prices in active markets for identical assets or liabilities. An asset or liability is regarded as quoted in an active market if quoted prices are readily and regularly available from an exchange, dealer, broker, industry group, pricing service or regulatory agency, and those prices represent actual and regularly occurring market transactions in an active market around the measurement date.

**Level 2** includes assets and liabilities for which the fair value is determined using inputs other than (level 1) quoted prices that are market observable, either directly or indirectly, i.e.:

- using a model, where all significant inputs into the model are market observable;
- using adjusted quoted prices in an active market where the adjustment is solely based on market observable data (e.g. because the quoted prices relate to similar, but not identical assets or liabilities);
- using quoted prices from an inactive market without adjustment or with adjustments that are solely based on market observable data; where several quotes are obtained for the same instrument, a narrow range between the prices obtained may be an indicator that the prices are based on market observable data.

## Consolidated annual accounts - continued

**Level 3** includes assets and liabilities for which the fair value is determined using (certain) inputs that are not based on observable market data (unobservable inputs), i.e.:

- using a model, where one or more significant inputs are not market observable;
- using adjusted quoted prices where the adjustment is based on non-market observable data;
- using quoted prices from an inactive market with one or more adjustments that are based on non-market observable data; where several quotes are obtained for the same item and the disparity within the range of prices obtained is significant, the item is classified in level 3.

Transfers out of Level 1 into Level 2 occur when ING Group establishes that markets are no longer active and therefore (unadjusted) quoted prices no longer provide reliable pricing information. Transfers out of Level 2 into Level 1 occur when ING Group establishes that markets have become active for identical assets and liabilities and therefore (unadjusted) quoted prices provide reliable pricing information.

With the introduction of IFRS 13 “Fair Value Measurement” additional disclosures are asked:

- Financial instruments that are measured in the balance sheet at amortised cost, but of which the fair value is disclosed in the notes; this mainly relates to loans; and
- Non-financial assets that are measured in the balance sheet at fair value; this mainly relates to real estate
- Customer deposits and other funds on deposit.

### Classification of Loans

Valuation of loans is normally not based on market prices for the specific loan, and therefore is not a Level 1 measurement. The determination of the fair value of loans is normally based on a valuation technique that includes various inputs, such as market yields, expected credit losses and liquidity.

As such, the valuation includes non-observable inputs (such as expected credit loss and liquidity) that, especially in the current market environment, are expected to significantly impact the estimated fair value. Therefore, fair values of loans are normally classified in Level 3.

Only when all significant inputs are obtained from market data, the fair value may be classified in Level 2. This could be the case when specific market data are available (e.g. when expected credit losses are based on market CDS spreads for the specific exposure) or when unobservable inputs are insignificant (e.g. for liquid loans with insignificant credit risk).

### Classification of Real estate

Valuation of real estate is normally not based on market prices for the specific property, and therefore is not a Level 1 measurement. Valuations are normally based on appraisals that take into account various inputs and assumptions, such as rental income and required yields. These include non-observable inputs that, especially in the current market environment, are expected to significantly impact the estimated fair value. Therefore, fair values of real estate are normally expected to be classified in Level 3. Only when sufficient observable market transactions have occurred for properties that are similar to the property being valued, and the fair value estimate is based (almost) fully on such market transaction data, the fair value may be classified in Level 2.

### Classification of Customer Deposits and Other Funds on Deposit

Valuations of instruments where the carrying value equals both the fair value and the notional amount because they are on demand, are classified as Level 1 measurements.

For customer deposits and other funds on deposit not on demand, fair value is normally based on a valuation technique. If the valuation only includes observable inputs such as interest the valuation is classified as Level 2. If the valuation includes non-observable inputs such as own credit, and this non-observable input significantly impacts the estimated fair value the valuation would be expected to be classified in Level 3.

### Description of the significant unobservable inputs

A yield curve is derived from a selection of instruments of different maturities. A **spot rate** curve or zero-coupon curve is arrived at by bootstrapping and interpolating the yield curve. A forward rate curve is calculated by applying a mathematical formula to the spot rate curve. A **forward rate** represents the yield for a certain period, starting at a certain point in the future. A **swap rate** is the fixed rate that sets the market value of a given swap at initiation at zero.

A repo (or repurchase agreement) is the sale of securities together with an agreement for the seller to buy back the securities at a later date. The repurchase price should be greater than the original sale price, the difference effectively representing interest, called the **repo rate**.

**Credit spread** is the yield spread, or difference in yield between different securities due to different credit quality. The credit spread reflects the additional net yield an investor can earn from a security with more credit risk relative to one with less credit risk.

Level 3 can concern observable inputs that require significant adjustments/judgment e.g. sole broker quote with uncertainty around bid/offer spread; obtained with proxy tool but not corroborated.

## Consolidated annual accounts - continued

The **recovery rate** is the estimated level of recovery should a counterparty default.

**Volatility** is a measure for variation of price of a financial instrument over time. Historic volatility is derived from the series of past market prices. An implied volatility is derived from the market price of a market traded derivative (in particular an option). The implied volatility of an option contract is that value of the volatility of the underlying instrument which, when input in an option pricing model will return a theoretical value equal to the current market price of the option. Depending on the parameter being analysed, one can distinguish **equity volatility**, **interest rate volatility** and **FX volatility**.

**Correlation** is the most familiar measure of dependence between two quantities. Stock-stock correlation measures the dependency between two stock prices, while IR-IR correlation measures the dependency between two interest rates.

Implied correlation is the market's price for the correlation between the return of assets. It can be backed out from the observed price of a derivative contract which relates two or more assets.

### **Fair value of financial assets**

The following methods and assumptions were used by ING Belgium to estimate the fair value of these financial instruments.

#### **Cash and balances with central banks**

The carrying amount of cash equals its fair value.

#### **Financial assets at fair value through profit or loss and held for trading**

The fair values of securities in the trading portfolio and other assets at fair value through profit and loss are based on quoted market prices, where available. For those securities that are not actively traded, fair values are estimated based on internal discounted cash flow pricing models, taking into account current cash flow assumptions and the counterparties' credit standings.

#### **Financial assets available for sale**

The fair values of equity securities are based on quoted market prices or, if unquoted, on estimated market values generally based on quoted prices for similar securities. Fair values for fixed income securities are based on quoted market prices, where available. For those securities that are not actively traded, fair values are estimated based on values obtained from private pricing services or by discounting expected future cash flows using a current market rate applicable to the yield, credit quality and maturity of the investment.

#### **Loans and advances**

For loans and advances that are frequently re-priced and have had no significant changes in credit risk, carrying amounts represent a reasonable estimate of fair values. The fair values of retail mortgage loans are estimated by discounting expected future cash flows, using interest rates offered for similar loans to borrowers with similar credit ratings. The fair values of non-performing loans are estimated by discounting the expected cash flows of recoveries.

The fair values of mortgage loans are estimated by discounting future cash flows, using interest rates currently being offered for similar loans to borrowers with similar credit ratings. The fair values of fixed-rate policy loans are estimated by discounting cash flows at the interest rates charged on policy loans of similar policies currently being issued. Loans with similar characteristics are aggregated for purposes of the calculations. The fair values of variable-rate policy loans approximate their carrying values.

#### **Other financial assets**

The carrying amount of other financial assets approximates their fair value.

### **Fair value of financial liabilities**

The following methods and assumptions were used by ING Belgium to estimate the fair value of these financial instruments.

#### **Financial liabilities at amortized cost**

The fair value of the financial liabilities at amortised cost is estimated using discounted cash flows based on interest rates that apply to similar instruments.

#### **Financial liabilities at fair value through profit or loss and held for trading**

The fair values of securities in the trading portfolio and other liabilities at fair value through profit or loss are based on quoted market prices, where available. For those securities that are not actively traded, fair values are estimated based on internal discounted cash flow pricing models, taking into account current cash flow assumptions and the banks' credit standings.

#### **Other financial liabilities**

The carrying amount of other liabilities approximates their fair value.

## Consolidated annual accounts - continued

**Offsetting Financial assets and financial liabilities**

The IFRS 7 offsetting disclosure requires to provide quantitative information about the rights to set-off and related arrangements (such as collateral arrangements).

**Financial Instruments in scope**

The disclosure requirements apply to all financial instruments that are:

1. presented net in the balance sheet under the IFRS netting requirements (legal right to set-off and intention to net settle); and
2. presented gross in the balance sheet but subject to enforceable master netting arrangements or similar arrangement except when these arrangements apply to:
  - loans and customer deposits at the same institution; or
  - financial instruments subject only to a collateral agreement (such as loans secured by collateral).

**Disclosure requirements**

The disclosure is provided per type of financial instrument per balance sheet line item. It is not required to provide information on a more granular level. A table for assets and a table for liabilities is required. Each table will require the following information for the financial instruments in scope:

1. Gross amounts of recognized financial assets (or liability):  
This cell represents the gross carrying value of items in scope (positive in asset table, negative in liability table), without applying any netting.
2. Gross amounts of recognized financial liabilities (or assets) set off in the balance sheet:  
This cell represents the amount of netting that has been applied under IFRS in the IFRS balance sheet. The total amount should be equal in the asset table and the liability table as total netting on assets and liabilities must be the same.
3. Net amounts of financial assets (or liabilities) presented in the balance sheet:  
This cell is the sum of the two cells above. It represents the amounts as included in the IFRS balance sheet. However, the amounts in this cell do not have to reconcile with the total amount in the applicable balance sheet line item.
4. Related amounts not set off: financial Instruments:  
This cell includes the amount of netting under enforceable master netting agreements. The amounts are limited to the amounts that are subject to set off under the same master netting agreement or similar arrangement.
5. Related amounts not set off: financial collateral received/paid:  
This cell includes amounts of cash and fair value of financial instrument collateral that is not set-off in the balance sheet but is associated with netting arrangements.
6. Net amount:  
This cell shows the net position after all netting and collateral.

**Methods applied in determining fair values of assets - 2016**

| In EUR thousands   | Comparison         |                    | Fair value hierarchy |                   |                    |
|--|--------------------|--------------------|----------------------|-------------------|--------------------|
|  | Fair value         | Carrying amount    | Level 1              | Level 2           | Level 3            |
| <b>Assets at fair value</b>                              | <b>30,745,080</b>  | <b>30,745,080</b>  | <b>15,896,254</b>    | <b>14,069,542</b> | <b>779,284</b>     |
| Trading assets   | 8,674,772          | 8,674,772          | 22,935               | 8,476,904         | 174,933            |
| Non-trading derivatives                                  | 4,413,044          | 4,413,044          |                      | 4,413,044         |                    |
| Financial assets designated as at fair value through P&L | 87,950             | 87,950             |                      | 85,335            | 2,615              |
| Available-for-sale investments                           | 17,022,923         | 17,022,923         | 15,873,319           | 1,094,259         | 55,345             |
| Property in own use                                      | 498,033            | 498,033            |                      |                   | 498,033            |
| Real estate investments                                  | 48,358             | 48,358             |                      |                   | 48,358             |
| <b>Assets at amortised cost</b>                          | <b>119,498,449</b> | <b>117,452,626</b> | <b>9,128,055</b>     | <b>281,969</b>    | <b>110,088,425</b> |
| Cash and balances with central banks                     | 5,008,639          | 5,008,639          | 5,008,639            |                   |                    |
| Loans and advances to banks                              | 9,853,827          | 9,885,421          | 2,986,190            |                   | 6,867,637          |
| Held-to-maturity investments                             | 936,353            | 925,897            | 936,353              |                   |                    |
| Loans and advances to customers                          | 103,699,630        | 101,632,669        | 196,873              | 281,969           | 103,220,788        |

PM: As for 2016 significant transfers between Level 1 and Level 2 of fair value happened within "Available-for-sale investments": EUR 155 million from Level 1 to Level 2 and EUR 5 million from Level 2 to Level 1.

## Consolidated annual accounts - continued

| Methods applied in determining fair values of assets - 2015 |                    |                    |                      |                   |                    |
|---|--------------------|--------------------|----------------------|-------------------|--------------------|
| In EUR thousands  | Comparison         |                    | Fair value hierarchy |                   |                    |
|   | Fair value         | Carrying amount    | Level 1              | Level 2           | Level 3            |
| <b>Assets at fair value</b>                                 | <b>38,440,196</b>  | <b>38,440,196</b>  | <b>20,523,126</b>    | <b>17,080,976</b> | <b>836,092</b>     |
| Trading assets  | 14,504,727         | 14,504,727         | 2,383,137            | 11,978,959        | 142,630            |
| Non-trading derivatives                                     | 4,419,223          | 4,419,223          |                      | 4,419,222         |                    |
| Financial assets designated as at fair value through P&L    | 94,541             | 94,541             |                      | 91,729            | 2,812              |
| Available-for-sale investments                              | 18,809,053         | 18,809,053         | 18,139,989           | 591,066           | 77,998             |
| Property in own use   | 564,840            | 564,840            |                      |                   | 564,840            |
| Real estate investments                                     | 47,812             | 47,812             |                      |                   | 47,812             |
| <b>Assets at amortised cost</b>                             | <b>113,248,731</b> | <b>110,694,879</b> | <b>10,359,357</b>    | <b>0</b>          | <b>102,889,374</b> |
| Cash and balances with central banks                        | 4,267,049          | 4,267,049          | 4,267,049            |                   |                    |
| Loans and advances to banks                                 | 11,098,251         | 12,668,906         | 4,312,580            |                   | 6,785,671          |
| Held-to-maturity investments                                | 959,946            | 958,873            | 959,946              |                   |                    |
| Loans and advances to customers                             | 96,923,485         | 92,800,051         | 819,782              |                   | 96,103,703         |

| Methods applied in determining fair values of liabilities - 2016 |                    |                    |                      |                   |                  |
|--|--------------------|--------------------|----------------------|-------------------|------------------|
| In EUR thousands   | Comparison         |                    | Fair value hierarchy |                   |                  |
|  | Fair value         | Carrying amount    | Level 1              | Level 2           | Level 3          |
| <b>Liabilities at fair value</b>                                 | <b>16,672,317</b>  | <b>16,672,317</b>  | <b>102,621</b>       | <b>16,429,060</b> | <b>140,635</b>   |
| Trading liabilities  | 8,808,874          | 8,808,874          |                      | 8,668,984         | 139,890          |
| Non-trading derivatives  | 6,074,113          | 6,074,113          |                      | 6,073,368         | 745              |
| Financial liabilities designated as at fair value through P&L    | 1,789,330          | 1,789,330          | 102,621              | 1,686,708         |                  |
| <b>Liabilities at amortised cost</b>                             | <b>120,199,823</b> | <b>119,563,608</b> | <b>99,425,858</b>    | <b>19,749,383</b> | <b>1,024,582</b> |
| Deposits from banks  | 13,330,516         | 13,333,629         | 4,813,789            | 8,024,122         | 492,604          |
| Customer deposits  | 97,174,313         | 97,046,298         | 90,406,081           | 6,684,238         | 83,994           |
| Debt securities in issue   | 8,053,726          | 7,743,252          | 2,688,899            | 4,916,844         | 447,984          |
| Subordinated loans   | 1,641,268          | 1,440,429          | 1,517,089            | 124,180           |                  |

| Methods applied in determining fair values of liabilities - 2015 |                    |                    |                      |                   |                |
|--|--------------------|--------------------|----------------------|-------------------|----------------|
| In EUR thousands   | Comparison         |                    | Fair value hierarchy |                   |                |
|  | Fair value         | Carrying amount    | Level 1              | Level 2           | Level 3        |
| <b>Liabilities at fair value</b>                                 | <b>21,570,497</b>  | <b>21,570,497</b>  | <b>101,674</b>       | <b>21,241,760</b> | <b>227,064</b> |
| Trading liabilities  | 13,129,450         | 13,129,450         |                      | 12,903,356        | 226,095        |
| Non-trading derivatives  | 6,069,523          | 6,069,523          |                      | 6,068,554         | 969            |
| Financial liabilities designated as at fair value through P&L    | 2,371,524          | 2,371,524          | 101,674              | 2,269,851         |                |
| <b>Liabilities at amortised cost</b>                             | <b>117,321,321</b> | <b>117,459,592</b> |                      |                   |                |
| Deposits from banks  | 10,743,404         | 10,741,946         | 5,045,143            | 5,698,261         |                |
| Customer deposits  | 96,928,659         | 96,791,727         | 75,036,684           | 8,372,726         | 13,519,250     |
| Debt securities in issue   | 8,229,278          | 8,502,448          | 1,936,046            | 5,746,307         | 546,925        |
| Subordinated loans   | 1,419,980          | 1,423,471          | 1,304,513            | 115,466           |                |

## Consolidated annual accounts - continued

| Changes in Level 3 Financial assets - 2016                |                |                         |   |                                |         |
|---|----------------|-------------------------|---|--------------------------------|---------|
| In EUR thousands  | Trading assets | Non-trading derivatives | Financial assets designated at fair value through profit and loss | Available-for-sale investments | Total   |
| <b>Opening balance</b>                                    | 142,630        | 0                       | 2,812   | 77,998                         | 223,440 |
| Amounts recognised in profit and loss during the year     | 106,521        |                         | 35  | 9,459                          | 116,015 |
| Revaluation recognised in equity during the year          |                |                         |   | -8,340                         | -8,340  |
| Purchase of assets  |                |                         |   | 8,359                          | 8,359   |
| Sale of assets  |                |                         | -232  | -26,652                        | -26,884 |
| Maturity/settlement                                       |                |                         |   |                                | 0       |
| Reclassification  |                |                         |   |                                | 0       |
| Transfers into Level 3                                    |                |                         |   |                                | 0       |
| Transfers out of Level 3                                  |                |                         |   |                                | 0       |
| Exchange rate differences                                 |                |                         |   |                                | 0       |
| Changes in the composition of the group and other changes | -74,218        |                         |   | -5,478                         | -79,696 |
| <b>CLOSING BALANCE</b>                                    | 174,933        | 0                       | 2,615   | 55,345                         | 232,893 |

| Changes in Level 3 Financial assets - 2015                |                |                         |   |                                |          |
|---|----------------|-------------------------|---|--------------------------------|----------|
| In EUR thousands  | Trading assets | Non-trading derivatives | Financial assets designated at fair value through profit and loss | Available-for-sale investments | Total    |
| <b>Opening balance</b>                                    | 67,968         | 0                       | 3,498   | 65,200                         | 136,666  |
| Amounts recognised in profit and loss during the year     | -11,935        |                         | -606  |                                | -12,541  |
| Revaluation recognised in equity during the year          |                |                         | 0   | 21,209                         | 21,209   |
| Purchase of assets  | 209,596        |                         | 233   | 15,804                         | 225,633  |
| Sale of assets  | -102,982       |                         | -313  | -24,215                        | -127,510 |
| Maturity/settlement                                       |                |                         |   |                                | 0        |
| Reclassification  |                |                         |   |                                | 0        |
| Transfers into Level 3                                    | 1,644          |                         |   |                                | 1,644    |
| Transfers out of Level 3                                  | -21,661        |                         |   |                                | -21,661  |
| Exchange rate differences                                 |                |                         |   |                                | 0        |
| Changes in the composition of the group and other changes |                |                         |   |                                | 0        |
| <b>CLOSING BALANCE</b>                                    | 142,630        | 0                       | 2,812   | 77,998                         | 223,440  |

| Changes in Level 3 Financial Liabilities - 2016           |                     |                         |  |   |          |
|---|---------------------|-------------------------|--|---|----------|
| In EUR thousands  | Trading liabilities | Non-trading liabilities | Financial liabilities designated at fair value through profit and loss |   | Total    |
| <b>Opening balance</b>                                    |                     | 226,095                 | 969  | 0 | 227,064  |
| Amounts recognised in profit and loss during the year     |                     | 16,358                  | -11  |   | 16,347   |
| Revaluation recognised in equity during the year          |                     |                         |  |   | 0        |
| Issue of liabilities                                      |                     |                         |  |   | 0        |
| Early repayment of liabilities                            |                     |                         | -213   |   | -213     |
| Maturity/settlement                                       |                     |                         |  |   | 0        |
| Transfers into Level 3                                    |                     |                         |  |   | 0        |
| Transfers out of Level 3                                  |                     |                         |  |   | 0        |
| Exchange rate differences                                 |                     |                         |  |   | 0        |
| Changes in the composition of the group and other changes |                     | -102,563                |  |   | -102,563 |
| <b>CLOSING BALANCE</b>                                    |                     | 139,890                 | 745  | 0 | 140,635  |

## Consolidated annual accounts - continued

| Changes in Level 3 Financial Liabilities - 2015           |                     |                         |  |          |
|---|---------------------|-------------------------|--|----------|
| In EUR thousands  | Trading liabilities | Non-trading liabilities | Financial liabilities designated at fair value through profit and loss | Total    |
| <b>Opening balance</b>                                    | 208,777             | 1,988                   | 0  | 210,765  |
| Amounts recognised in profit and loss during the year     | 18,300              | 23                      |  | 18,323   |
| Revaluation recognised in equity during the year          |                     |                         |  | 0        |
| Issue of liabilities                                      | 222,378             |                         |  | 222,378  |
| Early repayment of liabilities                            |                     |                         |  | 0        |
| Maturity/settlement                                       | -187,365            | -1,043                  |  | -188,408 |
| Transfers into Level 3                                    | 450                 |                         |  | 450      |
| Transfers out of Level 3                                  | -36,444             |                         |  | -36,444  |
| Exchange rate differences                                 |                     |                         |  | 0        |
| Changes in the composition of the group and other changes |                     |                         |  | 0        |
| <b>CLOSING BALANCE</b>                                    | 226,095             | 969                     | 0  | 227,064  |

| Amounts recognised in profit and loss during the year - 2016           |                            |                              |                |
|--|----------------------------|------------------------------|----------------|
| In EUR thousands   | Held at balance sheet date | Derecognised during the year | Total          |
| <b>Financial assets</b>  |                            |                              |                |
| Trading assets   | 106,520                    |                              | 106,520        |
| Non-trading derivatives  |                            |                              |                |
| Financial assets designated at fair value through profit and loss      | -197                       |                              | -197           |
| Available-for-sale investments   | -342                       | 9,801                        | 9,459          |
| <b>TOTAL</b>   | <b>105,981</b>             | <b>9,801</b>                 | <b>115,782</b> |
| <b>Financial liabilities</b>   |                            |                              |                |
| Trading liabilities  | -16,358                    |                              | -16,358        |
| Non-trading derivatives  |                            |                              |                |
| Financial liabilities designated at fair value through profit and loss |                            |                              |                |
| <b>TOTAL</b>   | <b>-16,358</b>             | <b>0</b>                     | <b>-16,358</b> |

| Amounts recognised in profit and loss during the year - 2015           |                            |                              |                |
|--|----------------------------|------------------------------|----------------|
| In EUR thousands   | Held at balance sheet date | Derecognised during the year | Total          |
| <b>Financial assets</b>  |                            |                              |                |
| Trading assets   | -11,935                    |                              | -11,935        |
| Non-trading derivatives  |                            |                              |                |
| Financial assets designated at fair value through profit and loss      | -687                       |                              | -687           |
| Available-for-sale investments   | -6,372                     | 3                            | -6,369         |
| <b>TOTAL</b>   | <b>-18,994</b>             | <b>3</b>                     | <b>-18,990</b> |
| <b>Financial liabilities</b>   |                            |                              |                |
| Trading liabilities  | -19,342                    |                              | -19,342        |
| Non-trading derivatives  | 1,019                      |                              | 1,019          |
| Financial liabilities designated at fair value through profit and loss |                            |                              |                |
| <b>TOTAL</b>   | <b>-18,323</b>             | <b>0</b>                     | <b>-18,323</b> |

## Consolidated annual accounts - continued

## Offsetting financial assets and liabilities

The following tables include information about rights to offset and the related arrangements. The amounts included consist of all recognised financial instruments that are presented net in the statement of financial position under the IFRS offsetting requirements (legal right to offset and intention to net settle) and amounts presented gross in the statement of financial position but subject to enforceable master netting arrangements or similar arrangement.

Netting agreement as well as the height of the collateral are specified in an ISDA contract (for derivatives) or CSA contract (for credit contracts).

| Financial assets subject to offsetting, enforceable master netting arrangements and similar agreements |   |   |   |  |                       |   |                  |
|--|---|---|---|--|-----------------------|---|------------------|
| In EUR thousands   |   | Related amounts not offset in the balance sheet |   |  |                       |   |                  |
|  |   | Gross amounts of recognised financial assets    | Gross amounts of recognised financial liabilities offset in the balance sheet | Net amounts of financial assets presented in the balance sheet | Financial instruments | Cash and financial instruments received as collateral | Net amount       |
| Amounts due from banks   | Reverse repurchase, securities borrowing and similar agreements |   |   |  |                       |   |                  |
|  | Other   |   |   |  |                       |   |                  |
| Financial assets at fair value through profit and loss - Trading assets                                | Derivatives   | 5,160,403                                       | -113,057  | 5,047,346  | 4,376,307             | 145,700   | 525,339          |
|  | Reverse repurchase, securities borrowing and similar agreements |   |   |  |                       |   |                  |
| Financial assets at fair value through profit and loss - Non-trading derivatives                       | Other   |   |   |  |                       |   |                  |
|  | Derivatives   | 38,002  | -9,402  | 28,599   | 28,599                |   |                  |
| Available for sale   | Reverse repurchase, securities borrowing and similar agreements |   |   |  |                       |   |                  |
|  | Other   |   |   |  |                       |   |                  |
| Loans and advances to customers  | Reverse repurchase, securities borrowing and similar agreements |   |   |  |                       |   |                  |
|  | Other   |   |   |  |                       |   |                  |
| Other assets where offsetting is applied in the balance sheet  | Other   | 36,483  |   | 36,483   |                       |   |                  |
| Impact of enforceable master netting arrangements or similar arrangements                              | Derivatives   |   |   |  | -1,511,213            |   | 1,511,213        |
|  | Other   |   |   |  |                       |   |                  |
| <b>TOTAL FINANCIAL ASSETS</b>  |   | <b>5,234,888</b>                                | <b>-122,460</b>   | <b>5,112,428</b>   | <b>2,893,693</b>      | <b>145,700</b>  | <b>2,036,552</b> |

| Financial liabilities subject to offsetting, enforceable master netting arrangements and similar agreements |   |   |  |   |                       |   |               |
|---|---|---|--|---|-----------------------|---|---------------|
| In EUR thousands  |   | Related amounts not offset in the balance sheet   |  |   |                       |   |               |
|   |   | Gross amounts of recognised financial liabilities | Gross amounts of recognised financial assets offset in the balance sheet | Net amounts of financial liabilities presented in the balance sheet | Financial instruments | Cash and financial instruments received as collateral | Net amount    |
| Amounts due to banks  | Reverse repurchase, securities borrowing and similar agreements |   |  |   |                       |   |               |
|   | Other   |   |  |   |                       |   |               |
| Customer deposits and other funds on deposit  | Reverse repurchase, securities borrowing and similar agreements |   |  |   |                       |   |               |
|   | Corporate deposits  |   |  |   |                       |   |               |
| Financial liabilities at fair value through profit and loss - Trading liabilities                           | Other   |   |  |   |                       |   |               |
|   | Derivatives   | 2,152,774   |  | 2,152,774   | 2,152,774             |   |               |
| Financial liabilities at fair value through profit and loss - Non-Trading derivatives                       | Reverse repurchase, securities borrowing and similar agreements |   |  |   |                       |   |               |
|   | Other   |   |  |   |                       |   |               |
| Financial liabilities at fair value through profit and loss - Non-Trading derivatives                       | Derivatives   | 179,875   |  | 179,875   | 179,874               |   |               |
| Other liabilities where netting is applied in the balance sheet   | Other   | 36,843  |  | 36,843  |                       |   | 36,843        |
| Impact of enforceable master netting arrangements or similar arrangements                                   | Derivatives   |   |  |   |                       |   |               |
|   | Other   |   |  |   |                       |   |               |
| <b>TOTAL FINANCIAL LIABILITIES</b>  |   | <b>2,369,492</b>                                  | <b>0</b>   | <b>2,369,492</b>  | <b>2,332,648</b>      | <b>0</b>  | <b>36,843</b> |



## Consolidated annual accounts - continued

## Assets not freely disposable

The assets not freely disposable consist primarily of Loans and advances to customers pledged to secure Debt securities in issue and serve to secure margin accounts and are used for other purposes required by law.

ING has an obligation to maintain a reserve with central banks. As at 31 December 2016, the minimum mandatory reserve deposits with central banks amount to EUR 1,008 million (2015: EUR 991 million).

| Assets not freely disposable                           |                   |                   |
|--|-------------------|-------------------|
| In EUR thousands                                       | 2016              | 2015              |
| Banks  |                   |                   |
| - Cash and balances with central banks                 | 870,765           | 968,520           |
| - Amounts due from banks                               | 3,124,129         | 5,132,536         |
| Financial assets at fair value through profit and loss | 0                 | 0                 |
| Investments  | 35,827            | 456,488           |
| Loans and advances to customers                        | 7,046,219         | 6,330,801         |
| Other assets   | 0                 | 0                 |
| <b>TOTAL</b>   | <b>11,076,939</b> | <b>12,888,345</b> |

## Off-balance sheet commitments

In the normal course of business, ING Belgium is a party to activities whose risks are not reflected in whole or part in the consolidated financial statements.

Guarantees relate to both credit and non-credit substitute guarantees. Credit-substitute guarantees are guarantees given by ING Belgium with respect to credits granted to customers by a third party. Many of them are expected to expire without being drawn on and therefore do not necessarily represent future cash outflows.

The guarantees are generally of a short-term nature. In addition to the items included in contingent liabilities, ING Belgium has issued guarantees as a participant in collective arrangements of national industry bodies and as a participant in government-required collective guarantee schemes which apply in different countries.

Irrevocable letters of credit mainly secure payments to third parties for foreign and domestic trade transactions of a customer in order to finance a shipment of goods. ING Belgium's credit risk in these transactions is limited since they are collateralized by the commodity shipped and are of a short duration. Other contingent liabilities mainly relate to acceptances of bills and are of a short-term nature.

Irrevocable facilities mainly constitute unused portions of irrevocable credit facilities granted to corporate clients. Many of these facilities are for a fixed duration and bear interest at a floating rate. ING Belgium's credit risk in these transactions is limited. Most of the unused portion of irrevocable credit facilities is secured by customers' assets or as counter-guarantees by the central governments and exempted bodies under the regulatory requirements. Irrevocable facilities also include commitments made to purchase securities to be issued by governments and private issuers.

| Breakdown of off-balance sheet commitments - Notional amounts |                   |                   |
|---|-------------------|-------------------|
| In EUR thousands  | 2016              | 2015              |
| <b>Loan commitments</b>                                       | <b>33,380,757</b> | <b>34,723,684</b> |
| Given   | 33,377,256        | 34,723,684        |
| Received (-)  | -3,501            | 0                 |
| <b>Financial guarantees</b>                                   | <b>26,726,297</b> | <b>24,752,006</b> |
| Given   | 711,249           | 655,322           |
| Received (-)  | -26,015,048       | -24,096,684       |
| <b>Other commitments</b>                                      | <b>11,159,591</b> | <b>9,273,781</b>  |
| Given   | 11,071,117        | 9,187,581         |
| Received (-)  | -88,474           | -86,200           |

ING Belgium nv/sa leases assets to third parties under operating leases as lessor. No individual operating lease has terms and conditions that materially affect the amount, timing or certainty of the consolidated cash flows of the ING Belgium.

## Consolidated annual accounts - continued

Finally, hereunder the off-balance collaterals for ING Belgium:

| Off-balance collaterals                             |            |
|---|------------|
| In EUR thousands                                    | 2016       |
| <b>Guarantees given or promised (own use)</b>       |            |
| Liabilities   |            |
| TLTRO   | 1,600,000  |
| Covered bonds                                       | 4,334,369  |
| Off-balance   |            |
| Credit claims National Bank of Belgium              | 6,508,900  |
| Investment portfolio                                | 1,104      |
| Assets under guarantee                              | 12,116,511 |
| Collateral  | 58,538     |
| Others  | 8          |
| <b>Guarantees given or promised (third parties)</b> |            |
| Collateralized third party debt securities          | 16,546     |

## Share-based payments

Through the Long-term Equity Ownership (Leo) plan, which has existed since 2004, ING Group NV offers stock options and performance shares to a number of staff members worldwide.

The main characteristics of Leo are as follows:

Stock options:

- gives the participant the right to buy a number of stock shares of ING Group NV equal to the number of options owned at a predefined exercise price;
- an exercise period of 10 years as from the date of receiving the option, which can be reduced to five years at the initiative of the participant;
- a vesting period of three years as from the date of receiving the option;
- exercise by means of delivering ING Group NV stock shares to the participant, immediately followed by the sale of them or by placing them in a brokerage account after payment of the exercise price.

Performance shares:

- offering of a number of performance shares on stock shares of ING Group NV, for which the final number of performance shares depends on the relative position of ING's Total Shareholder Return (TSR) within the TSR of ING Group's competitors;
- vested at the end of the three-year performance period;
- settlement made on the basis of a distribution election (sell all/retain all/sell some).

As of 2011, a new share-based payment plan has been introduced named 'Long-term Sustainable Performance Plan' (LSPP). This plan replaces the Leo plan. (Existing plans which are still running remain unchanged).

The main characteristics of the LSPP are as follows:

- a 100% share plan;
- vesting is dependent on the ING Group performance target;
- tiered vesting: 1/3 after first year, 1/3 after second year, 1/3 after third year.

| Movements in stock options |                     |                  |  |              |
|----------------------------|---------------------|------------------|--|--------------|
| In EUR                     | Options outstanding |                  | Weighted average exercise price (in EUR) |              |
|                            | 2016                | 2015             | 2016                                     | 2015         |
| <b>Opening balance</b>     | <b>3,611,643</b>    | <b>5,262,463</b> | <b>17.50</b>                             | <b>16.40</b> |
| Transfer                   | -392,139            | -14,279          | 16.50                                    | 12.28        |
| Granted                    |                     |                  |  |              |
| Exercised                  | -119,756            | -555,909         | 5.89                                     | 6.23         |
| Forfeited                  | -29,496             | -54,039          | 17.34                                    | 16.53        |
| Rights issue               |                     |                  |  |              |
| Expired                    | -780,569            | -1,026,593       | 24.98                                    | 18.15        |
| <b>CLOSING BALANCE</b>     | <b>2,289,683</b>    | <b>3,611,643</b> | <b>15.73</b>                             | <b>17.50</b> |

## Consolidated annual accounts - continued

The weighted average share price at the date of exercise for options exercised during 2016 is EUR 10.43 (This is the ING Group average, as this is not available per business unit).

| Summary of stock options outstanding and exercisable |  |   |                                 |  |   |                                 |
|--|--|---|---------------------------------|--|---|---------------------------------|
| Range of exercise price in EUR                       | Options outstanding as at 31 December 2016 | Weighted average remaining contractual life | Weighted average exercise price | Options exercisable as at 31 December 2016 | Weighted average remaining contractual life | Weighted average exercise price |
| 00.00 - 05.00  | 255,537                                    | 2.21  | 2.73                            | 255,537                                    | 2.21  | 2.73                            |
| 05.00 - 10.00  | 425,889                                    | 3.22  | 7.31                            | 425,889                                    | 3.22  | 7.31                            |
| 10.00 - 15.00  | 5,905                                      | 1.71  | 14.14                           | 5,905                                      | 1.71  | 14.14                           |
| 15.00 - 20.00  | 919,992                                    | 1.20  | 17.04                           | 919,992                                    | 1.20  | 17.04                           |
| 20.00 - 25.00  | 682,360                                    | 0.23  | 24.10                           | 682,360                                    | 0.23  | 24.10                           |
| 25.00 - 30.00  | 0  | 0.00  | 0.00                            | 0  | 0.00  | 0.00                            |
| 30.00 - 35.00  | 0  | 0.00  | 0.00                            | 0  | 0.00  | 0.00                            |
| 35.00 - 40.00  | 0  | 0.00  | 0.00                            | 0  | 0.00  | 0.00                            |

The fair value of options granted is recognized as an expense under staff expenses and is allocated over the vesting period of the options. The fair values of the option awards have been determined using a European Black Scholes formula. This model takes the risk free interest rate into account (2.02% to 4.62 %), as well as the lifetime of the options granted (5 to 9 years), the exercise price, the current share price (EUR 2.90 – EUR 25.42), the expected volatility of the certificates of ING Group NV shares (25.00% – 84.00%) and the expected dividend yield (0.94% to 8.99%).

The source for implied volatilities used for the valuation of the stock options is ING's trading system. The implied volatilities in this system are determined by ING's traders and are based on market data implied volatilities not on historical volatilities.

| Share based payments                           |        |       |
|--|--------|-------|
| In EUR thousands                               | 2016   | 2015  |
| Expense arising from share based payments      | 10,690 | 8,636 |
| Expense arising from cash transactions         |        |       |
| - total nominal amount at the end of the year  |        |       |
| - total intrinsic value at the end of the year |        |       |

## Related party disclosures

| Related parties                        |                           |            |
|--|---------------------------|------------|
| In EUR thousands                       | Parent & its subsidiaries | Associates |
| Assets                                 | 6,458,473                 | 2,643,882  |
| Liabilities                            | 10,914,343                | 882,761    |
| Off-balance sheet commitments given    | 338,537                   | 2,276      |
| Off-balance sheet commitments received | 203,733                   | 0          |
| Income received                        | 584,001                   | 19,986     |
| Fees and commissions received          | 73                        | 1,629      |
| Expenses paid                          | 935,441                   | 16,497     |
| Fees and commissions paid              | 4,167                     | 0          |

In the normal course of business, ING Belgium enters into various transactions with related parties. Parties are considered to be related if one party has the ability to control or exercise significant influence over the other party in making financial or operating decisions. Related parties of ING include, among others, its subsidiaries, associates, joint ventures, key management personnel, and various defined benefit and contribution plans (see also chapter "Remuneration of the members of the Board of Directors and Executive Committee" hereafter). Transactions between related parties include rendering or receiving of services, leases, transfers under finance arrangements and provisions of guarantees or collateral. There are no significant provisions for doubtful debts or individually significant bad debt expenses recognised on outstanding balances with related parties.

Transactions between ING and its subsidiaries are eliminated on consolidation. ING Belgium also enters into transactions with ING Bank NV and its subsidiaries. These transactions vary from financing activities to regular purchases and sales transactions.

## Legal proceedings

ING Belgium and its subsidiaries are involved in litigation proceedings in Belgium and in foreign jurisdictions involving claims by and against them which arise in the ordinary course of their business, including in connection with their activities as lenders, investors and taxpayers. In certain of such proceedings, large or indeterminate amounts are sought, including punitive and other damages.

While it is not feasible to predict or determine the ultimate outcome of all pending or threatened proceedings, management does not believe that their outcome will have a material adverse effect on ING Belgium's financial position or results of operation.

In Belgium, these legal proceedings include in particular several pending disputes over an alleged responsibility of the bank in the framework of allegedly fraudulent operations early in the years 2000, relating to third parties. The first instance body rendered two favourable decisions for the bank and one which was partially favourable for the Belgian state.

The bank has also been assigned by some customers who took out (intended to take out) a floating rate credit with ING or another bank and who signed in 2007-2008 an IRS contract ("Interest Rate Swap") with ING Belgium in order to hedge the increase of the interest rates which had been announced. The judgment in the first instance was in favour of ING in all the cases. The appeal procedure is still ongoing for some cases. Only one case resulted in a judgment of the Court of Appeal which was totally in favour of ING.

ING Belgium has also been assigned to court by an IT services supplier with whom it had contracted for the outsourcing of the conservation and the execution of orders relating to financial instruments. The performance of this contract by the supplier being unsatisfactory, ING Belgium has ended this collaboration, in accordance with the provisions of contract between the parties, which is disputed by the supplier. ING won in the first instance. The IT services supplier lodged an appeal against the decision.

Finally, 81 retired ING employees assigned the bank after the disappearance of FMC-MHF («Fonds Médico Chirurgical – Medisch Heelkundig Fonds») (fund providing a medical coverage) as they were of the opinion that this disappearance (with proposed alternative solutions) caused a financial harm. The Court of First Instance ruled in favour of the complainants as far as the principle is concerned but did not yet take a decision on the extend of the damage allegedly caused. As there are still ongoing legal proceedings the amounts in scope cannot be disclosed.

Record Bank, a subsidiary of ING Belgium, has received multiple summonses from clients of independent agents. These independent agents, without knowledge of Record Bank, have received funds from their clients to be invested with a third party with whom Record Bank has neither a link nor a business relationship. This third party has since gone bankrupt. Criminal proceedings have been opened, but Record Bank has been set out of that criminal proceeding.

In Luxembourg, ING Luxembourg is confronted with several disputes over an alleged responsibility of the bank in the framework of an ex-employee fraud in the area of fraudulent fund collection before 2005. ING Luxembourg is also involved in cases concerning so called fraudulent operations regarding cash companies before 2002. In the frame of those cases, the Bank (and an ex-employee) is (are) pursued before the criminal court in Belgium or summoned by the authorities before the civil court.

## Consolidated annual accounts - continued

## Country by country

Based on article 420 of the Belgian banking law of 25 April 2014, ING Belgium is required to disclose the following information as presented below on a consolidated basis. The country by country reporting includes all entities in the scope of consolidation of ING Belgium.

| ING Belgium consolidated 2016, country by country |   |              |                              |                        |                 |                            |
|---|---|--------------|------------------------------|------------------------|-----------------|----------------------------|
| In thousands EUR                                  | Nature of activities                              | Turnover (*) | Number of employees (in FTE) | Profit/loss before tax | Taxes on result | Government grants received |
| Belgium   | Banking, other financial services and real estate | 3.027.961    | 8.836                        | 625.090                | 144.287         |                            |
| Luxembourg  | Banking, other financial services and insurance   | 209.246      | 790                          | 74.685                 | 32.182          |                            |
| Canada  | Other financial services                          | -29          |                              | -86                    |                 |                            |
| USA   | Other financial services                          | -30          |                              | -150                   |                 |                            |
| Switzerland                                       | Banking and other financial services              | 189.007      | 217                          | 69.788                 | 19.449          |                            |

(\*) Turnover includes: fee and commission income/expenses, net exchange differences (gains or loss), other operating income/expenses.

**SCOPE:**Belgium:

ING Belgium nv/sa, CEL Data Services nv/sa, Immo Globe nv/sa, ING Contact Center nv/sa, ING Lease Belgium, New Immo-Schuman nv/sa, Record Bank nv/sa, Record Credit Services cvba/srcl, Sogam nv/sa, Sogès-Fiducem nv/sa

Luxemburg:

ING Luxembourg, ING Lease Luxembourg, ING Belgium International Finance Luxembourg sa

Canada:

Belgium Overseas Agencies Ltd

USA:

Belgian Overseas Issuing Corp

Switzerland:

ING Belgium Genève (branch)

## Consolidated annual accounts - continued

## Auditor's remuneration

KPMG Bedrijfsrevisoren – Réviseurs d'Entreprises burg. CVBA/SCRL civile is the auditor of ING Belgium. This was Ernst & Young Bedrijfsrevisoren / Réviseurs d'Entreprises burg. CVBA/SCRL civile in 2015.

The table below shows audit and non-audit fees for the group for the years 2015 and 2016.

| Auditor's remuneration  |              |              |
|---|--------------|--------------|
| In EUR thousands  | 2016         | 2015         |
| The auditors and related professional working partners                          |              |              |
| <b>1. Auditors' fees</b>  | <b>2,293</b> | <b>2,248</b> |
| 1.1 Fees for the exercise of the audit mandate                                  | 2,293        | 1,945        |
| 1.2 Fees for extraordinary duties or special assignments executed for the group |              | 303          |
| a. Other control assignments  |              | 303          |
| b. Tax advice assignments   |              |              |
| c. Other non-audit assignments  |              |              |
| <b>2. Professional working partners' fees</b>                                   | <b>0</b>     | <b>514</b>   |
| 2.1 Fees for the exercise of the audit mandate                                  |              | 446          |
| 2.2 Fees for extraordinary duties or special assignments executed for the group |              | 68           |
| a. Other control assignments  |              | 27           |
| b. Tax advice assignments   |              |              |
| c. Other non-audit assignments  |              | 41           |

All fees were expressly approved by the Audit Committee of ING Belgium nv/sa and the Audit Committee of ING Group NV (Amsterdam).

# Remuneration of the members of the Board of Directors and Executive Committee

## Breakdown of remuneration paid to members of the Board of Directors

The Annual General Meeting held on 25 April 2011 fixed the remuneration of each member of the Board of Directors at EUR 35,000. Non-executive board members are not entitled to any termination indemnity.

The total remuneration allocated to the serving Directors of the Board for 2016 was EUR 650,000.

## Loans and advances to members of the Board of Directors

| Loans and advances to members of the Board of Directors |       |       |
|---|-------|-------|
| In EUR thousands  | 2016  | 2015  |
| Loans and advances                                      | 2,670 | 1,211 |

The loans and advances granted to the members of the Board of Directors are at market conditions.

## Breakdown of remuneration paid to members of the Executive Committee

The recent changes to the rules in force in the financial sector have resulted in the adoption of new remuneration policies. Total compensation for members of the Executive Committee has since then been reviewed and now consists of two main components:

- the base salary, which represents the total guaranteed annual income;
- variable remuneration, of which payment takes place in two portions: an upfront portion and a deferred portion.
  - the upfront portion is half cash and half ING Group shares or similar financial instruments. The latter half must be retained for period of one year;
  - the deferred portion with deferral period of three (or five) years applying a tiered vesting schedule. Each annual allocation is half cash and half ING Group shares or similar financial instruments. The latter half must, however, be held for a period of one year.

Variable remuneration is awarded under the condition precedent of the non-occurrence of any of the following circumstances: misbehaviour or serious error, malfeasance, fraud, significant failure of risk management, significant changes in the economic and regulatory Capital Base, specific conduct which has led to material re-statement of the Group's annual account or significant harm.

In addition to the base salary and incentive plans, the members of the Executive Committee also enjoy benefits similar to those granted to most other employees of ING Belgium, such as medical insurance, death insurance, use of company cars and representation allowances.

| Breakdown of remuneration paid to members of the Executive Committee |              |              |
|--|--------------|--------------|
| In EUR thousands   | 2016         | 2015         |
| Short term employee benefits   | 3,597        | 3,566        |
| Post employment benefits   | 927          | 921          |
| Other long term benefits   | 282          | 274          |
| Termination benefits   | 0            | 0            |
| Share based payments   | 629          | 655          |
| <b>TOTAL</b>   | <b>5,434</b> | <b>5,416</b> |

## Pension scheme for members of the Executive Committee

The pensions of the members of the Executive Committee are based on a defined-contribution group insurance plan, insured through a contract with AXA Belgium nv/sa.

## Other principal contractual stipulations regarding remuneration of members of the Executive Committee

If an individual's function as a member of the Executive Committee is terminated otherwise than through retirement, dismissal or serious misconduct, remuneration will be paid to equal 12 months of the base salary. In case of termination for other reason than performance, the Board of Directors can decide to extend the remuneration to maximum 18 months (base salary and variable).

In case of long-term illness, the Executive Committee member will receive 100% of his last base salary during the first 12 months, 90% during the next 12 months and 50% afterwards.

No termination allowance or long-term illness allowances were paid in 2016.



## Risk management

The traditional role of a commercial bank is to attract deposits, which it then uses to grant loans. This role implies a two-fold transformation: in transaction value and duration. In addition to this conventional business, known as 'on-balance sheet' activities, commercial banks have introduced a growing number of new off-balance sheet instruments with the common aim of managing different types of risks: credit, liquidity, interest rate, exchange rate and equity risks. These transactions are known as 'derivatives' and generally no funds are exchanged upon their conclusion.

The interest rate risk, exchange risk and equity risk are usually grouped under the generic term 'market risk'.

The management of credit risk has been entrusted to the bank's Credit Risk Management Department, which is part of the credit policy and decision line. The Risk Management Department is responsible for the management of liquidity risk, market risk and operational risk. The Legal Department manages legal risk.

### Credit risk

Credit risk is the risk of loss resulting from the default by debtors or counterparties. Credit risk arises in the bank's lending, pre-settlement and investment activities, as well as in its trading activities. Credit risk management is supported by dedicated credit risk information systems and internal rating methodologies for debtors and counterparties.

#### Policy

ING Belgium's credit policy is aimed at maintaining a diversified loan and bond portfolio while avoiding large risk concentrations.

The task of defining the risk policy applicable to credit transactions and the bank's investment portfolio lies with the Credit Policy Committee, chaired by the Managing Director responsible for risk management. This policy is in line with the general policy of ING Group. It is explained in a credit policy manual and translated into credit procedures, which are made available to all those responsible for credit applications, decisions and monitoring.

#### Decision-making structures

Depending on the type and size of loans, the granting and monitoring process is subject to a strictly supervised procedure, delegating powers to various approval authorities. A similar procedure applies to operational risks relating to loan and derivatives contracts, acceptance of collateral and overdraft monitoring, as well as pre-litigation and litigation. As already stated above, legal risk assessment is the responsibility of the Legal Department. Credit decision-making powers are currently divided between three separate structures:

- **Mandates:** The decision authority that can be exercised is expressed in mandate levels. The mandates decide on the maximum credit lines granted to a client in the framework of the bank's commercial activity.

All decisions are taken by a maximum of two mandates:

- o One advisory-level mandate, and
- o One decision-level mandate.

A mandate level consists mostly of ('twins' principle):

- o One 'Approval Signatory' from Front and
- o One 'Approval Signatory' from Risk Management.

Decisions beyond a certain level of commitments require the opinion of a credit analyst.

- **Standardised loans:** The bank has developed an automatic system to assist with the decision-making process for the granting of standardised loans. The system is based on the rating of the client, its reimbursement capacity, internal and/or external notoriety information, total amount of his commitments and some specific rules linked to the type of debtor and product.
- **Securities committees:** They decide on the bank's investment strategy for its own financial instruments portfolios. The Credit Risk Management Department compiles the analyses and documents for the Central Securities Committee.

Files with problems are closely monitored. When appropriate, specific mandates decide the rapid implementation of preventive measures. Problem cases are identified, among others, by a series of automated warning signs.

## Consolidated annual accounts - continued

**Diversification of risks**

In accordance with the principles applied by the regulatory authorities for calculating major risks, no borrower (neither a corporate customer nor a financial institution or a group) represents a risk greater than 25% of the bank's own funds. Intercompany exposure is limited at 100% of own funds.

ING Group has developed a set of "Golden Rules", which determine at the level of the entire group the lending limits per consolidated borrower, expressed as notional amounts and economic capital. In addition ING Belgium has set a limit (Single Name Concentrations) expressed in maximum loss on a consolidated borrower. ING also aims to have its portfolio well diversified over economic sectors.

ING Belgium has set up limits on sector concentrations combining size and sensitivity to a negative migration of a sector (Systemic Risk).

| ING Belgium credit portfolio: breakdown by economic sector <sup>(1)</sup> |                |                |
|---|----------------|----------------|
| In % of outstanding   | 2016           | 2015           |
| Automotive  | 1.19%          | 1.05%          |
| Builders and Contractors  | 3.72%          | 3.88%          |
| Central Banks   | 4.02%          | 3.49%          |
| Central Governments   | 7.77%          | 9.80%          |
| Chemicals, Health and Pharmaceuticals                                     | 3.29%          | 2.93%          |
| Civic, Religious and Social Organizations                                 | 0.26%          | 0.44%          |
| Commercial Banks  | 7.32%          | 7.48%          |
| Food, Beverages and Personal Care   | 3.57%          | 3.35%          |
| General Industries  | 5.72%          | 5.80%          |
| Lower Public Administration   | 5.56%          | 5.16%          |
| Media   | 0.76%          | 0.79%          |
| Natural Resources   | 12.44%         | 10.48%         |
| Non-Bank Financial Institutions   | 3.69%          | 4.59%          |
| Private Individuals   | 15.24%         | 15.95%         |
| Real Estate   | 6.27%          | 6.09%          |
| Retail  | 2.36%          | 2.29%          |
| Services  | 10.41%         | 10.03%         |
| Technology  | 0.52%          | 0.48%          |
| Telecom   | 0.36%          | 0.40%          |
| Transportation and Logistics  | 2.90%          | 2.94%          |
| Utilities   | 1.22%          | 1.18%          |
| Other   | 1.41%          | 1.40%          |
| <b>TOTAL</b>  | <b>100.00%</b> | <b>100.00%</b> |

<sup>(1)</sup> Consolidated scope - Based on lending, money market and investment activities

**Counterparty risks linked to derivative transactions**

Derivative transactions concluded with customers are almost all covered by a transaction with as counterparty another entity of the ING Group. Moreover, the bank signs framework agreements with these institutions, based on the model provided by the International Swaps and Derivatives Association (ISDA).

In most developed countries, these contracts among others allow the debit and credit positions of a defaulting counterparty to be offset, which in many cases considerably reduces the risk. Certain contracts also require the deposit of a cover (collateralisation) if the net position exceeds a predetermined amount.

The bank applies a rigorous policy for monitoring the counterparty risk linked to such transactions:

- each derivative contract is associated with a real credit risk ('present value') and a potential credit risk ('potential future exposure', or 'PFE');
- the assessment of outstandings per counterparty takes account of existing offsetting and collateralisation agreements;
- each counterparty must have an adequate credit limit, granted by the appropriate decision-making level and managed globally in real time for all dealing rooms.

## Consolidated annual accounts - continued

A computerised application monitors in real time the risks on the bank's counterparties and constantly updates the consolidated position of the use of credit limits in all the dealing rooms. This application is backed up by a legal database which enables automatic, real time recognition of new transactions which could be legally offset against other bank treasury transactions. With this instrument, the bank is able to efficiently calculate risk netting and thus make more productive use of credit limits.

ING Belgium follows and is compliant with the European Regulation on OTC derivative agreement, central counterparties and trade repositories (EU No. 648/2012), also known under the European Market Infrastructure Regulation name (EMIR). This text aims to reduce the risks of OTC derivative agreement or Over The Counter (OTC) by promoting transparency and standardization of such financial instruments.

### Minimum capital adequacy requirements – Basel III/CRR

Different models for credit [Probability of Default (PD), Loss Given Default (LGD), Exposure At Default (EAD)] as well as market and operational risks have been elaborated in conformity with the European regulation implementing Basel III (CRR). They are used within the entire ING Group.

A reconciliation process has been worked out to obtain certitude on the completeness and accuracy of the reported figures. Moreover, the Internal Capital Adequacy Assessment Process (ICAAP) as required by the NBB (National Bank of Belgium) has been elaborated in close cooperation with ING Group.

### Credit exposure

The credit exposure of ING Belgium mainly relates to traditional lending to individuals and businesses. Loans to individuals are mainly mortgage loans, secured by residential property. Loans to businesses are often collateralised, but can be unsecured based on internal analysis of the borrowers' creditworthiness. Pre-settlement credit exposure arises also from trading activities, for instance in derivatives, repurchase transactions and securities lending/borrowing.

The bank uses various market pricing and measurement techniques to determine the amount of credit risk on pre-settlement activities. These techniques estimate in particular ING Belgium's potential future exposure on individual and portfolios of trades. Master agreements and collateral agreements are frequently entered into with the aim of reducing these credit risks.

| Credit exposure  |                    |                    |
|--|--------------------|--------------------|
| In EUR thousands                                       | 2016               | 2015               |
| Cash and balances with central banks                   | 5,008,639          | 4,267,049          |
| Amounts due from banks                                 |                    |                    |
| of which: loans and advances to banks                  | 9,885,421          | 12,558,705         |
| of which: cash advances, overdrafts and other balances | 0                  | 110,201            |
| Trading assets   |                    |                    |
| of which: equity securities                            | 8,026              | 2,319,984          |
| of which: debt securities                              | 22,935             | 59,415             |
| of which: derivatives                                  | 8,643,306          | 12,124,522         |
| of which: loans and receivables                        | 505                | 806                |
| Non-trading derivatives                                | 4,413,044          | 4,419,223          |
| Designated at fair value through profit and loss       | 87,950             | 94,541             |
| Available for sale debt securities                     | 16,967,509         | 18,730,988         |
| Held to maturity debt securities                       | 925,897            | 958,873            |
| Available for sale equity securities                   | 55,414             | 78,065             |
| Loans and advances to customers                        | 101,632,669        | 92,800,051         |
| <b>TOTAL</b>   | <b>147,651,315</b> | <b>148,522,423</b> |

Risk classes are defined based upon the credit quality of the client, varying from investment grade to problem grade.

## Consolidated annual accounts - continued

In the table below they are expressed in Moody's and S&P equivalents.

| ING Belgium credit portfolio: breakdown by risk classes <sup>(1)</sup> |                |                |
|--|----------------|----------------|
| In % of outstanding  | 2016           | 2015           |
| AAA  | 5.44%          | 5.82%          |
| AA   | 18.97%         | 19.53%         |
| A  | 13.24%         | 13.40%         |
| BBB  | 24.15%         | 25.05%         |
| <b>Subtotal investment grade</b>                                       | <b>61.81%</b>  | <b>63.81%</b>  |
| BB   | 25.19%         | 23.56%         |
| B  | 8.91%          | 8.38%          |
| Watch/Problem grade  | 4.09%          | 4.26%          |
| <b>TOTAL</b>   | <b>100.00%</b> | <b>100.00%</b> |

<sup>(1)</sup> Consolidated scope - Based on lending, money market and investment activities

The ING Belgium credit portfolio is under constant review. Files above a certain amount are reviewed at least once a year. Moreover, portfolio committees per business with the participation of the management of risk and of front office are organized quarterly.

A formal analysis takes place quarterly to determine the provisions for possible bad debts, using a bottom-up approach. Conclusions are discussed by the ING Provisioning Committee, which advises the Executive Board on specific provisioning levels. ING Belgium identifies as 'impaired' those loans for which it is probable, based on current information and events that the principal and interest amounts contractually due will not be collected in accordance with the contractual terms of the loan agreements.

Off-balance sheet exposures of ING Belgium include given guarantees, letters of credit and credit lines. Guarantees relate both to credit and non-credit substitute guarantees. Credit-substitute guarantees are guarantees given by ING Belgium in respect of credit granted to customers by a third party. Many of them are expected to expire without being drawn on and therefore do not necessarily represent future cash outflows. The guarantees are generally of a short-term nature.

Irrevocable letters of credit mainly secure payments to third parties for a customer's foreign and domestic trade transactions in order to finance a shipment of goods. The bank's credit risk in these transactions is limited since these transactions are collateralized by the commodity shipped and are of a short duration.

Irrevocable facilities mainly constitute irrevocable credit facilities granted to corporate clients. Many of these facilities are for a fixed duration and bear interest at a floating rate. Irrevocable facilities also include commitments made to purchase securities to be issued by governments and private issuers.

### Country risk

Country risk is the risk which is specifically attributable to events in a given country or group of countries. Country risk is identified in lending (corporate and counterparty), trading and investment activities. All transactions and trading positions generated by ING Belgium include country risk.

Country risk is further divided into economic and transfer risk:

- **Economic risk** is the risk resulting from any event in the country which may affect transactions and other exposure in that country, regardless of the currency.
- **Transfer risk** is the risk that debtors in a country are unable to ensure timely payments of foreign currency debt service due to transfer of exchange restrictions, or a general lack of foreign currency liquidity.

In countries where the bank is active, the relevant country's risk profile is regularly evaluated, resulting in a country rating. Country limits are based on this rating. Exposures derived from lending and investment activities are then measured and reported against these country limits on a daily basis.

## Consolidated annual accounts - continued

| ING Belgium credit portfolio: breakdown by country <sup>(1)</sup> |       |       |
|---|-------|-------|
| In EUR billions (in outstanding)                                  | 2016  | 2015  |
| Belgium   | 89.51 | 84.80 |
| Luxembourg  | 8.90  | 7.64  |
| Switzerland   | 7.64  | 6.10  |
| The Netherlands   | 7.42  | 9.09  |
| France  | 4.32  | 4.56  |
| Germany   | 4.11  | 2.99  |
| United States   | 3.02  | 2.34  |
| United Kingdom  | 2.48  | 1.67  |
| Singapore   | 1.29  | 0.87  |
| Spain   | 1.12  | 1.15  |

<sup>(1)</sup> Consolidated scope - Based on lending, money market and investment activities: 10 largest

### Collateral policies

As with all financial institutions and banks in particular, ING Belgium is in the business of taking credit risks. As such, the creditworthiness of its customers, trading partners and investments is continually evaluated for their ability to meet their financial obligations to ING Belgium. During the assessment process of creating new loans, trading limits or investments, as well as reviewing existing loans, trading positions and investments, ING Belgium determines the amount and type of cover, if any, that a customer may be required to give in order to secure its position.

Generally, the lower the perceived creditworthiness of a borrower or financial counterparty, the more cover the customer or counterparty will have to provide.

Within counterparty trading activities, ING Belgium actively enters into various legal arrangements whereby counterparties (or ING Belgium) may have to post collateral to one another to cover market fluctuations of their relative positions. Laws in various jurisdictions also affect the type and amount of collateral that ING Belgium can receive or pledge. Additionally, the bank will sometimes enter into credit default swaps and other similar instruments in order to reduce the perceived credit risk on a given borrower or portfolio.

### Cover values

This section provides insight on the type of covers and to which extent a loan is collateralised. The cover disclosures are presented by risk category: Lending, Investment, Money-Market and Pre-settlement. The cover amounts are presented by the most relevant collateral forms, being mortgages and financial collateral (cash and securities), and the most relevant third party obligation being guarantees. ING obtains covers which are eligible for credit risk mitigation under CRR/CRDIV, as well as those that are not eligible.

The LTV for the mortgage book of ING Belgium nv/sa (standalone) is 64.4% and for Record Bank nv/sa (standalone) is 64.0 %.

| Cover values including guarantees received - 2016 |                    |                   |                               |                          |                   |                        |
|---|--------------------|-------------------|-------------------------------|--------------------------|-------------------|------------------------|
| In EUR thousands                                  | Outstandings       | Cover type        |                               |                          |                   |                        |
|   |                    | Mortgages         | Eligible Financial Collateral | Other CRR/CRDIV eligible | Guarantees        | Non CRR/CRDIV eligible |
| Consumer Lending                                  | 40,247,787         | 56,378,472        | 912,557                       | 316,215                  | 853,986           | 24,453,684             |
| Business Lending                                  | 74,627,778         | 33,064,815        | 3,616,506                     | 14,219,078               | 27,104,068        | 40,252,386             |
| Money Markets and Investment                      | 25,864,070         | 0                 | 0                             | 0                        | 19,700            | 58,419                 |
| Pre-Settlement                                    | 6,629,952          | 0                 | 19,683                        | 0                        | 0                 | 244,186                |
| <b>TOTAL</b>                                      | <b>147,369,587</b> | <b>89,443,287</b> | <b>4,548,746</b>              | <b>14,535,293</b>        | <b>27,977,753</b> | <b>65,008,676</b>      |

#### Notes:

- Cover type 'Mortgages' includes mortgage mandates.
- Cover amounts are based on ING internal valuation methods before haircuts per cover type.
- In case multiple covers are received for a particular loan, the sum of the different cover amounts is displayed (this sum can be higher than the loan amount).

## Consolidated annual accounts - continued

**Past due obligations**

ING Belgium continually measures its portfolio in terms of payment arrears. Particularly the retail portfolios are closely monitored on a monthly basis to determine if there are any significant changes in the level of arrears.

Generally, an obligation is considered 'past due' if a payment of interest or principal is more than one day late. In practice, the first 5 to 7 days are considered to be an operational risk. After this period, letters will be sent to the obligor as a reminder of his/her (past due) payment obligations. If payment has not been made after 90 days, the obligation is considered impaired and is transferred to one of the 'problem loan' units. In order to reduce the number of arrears, most ING Belgium units encourage obligors to set up automatic debits from their accounts to ensure timely payments.

Loans with past due financial obligations of more than 90 days are automatically reclassified as impaired. However, there can also be other reasons for declaring a loan impaired prior to being 90 days past due. These include, but are not limited to, ING Belgium's assessment of the customer's perceived inability to meet its financial obligations or the customer filing for bankruptcy or bankruptcy protection. In some cases, a material breach of financial covenants will also trigger a reclassification of a loan to the impaired category. The table below provide information at year end on financial assets that are past due but not impaired.

| Financial Assets past due but not yet impaired - 2016 |                  |                               |                                |                               |             |
|---|------------------|-------------------------------|--------------------------------|-------------------------------|-------------|
| In EUR thousands                                      | Up to 30 days    | Over 30 days<br>up to 90 days | Over 90 days<br>up to 180 days | Over 180 days<br>up to 1 year | Over 1 year |
| Debt instruments                                      |                  |                               |                                |                               |             |
| Loans and advances                                    | 1,740,628        | 342,805                       |                                |                               |             |
| Other financial assets                                |                  |                               |                                |                               |             |
| <b>TOTAL</b>  | <b>1,740,628</b> | <b>342,805</b>                | <b>0</b>                       | <b>0</b>                      | <b>0</b>    |

**Forbearance**

Forbearance occurs when a client is considered to be unable to meet its financial commitments under the contract due to financial difficulties and ING decides to grant concessions towards the client. Forborne exposures are exposures in respect of which forbearance measures have been granted. Forbearance measures can be either modifications to existing contractual terms and conditions or total or partial refinancing. Examples include reduction of loan principal and/or interest payments, extended payment terms, debt consolidations and deferral of foreclosures. To identify forbearance, ING assesses clients with performing and non-performing outstanding amounts with one of following triggers: Early Warning Signals; Watch List; Regularization; Restructuring; Recovery; Risk Class 18, 19; Days past due  $\geq$  30 days.

For corporate customers, ING applies forbearance measures to support clients with fundamentally sound business models that are experiencing temporary difficulties. The aim is to maximise the repayment ability of the clients. For ING retail customers, clear criteria have been established to determine whether a client is eligible for forbearance, generally as part of an automated process. Specific approval mandates are in place to approve the measures, as well as procedures to manage, monitor and report the forbearance activities.

Exposures with forbearance measures can be either performing (Risk Ratings 1-19) or non-performing (Risk Ratings 20-22). ING applies criteria to move forborne exposures from non-performing to performing as well as criteria to remove the forbearance status that are consistent with the corresponding EBA standards. An exposure is reported as forborne for a minimum of two years, plus a probation period observed for forborne exposures to move from non-performing back to performing.

ING implemented its forbearance policy in 2014. In the course of 2016 based on a detailed re-assessment of the relevant standards set by EBA and subsequent regulatory guidance, ING Bank tightened the definitions under its forbearance policy. Key policy revisions that led to an increase in the scope of forbearance relate to the inclusion of concessions where the risk is significantly mitigated by the client and waivers or modifications of key financial covenants. As a result of these revisions in definition and scope, performing forborne exposure recognised by ING increased significantly as measures taken (in previous periods) were now recognised as forbearance.

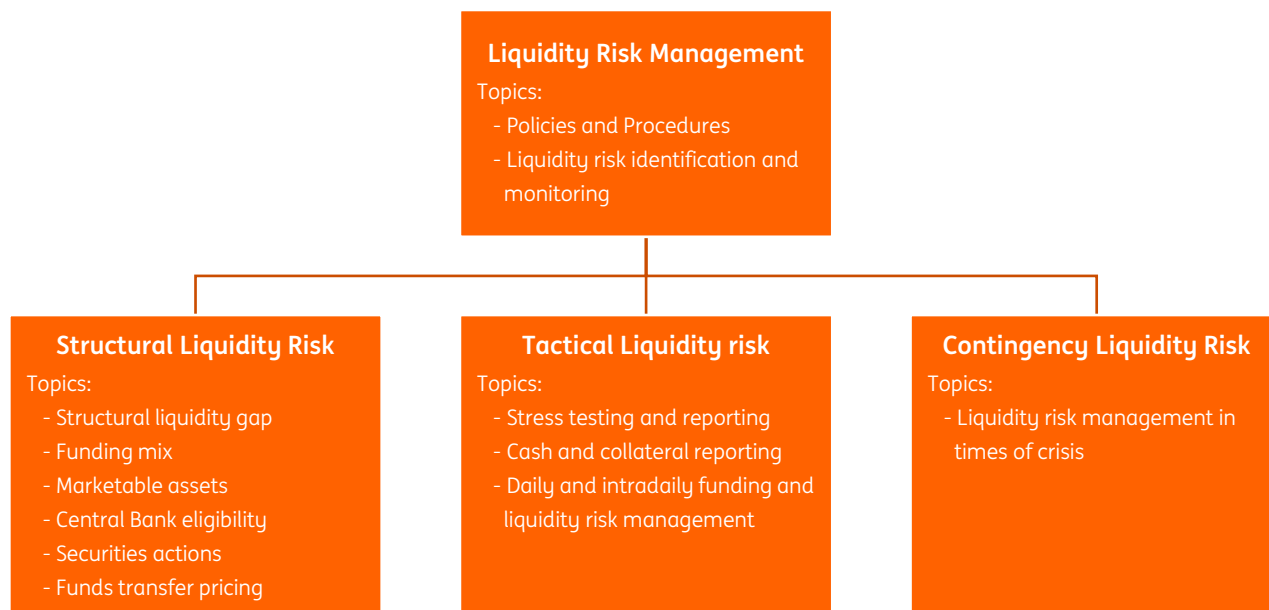
| Foreborne assets |                     |                         |                             |                     |                         |                             |
|------------------|---------------------|-------------------------|-----------------------------|---------------------|-------------------------|-----------------------------|
| In EUR thousands | 2016                |                         |                             | 2015                |                         |                             |
|                  | Foreborne<br>assets | of which:<br>Performing | of which:<br>Non-performing | Foreborne<br>assets | of which:<br>Performing | of which:<br>Non-performing |
| <b>TOTAL</b>     | <b>1,323,122</b>    | <b>550,378</b>          | <b>772,743</b>              | <b>1,317,953</b>    | <b>440,877</b>          | <b>877,076</b>              |

## Liquidity risk

### Definition

Liquidity risk is the risk that ING Belgium or one of its subsidiaries cannot meet its financial liabilities when they come due, at reasonable costs and in a timely manner. Liquidity risk can materialise both through trading and non-trading positions. Within ING Belgium, the Assets and Liabilities Management Committee for ING Belgium Consolidated (ALCO BeLux) bears overall responsibility for the liquidity risk. The main objective of ING's liquidity risk framework is to maintain sufficient liquidity in order to ensure safe and sound operations. For this purpose liquidity risk is considered from three different angles: from a structural, tactical and contingency point of view.

### Liquidity risk framework



### Structural Liquidity Risk

Structural liquidity risk is the risk that the structural, long-term balance sheet cannot be financed timely or at a reasonable cost. In this view of liquidity risk, the total on- and off-balance sheet positions are considered from a structural asset and liability management perspective. The main objective is to maintain a sound liquidity profile by:

- maintaining a well-diversified mix of funding sources in terms of instrument types, fund providers, geographic markets and currencies;
- holding a broad portfolio of highly marketable assets that can be used to obtain secured funding;
- maintaining an adequate structural liquidity gap, taking into account the asset mix and both the secured and unsecured funding possibilities of ING Belgium;
- maintaining a funds transfer pricing methodology in which the cost of liquidity is adequately reflected both under a going concern and a contingency perspective.

### Tactical Liquidity Risk

Tactical liquidity risk means considering the liquidity risk from a short-term perspective, i.e., by considering the short-term cash and collateral positions. Day-to-day liquidity management has been delegated to Bank Treasury, which is responsible for managing the overall liquidity risk position of ING Belgium.

Within Bank Treasury, the focus is mainly on the daily and intraday cash and collateral positions and on sufficiently staggering day-to-day funding requirements. For this purpose the Treasury function monitors all maturing cash flows along with expected changes in core business funding requirements.

The liquidity risk management function is delegated to Market Risk Management (MRM), which bears the responsibility for liquidity risk stress testing and for the identification, measurement and monitoring of the liquidity risk position. For the measurement and monitoring of the actual liquidity position, the focus is on the daily cash and collateral position. For stress testing purposes, the liquidity risk positions are calculated in line with the regulatory reporting requirements for liquidity risk of the Belgian National Bank. In addition to this, a framework is implemented within ING Belgium that sets limits on the overall weekly and monthly liquidity risk positions to ensure adequate buffers of liquidity.

## Consolidated annual accounts - continued

The tables below provide a maturity analysis for financial assets and liabilities and show the remaining contractual maturities.

| Assets   |                   |                  |                   |                   |                   |                         |                    |
|--|-------------------|------------------|-------------------|-------------------|-------------------|-------------------------|--------------------|
| In EUR thousands   | Less than 1 month | 1-3 months       | 3-12 months       | 1-5 years         | Over 5 years      | Maturity not applicable | Total              |
| Cash and balances with central banks                           | 5,008,639         |                  |                   |                   |                   |                         | 5,008,639          |
| Amounts due from banks   | 6,754,934         | 246,383          | 1,237,499         | 925,300           | 721,305           |                         | 9,885,421          |
| <b>Financials assets at fair value through profit and loss</b> |                   |                  |                   |                   |                   |                         | <b>0</b>           |
| - trading assets   | 741,729           | 418,148          | 921,769           | 2,711,155         | 3,881,971         |                         | 8,674,772          |
| - non-trading derivatives                                      | 148,956           | 132,494          | 367,373           | 1,520,462         | 2,243,759         |                         | 4,413,044          |
| - designated as at fair value through profit and loss          | 33,614            | 22,068           | 29,994            | 2,274             |                   |                         | 87,950             |
| <b>Investments:</b>  |                   |                  |                   |                   |                   |                         | <b>0</b>           |
| - available-for-sale   | 355,780           | 194,569          | 1,739,097         | 8,199,040         | 6,479,024         | 55,414                  | 17,022,923         |
| - held-to-maturity   |                   | 45,440           | 218,532           | 575,109           | 86,817            |                         | 925,897            |
| Loans and advances to customers                                | 16,503,099        | 6,782,661        | 6,887,692         | 28,457,333        | 43,001,884        |                         | 101,632,669        |
| Intangible assets  |                   |                  | 33,308            | 66,617            |                   | 2,557                   | 102,483            |
| Assets held for sale   |                   |                  |                   |                   |                   |                         | 0                  |
| Other assets   | 1,234,921         | 28,114           | 64,338            | 210,434           | 209,574           |                         | 1,747,381          |
| Remaining assets (where maturities are not applicable)         |                   |                  |                   |                   |                   | 917,541                 | 917,541            |
| <b>TOTAL ASSETS</b>  | <b>30,781,672</b> | <b>7,869,877</b> | <b>11,499,602</b> | <b>42,667,723</b> | <b>56,624,334</b> | <b>975,512</b>          | <b>150,418,720</b> |

| Liabilities  |                    |                  |                  |                   |                   |                         |                    |
|--|--------------------|------------------|------------------|-------------------|-------------------|-------------------------|--------------------|
| In EUR thousands   | Less than 1 month  | 1-3 months       | 3-12 months      | 1-5 years         | Over 5 years      | Maturity not applicable | Total              |
| Subordinated loans   |                    |                  | 87,961           | 33,889            | 1,318,579         |                         | 1,440,429          |
| Debt securities in issue   | 214,016            | 270,278          | 789,536          | 4,652,614         | 1,816,807         |                         | 7,743,252          |
| Other borrowed funds   |                    |                  |                  |                   |                   |                         | 0                  |
| Amounts due to banks   | 9,579,213          | 778,285          | 70,781           | 2,182,714         | 722,636           |                         | 13,333,629         |
| Customer deposits and other funds on deposit                       | 91,162,586         | 4,072,133        | 849,298          | 660,815           | 301,466           |                         | 97,046,298         |
| <b>Financial liabilities at fair value through profit and loss</b> |                    |                  |                  |                   |                   |                         | <b>0</b>           |
| - other trading liabilities  |                    |                  |                  | 73                |                   |                         | 73                 |
| - trading liabilities  | 633,535            | 444,450          | 1,004,082        | 2,635,469         | 4,091,265         |                         | 8,808,801          |
| - non trading derivatives  | 230,886            | 118,016          | 366,418          | 1,401,802         | 3,956,990         |                         | 6,074,112          |
| - designated as at fair value through profit and loss              | 19,100             | 102,683          | 272,029          | 1,206,482         | 189,036           |                         | 1,789,330          |
| Liabilities held for sale  |                    |                  |                  |                   |                   |                         | 0                  |
| Other liabilities  | 2,274,801          | 2,616            | 469,109          | 811,302           | 241,243           |                         | 3,799,071          |
| Remaining liabilities (where maturities are not applicable)        |                    |                  |                  |                   |                   | 94,002                  | 94,002             |
| Non-financial liabilities  |                    |                  |                  |                   |                   |                         | 0                  |
| <b>TOTAL LIABILITIES</b>   | <b>104,114,137</b> | <b>5,788,460</b> | <b>3,909,214</b> | <b>13,585,161</b> | <b>12,638,022</b> | <b>94,002</b>           | <b>140,128,997</b> |

| Contingent liabilities and commitments - 2016 |                   |                  |                  |                   |                  |  |                   |
|---|-------------------|------------------|------------------|-------------------|------------------|--|-------------------|
| In EUR thousands                              | Less than 1 month | 1-3 months       | 3-12 months      | 1-5 years         | Over 5 years     |  | Total             |
| <b>Contingent liabilities in respect of:</b>  |                   |                  |                  |                   |                  |  |                   |
| - Discounted bills                            |                   |                  |                  |                   |                  |  | 0                 |
| - Guarantees                                  | 464,229           | 510,517          | 834,185          | 1,039,847         | 2,996,185        |  | 5,844,963         |
| - Irrevocable letters of credit               | 1,206,871         | 3,865,584        | 767,640          | 96,240            | 1,068            |  | 5,937,402         |
| - Other                                       |                   |                  |                  |                   |                  |  | 0                 |
| <b>Subtotal</b>                               | <b>1,671,100</b>  | <b>4,376,101</b> | <b>1,601,824</b> | <b>1,136,087</b>  | <b>2,997,253</b> |  | <b>11,782,365</b> |
| - Irrevocable facilities                      | 2,809,627         | 386,621          | 2,282,216        | 12,753,372        | 4,784,421        |  | 23,016,256        |
| <b>TOTAL</b>                                  | <b>4,480,727</b>  | <b>4,762,722</b> | <b>3,884,040</b> | <b>13,889,459</b> | <b>7,781,673</b> |  | <b>34,798,620</b> |



## Contingency Liquidity Risk

Contingency liquidity management relates to the organisation and planning for liquidity management in times of stress. ING Belgium has its own Contingency Funding Plan (CFP), which has been approved by the Assets and Liabilities Management Committee for ING Belgium Consolidated (ALCO BeLux). The CFP is also aligned with that of the ING Group via the functional lines that exist between global treasurers and local treasurers, and between global risk management and local risk managers.

The main objective of ING Belgium's CFP is to enable senior management to act effectively and efficiently at times of crisis. The CFP has been established to address temporary and long-term liquidity disruptions caused by a general event in the market or an ING-specific event. It ensures that all roles and responsibilities are clearly defined and all necessary management information is in place.

A specific liquidity crisis team is responsible for the liquidity management in times of crisis. The crisis team of ING Belgium is composed among others of the CRO, the CFO, the Board members in charge of Commercial and Retail Banking, the head of MRM ALM, the Head of Bank Treasury and the Head of Communications.

## Market risk

Market risk is the risk of losses due to fluctuations in market risk factors, which include share prices, interest rates, exchange rates and commodity and property prices. Market risk arises from trading and non-trading activities. Trading market risks arise within ING Belgium Commercial Banking primarily through market-making and client facilitation in the fixed income, equities and foreign exchange markets, as well as in the directly related derivative markets. Non-trading market risk related to transactions over 1 year in euros is transferred to the Interest Rates Management (IRM) books. These are structural interest rate mismatch positions that result from commercial banking activities.

### Decision-making structures and monitoring bodies

Twice a month, the Executive Committee meets in the Assets and Liabilities Management Committee (ALCO BeLux) to analyse among others the major gapping items relating to assets and liabilities (on- and off-balance sheet). Replicating models are used to set the theoretical maturities in respect of assets and liabilities for which maturities are not contractually known. The Strategic Liquidity and Interest Management Task Group (SLIM) meets each week. It advises the ALCO BeLux on interest rates, funding and balance sheet management issues.

The responsibility for and the approval of the management of the interest and liquidity risks and balance sheet management remain with the ALCO BeLux. Activities of Financial Markets and their support departments are reviewed by a weekly Financial Markets Committee, which is headed by the member of the Executive Committee in charge of all financial markets operations. The Market Risk Management Department coordinates the daily monitoring of market risks on a consolidated basis. It also compiles the analyses and documentation required for the smooth running of the ALCO BeLux and the Financial Markets Committee.

### Value at risk

Potential risks relating to exchange rate, interest rate, credit spread risk, share price fluctuations and related risk factors must be kept under control.

Dealing room transactions are recorded, per strategic category, in dealer books, which in turn are grouped into market books according to the type of activity. Accounting rules are applied at the level of market books. These are classified as banking or trading books, pursuant to the Capital Adequacy Directive (CAD).

Market book positions are monitored daily by the Market Risk Management Department. Different limits are applied:

- 1) an open position risk limit is fixed on the basis of Value at Risk (VaR). VaR for market risk quantifies, with a one-sided confidence level of 99%, the maximum overnight loss that could occur due to changes in risk factors (e.g. interest rates, foreign exchange rates, equity prices, credit spreads, implied volatilities) if positions remained unchanged for a time interval of one day;
- 2) the sensitivities of the important market risk parameters are held against limit per market book in Trading. A sensitivity describes the impact of a change in a market risk parameter on the P&L.
- 3) stop loss and trigger point limits (expressed in term of VaR) are applied to the overall result per market book since the beginning of the year. As regards the trigger point limit, it leads to the analysis and the close monitoring of the position. When the stop loss limit is reached, the position should be liquidated upon decision of the Financial Markets Committee.

Precise requirements have been laid down as regards reporting to the Financial Markets Committee. In this respect, the bank applies best market practices by calculating its consolidated VaR daily. The bank uses a consistent approach to all risks. In addition, operators in the dealing rooms are provided with risk management information relating to their individual positions.

## Consolidated annual accounts - continued

The bank also regularly estimates the possible repercussions of extraordinary market trends on VaR and on results ('stress testing'). These estimates supplement daily VaR and back-testing calculations.

The impact of historical market movements on today's portfolio is estimated based on equally-weighted, observed market movements of the previous 260 business days. The National Bank of Belgium (NBB) granted approval for the use of the Historical Value at Risk (HVaR) on 13 December 2011.

The approval of the NBB as regards the use of the Stressed Value at Risk (SVAR) and of the Incremental Risk Charge (IRC) was granted on 20 December 2011. The calculation of VaR through historical simulation is done by generating scenarios based on a sample of historical returns that are associated with each individual risk factor. These historical returns are applied to the current level of the risk factor in order to generate simulated scenarios.

The valuation of the portfolio under these various scenarios gives a distribution of possible portfolio values. The VaR is the loss figure at a predefined percentile. In the daily monitoring of the trading books, ING uses a VaR for a 1-day time horizon with a 99% confidence level.

Stressed VaR is calculated with the exact same settings as 10-day 99% HVaR, except for the historical market data period used. The period 31st March 2008– 31st March 2009 has been chosen for this 1-year period as this period was a stress period for the Trading activity of the bank. This stressed period is regularly reviewed.

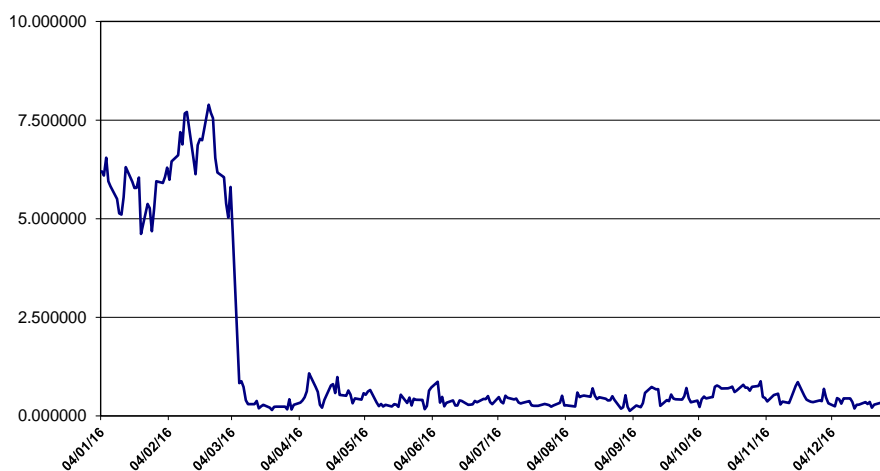
The Incremental Risk Charge (IRC) is defined as an estimate of default and migration risk of un-securitised credit products in the trading books over a one-year capital horizon at a 99.9% confidence level. Default risk is defined as the P&L impact due to an issuer defaulting. Migration risk is defined as the P&L impact due to a migration in credit rating of an issuer.

As per the recommendations of the Basel Committee, the calculation of the consumption in shareholders' funds (CAD), which was calculated for the first time for the situation date of as 31 December 2011, is based on the maximum either of the last day 10-day VaR or of the average 10-day VaR over the previous 60 days multiplied with a capital multiplication factor granted by the regulator (currently set to 3).

Furthermore, an additional charge for the Stressed VaR for a time interval of 10 days multiplied with a capital multiplication factor granted by the regulator (currently set to 3) and the Incremental Risk Charge must be taken into account.

The following chart shows the development of the overnight VaR for the bank's trading portfolio which was managed by trading risk management during 2016.

**Consolidated Trading Hvar 1d 2016**  
(in EUR million)



The large fall appearing end of March 2016 is due to the move of the activity on equities from ING Belgium to the ING NV Belgian Branch.

## Consolidated annual accounts - continued

| Consolidated trading VaR 1d |      |      |
|-----------------------------|------|------|
| In EUR millions             | 2016 | 2015 |
| VaR as at 31 December       | 0.21 | 4.78 |
| Highest VaR                 | 7.89 | 6.81 |
| Lowest VaR                  | 0.13 | 2.05 |
| Average VaR                 | 1.42 | 3.78 |
| Backtest outliers           | 2.00 | 2.00 |

Although VaR models estimate potential future results, estimates are based on historical market data and the bank continuously monitors the plausibility and effectiveness of the VaR model in use. The technique for this purpose is generally known as back-testing, in which the actual daily result is compared with the daily VaR as calculated by the model. In addition to using actual results for back-testing, the bank also uses hypothetical results, which measure results excluding the effect of intraday trading, fees and commissions.

When the actual or hypothetical loss exceeds the VaR, an 'occurrence' has taken place. Based on ING Belgium's one-sided confidence level of 99%, an occurrence is expected, on average, once every 100 business days.

Since VaR in general does not produce an estimate of the potential losses that can occur as a result of extreme market movements, the bank uses structured stress testing to monitor the market risk under these extreme conditions. Stress scenarios are based on historical and hypothetical extreme events. The result of the stress testing is an event-risk number, which is an estimate of the income statement effect caused by a potential event and its worldwide impact for ING Belgium Commercial Banking.

The event-risk policy (and its technical implementation) is specific for ING Belgium, as there is no event risk calculation method that is generally accepted by other banks and regulators (unlike the Value-at-Risk model). The bank's event-risk policy basically consists of defined stress parameters per country and per market (fixed income, equity, foreign exchange and related derivative markets). Changes are based on relative (%) changes for equity and foreign exchange markets. For interest rates and credit spread markets, absolute shifts are used.

Per region/market different unwinding periods are assumed. Depending on the liquidity of the market, an unwinding period of two, three or four weeks is used for estimating the largest shift historically seen in the market. The basis for the setting of parameters is ten years of history, effectively taking into account all events that occurred in the past ten years. The scenarios and stress parameters are back-tested against extreme market movements that actually occur in the markets.

### Interest rate risk in the non-Trading portfolio

The interest rate (or mismatching) risk results from gaps between maturing assets and liabilities (final maturities or rate review maturities) both on- and off-balance sheet. Depending on their nature and the trend in rates, they may have a positive or negative impact on the interest margin: if the bank is regularly a net daily borrower in times of falling rates, this will benefit its interest margin; should rates rise before the bank reverses its position, the opposite will occur.

As it is not possible to correctly forecast the trend in rates at all times, the interest rate risk must be managed through absolute authorised amounts of gaps for pre-defined periods in the future. At this level, there is a direct link between the volume and the remaining duration of the positions. ING Belgium uses several methods to control interest rate risk. The most important ones are Value at Risk (VaR), basis point value (BPV), Earnings at Risk (EaR) and Net present value (NPV) at Risk. The bank constantly monitors its maturity profiles, interest rate sensitivity and VaR, per dealer book and/or per activity.

### P&L and equity sensitivity for interest rate shocks

In case of a 100 bps parallel downward interest rate shock, the impact on the earnings would remain stable mainly due to the fact that mortgage rates and non-maturing deposit rates are at historically low levels and will not further decrease in a scenario of decreasing interest rates. A parallel upward shock of 100 bps would increase the earnings by 50 mln.

The NPV impact for a 100 bps parallel downward and upward shock will be respectively -80 mln or -88 mln. This impact is almost fully linked to the mortgage portfolio.

### Foreign exchange risk

The bank takes on exposure to foreign exchange fluctuations on its financial position and cash flows. Currency exposures in the non-trading books are transferred by way of internal transactions to Financial Markets, which performs the day-to-day management of all foreign currency positions.

ING Belgium is mainly a EUR driven bank, but has also originated assets and liabilities in USD and to a lesser extent in other currencies such as GBP and CHF. The USD risks are under control via a Funding & Liquidity USD Risk Appetite Statement and hence the FX exposure is very limited.

## Operational risk

The ING Belgium Operational & Compliance Risk Department is the second line of defence department within ING Belgium for the management of the non-financial risks (Operational and Compliance risks).

### Scope of operational risks

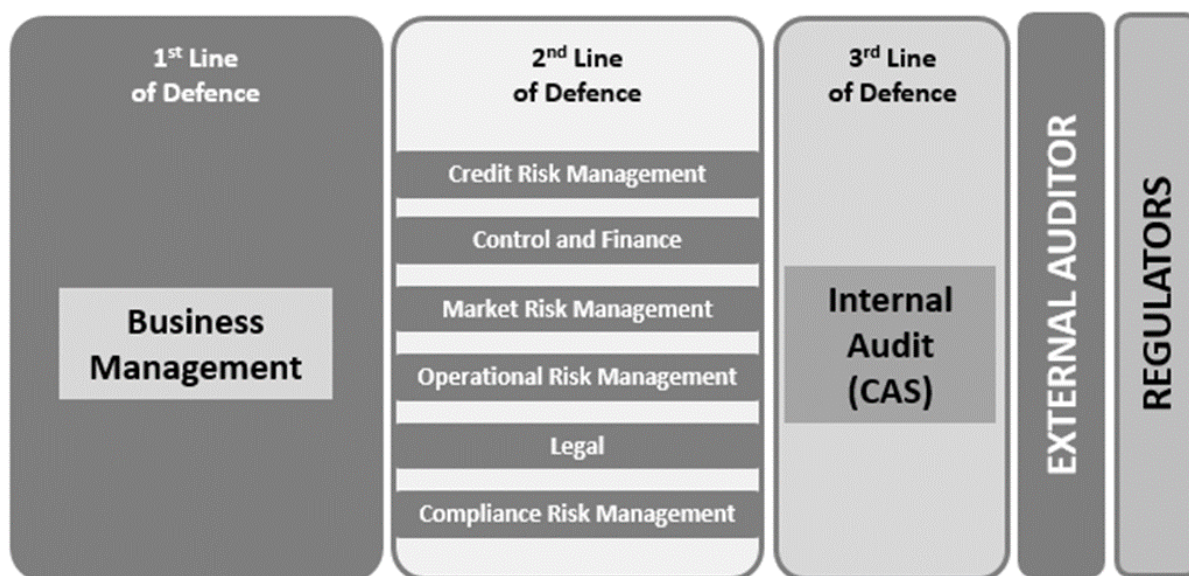
Operational risk is the risk of direct or indirect loss resulting from inadequate or failed internal processes, people and systems or from external events. It includes also reputational and legal risk. Strategic risk is not part of operational risk. Operational risk in general is an umbrella category for a number of sub-risks derived from Basel II:

- Control risk
- Unauthorized Activity risk
- Processing risk
- Employment Practice risk
- Personal & Physical Security risk
- Information (Technology) risk
- Continuity risk
- Compliance risk
- Internal Fraud risk
- External Fraud risk

Note that Compliance Risk is part of the Basel II definition of operational risk. However, within the ING setup, compliance risks are mentioned separately as different functional reporting lines, separate from Operational Risk Management.

### Lines of Defence

For managing risks the ING Executive Board has chosen the three lines of defence risk governance model.



### First line of defence

Heads of ING businesses have primary responsibility and accountability for the effective control of risks affecting their business (the 'first line of defence').

The first line of defence is responsible for the implementation and execution of ING's risk policies, minimum standards and the framework set by the second line of defence. Examples of typical first-line-of-defence activities are:

- perform Integrated Risk Assessments and evaluate related responses to ensure that only business acceptable risks remain;
- implement and maintain the applicable mandatory controls of the CORM (\*) and Compliance policies, minimum standards, taking into account local laws and regulations;
- ensure the operating effectiveness of the key controls.

## Consolidated annual accounts - continued

(\*) Corporate Operational Risk Management (CORM) is part of the Corporate Risk Bank and reports to the Chief Risk Officer who is a member of the Executive Board. CORM has the specific mandate to:

- o advise the Executive Board on the implementation of the ORM organisation, processes and systems;
- o develop the operational risk strategies and policies, and set the objectives and minimum standards for the management of the operational risks. The general manager of CORM approves the policies and minimum standards;
- o provide functional leadership regarding the ORM function, framework and processes, and take functional decisions if and when required;
- o oversee the ORM function and set the objectives for ORM;
- o determine the regulatory and economic operational risk capital charge;
- o monitor the key risks of ING Group and ensure that ING's risk policies and minimum standards are fully implemented.

### Second line of defence

Risk management functions (the 'second line of defence') are an independent partner of and support the first line of defence's risk management activities. Examples of typical second-line-of-defence activities are:

- oversee and objectively challenge the execution of risk management activities;
- monitor the key risks of the business;
- exercise the authority to escalate risk management issues to the next higher level and/or veto high-risk business activity;
- assist the first line of defence to ensure compliance with ING's risk policies and minimum standards.

### Third line of defence

Corporate Audit Services (CAS) operates as the 'third line of defence'. CAS's mission is to provide an independent assessment of the design and effectiveness of internal controls over the risks to ING's business performance. In carrying out this work, CAS provides specific recommendations for improving the governance, risk and control framework.

### Hierarchical organization

The ING Belgium Operational & Compliance Risk Department is organized in four main divisions:

- 1) Money Laundering Reporting (Officer) (MLRO);
- 2) Compliance Advisory and Monitoring;
- 3) ORM Advisory;
- 4) Information Risk Management.

The 'MLRO' division consists of the Money Laundering team managed by a Head (also the MLR/ FEC officer of ING Belgium) who reports directly to the Head of Compliance who reports directly to the CRO.

The 'Compliance Advisory and Monitoring' division consists of following operational centralized activities as: the monitoring of some Compliance rules, the central reporting, the '2nd line customer screening' activities. The Head of each team reports directly to the Head of Compliance who reports directly to the CRO.

The 'ORM Advisory' division consists of some specialized activities: Capital & Governance, NFR Data Management, NFR Asset Functional Management & Support, Advisory/Challenging & Testing, Physical Security (functional reporting line). The Head of each team reports directly to the Head of ORM. The team 'Special Investigations' (including Anti-Fraud) is an expert centre whose Head also directly reports to the Head of ORM who reports directly to the CRO.

The 'Information Risk Management' division consists of two teams that ensure that the data of ING is secured against cybercrime and that the correct policy is in place and applied. This division also includes the Business Continuity Management. The Head of each team reports to the Head of ORM (IRM) who reports directly to the CRO.

### Functional organization

The ING Belgium Operational & Compliance Risk Department has a number of functional reporting lines. The MLRO has a functional reporting line to the MLRO of the bank. The Head of Compliance has a functional reporting line to the Compliance Officer of the bank. The Head of ORM has a functional reporting line to the ORM Officer of the bank and is also regional ORM Officer for all business units of ING BeLux. The Head of the 'Special Investigations' team has a functional reporting line to 'Corporate Security' division within the Corporate ORM department (bank). The Head of Information Risk Management (IRM) has a functional reporting line to the Information Security Officer of the bank.

# Capital management

## Objectives

The Capital Management department of ING Belgium is responsible for the sufficient capitalisation of ING Belgium and its subsidiaries at all times, in order to manage the risks associated with ING Belgium's business activities. This involves the management, planning and allocation of capital within ING Belgium.

Capital Management monitors and plans capital adequacy on a consolidated and stand-alone levels. ING Belgium takes an integrated approach to assessing the adequacy of its capital position in relation to its risk profile and its operating environment, including regulatory requirements.

ING applies the following main capital definitions:

- Common Equity Tier 1 (CET1): mainly composed of common stock and retained earnings, reduced by prudential filters and deductible elements;
- Tier 1 capital: composed of Common Equity Tier 1 and hybrid capital;
- Total capital: composed of Tier 1 and Tier 2 capital (subordinated term debt);
- CET1, Tier 1 and Total capital divided by Risk Weighted Assets equal the CET1, Tier 1 and Total capital ratios, respectively.

## Developments

In January 2014, ING Belgium officially began reporting capital requirements and available capital as per the CRDIV and CRR1 (commonly referred to as Basel III). ING Belgium maintains healthy solvency ratios following the change.

In March 2015, ING Belgium proceeded with the issue of USD 600 mln subordinated Tier 2 capital. This CRD IV compliant instrument has an original tenor of 10 years, and was issued to parent company ING Bank NV. This issue, in addition to the previous issue of EUR 750 mln in June 2014, brings total Tier 2 to EUR 1.3 bln since 31 March 2015.

## Policies

The activities of Capital Management are executed on basis of established policies, guidelines and procedures. The main documents that serve as guidelines for managing capital are the Capital Plan (comprising the approved internal targets and regulatory requirements for capital), the ING Bank Capital Investment Policy and the Local Capital Management Policy.

The above-mentioned capital definitions and policies have been approved by the ING Bank Executive Board or delegated authorities.

## Processes for managing capital

Capital Management ING Belgium also ensures that sufficient capital is available by setting targets and limits relevant to the above-mentioned metrics for ING Belgium, and by ensuring adherence to the set limits and targets through planning and executing capital management transactions.

This process is supplemented by solvency stress testing and scenario analysis. The ongoing assessment and monitoring of capital adequacy is embedded in Capital Management's capital planning process and results in a quarterly capital update report. The main objective of the assessment is to ensure that ING Belgium as a whole has sufficient capital relative to its risk profile for both the short and medium term, in compliance with regulatory requirements.

## Capital Adequacy Assessment

During 2016, the entities of ING Belgium were adequately capitalised in relation to their risk profile and strategic objectives.

Following the introduction of the Single Supervisory Mechanism (SSM) at the end of 2014, ING Bank and its subsidiaries file a single Internal Capital Adequacy Assessment Process (ICAAP) report to the European Central Bank (ECB).

On a yearly basis ING Belgium provides extensive documentation on the ICAAP to the ECB Joint Supervisory Team as prescribed in the Basel III framework. This documentation includes a description of ING's operating environment, banking operations, current and forward-looking capital position, risk appetite, stress testing and Economic Capital analysis.

## Regulatory capital requirements

Capital is required to support credit, market and operational risks. The adequacy of ING Belgium's capital is monitored using, among other measures, the rules and ratios established by the Basel Committee on Banking Supervision ('BIS rules/ratios') and European Community Directives and Regulations as implemented by the NBB. The BIS solvency ratios compare the amount of eligible capital (CET1, Tier 1 and Total capital) with the total of risk-weighted assets (RWAs).

The revised capital adequacy directive (CRD IV) aims at strengthening the resilience of banks, in particular through the introduction of capital buffers. These buffers are phasing-in annually until they are fully implemented in 2019.

The Capital Conservation buffer (2.5% of RWA, fully loaded) is designed to ensure that banks build up capital buffers outside periods of stress, which can be drawn down as losses are incurred. This buffer has been phasing in since January 2016 (0.625%).

The Countercyclical buffer (ranges from 0% to 2.5% of RWA) aims to counter the adverse effects of a build-up of system-wide risk. The level of countercyclical buffer requirement per country of exposure and its time of application are determined by national authorities (NBB in Belgium), based on macroeconomic developments.

Banks may also be subject to a Systemic Bank buffer (currently 1% to 5%) determined to reflect their impact on the global economy (Global Systemically Important Banks - GSIB) or on the domestic economy (Domestic Systemically Important Banks - DSIB). The list of GSIBs is published annually by the Financial Stability Board. ING Bank NV is considered a GSIB resulting in a 3% additional capital requirement. ING Belgium is subject to a DSIB buffer of 1.5%, phasing in annually over 3 years since January 2016.

Excluding the impact of the capital buffers, in 2016 the minimum Pillar I capital requirements were as follows:

- Common Equity Tier 1 ratio: 4.5%,
- Tier 1 ratio: 6%
- Total Capital ratio: 8%.

These ratios need to be augmented with the combined buffer requirements, i.e. for ING Belgium, on a fully loaded basis: 2.5% Capital Conservation Buffer, 1.5% (DSIB) systemic buffer and 0.02% counter-cyclical buffer. This results in the following ratios:

- Core Tier 1 ratio: 8.52%
- Tier 1 ratio: 10.02%
- Total Capital ratio: 12.02%.

## Consolidated annual accounts - continued

Hereunder the calculation of the Capital Position and the Capital Ratio of ING Belgium:

| Capital Position - Capital Ratio                           |                        |                           |                        |                           |
|--|------------------------|---------------------------|------------------------|---------------------------|
| In EUR millions  | 2016                   |                           | 2015                   |                           |
|  | 2016 rules             | 2019 rules                | 2015 rules             | 2019 rules                |
|  | (CRR/CRD IV phased in) | (CRR/CRD IV fully loaded) | (CRR/CRD IV phased in) | (CRR/CRD IV fully loaded) |
| <b>Shareholders' equity (parent)</b>                       | 10,290                 | 10,290                    | 9,792                  | 9,792                     |
| <b>Regulatory adjustments:</b>                             |                        |                           |                        |                           |
| Minority interests, counting as Common equity Tier 1       | 43                     | -21                       | 57                     | -85                       |
| Goodwill and intangibles deducted from Tier 1 <sup>1</sup> | -102                   | -102                      | -149                   | -149                      |
| Provision shortfall <sup>2</sup>                           | -242                   | -242                      | -229                   | -229                      |
| Revaluation reserve debt securities                        | -316                   |                           | -375                   |                           |
| Revaluation reserve equity securities                      |                        |                           |                        |                           |
| Revaluation reserve real estate                            |                        |                           |                        |                           |
| Revaluation reserve cash flow hedge                        | 140                    | 140                       | 160                    | 160                       |
| Prudent valuation adjustment                               | -19                    | -19                       | -21                    | -21                       |
| Investments >10% FI, exceeding 10% threshold               |                        |                           |                        |                           |
| <b>Prudential filters:</b>                                 |                        |                           |                        |                           |
| Profit of the year   | -572                   | -572                      | -950                   | -950                      |
| Defined benefit remeasurement (IAS19R)                     |                        |                           |                        |                           |
| Net defined benefit pension fund assets                    |                        |                           |                        |                           |
| Deferred tax assets  | -1                     | -1                        | -1                     | -1                        |
| Own credit risk adjustments to derivatives (DVA)           | 19                     | 19                        | 41                     | 41                        |
| Foreseeable dividend                                       | -858                   | -858                      | 0                      | 0                         |
| <b>Available capital - Common equity Tier 1</b>            | <b>8,381</b>           | <b>8,633</b>              | <b>8,327</b>           | <b>8,559</b>              |
| Subordinated loans qualifying as Tier 1 capital            |                        |                           |                        |                           |
| Deduction of goodwill and other intangibles <sup>1</sup>   |                        |                           |                        |                           |
| Provision shortfall <sup>2</sup>                           |                        |                           |                        |                           |
| Investments >10% FI, exceeding 10% threshold               |                        |                           |                        |                           |
| CRD-IV eligible Tier 1 Hybrids                             |                        |                           |                        |                           |
| Investments >10% FI, exceeding 10% threshold               |                        |                           |                        |                           |
| Excess deductions allocated to CET1 capital                |                        |                           |                        |                           |
| Minority interests, counting as Additional Tier 1 capital  |                        |                           |                        |                           |
| <b>Available capital - Tier 1</b>                          | <b>8,381</b>           | <b>8,633</b>              | <b>8,327</b>           | <b>8,559</b>              |
| Supplementary capital - Tier 2                             | 1,332                  | 1,332                     | 1,338                  | 1,338                     |
| Provision shortfall <sup>2</sup>                           |                        |                           |                        |                           |
| IRB excess provision                                       | 14                     | 14                        | 22                     | 22                        |
| Investments >10 FIs, exceeding 10% threshold               | -1                     | -1                        | -3                     | -3                        |
| Minority interests, counting as Tier 2 capital             |                        |                           |                        |                           |
| Available Tier 3 funds                                     |                        |                           |                        |                           |
| <b>BIS capital</b>   | <b>9,727</b>           | <b>9,979</b>              | <b>9,684</b>           | <b>9,916</b>              |
| <b>Risk-weighted assets</b>                                | <b>58,744</b>          | <b>59,359</b>             | <b>57,335</b>          | <b>58,339</b>             |
| <b>Common Equity Tier 1 ratio</b>                          | <b>14.27%</b>          | <b>14.54%</b>             | <b>14.52%</b>          | <b>14.67%</b>             |
| <b>Tier 1 ratio</b>  | <b>14.27%</b>          | <b>14.54%</b>             | <b>14.52%</b>          | <b>14.67%</b>             |
| <b>Total Capital Ratio</b>                                 | <b>16.56%</b>          | <b>16.81%</b>             | <b>16.89%</b>          | <b>17.00%</b>             |

<sup>1</sup> Intangibles: mainly capitalised software

<sup>2</sup> In Basel III the provision shortfall is deducted fully from Common Equity Tier 1, while the significant investments in financial institutions, conditionally to certain thresholds, are 250% risk weighted. During the phase-in period (2014-2017) they are gradually shifting from 50% deduction from Additional Tier 1 capital and 50% from Tier 2 capital towards full deduction from Common Equity Tier 1.







An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the statutory auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the statutory auditor considers internal control relevant to the Company's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the board of directors, as well as evaluating the overall presentation of the consolidated financial statements.

We have obtained from the Company's officials and the board of directors the explanations and information necessary for performing our audit.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our unqualified opinion.

*Unqualified opinion*

In our opinion, the consolidated financial statements give a true and fair view of the Group's equity and consolidated financial position as at 31 December 2016 and of its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union, and with the legal and regulatory requirements applicable in Belgium.

*Other matter*

The consolidated financial statements of the Group as at and for the year ended 31 December 2015 were audited by another auditor who expressed an unqualified opinion on those statements on 8 April 2016.



### Report on other legal and regulatory requirements

The board of directors is responsible for the preparation and the content of the Report of the Management Board on the consolidated financial statements.

In the context of our mandate and in accordance with the Belgian standard which is complementary to the International Standards on Auditing as applicable in Belgium, our responsibility is to verify, in all material respects, compliance with certain legal and regulatory requirements. On this basis, we provide the following additional statement which does not modify the scope of our opinion on the consolidated financial statements:

— The Report of the Management Board on the consolidated financial statements includes the information required by law, is consistent with the consolidated financial statements and does not present any material inconsistencies with the information that we became aware of during the performance of our mandate.

Brussels, 12 April 2017

KPMG Réviseurs d'Entreprises / Bedrijfsrevisoren  
Statutory Auditor  
represented by

A handwritten signature in blue ink, appearing to read 'Olivier Macq', written over a horizontal line.

Olivier Macq  
Réviseur d'Entreprises / Bedrijfsrevisor

## Additional information

## Basel III (Pillar 3 disclosure)

As a major subsidiary of ING Bank, ING Belgium is subject to mandatory through limited Pillar 3 disclosures (Market Discipline) by the local regulatory supervisor, whereas Pillar 3 is being implemented in full at the group level. Pillar 3 is a complement to Pillar 1 (Minimum Capital Requirements) and Pillar 2 (Supervisory Review Process) by allowing market participants to assess the capital adequacy of a bank by using key pieces of information.

### Leverage ratio

| Leverage Ratio  |                              |                            |
|---|------------------------------|----------------------------|
| In EUR millions   | 2016                         |                            |
|   | CRR leverage ratio exposures |                            |
|   | CRR/CRD IV<br>phased in      | CRR/CRD IV<br>fully loaded |
| <b>On-balance sheet exposures (excluding derivatives and SFTs)</b>  |                              |                            |
| 1 On-balance sheet items (excluding derivatives, SFTs and fiduciary assets, but including collateral)   | 133,387                      | 133,387                    |
| 2 (Asset amounts deducted in determining Tier 1 capital)  | -503                         | -187                       |
| <b>3 Total on-balance sheet exposures (excluding derivatives, SFTs and fiduciary assets) (sum of lines 1 and 2)</b>                                 | <b>132,884</b>               | <b>133,200</b>             |
| <b>Derivative exposures</b>   |                              |                            |
| 4 Replacement cost associated with all derivatives transactions (i.e. net of eligible cash variation margin)  | 2,761                        | 2,761                      |
| 5 Add-on amounts for PFE associated with all derivatives transactions (mark-to-market method)   | 2,077                        | 2,077                      |
| EU-5a Exposure determined under Original Exposure Method  |                              |                            |
| 6 Gross-up for derivatives collateral provided where deducted from the balance sheet assets pursuant to the applicable accounting framework         |                              |                            |
| 7 (Deductions of receivables assets for cash variation margin provided in derivatives transactions)   |                              |                            |
| 8 (Exempted CCP leg of client-cleared trade exposures)  |                              |                            |
| 9 Adjusted effective notional amount of written credit derivatives  |                              |                            |
| 10 (Adjusted effective notional offsets and add-on deductions for written credit derivatives)   |                              |                            |
| <b>11 Total derivative exposures (sum of lines 4 to 10)</b>   | <b>4,838</b>                 | <b>4,838</b>               |
| <b>Securities financing transaction exposures</b>   |                              |                            |
| 12 Gross SFT assets (with no recognition of netting), after adjusting for sales accounting transactions   | 1                            | 1                          |
| 13 (Netted amounts of cash payables and cash receivables of gross SFT assets)   |                              |                            |
| 14 Counterparty credit risk exposure for SFT assets   |                              |                            |
| EU-14a Derogation for SFTs: Counterparty credit risk exposure in accordance with Article 429b (4) and 222 of Regulation (EU) No 575/2013            |                              |                            |
| 15 Agent transaction exposures  |                              |                            |
| EU-15a (Exempted CCP leg of client-cleared SFT exposure)  |                              |                            |
| <b>16 Total securities financing transaction exposures (sum of lines 12 to 15a)</b>   | <b>1</b>                     | <b>1</b>                   |
| <b>Other off-balance sheet exposures</b>  |                              |                            |
| 17 Off-balance sheet exposures at gross notional amount   | 37,127                       | 37,127                     |
| 18 (Adjustments for conversion to credit equivalent amounts)  |                              |                            |
| <b>19 Other off-balance sheet exposures (sum of lines 17 to 18)</b>   | <b>37,127</b>                | <b>37,127</b>              |
| <b>Exempted exposures in accordance with CRR Article 429 (7) and (14) (on and off balance sheet)</b>  |                              |                            |
| EU-19a (Exemption of intragroup exposures (solo basis) in accordance with Article 429(7) of Regulation (EU) No 575/2013 (on and off balance sheet)) |                              |                            |
| EU-19b (Exposures exempted in accordance with Article 429 (14) of Regulation (EU) No 575/2013 (on and off balance sheet))                           |                              |                            |
| <b>Capital and total exposures</b>  |                              |                            |
| 20 Tier 1 capital   | 8,381                        | 8,633                      |
| <b>21 Total leverage ratio exposures (sum of lines 3, 11, 16, 19, EU-19a and EU-19b)</b>  | <b>174,850</b>               | <b>175,166</b>             |
| <b>Leverage ratio</b>   |                              |                            |
| <b>22 Leverage ratio</b>  | <b>4.79%</b>                 | <b>4.93%</b>               |
| <b>Choice on transitional arrangements and amount of derecognised fiduciary items</b>   |                              |                            |
| EU-23 Choice on transitional arrangements for the definition of the capital measure   |                              |                            |
| EU-24 Amount of derecognised fiduciary items in accordance with Article 429(11) of Regulation (EU) NO 575/2013                                      |                              |                            |

## Capital adequacy - Credit and transfer risk

### Introduction

Economic Capital for credit risk is the amount of capital that ING believes it needs to hold to withstand unexpected losses inherent in the credit portfolios related to (unexpected) changes in the underlying creditworthiness of debtors or the recovery value of underlying collateral (if any). Credit risk capital is calculated on all portfolios which contain credit or counterparty risk, including investment portfolios. Economic Capital for credit risk is calculated using internally developed models with a 99.95% confidence level and a time horizon of one year, which represents ING's desired credit rating.

ING uses a series of credit risk models which can be grouped into three principal categories:

- **Probability of Default** (PD) models, which measure the creditworthiness of individual debtors;
- **Exposure at Default** (EAD) models, which estimate the size of the financial obligation at the moment of default in the future;
- **Loss Given Default** (LGD) models, which estimate the recovery value of the underlying collateral or guarantees received (if any) and the unsecured part.

The various models can be grouped into three categories: statistical, expert and hybrid. Each model is individually reviewed and validated annually by the Model Validation (MV) department in order to determine the continued viability or need to adjust each individual model.

The underlying models that are used for determining Economic Capital for credit risk are based on a similar methodology as those used for determining the level of regulatory capital as required under Basel II (Pillar 1). Despite the fact that the same underlying models are used, (internal) Economic Capital and regulatory capital are not the same due to various specific rules imposed by Basel III/CRR. The methodology has been updated in 2015 to take into account a downturn LGD and ING specific concentration factors.

For Economic Capital as from 2014, the following amendments are made to the Basel II framework:

- non-floored economic PD are used;
- the confidence level is set to 99.95% (fitting ING's target rating of AA) rather than 99.9%;
- for performing loans, the scaling factor of 1.06 is removed from the Basel III equation;
- for maturities lower than 1 year, the effective PD (and not the 1 year PD) is used; however the 1 year PD is used for lending exposures to non-investment grade customers (rated 11 or worse);
- capital is calculated for all sovereigns;
- ING internal add-ons are used for Bank Treasury Products;
- economic EAD is employed instead of regulatory EAD for all exposures;
- securitisations are treated using a PD/LGD approach;
- standardised portfolios are treated with the AIRB approach;
- different add-ons are applied to take future model changes, concentration risk and Incap model shortcomings into account;
- correlations scaled up taking into account current concentrations;
- inclusion of CVA capital and credit risk related ONCOA;
- generally speaking, regulatory requirements (such as: floors, supporting factors, add-ons,...) are not included in the economic capital computations.

Roughly speaking, economic (ING internal) capital is the amount of capital that ING believes it needs to hold. Regulatory (Basel II) capital is the amount of capital an institution is required to hold by its regulator. The Basel III framework via Pillar 2 states that the minimum required capital of an institution is the greater of its regulatory capital and economic capital (subject to regulatory add-ons).

Transfer risk is the risk that debtors in a country are unable to ensure timely payments of foreign currency debt service due to transfer and/or convertibility restrictions or a general lack of foreign currency liquidity. Transfer risk capital is explicitly calculated as additional risk on top of credit risk capital.

The Economic Capital levels for credit and transfer risk were calculated on a daily basis for most of the Commercial Banking portfolios and for the SME portfolios within the Retail Banking operations. For consumer loans and residential mortgages, the calculations are made on a monthly basis. On a quarterly basis, the Economic Capital for credit risk and transfer risk figures are consolidated with the corresponding Economic Capital components from other disciplines.

Governance of Economic Capital for Credit and Transfer Risk: All PD, EAD and LGD models are approved by the Credit Risk Committee (CRC) after thorough review of documentation by the Model Development Committee (MDC) and the Model Validation department (MV). In addition, each model is validated on an annual basis by MV. Each model has both a credit risk and a front office co-sponsor. Both the MDC and the CRC have participation from both credit risk officers as well as the front office to ensure maximum acceptance by the organization.

## Additional information - continued

**Basis and scope of credit risk presentation**

In the credit risk section of Pillar III, data included in tables are related to ING Belgium's core credit risk activities in the areas of: Lending (both on- and off-balance); Securities Financing, Derivatives (collectively Pre-Settlement Risk), Money Market activities (including reserve deposits at Central Banks) and Investment Risks. Credit Risk in the trading book is excluded and covered in the Market Risk section of the Annual Accounts.

The amounts presented in this section relate to amounts used for Credit Risk Management purposes, which follow ING's interpretation of the definitions as prescribed under the CRR/CRD IV accords. Therefore, the numbers can be different from the accounting numbers as reported in the annual accounts under IFRS-EU. An example is the treatment of ONCOA items – while the accounting numbers include ONCOA, they are excluded from Pillar III overviews.

Unless stated otherwise, the tables included in this section focus on the measurement of Regulatory Exposure at Default (READ) and Credit Risk Weighted Assets (RWA) under the CRR/CRD IV definitions. READ is generally the sum of the on-balance and off-balance sheet: Lending, Investment, Money Market and Pre-Settlement activities plus an estimated portion of the unused credit facilities extended to the obligor. The amounts associated with Investment and Lending activities are based on the original amount invested less repayments. Additionally, the risk weighting amounts (plus add-ons) are included. RWA include e.g. macro-prudential 5% add-on on Belgian residential mortgages and RWA on central governments and central banks that would have been exempted under the Standardized Approach. Multiplying RWA by 8% will result in the level of Regulatory Capital (RC) that is required to be held against these portfolios (for the Credit Risk portion of the activities).

Figures for Derivatives and Securities Financing are based on 'risk weighted amounts', which generally is equal to the market-to-market value of the underlying trades plus a (regulatory defined) 'add-on' which represents estimated potential future exposure. The amounts are then further modified by an adjustment that is related to the underlying collateral (market) values (after a haircut is applied) and any legal netting or compensation that may be permitted under various master agreement arrangements such as ISDA master agreements and Credit Support Annexes (CSAs).

Off-balance sheet exposures include letters of credit and guarantees, which are associated with the Lending Risk category. Additionally, off-balance sheet exposures include a portion of the unused limits, associated with the expected use of the unused portion of the limit between the moment of measurement and the theoretical moment of statistical default. Collectively, these amounts are called 'Credit Risk outstandings'.

Exposures associated with Securitisations (Asset Backed Financing, Commercial / Residential Mortgage Backed Securities) are included in 'Credit Risk outstandings'.

**Approaches applied**

On 1 January 2008, ING Belgium adopted the Advanced Internal Ratings Based (AIRB) approach for the majority of its significant portfolios that contain credit risk in accordance with the approvals granted by NBB (Belgian Central Bank), as required. However, there remains a small portion of the portfolio that is subject to the Standardised Approach (SA). Depending on the regulatory landscape, ING will continue to explore opportunities to transition additional portfolios from SA to AIRB. ING Belgium does not have any portfolios that use the Foundation Internal Ratings Based (FIRB) Approach.

Basel III introduced an additional regulatory capital charge for material increases in the CVA, the market price of the credit risk of derivatives. In particular, as credit spreads of ING Belgium's counterparties increase, CVA will increase as well and ING Belgium will incur a loss. ING Belgium follows the standardised approach for calculation of the capital charge to cover CVA Risk (CVA Capital) in accordance with the CRR/CRD IV. The scope of the products and counterparties that the CVA Capital charge is applied to also follows those regulations. In order to make CVA comparable to credit RWA, we use in some of the tables below the concept of "CVA RWA", which is the product of CVA capital requirement by 12.5.

ING Belgium uses the AIRB and the Internal Assessment Approach (IAA) for liquidity lines provided to Asset Back Commercial Paper programmes.

## Additional information - continued

**Credit Risk Weighted Assets Migration Analysis**

The table below explains the changes in Credit RWA during the reporting period and provides additional information by linking the impact on Credit RWA of changes in portfolio composition, model changes and shifts in the risk environment. The table reconciles movements in Credit RWA for the period for each Credit RWA risk type of ING Belgium for the SA and AIRB portfolio including securitisations.

| Flow statement for Credit RWA                      |             |             |
|--|-------------|-------------|
| In EUR billions                                    | 2016        | 2015        |
| <b>Opening Amount</b>                              | <b>40.0</b> | <b>40.5</b> |
| Regulatory Requirements <sup>1</sup>               | 5.9         | 0.2         |
| Portfolio Change                                   |             | -1.0        |
| Model Change <sup>2</sup>                          | 0.8         | -0.6        |
| Volume Change                                      | 3.0         | 1.0         |
| Currency impact                                    | 0.2         | 0.7         |
| Other  | -0.5        | -0.5        |
| <b>Total Credit RWA movement excluding CVA RWA</b> | <b>9.4</b>  | <b>-0.2</b> |
| CVA RWA movement <sup>3</sup>                      | -0.3        | -0.3        |
| <b>Total Credit RWA movement</b>                   | <b>9.1</b>  | <b>-0.5</b> |
| <b>CLOSING AMOUNT</b>                              | <b>49.1</b> | <b>40.0</b> |

Excluding equities and ONCOA.

- 1 Regulatory Requirements: the increase of € +5.7 billion in 2016 is due to the fact that the add-on for Mortgages and the 35% penalty for the local SME and SBF LGD models are no longer reported in ONCOA, as they were in 2015, but are included in these figures.
- 2 Model Change: model implementation, change in model scope or any change to address model malfunctions including changes through model calibrations / realignments.
3. CVA RWA is the CVA capital requirement multiplied by 12,5

Overall, RWA management has a very high priority throughout ING Belgium in all aspects of our business. From product design, to pricing, to divestment decisions, RWA management is extensively monitored, reported, and managed at all levels of the organisation.

**Advanced IRB and Standardised Approach**

ING Belgium uses two methods to calculate Regulatory Capital for Credit Risk within its portfolio: the Advanced Internal Rating Based (AIRB) approach and the Standardised Approach (SA). The AIRB approach is permitted by the Regulator if there are regulatory approved rating models (PD, EAD and LGD) in place, if the Legal Entity is AIRB compliant and if the (local) management understands and uses these rating models (Basel Use Test) in their credit decision making processes. ING Belgium does not use the Basel Foundation IRB Approach (FIRB) for any of its portfolios. This section is to be read in conjunction with the Risk Management paragraph.

**Exposure classes**

The Basel Accord has developed the concept of 'Exposure Classes'. These are essentially groupings of credit risks associated with a common obligor type or product type. For the AIRB and Standardised Approach, most of the exposure classes have subcategories. ING has applied the following definitions to determine Exposure Classes:

- **Central Governments and Central Banks** (hereafter **Sovereigns**) include Sovereign Government entities, Central Banks, CRR/CRD IV recognized Local / Regional Authorities and Public Sector entities as well as Supranational Organisations;
- **Institutions** include all Commercial Banks and non-Bank Financial Institutions;
- **Corporates** include all legal entities, that are not considered to be Governments, Institutions or Retail;
- **Retail** includes the following classes:
  - o **Residential Mortgages** include loans secured by mortgages on residential properties that are not part of a securitisation investment; and
  - o **Retail Other** includes all other credit obligations related to Retail SMEs (such as partnerships and one-man businesses) and private individuals (such as consumer loans, car loans and credit cards). Under these exposure class definitions, it is possible for a private individual to be included under both Residential Mortgages and Retail Other.

In the tables below, the official Basel subcategories for the AIRB and SA approach are given, together with their mappings to the ING exposure classes.

## Additional information - continued

| Basel AIRB exposure classes                    |  | ING Bank exposure class        |
|--|--|--------------------------------|
| Central governments and central banks          |  | Sovereigns                     |
| Institutions                                   |  | Institutions                   |
| Corporates - Specialised Lending               |  | Corporates                     |
| Corporates - SME                               |  | Corporates                     |
| Corporates - Other                             |  | Corporates                     |
| Retail - Secured by immovable property SME     |  | Retail (Other)                 |
| Retail - Secured by immovable property non-SME |  | Retail (Residential Mortgages) |
| Retail - Qualifying revolving                  |  | N/A                            |
| Retail - Other SME                             |  | Retail (Other)                 |
| Retail - Other non-SME                         |  | Retail (Other)                 |
| Securitisations                                |  | SEC AIRB                       |

| Basel SA exposure classes  |  | ING Bank exposure class        |
|--|--|--------------------------------|
| Central governments or central banks                                     |  | N/A                            |
| Regional governments or local authorities                                |  | Sovereigns                     |
| Public sector entities   |  | N/A                            |
| Multilateral developments banks  |  | N/A                            |
| International organisations  |  | N/A                            |
| Institutions   |  | Institutions                   |
| Corporates   |  | Corporates                     |
| Retail   |  | Retail (Other)                 |
| Secured by mortgages on immovable property                               |  | Retail (Residential Mortgages) |
| Exposures in default   |  | All                            |
| High risk items  |  | N/A                            |
| Covered bonds  |  | N/A                            |
| Claims on institutions and corporate with a short-term credit assessment |  | N/A                            |
| Claims in the form of CIU  |  | N/A                            |
| Equity Exposures   |  | N/A                            |
| Other items  |  | N/A                            |

The SA exposure class 'Exposures in default' is mapped to the ING exposure class in which the exposure would have been if performing.

### Credit risk per exposure type and exposure class

The table below shows the total READ and RWA for ING Belgium by Basel defined exposure types for both the SA and AIRB portfolio per exposure class. CVA has been reported separately.

| Model approaches per exposure class |                      |               |              |               |              |               |               |                       |              |               |              |                |               |                |               |
|-------------------------------------|----------------------|---------------|--------------|---------------|--------------|---------------|---------------|-----------------------|--------------|---------------|--------------|----------------|---------------|----------------|---------------|
| In EUR millions                     |                      | Sovereigns    |              | Institutions  |              | Corporates    |               | Residential Mortgages |              | Other Retail  |              | Total 2016     |               | Total 2015     |               |
| Model approach                      | Exposure type        | READ          | RWA          | READ          | RWA          | READ          | RWA           | READ                  | RWA          | READ          | RWA          | READ           | RWA           | READ           | RWA           |
| SA approach                         | On-balance           | 4             | 1            | 30            | 6            | 1,084         | 1,073         | 0                     | 0            | 236           | 253          | 1,353          | 1,332         | 1,103          | 1,031         |
|                                     | Off-balance          | 0             | 0            | 0             | 0            | 73            | 72            | 0                     | 0            | 0             | 0            | 74             | 72            | 155            | 153           |
| <b>Total SA</b>                     |                      | <b>4</b>      | <b>1</b>     | <b>30</b>     | <b>6</b>     | <b>1,158</b>  | <b>1,145</b>  | <b>0</b>              | <b>0</b>     | <b>236</b>    | <b>253</b>   | <b>1,428</b>   | <b>1,405</b>  | <b>1,257</b>   | <b>1,184</b>  |
| AIRB approach                       | On-balance           | 19,377        | 1,120        | 16,283        | 2,640        | 46,894        | 21,848        | 31,226                | 5,918        | 11,963        | 3,784        | 125,743        | 35,310        | 117,807        | 27,199        |
|                                     | Off-balance          | 2,322         | 94           | 1,988         | 357          | 18,090        | 7,211         | 1,169                 | 205          | 1,683         | 575          | 25,252         | 8,441         | 23,786         | 6,803         |
|                                     | Securities Financing | 0             | 0            | 1             | 0            | 0             | 0             | 0                     | 0            | 0             | 0            | 1              | 0             | 485            | 3             |
|                                     | Derivatives          | 368           | 57           | 2,836         | 891          | 1,624         | 939           | 0                     | 0            | 11            | 4            | 4,838          | 1,891         | 7,755          | 2,359         |
| <b>Total AIRB</b>                   |                      | <b>22,067</b> | <b>1,271</b> | <b>21,107</b> | <b>3,887</b> | <b>66,608</b> | <b>29,998</b> | <b>32,395</b>         | <b>6,124</b> | <b>13,657</b> | <b>4,363</b> | <b>155,833</b> | <b>45,642</b> | <b>149,833</b> | <b>36,364</b> |
| SEC AIRB                            | On-balance           |               |              |               |              |               |               |                       |              |               |              | 2,254          | 317           | 2,651          | 426           |
|                                     | Off-balance          |               |              |               |              |               |               |                       |              |               |              | 417            | 35            | 475            | 40            |
| <b>Total SEC AIRB</b>               |                      | <b>0</b>      | <b>0</b>     | <b>0</b>      | <b>0</b>     | <b>0</b>      | <b>0</b>      | <b>0</b>              | <b>0</b>     | <b>0</b>      | <b>0</b>     | <b>2,671</b>   | <b>353</b>    | <b>3,125</b>   | <b>466</b>    |
| <b>Total Bank</b>                   |                      | <b>22,071</b> | <b>1,272</b> | <b>21,136</b> | <b>3,893</b> | <b>67,765</b> | <b>31,143</b> | <b>32,395</b>         | <b>6,124</b> | <b>13,894</b> | <b>4,616</b> | <b>159,932</b> | <b>47,400</b> | <b>154,215</b> | <b>38,015</b> |
| CVA                                 | SA Portfolio         |               |              |               |              |               |               |                       |              |               |              | 0              | 0             |                |               |
|                                     | AIRB Portfolio       |               |              | 1             | 1,689        |               | 11            |                       |              |               |              | 0              | 1,702         |                | 2,034         |
| <b>Total CVA</b>                    |                      | <b>0</b>      | <b>1</b>     | <b>0</b>      | <b>1,689</b> | <b>0</b>      | <b>11</b>     | <b>0</b>              | <b>0</b>     | <b>0</b>      | <b>0</b>     | <b>0</b>       | <b>1,702</b>  | <b>0</b>       | <b>2,034</b>  |
| <b>TOTAL BANK INCLUDING CVA</b>     |                      | <b>22,071</b> | <b>1,273</b> | <b>21,136</b> | <b>5,582</b> | <b>67,765</b> | <b>31,154</b> | <b>32,395</b>         | <b>6,124</b> | <b>13,894</b> | <b>4,616</b> | <b>159,932</b> | <b>49,101</b> | <b>154,215</b> | <b>40,049</b> |

Includes both AIRB and SA portfolios; excludes equities and ONCOA.

Default Fund Contribution to Central Clearing Parties is included under exposure class Institutions.



## Additional information - continued

**Sovereign credit risk disclosure**

The table below presents the READ and RWA (excl. CVA RWA), segmented by relevant factors for the exposure class 'Sovereigns'.

According to article 10 of NBB regulation implementing the CRR, which removes the RWA exemption for sovereigns exempted under the Standardized Approach, RWA are calculated under the IRB approach and included for 40% in 2015 and for 60% in 2016.

The figures per geography for each exposure class are based on the country of residence of the obligor. The definitions associated with ING Belgium's transfer risk positions and economic country risk exposure can be found in the Risk Management paragraph.

| Sovereigns - credit risk disclosure in READ and RRWA |                                 |        |        |           |       |       |          |
|--|---------------------------------|--------|--------|-----------|-------|-------|----------|
| In EUR millions                                      |                                 | READ   |        |           | RRWA  |       |          |
|  |                                 | 2016   | 2015   | Delta %   | 2016  | 2015  | Delta %  |
| Sovereigns   | <b>Total per rating</b>         | 22,071 | 22,597 | -2.3%     | 1,272 | 1,166 | 9.1%     |
|  | 01. Performing                  | 22,071 | 22,597 | -2.3%     | 1,272 | 1,166 | 9.1%     |
|  | 02. Non-performing              | 0      | 0      | 13.4%     | 0     | 0     | 13.4%    |
| Sovereigns   | <b>Geography/business units</b> | 22,071 | 22,597 | -2.3%     | 1,272 | 1,166 | 9.1%     |
|  | Africa                          | 20     | 1      | 3,843.9%  | 2     | 0     | 1,598.5% |
|  | Asia                            | 39     | 0      | 17,026.3% | 21    | 0     | 4,124.2% |
|  | Europe                          | 22,012 | 22,596 | -2.6%     | 1,249 | 1,165 | 7.2%     |
| Sovereigns   | <b>Europe *</b>                 | 22,012 | 22,596 | -2.6%     | 1,249 | 1,165 | 7.2%     |
|  | 1. Belgium                      | 13,480 | 13,267 | 1.6%      | 805   | 591   | 36.2%    |
|  | 2. Germany                      | 2,108  | 2,137  | -1.4%     | 81    | 63    | 28.2%    |
|  | 3. Luxembourg                   | 2,025  | 2,008  | 0.8%      | 13    | 11    | 17.6%    |
|  | X. Other Europe                 | 4,400  | 5,184  | -15.1%    | 350   | 500   | -30.0%   |
| Sovereigns   | <b>Product type *</b>           | 22,071 | 22,597 | -2.3%     | 1,272 | 1,166 | 9.1%     |
|  | 1. Bond Investments             | 11,200 | 13,141 | -14.8%    | 836   | 878   | -4.8%    |
|  | 2. Money Market                 | 4,955  | 3,884  | 27.6%     | 54    | 27    | 97.8%    |
|  | 3. Revolving                    | 3,704  | 3,244  | 14.2%     | 88    | 53    | 68.1%    |
|  | 4. Term Loans                   | 1,792  | 1,456  | 23.1%     | 215   | 165   | 30.5%    |
|  | 5. Derivatives                  | 368    | 385    | -4.6%     | 57    | 40    | 43.7%    |
|  | X. Other                        | 53     | 486    | -89.2%    | 22    | 4     | 436.8%   |
| Sovereigns   | <b>PD bands</b>                 | 22,071 | 22,597 | -2.3%     | 1,272 | 1,166 | 9.1%     |
|  | 01. <0.05%                      | 21,591 | 21,850 | -1.2%     | 1,091 | 809   | 34.9%    |
|  | 02. 0.05% to 0.5%               | 420    | 744    | -43.5%    | 157   | 354   | -55.5%   |
|  | 03. 0.5% to 5%                  | 31     | 1      | 2,993.0%  | 2     | 1     | 340.9%   |
|  | 04. 5% to 10%                   | 28     | 0      | 8,811.8%  | 21    | 1     | 1,834.8% |
|  | 05. 10% to 20%                  | 0      | 1      | -93.4%    | 0     | 2     | -93.9%   |
|  | 06. 20% to 50%                  | 0      | 0      | -100.0%   | 0     | 0     | -100.0%  |
|  | 07. more than 50%               | 0      | 0      | 13.4%     | 0     | 0     | 13.4%    |
| Sovereigns   | <b>LGD bands</b>                | 22,071 | 22,597 | -2.3%     | 1,272 | 1,166 | 9.1%     |
|  | 01. <10%                        | 98     | 49     | 102.2%    | 4     | 1     | 359.0%   |
|  | 02. 10% to 20%                  | 383    | 508    | -24.6%    | 33    | 26    | 25.0%    |
|  | 03. 20% to 30%                  | 398    | 439    | -9.3%     | 7     | 13    | -40.7%   |
|  | 04. 30% to 40%                  | 21,084 | 21,167 | -0.4%     | 1,173 | 891   | 31.6%    |
|  | 05. 40% to 50%                  | 99     | 434    | -77.1%    | 35    | 234   | -85.0%   |
|  | 06. 50% to 60%                  | 0      | 0      | -         | 0     | 0     | -        |
|  | 07. more than 60%               | 9      | 0      | 2,168.3%  | 20    | 1     | 1,456.6% |

Includes both AIRB and SA portfolios; excludes equities, CVA RWA and ONCOA.

\* Top 3/top 5 countries/product types determined with 2016 data as reference.

## Additional information - continued

**Financial institutions credit risk disclosure**

This table presents the READ and RWA (excluding CVA RW), segmented by relevant factors for the exposure class 'Institutions'.

| Institutions - credit risk disclosure in READ and RRWA |                                 |        |        |         |       |       |         |
|--|---------------------------------|--------|--------|---------|-------|-------|---------|
| In EUR millions  |                                 | READ   |        |         | RRWA  |       |         |
|  |                                 | 2016   | 2015   | Delta % | 2016  | 2015  | Delta % |
| Institutions   | <b>Total per rating</b>         | 21,136 | 24,404 | -13.4%  | 3,893 | 4,798 | -18.9%  |
|  | 01. Performing                  | 21,135 | 24,402 | -13.4%  | 3,891 | 4,797 | -18.9%  |
|  | 02. Non-performing              | 1      | 2      | -29.7%  | 2     | 1     | 82.8%   |
| Institutions   | <b>Geography/business units</b> | 21,136 | 24,404 | -13.4%  | 3,893 | 4,798 | -18.9%  |
|  | Africa                          | 1      | 193    | -99.3%  | 1     | 255   | -99.7%  |
|  | America                         | 1,196  | 1,365  | -12.4%  | 112   | 174   | -35.4%  |
|  | Asia                            | 379    | 317    | 19.5%   | 78    | 89    | -12.4%  |
|  | Australia                       | 41     | 40     | 2.6%    | 1     | 3     | -55.4%  |
|  | Europe                          | 19,519 | 22,488 | -13.2%  | 3,700 | 4,276 | -13.5%  |
| Institutions   | <b>Europe</b>                   | 19,519 | 22,488 | -13.2%  | 3,700 | 4,276 | -13.5%  |
|  | 1. Belgium                      | 8,678  | 8,009  | 8.4%    | 1,726 | 1,571 | 9.8%    |
|  | 2. Netherlands                  | 5,461  | 6,923  | -21.1%  | 1,264 | 1,320 | -4.2%   |
|  | 3. France                       | 1,383  | 1,605  | -13.8%  | 151   | 246   | -38.5%  |
|  | X. Other Europe                 | 3,997  | 5,952  | -32.9%  | 560   | 1,140 | -50.9%  |
| Institutions   | <b>Product type</b>             | 21,136 | 24,404 | -13.4%  | 3,893 | 4,798 | -18.9%  |
|  | 1. Term Loans                   | 7,773  | 7,597  | 2.3%    | 1,534 | 1,475 | 4.0%    |
|  | 2. Bond Investments             | 3,968  | 4,309  | -7.9%   | 324   | 393   | -17.6%  |
|  | 3. Money Market                 | 4,421  | 4,596  | -3.8%   | 770   | 658   | 17.0%   |
|  | 4. Derivatives                  | 2,836  | 5,342  | -46.9%  | 891   | 1,378 | -35.4%  |
|  | 5. Revolving                    | 1,492  | 1,984  | -24.8%  | 259   | 717   | -63.9%  |
|  | X. Other                        | 648    | 576    | 12.4%   | 116   | 177   | -34.3%  |
| Institutions   | <b>PD bands</b>                 | 21,136 | 24,404 | -13.4%  | 3,893 | 4,798 | -18.9%  |
|  | 01. < 0.05%                     | 8,734  | 7,971  | 9.6%    | 1,458 | 1,314 | 11.0%   |
|  | 02. 0.05% to 0.5%               | 12,195 | 15,729 | -22.5%  | 2,253 | 2,951 | -23.6%  |
|  | 03. 0.5% to 5%                  | 177    | 637    | -72.2%  | 142   | 448   | -68.2%  |
|  | 04. 5% to 10%                   | 8      | 20     | -57.0%  | 8     | 11    | -29.0%  |
|  | 05. 10% to 20%                  | 19     | 42     | -55.3%  | 28    | 64    | -56.7%  |
|  | 06. 20% to 50%                  | 1      | 3      | -49.0%  | 2     | 9     | -80.8%  |
|  | 07. more than 50%               | 1      | 2      | -29.7%  | 2     | 1     | 82.8%   |
| Institutions   | <b>LGD bands</b>                | 21,136 | 24,404 | -13.4%  | 3,893 | 4,798 | -18.9%  |
|  | 01. < 10%                       | 4,064  | 4,128  | -1.5%   | 175   | 236   | -25.9%  |
|  | 02. 10% to 20%                  | 1,561  | 2,464  | -36.7%  | 167   | 308   | -45.7%  |
|  | 03. 20% to 30%                  | 198    | 857    | -76.9%  | 39    | 211   | -81.5%  |
|  | 04. 30% to 40%                  | 15,051 | 15,891 | -5.3%   | 3,277 | 3,230 | 1.5%    |
|  | 05. 40% to 50%                  | 3      | 30     | -88.9%  | 4     | 30    | -86.6%  |
|  | 06. 50% to 60%                  | 125    | 631    | -80.2%  | 84    | 384   | -78.0%  |
|  | 07. more than 60%               | 134    | 402    | -66.7%  | 146   | 398   | -63.4%  |

Includes both AIRB and SA portfolios; excludes equities, CVA RWA and ONCOA.

\* Top 3/top 5 countries/product types determined with 2016 data as reference.

## Additional information - continued

**Corporate credit risk disclosure**

This table presents the READ and RWA (excluding CVA RWA), segmented by relevant factors for the exposure class 'Corporates'. The Industry breakdown for this table is based on the NAICS system (North American Industry Classification System).

| Corporates - credit risk disclosure in READ and RRWA |                                    |        |        |         |        |        |         |
|--|------------------------------------|--------|--------|---------|--------|--------|---------|
| In EUR millions                                      |                                    | READ   |        |         | RRWA   |        |         |
|  |                                    | 2016   | 2015   | Delta % | 2016   | 2015   | Delta % |
| Corporates   | <b>Total per rating</b>            | 67,765 | 58,910 | 15.0%   | 31,143 | 22,765 | 36.8%   |
|  | 01. Performing                     | 66,443 | 57,608 | 15.3%   | 29,865 | 21,786 | 37.1%   |
|  | 02. Non-performing                 | 1,322  | 1,302  | 1.6%    | 1,278  | 979    | 30.6%   |
| Corporates   | <b>Geography/business units</b>    | 67,765 | 58,910 | 15.0%   | 31,143 | 22,765 | 36.8%   |
|  | Africa                             | 939    | 613    | 53.3%   | 688    | 284    | 142.1%  |
|  | America                            | 4,412  | 3,344  | 31.9%   | 1,225  | 1,058  | 15.8%   |
|  | Asia                               | 3,001  | 2,486  | 20.7%   | 1,049  | 702    | 49.6%   |
|  | Australia                          | 83     | 130    | -35.9%  | 47     | 102    | -53.8%  |
|  | Europe                             | 59,330 | 52,338 | 13.4%   | 28,133 | 20,620 | 36.4%   |
| Corporates   | <b>Europe</b>                      | 59,330 | 52,338 | 13.4%   | 28,133 | 20,620 | 36.4%   |
|  | 1. Belgium                         | 36,118 | 33,701 | 7.2%    | 19,549 | 14,485 | 35.0%   |
|  | 2. Switzerland                     | 6,286  | 4,903  | 28.2%   | 1,878  | 1,326  | 41.6%   |
|  | 3. Luxembourg                      | 4,848  | 4,639  | 4.5%    | 1,630  | 1,298  | 25.6%   |
|  | X. Other Europe                    | 12,077 | 9,096  | 32.8%   | 5,076  | 3,511  | 44.6%   |
| Corporates   | <b>Industry type</b>               | 67,765 | 58,910 | 15.0%   | 31,143 | 22,765 | 36.8%   |
|  | 1. Natural Resources               | 17,190 | 13,930 | 23.4%   | 6,325  | 4,500  | 40.6%   |
|  | 2. Real Estate                     | 9,448  | 8,273  | 14.2%   | 4,875  | 3,365  | 44.8%   |
|  | 3. Services                        | 7,580  | 6,076  | 24.8%   | 4,408  | 2,544  | 73.3%   |
|  | 4. Food, Beverages & Personal Care | 5,429  | 6,247  | -13.1%  | 2,514  | 2,426  | 3.6%    |
|  | 5. General Industries              | 4,515  | 4,104  | 10.0%   | 2,085  | 1,644  | 26.8%   |
|  | X. Other                           | 23,603 | 20,280 | 16.4%   | 10,936 | 8,285  | 32.0%   |
| Corporates   | <b>PD bands</b>                    | 67,765 | 58,910 | 15.0%   | 31,143 | 22,765 | 36.8%   |
|  | 01. < 0.05%                        | 4,797  | 4,013  | 19.5%   | 540    | 467    | 15.8%   |
|  | 02. 0.05% to 0.5%                  | 38,238 | 34,701 | 10.2%   | 12,702 | 10,536 | 20.6%   |
|  | 03. 0.5% to 5%                     | 20,442 | 16,587 | 23.2%   | 13,298 | 8,655  | 53.6%   |
|  | 04. 5% to 10%                      | 1,400  | 1,139  | 22.9%   | 1,416  | 850    | 66.7%   |
|  | 05. 10% to 20%                     | 1,110  | 891    | 24.6%   | 1,334  | 1,014  | 31.5%   |
|  | 06. 20% to 50%                     | 456    | 278    | 64.0%   | 573    | 264    | 117.4%  |
|  | 07. more than 50%                  | 1,322  | 1,302  | 1.6%    | 1,278  | 979    | 30.6%   |
| Corporates   | <b>LGD bands</b>                   | 67,765 | 58,910 | 15.0%   | 31,143 | 22,765 | 36.8%   |
|  | 01. < 10%                          | 12,937 | 11,042 | 17.2%   | 1,500  | 1,142  | 31.3%   |
|  | 02. 10% to 20%                     | 9,783  | 10,156 | -3.7%   | 3,405  | 2,970  | 14.6%   |
|  | 03. 20% to 30%                     | 10,812 | 10,393 | 4.0%    | 4,710  | 3,458  | 36.2%   |
|  | 04. 30% to 40%                     | 21,607 | 17,268 | 25.1%   | 13,319 | 9,146  | 45.6%   |
|  | 05. 40% to 50%                     | 9,218  | 8,410  | 9.6%    | 5,019  | 4,367  | 14.9%   |
|  | 06. 50% to 60%                     | 1,494  | 499    | 199.7%  | 1,228  | 402    | 205.7%  |
|  | 07. more than 60%                  | 1,915  | 1,144  | 67.5%   | 1,962  | 1,280  | 53.2%   |

Includes both AIRB and SA portfolios; excludes equities, CVA RWA and ONCOA.

\* Top 3/top 5 countries/industry types determined with 2016 data as reference.

## Additional information - continued

**Retail credit risk disclosure**

This table presents the READ and RWA, segmented by relevant factors, and the analysis for the exposure class 'Retail'.

| Retail* - credit risk disclosure in READ and RRWA |                                 |        |        |         |        |       |         |
|---|---------------------------------|--------|--------|---------|--------|-------|---------|
| In EUR millions                                   |                                 | READ   |        |         | RRWA   |       |         |
|   |                                 | 2016   | 2015   | Delta % | 2016   | 2015  | Delta % |
| Retail  | <b>Total per rating</b>         | 46,289 | 45,179 | 2.5%    | 10,739 | 8,820 | 21.8%   |
|   | 01. Performing                  | 44,745 | 43,509 | 2.8%    | 8,467  | 6,562 | 29.0%   |
|   | 02. Non-performing              | 1,543  | 1,670  | -7.6%   | 2,273  | 2,257 | 0.7%    |
| Retail  | <b>Geography/business units</b> | 46,289 | 45,179 | 2.5%    | 10,739 | 8,820 | 21.8%   |
|   | Africa                          | 41     | 45     | -10.2%  | 8      | 10    | -16.2%  |
|   | America                         | 45     | 37     | 21.1%   | 20     | 17    | 20.3%   |
|   | Asia                            | 49     | 41     | 17.5%   | 9      | 10    | -6.4%   |
|   | Australia                       | 4      | 4      | 3.7%    | 1      | 1     | 5.6%    |
|   | Europe                          | 46,151 | 45,052 | 2.4%    | 10,701 | 8,783 | 21.8%   |
| Retail  | <b>Europe**</b>                 | 46,151 | 45,052 | 2.4%    | 10,701 | 8,783 | 21.8%   |
|   | 1. Belgium                      | 42,922 | 42,061 | 2.0%    | 9,975  | 8,044 | 24.0%   |
|   | 2. Luxembourg                   | 2,447  | 2,223  | 10.1%   | 442    | 456   | -3.1%   |
|   | 3. France                       | 377    | 355    | 6.4%    | 162    | 166   | -2.3%   |
|   | X. Other Europe                 | 405    | 414    | -2.0%   | 122    | 116   | 5.0%    |
| Retail  | <b>Customer Segment**</b>       | 46,289 | 45,179 | 2.5%    | 10,739 | 8,820 | 21.8%   |
|   | 1. Private Persons              | 35,535 | 34,123 | 4.1%    | 7,539  | 5,996 | 25.7%   |
|   | 2. Small Mid-sized Enterprises  | 9,222  | 9,495  | -2.9%   | 2,872  | 2,474 | 16.1%   |
|   | 3. Private Banking              | 1,365  | 1,362  | 0.2%    | 253    | 264   | -4.2%   |
|   | X. Other                        | 167    | 200    | -16.5%  | 75     | 85    | -12.5%  |
| Retail  | <b>PD bands</b>                 | 46,289 | 45,179 | 2.5%    | 10,739 | 8,820 | 21.8%   |
|   | 01. < 0.05%                     | 2,784  | 2,607  | 6.8%    | 161    | 45    | 254.3%  |
|   | 02. 0.05% to 0.5%               | 25,757 | 25,284 | 1.9%    | 2,610  | 1,565 | 66.8%   |
|   | 03. 0.5% to 5%                  | 12,789 | 12,098 | 5.7%    | 3,622  | 2,973 | 21.9%   |
|   | 04. 5% to 10%                   | 1,148  | 1,300  | -11.7%  | 589    | 637   | -7.6%   |
|   | 05. 10% to 20%                  | 1,453  | 1,307  | 11.1%   | 924    | 761   | 21.3%   |
|   | 06. 20% to 50%                  | 753    | 693    | 8.7%    | 524    | 463   | 13.2%   |
|   | 07. more than 50%               | 1,605  | 1,890  | -15.1%  | 2,309  | 2,375 | -2.8%   |
| Retail  | <b>LGD bands</b>                | 46,289 | 45,179 | 2.5%    | 10,739 | 8,820 | 21.8%   |
|   | 01. < 10%                       | 22,540 | 21,293 | 5.9%    | 2,966  | 1,779 | 66.8%   |
|   | 02. 10% to 20%                  | 16,717 | 16,163 | 3.4%    | 3,827  | 3,018 | 26.8%   |
|   | 03. 20% to 30%                  | 1,461  | 1,649  | -11.4%  | 752    | 870   | -13.5%  |
|   | 04. 30% to 40%                  | 511    | 575    | -11.2%  | 263    | 272   | -3.3%   |
|   | 05. 40% to 50%                  | 1,438  | 1,536  | -6.4%   | 600    | 567   | 5.8%    |
|   | 06. 50% to 60%                  | 3,447  | 3,780  | -8.8%   | 2,081  | 2,078 | 0.1%    |
|   | 07. more than 60%               | 175    | 182    | -4.0%   | 250    | 236   | 5.9%    |

Includes both AIRB and SA portfolios; excludes equities, CVA RWA and ONCOA.

\* Retail class = Residential Mortgages + Other Retail classes

\*\* Top 3 countries/customer segments determined with 2016 data as reference.

### The Advanced Internal Rating Based approach (AIRB)

The AIRB approach has five elements that drive the CRR/CRD IV 'risk-based approach' for the determination of RWA. RWA times the BIS ratio of 8% leads to Regulatory Capital. The elements are: the CRR/CRD IV exposure class, Probability of Default (PD), Exposure at Default (EAD), Loss Given Default (LGD) and Maturity (M).

**Probability of Default (PD):** The first element is the counterparty's probability of default, which measures a counterparty's creditworthiness in terms of likelihood to go into default. The result of this calculation attempts to measure the senior, unsecured standalone creditworthiness of an organisation without consideration of structural elements of the underlying transactions, such as collateral, pricing or maturity. Each borrower should have a rating which translates into a PD.

**Exposure at Default (EAD):** The second element is the counterparty's exposure at default. These models are intended to estimate the outstanding amount or obligation at the moment of default in the future. Since the fact that a counterparty will go into default is not known, and the level of outstanding that may occur on that date is also not known, ING uses a combination of statistical, expert and hybrid models to estimate the Exposure at Default. With the exception of guarantees and letters of credit, the EAD is always equal to or higher than the associated credit risk outstanding, under the assumption that counterparties tend to absorb liquidity from available credit resources before financial problems become apparent to the counterparty's creditors. The EAD is largely a function of the type of credit facility (revolving, overdraft, term) offered to the borrower.

**Loss Given Default (LGD):** The third element is the loss given default. These models are intended to estimate the amount ING will lose when liquidating collateral pledged in association with a given loan or financial obligation, or alternatively, liquidating the company as a whole, as part of a workout process. LGD models are based on cover types, estimated recovery rates given orderly liquidation, and (in) direct cost of liquidation. For financial collateral, ING uses the Financial Collateral Comprehensive Method to allow for mitigation effects.

**Maturity (M):** The fourth element is the time to the maturity of the underlying financial obligation. Regulations (CRR/CRD IV) cap the maturity element at five years, despite the fact that many obligations extend their facilities for longer than five years.

**Expected Loss (EL):** The expected loss provides a measure of the value of the credit losses that ING may reasonably expect to incur on its portfolio. In its basic form, the expected loss can be represented as:

$$EL = PD \times EAD \times LGD$$

ING Belgium must maintain a capital buffer against unexpected losses in order to protect itself against credit losses associated with unusual market events outside of the statistical norms.

### AIRB models per exposure class

Within ING internal Basel models are used to determine the PD, EAD and LGD for regulatory and economic capital. Bank wide, ING Bank has implemented around 90 models, including various sub models for specific portfolios. A model may be applicable for various exposure classes. In the table below, the number of PD, EAD, and LGD models per exposure class are shown.

| Number of AIRB rating models per exposure class |           |            |            |
|---|-----------|------------|------------|
|   | 2016      |            |            |
|   | PD models | EAD models | LGD models |
| Sovereigns                                      | 4         | 4          | 4          |
| Institutions                                    | 6         | 9          | 9          |
| Corporate                                       | 11        | 14         | 22         |
| Residential mortgages                           | 1         | 3          | 8          |
| Other retail                                    | 8         | 10         | 17         |
| Securitisation                                  | 2         | 4          | 3          |
| <b>TOTAL *</b>                                  | <b>12</b> | <b>23</b>  | <b>30</b>  |

\* As the same model can be used in different exposure classes, the total doesn't equal the sum of the individual exposure classes

## Additional information - continued

| Number of AIRB rating models per exposure class |           |            |            |
|---|-----------|------------|------------|
|   | 2015      |            |            |
|   | PD models | EAD models | LGD models |
| Sovereigns                                      | 4         | 4          | 4          |
| Institutions                                    | 8         | 9          | 9          |
| Corporate                                       | 9         | 10         | 18         |
| Residential mortgages                           | 1         | 3          | 8          |
| Other retail                                    | 8         | 10         | 17         |
| Securitisation                                  | 2         | 4          | 3          |
| <b>TOTAL *</b>                                  | <b>13</b> | <b>23</b>  | <b>30</b>  |

\* As the same model can be used in different exposure classes, the total doesn't equal the sum of the individual exposure classes

**AIRB credit exposures by rating model**

The table below shows the AIRB portfolio per exposure class and the underlying rating models.

| Exposures (READ) per AIRB rating model per exposure class <sup>1</sup> |  |                |        |
|--|--|----------------|--------|
|  |  | 2016           | 2015   |
| Sovereigns   | Government Central                         | 10,206         | 12,161 |
|  | Government Implied                         | 7,684          | 7,271  |
|  | Government Local                           | 3,789          | 2,773  |
|  | Other                                      | 389            | 390    |
| Institutions   | Bank Commercial                            | 8,142          | 11,358 |
|  | Government Local                           | 8,544          | 8,038  |
|  | Bank Implied                               | 3,522          | 3,442  |
|  | Other                                      | 898            | 1,553  |
| Corporate  | SME Belgium                                | 24,985         | 22,368 |
|  | Corporates Large                           | 17,846         | 15,438 |
|  | Corporate TCF                              | 10,026         | 8,204  |
|  | Other                                      | 13,751         | 11,914 |
| Residential mortgages  | Private Individuals Belgium                | 18,183         | 17,510 |
|  | Record Bank Consumer                       | 12,182         | 11,523 |
|  | Private Individuals Luxembourg             | 2,014          | 1,713  |
|  | Other                                      | 16             | 13     |
| Other retail   | Private Individuals Belgium                | 7,396          | 7,426  |
|  | SME Belgium                                | 3,455          | 3,891  |
|  | Record Bank Consumer                       | 2,081          | 2,101  |
|  | Other                                      | 725            | 745    |
| Securitisation   | Securitisation Combined                    | 813            | 1,017  |
|  | Finance Companies                          | 421            | 627    |
|  | Securitisation (Standard & Poor's leading) | 567            | 408    |
|  | Other                                      | 870            | 1,074  |
| <b>TOTAL *</b>   | <b>158,504</b>                             | <b>152,958</b> |        |

<sup>1</sup> Implied ratings are Risk Ratings derived from another organisation (usually from the same Legal or Economic One Obligor Group, but not always, for which the appropriate Rating Model has been used) but not directly given.

## Additional information - continued

**AIRB credit exposures by internal rating grade**

The table below shows the AIRB portfolio per internal rating grade. Under CRR/CRD IV rules, the nominal exposures are weighted to determine the RWA (and regulatory capital) of a portfolio, under a 'risk-based approach'. This approach dictates that less capital is required for credit exposures which are well-rated, while progressively more capital is required as an obligor's risk (rating) deteriorates. This effect can cause RWA to increase or decrease together with risk rating migration without a significant change in the size of the underlying financial assets, in terms of financial accounting. As such, rating migrations are closely monitored within ING.

| Exposure (READ) per internal rating grade and corresponding PD, LGD and RWA - 2016 |         |         |                |              |                    |               |                  |               |             |            |                            |
|--|---------|---------|----------------|--------------|--------------------|---------------|------------------|---------------|-------------|------------|----------------------------|
| In EUR millions  |         |         |                |              |                    |               |                  |               |             |            |                            |
| Internal rating grade  | PD min  | PD max  | READ           | Average RPD  | Number of obligors | Average RLGD  | Average maturity | RRWA          | Risk weight | REL        | External rating equivalent |
| <b>01. Performing</b>  |         |         |                |              |                    |               |                  |               |             |            |                            |
| 1  | 0.01%   | 0.01%   | 6,106          | 0.01%        | 28                 | 30.05%        | 24.63            | 124           | 0.02        | 0          | AAA                        |
| 2  | 0.02%   | 0.02%   | 956            | 0.03%        | 25                 | 29.16%        | 50.33            | 130           | 0.14        | 0          | AA+                        |
| 3  | 0.03%   | 0.03%   | 18,485         | 0.03%        | 67,709             | 31.70%        | 26.59            | 1,216         | 0.07        | 1          | AA                         |
| 4  | 0.04%   | 0.04%   | 11,534         | 0.04%        | 71,901             | 23.98%        | 51.16            | 1,649         | 0.14        | 1          | AA-                        |
| 5  | 0.05%   | 0.06%   | 10,408         | 0.05%        | 31,202             | 30.50%        | 32.91            | 1,886         | 0.18        | 2          | A+                         |
| 6  | 0.06%   | 0.08%   | 3,105          | 0.06%        | 12,311             | 22.69%        | 32.76            | 401           | 0.13        | 0          | A                          |
| 7  | 0.09%   | 0.11%   | 10,129         | 0.10%        | 119,229            | 22.77%        | 47.49            | 1,662         | 0.16        | 2          | A-                         |
| 8  | 0.13%   | 0.16%   | 13,908         | 0.14%        | 134,599            | 19.94%        | 46.55            | 2,290         | 0.16        | 4          | BBB+                       |
| 9  | 0.18%   | 0.22%   | 10,647         | 0.21%        | 113,246            | 25.54%        | 34.73            | 2,722         | 0.26        | 6          | BBB                        |
| 10   | 0.29%   | 0.36%   | 14,455         | 0.31%        | 109,244            | 22.81%        | 38.42            | 3,712         | 0.26        | 10         | BBB-                       |
| 11   | 0.44%   | 0.56%   | 16,299         | 0.46%        | 137,818            | 21.93%        | 41.39            | 5,076         | 0.31        | 16         | BB+                        |
| 12   | 0.59%   | 0.95%   | 11,545         | 0.81%        | 98,502             | 24.01%        | 39.49            | 5,038         | 0.44        | 22         | BB                         |
| 13   | 1.09%   | 1.71%   | 9,304          | 1.41%        | 135,289            | 21.64%        | 36.94            | 4,288         | 0.46        | 28         | BB-                        |
| 14   | 1.90%   | 3.07%   | 5,918          | 2.54%        | 73,716             | 20.88%        | 40.66            | 3,427         | 0.58        | 31         | B+                         |
| 15   | 3.85%   | 5.38%   | 4,635          | 4.49%        | 50,109             | 24.73%        | 40.45            | 3,744         | 0.81        | 52         | B                          |
| 16   | 6.11%   | 11.04%  | 2,507          | 8.61%        | 42,567             | 20.72%        | 42.02            | 1,980         | 0.79        | 45         | B-                         |
| 17   | 15.12%  | 18.92%  | 1,883          | 15.98%       | 26,051             | 18.84%        | 41.04            | 1,804         | 0.96        | 56         | CCC                        |
| 18   | 23.86%  | 28.82%  | 672            | 25.09%       | 8,734              | 16.95%        | 47.49            | 632           | 0.94        | 28         | CC                         |
| 19   | 33.68%  | 52.61%  | 598            | 41.22%       | 10,059             | 16.70%        | 45.40            | 503           | 0.84        | 42         | C                          |
| <b>02. Non-performing</b>  |         |         |                |              |                    |               |                  |               |             |            |                            |
| 20   | 100.00% | 100.00% | 1,834          | 100.00%      | 16,451             | 17.08%        | 44.48            | 2,397         | 1.31        | 248        | Default                    |
| 21   | 100.00% | 100.00% | 552            | 100.00%      | 6,855              | 26.67%        | 30.69            | 702           | 1.27        | 131        | Default                    |
| 22   | 100.00% | 100.00% | 352            | 100.00%      | 1,109              | 30.58%        | 20.99            | 262           | 0.74        | 191        | Default                    |
| <b>TOTAL</b>   |         |         | <b>155,833</b> | <b>2.86%</b> | <b>1,229,193</b>   | <b>24.45%</b> | <b>38.69</b>     | <b>45,642</b> | <b>0.29</b> | <b>916</b> |                            |

Includes the AIRB portfolio only; excludes securitisations, CVA RWA, equities and ONCOA.

ING's Probability of Default (PD) rating models are based on a 1-22 scale, which corresponds to the same rating grades that are assigned by external rating agencies. Risk Ratings (PD) for performing loans (1-19) are calculated in ING with regulatory approved models. Risk Ratings for non-performing loans (20-22) are set on the basis of an approved discretionary methodology by the Global or Regional Restructuring unit. Overall the risk weights of the ING Belgium portfolio are a mixture of low risk weights for Sovereigns and Residential Mortgages combined with higher risk weights for Corporates and Securitizations. Mortgages generally benefit from large levels of (over) collateralisation.

As of October 2015, PD values of the ING Masterscale are adjusted using both internal and external default data, covering the period 1981 until 2013. External data from Standard & Poor's is used. Internal default experience is reflected for a better fit of ING's portfolios compared to the predominantly US based Standard & Poor's data.

## Additional information - continued

**Disclosures of model outcomes**

The table next, shows the PD, LGD, READ, RWA and RWA density per exposure class.

| Model approaches per exposure class for the AIRB portfolio |            |              |           |                       |              |            |            |
|--|------------|--------------|-----------|-----------------------|--------------|------------|------------|
| In EUR millions  | Sovereigns | Institutions | Corporate | Residential mortgages | Other retail | Total 2016 | Total 2015 |
| Average RPD  | 0.04%      | 0.10%        | 3.28%     | 4.49%                 | 5.71%        | 2.86%      | 2.94%      |
| Average RLGD   | 29.61%     | 27.13%       | 28.23%    | 10.48%                | 26.67%       | 24.45%     | 24.41%     |
| READ   | 22,067     | 21,107       | 66,608    | 32,395                | 13,657       | 155,833    | 149,990    |
| RRWA   | 1,271      | 3,887        | 29,998    | 6,124                 | 4,363        | 45,642     | 35,707     |
| RRWA density (RRWA/READ)                                   | 5.76%      | 18.42%       | 45.04%    | 18.90%                | 31.94%       | 29.29%     | 23.81%     |

Includes the AIRB portfolio only; excludes securitisations, CVA RWA, equities and ONCOA.

**Standardised Approach**

A subset of the ING Belgium portfolio is treated with the Standardised Approach. The SA approach applies fixed risk weights to each exposure class, split into credit quality steps (based on external ratings) as dictated by the Capital Requirement Directive (CRD). The SA Approach is the least sophisticated of the CRR/CRD IV methodologies and is not as risk sensitive as the risk-based AIRB Approach.

**Exposures before and after risk mitigation for the SA portfolio**

The table below shows how credit risk mitigation (CRM) in the SA portfolio is distributed over the exposure classes. There are two principal methods for reducing or mitigating Credit Risk: i) by reduction of Credit Risk through the acceptance of pledged financial assets as collateral or ii) mitigation or shifting of credit risks to a lower risk weighting group by accepting guarantees from unrelated third parties. ING uses both methods to take CRM effects into account. For financial collateral, ING uses the Financial Collateral Comprehensive Method to allow for mitigation effects.

| Exposures and RWA before and after risk mitigation and conversion factors |                                  |                          |                                      |                          |                   |                       |
|---|----------------------------------|--------------------------|--------------------------------------|--------------------------|-------------------|-----------------------|
| In EUR millions   | Exposures before CCF and CRM [a] |                          | CRM and CCF effects on exposures [b] |                          | RWA & RWA density |                       |
|   | On balance sheet amount          | Off balance sheet amount | On balance sheet amount              | Off balance sheet amount | RWA [c]           | RWA density [c/(a-b)] |
| Regional governments or local authorities                                 | 4                                | 1                        | -0                                   | -0                       | 1                 | 16.45%                |
| Institutions  | 26                               | 0                        | 4                                    | 0                        | 6                 | 26.91%                |
| Corporates  | 1,088                            | 146                      | -5                                   | -73                      | 1,143             | 87.15%                |
| Retail  | 109                              | 1                        | -0                                   | -0                       | 63                | 57.06%                |
| Secured by mortgages on immovable property                                | 0                                | 0                        | -0                                   | 0                        | 0                 | 41.69%                |
| Exposures in default  | 142                              | 1                        | -13                                  | -0                       | 192               | 122.99%               |
| <b>TOTAL 2016</b>   | <b>1,368</b>                     | <b>148</b>               | <b>-15</b>                           | <b>-74</b>               | <b>1,405</b>      | <b>87.52%</b>         |
| <b>Total 2015</b>   | <b>1,142</b>                     | <b>302</b>               | <b>-40</b>                           | <b>-147</b>              | <b>1,184</b>      | <b>72.60%</b>         |

**Risk weights per exposure class**

The table below gives more insight in how the SA portfolio per exposure class is broken down into the regulatory risk weight buckets.

| Exposures per risk weight bucket per exposure class |    |     |           |          |            |              |            |      |        |              |
|---|----|-----|-----------|----------|------------|--------------|------------|------|--------|--------------|
| SA exposure class                                   | 0% | 10% | 20%       | 35%      | 50%        | 75%          | 100%       | 150% | Others | Total        |
| Regional governments or local authorities           |    |     | 4         |          |            |              |            |      |        | 4            |
| Institutions  |    |     | 30        |          |            |              |            |      |        | 30           |
| Corporates  |    |     |           |          |            |              | 1,156      |      |        | 1,156        |
| Retail  |    |     |           |          |            | 110          |            |      |        | 110          |
| Secured by mortgages on immovable property          |    |     |           | 0        |            |              | 0          |      |        | 0            |
| Exposures in default                                |    |     |           |          |            |              | 2          | 127  |        | 129          |
| <b>TOTAL 2016</b>                                   |    |     | <b>34</b> | <b>0</b> | <b>110</b> | <b>1,158</b> | <b>127</b> |      |        | <b>1,428</b> |
| <b>Total 2015</b>                                   |    |     | <b>11</b> | <b>3</b> | <b>141</b> | <b>1,098</b> | <b>3</b>   |      |        | <b>1,257</b> |

Note that the Bank of International Settlements (BIS) requires an exposure class breakdown in this table which differs from the ING Bank exposure classes shown in previous tables.



## Additional information - continued

**Exposure by industry and geographic area**

ING uses a common industry classification methodology based on the NAICS system (North American Industry Classification System). This methodology has over 1,500 detailed industry descriptions, which are aggregated into 22 industry classes at the highest level.

The tables below show the non-performing exposure per NAICS industry and per main geographic area for the total portfolio, for portfolios and for defaulted portfolios.

**Total portfolio**

| Total exposure (READ) by industry       |               |               |               |                       |               |              |                |                |
|---|---------------|---------------|---------------|-----------------------|---------------|--------------|----------------|----------------|
| In EUR millions                         | Sovereigns    | Institutions  | Corporate     | Residential mortgages | Other retail  | SEC          | Total 2016     | Total 2015     |
| 1. Private Individuals                  | 0             | 0             | 113           | 19,878                | 2,753         | 0            | 22,744         | 21,923         |
| 2. Natural Resources                    | 0             | 0             | 17,190        | 19                    | 54            | 0            | 17,263         | 14,042         |
| 3. Services                             | 104           | 424           | 7,580         | 5,501                 | 2,767         | 0            | 16,375         | 14,504         |
| 4. Commercial Banks                     | 399           | 11,456        | 815           | 58                    | 8             | 0            | 12,736         | 14,298         |
| 5. Central Governments                  | 10,653        | 45            | 0             | 305                   | 43            | 0            | 11,047         | 13,029         |
| 6. Real Estate                          | 44            | 186           | 9,448         | 46                    | 589           | 0            | 10,313         | 9,283          |
| 7. Lower Public Administration          | 2,684         | 5,727         | 0             | 611                   | 98            | 0            | 9,120          | 7,878          |
| 8. General Industries                   | 0             | 2             | 4,515         | 3,485                 | 908           | 0            | 8,911          | 8,468          |
| 9. Central Banks                        | 7,490         | 0             | 0             | 2                     | 0             | 0            | 7,492          | 6,863          |
| 10. Food, Beverages & Personal Care     | 0             | 1             | 5,429         | 355                   | 971           | 0            | 6,755          | 7,586          |
| 11. Non-Bank Financial Institutions     | 0             | 1,035         | 2,506         | 111                   | 171           | 2,671        | 6,493          | 8,123          |
| 12. Chemicals, Health & Pharmaceuticals | 536           | 1,250         | 3,534         | 334                   | 683           | 0            | 6,336          | 5,088          |
| 13. Builders & Contractors              | 25            | 105           | 4,470         | 310                   | 1,019         | 0            | 5,929          | 5,547          |
| 14. Transportation & Logistics          | 0             | 3             | 4,112         | 206                   | 261           | 0            | 4,582          | 4,609          |
| X. Other                                | 137           | 903           | 8,053         | 1,174                 | 3,568         | 0            | 13,834         | 12,975         |
| <b>TOTAL</b>                            | <b>22,071</b> | <b>21,136</b> | <b>67,765</b> | <b>32,395</b>         | <b>13,894</b> | <b>2,671</b> | <b>159,932</b> | <b>154,215</b> |

Includes both AIRB and SA portfolios; excludes equities and ONCOA.

| Total exposure (READ) by geographic area |               |               |               |                       |               |              |                |                |
|--|---------------|---------------|---------------|-----------------------|---------------|--------------|----------------|----------------|
| In EUR millions                          | Sovereigns    | Institutions  | Corporate     | Residential mortgages | Other retail  | SEC          | Total 2016     | Total 2015     |
| 1. Belgium                               | 13,480        | 8,678         | 36,118        | 30,068                | 12,854        | 0            | 101,198        | 97,038         |
| 2. Luxembourg                            | 2,025         | 657           | 4,848         | 1,755                 | 692           | 36           | 10,013         | 9,351          |
| 3. Netherlands                           | 793           | 5,461         | 2,404         | 65                    | 24            | 1,382        | 10,128         | 11,583         |
| X. Other Europe                          | 5,714         | 4,722         | 15,959        | 414                   | 280           | 815          | 27,906         | 27,122         |
| 1. America                               | 0             | 1,196         | 4,412         | 26                    | 18            | 438          | 6,090          | 5,252          |
| 2. Asia                                  | 39            | 379           | 3,001         | 40                    | 9             | 0            | 3,468          | 2,844          |
| Y. Rest of world                         | 20            | 43            | 1,022         | 27                    | 17            | 0            | 1,129          | 1,025          |
| <b>TOTAL</b>                             | <b>22,071</b> | <b>21,136</b> | <b>67,765</b> | <b>32,395</b>         | <b>13,894</b> | <b>2,671</b> | <b>159,932</b> | <b>154,215</b> |

Includes both AIRB and SA portfolios; excludes equities and ONCOA.

## Additional information - continued

**SME exposure classes**

SME exposure classes include companies, classified as Corporate or Retail, where the total annual sales for the consolidated group for which the firm is part is less than EUR 50 million.

| SME Exposure (READ) by industry         |               |              |              |               |               |
|---|---------------|--------------|--------------|---------------|---------------|
| In EUR millions                         | Corporate     | Retail       | Mortgages    | Total 2016    | Total 2015    |
| 1. Private Individuals                  | 39            | 43           | 243          | 325           | 301           |
| 2. Natural Resources                    | 438           | 24           | 25           | 488           | 610           |
| 3. Services                             | 2,951         | 777          | 1,370        | 5,098         | 5,501         |
| 4. Commercial Banks                     | 0             | 1            | 2            | 3             | 2             |
| 5. Central Governments                  | 0             | 1            | 1            | 2             | 2             |
| 6. Real Estate                          | 3,958         | 116          | 468          | 4,542         | 5,271         |
| 7. Lower Public Administration          | 0             | 1            | 2            | 3             | 3             |
| 8. General Industries                   | 1,265         | 166          | 204          | 1,635         | 1,854         |
| 9. Central Banks                        | 0             | 0            | 0            | 0             | 0             |
| 10. Food, Beverages & Personal Care     | 1,056         | 321          | 592          | 1,969         | 2,254         |
| 11. Non-Bank Financial Institutions     | 266           | 78           | 79           | 424           | 543           |
| 12. Chemicals, Health & Pharmaceuticals | 715           | 232          | 410          | 1,357         | 1,650         |
| 13. Builders & Contractors              | 2,242         | 396          | 586          | 3,225         | 3,365         |
| 14. Transportation & Logistics          | 708           | 106          | 126          | 940           | 1,030         |
| X. Other                                | 2,543         | 860          | 2,573        | 5,976         | 6,261         |
| <b>TOTAL</b>                            | <b>16,182</b> | <b>3,124</b> | <b>6,680</b> | <b>25,986</b> | <b>28,648</b> |

Includes both AIRB and SA portfolios; excludes securitisations, equities and ONCOA.

| SME Exposure (READ) by geographic area |               |              |              |               |               |
|--|---------------|--------------|--------------|---------------|---------------|
| In EUR millions                        | Corporate     | Retail       | Mortgages    | Total 2016    | Total 2015    |
| 1. Belgium                             | 15,750        | 2,965        | 6,428        | 25,143        | 27,700        |
| 2. Luxembourg                          | 110           | 129          | 149          | 388           | 382           |
| 3. Netherlands                         | 75            | 6            | 6            | 86            | 70            |
| X. Other Europe                        | 180           | 19           | 82           | 281           | 357           |
| 1. America                             | 1             | 2            | 12           | 14            | 14            |
| 2. Asia                                | 40            | 0            | 1            | 42            | 29            |
| Y. Rest of world                       | 26            | 3            | 3            | 32            | 97            |
| <b>TOTAL</b>                           | <b>16,182</b> | <b>3,124</b> | <b>6,680</b> | <b>25,986</b> | <b>28,648</b> |

Includes both AIRB and SA portfolios; excludes securitisations, equities and ONCOA.

## Additional information - continued

**Non-performing**

| Non-performing exposure (READ) by industry |            |              |              |                       |              |              |              |
|--|------------|--------------|--------------|-----------------------|--------------|--------------|--------------|
| In EUR millions                            | Sovereigns | Institutions | Corporate    | Residential mortgages | Other retail | Total 2016   | Total 2015   |
| 1. Private Individuals                     |            |              |              | 424                   | 185          | 609          | 635          |
| 2. Services                                |            |              | 222          | 183                   | 64           | 469          | 439          |
| 3. General Industries                      |            |              | 128          | 185                   | 33           | 346          | 367          |
| 4. Builders & Contractors                  |            |              | 217          | 13                    | 68           | 298          | 315          |
| 5. Real Estate                             |            |              | 231          | 1                     | 29           | 261          | 297          |
| 6. Retail                                  |            |              | 95           | 56                    | 46           | 197          | 170          |
| 7. Food, Beverages & Personal Care         |            |              | 114          | 14                    | 51           | 179          | 189          |
| 8. Natural Resources                       |            |              | 128          | 0                     | 2            | 130          | 127          |
| 9. Transportation & Logistics              |            | 0            | 45           | 15                    | 24           | 84           | 95           |
| 10. Chemicals, Health & Pharmaceuticals    |            |              | 45           | 10                    | 9            | 64           | 69           |
| 11. Unknown                                |            |              | 8            |                       | 50           | 58           | 69           |
| 12. Automotive                             |            |              | 32           | 4                     | 10           | 46           | 53           |
| 13. Media                                  |            |              | 25           | 3                     | 9            | 37           | 44           |
| 14. Lower Public Administration            |            | 0            |              | 29                    | 1            | 30           | 29           |
| X. Other                                   | 0          | 1            | 32           | 11                    | 16           | 60           | 75           |
| <b>TOTAL</b>                               | <b>0</b>   | <b>1</b>     | <b>1,322</b> | <b>947</b>            | <b>596</b>   | <b>2,867</b> | <b>2,974</b> |

Includes both AIRB and SA portfolios; excludes securitisations, equities and ONCOA.

| Non-performing exposure (READ) by geographic area |            |              |              |                       |              |              |              |
|---|------------|--------------|--------------|-----------------------|--------------|--------------|--------------|
| In EUR millions                                   | Sovereigns | Institutions | Corporate    | Residential mortgages | Other retail | Total 2016   | Total 2015   |
| 1. Belgium  | 0          | 1            | 1,149        | 887                   | 567          | 2,605        | 2,675        |
| 2. France   |            | 0            | 21           | 25                    | 13           | 59           | 56           |
| 3. Luxembourg                                     |            | 0            | 23           | 8                     | 10           | 40           | 59           |
| X. Other Europe                                   |            |              | 6            | 25                    | 4            | 35           | 55           |
| 1. Africa   |            |              | 88           | 1                     | 1            | 89           | 86           |
| 2. America  |            |              | 36           | 1                     | 1            | 38           | 41           |
| Y. Rest of world                                  |            |              |              | 1                     | 0            | 1            | 2            |
| <b>TOTAL</b>                                      | <b>0</b>   | <b>1</b>     | <b>1,322</b> | <b>947</b>            | <b>596</b>   | <b>2,867</b> | <b>2,974</b> |

Includes both AIRB and SA portfolios; excludes securitisations, equities and ONCOA.

**Past due loans**

The calculation of days past due vary depending on the type of exposure. ING Belgium considers past due loans to be those loans where any payment of interest of principal is more than one day past due on the reporting date (usually monthly). The number of days past due is based on the number of payments overdue. A number of "months in arrears" for each loan, being the total arrear in principal amount (thus including capital and normal monthly interests, but excluding overdue interests and fees) divided by the amount of the current monthly instalment. For accounts and cards however the number of days past due is calculated as the real number of days in arrears. This methodology is currently being reviewed in anticipation of IFRS9.

## Additional information - continued

The table below is based on the country of residence of the obligor and on credit risk outstandings. Credit Risk outstandings include amounts associated with both on- and off- balance sheet products, but exclude amounts related to unused limits.

| Past due but not non-performing consumer loans by geographic area (based on outstandings) |            |              |           |                       |              |              |              |
|---|------------|--------------|-----------|-----------------------|--------------|--------------|--------------|
| In EUR millions   | Sovereigns | Institutions | Corporate | Residential mortgages | Other retail | Total 2016   | Total 2016   |
| 1. Belgium  |            |              | 2         | 901                   | 546          | 1,449        | 1,729        |
| 2. Luxembourg   |            |              |           | 1                     | 52           | 53           | 54           |
| 3. France   |            |              |           | 16                    | 1            | 17           | 20           |
| X. Other Europe   |            |              |           | 4                     | 1            | 5            | 5            |
| 1. Asia   |            |              |           | 0                     | 0            | 0            | 0            |
| 2. Africa   |            |              |           | 0                     | 0            | 0            | 0            |
| Y. Rest of world  |            |              |           | 1                     | 0            | 1            | 1            |
| <b>TOTAL</b>  | <b>0</b>   | <b>0</b>     | <b>2</b>  | <b>923</b>            | <b>600</b>   | <b>1,525</b> | <b>1,810</b> |

Includes both AIRB and SA portfolios; excludes securitisations, equities and ONCOA.

### Aging Analysis

The table below gives insight in the aging of the Consumer exposures and includes both the performing and non-performing portfolio. All exposures which are not past due have been excluded. The bucket 0-3 months comprises mainly of performing exposures.

| Aging analysis of past due Consumers exposures |              |              |              |               |                |             |
|--|--------------|--------------|--------------|---------------|----------------|-------------|
| In EUR millions                                | 0-3 months * | > 3-6 months | > 6-9 months | > 9-12 months | > 12-24 months | > 24 months |
| Residential Mortgages                          | 1,300        | 89           | 37           | 25            | 44             | 183         |
| Other Retail                                   | 702          | 29           | 17           | 12            | 21             | 51          |
| Corporate                                      | 3            | 0            | 0            | 0             | 0              | 0           |
| <b>TOTAL 2016</b>                              | <b>2,005</b> | <b>118</b>   | <b>54</b>    | <b>37</b>     | <b>65</b>      | <b>234</b>  |

Excludes the business portfolio, includes both AIRB and SA portfolios; excludes securitisations, equities and ONCOA.

\* excl. 0 days

### Counterparty credit risk

The main activities that qualify under counterparty credit risk are derivatives trading activities and securities financing. As part of these activities, ING Belgium enters into master agreements such as ISDA master agreements and Global Master Repurchase Agreements (GMRAs). Under the terms contained in sections related to Minimum Threshold Amounts and Minimum Transfer Amounts of Credit Support Annexes (CSA) or other similar clauses, both ING Belgium and its counterparties may agree to pledge additional collateral to each other in the event that either party is downgraded by one of the established rating agencies. ING has determined that under prevailing market conditions, a one notch downgrade would only have a limited effect on the amount of additional collateral that ING would be required to pledge under these agreements. However, the actual amount that ING Belgium may be required to pledge in the future may vary based on ING Belgium's portfolio composition of both derivatives and securities pledged in securities financing transactions, market circumstances, the number of downgrade notches as well as the terms and conditions of future CSAs or other similar agreements entered into.

### CVA risk

Basel III introduced an additional regulatory capital charge for material increases in the CVA, the market price of the credit risk of derivatives. In particular, as credit spreads of ING Belgium's counterparties increase, CVA will increase as well and ING Belgium will incur a loss. ING Belgium follows the standardised approach for calculation of the capital charge to cover CVA Risk (CVA Capital) in accordance with the CRR/CRD IV. The scope of the products and counterparties that the CVA Capital charge is applied to also follows those regulations. The most important factors in the calculation of CVA Capital according to the standardised approach are the CVA Exposure, the CVA Risk Weight and the Maturity. The CVA exposure is similar to the READ, but includes collateral held under collateral agreements. The CVA Risk Weight is prescribed in regulation and depends directly on the risk rating of the counterparty. The Maturity is similar to the Maturity used in the calculation of Counterparty Default Risk, but contrary to its use there not capped at 5 years.

## Additional information - continued

In order to make CVA comparable to credit RWA, we use in the table below the concept of "CVA RWA", which is the product of CVA capital requirement by 12.5.

| CVA Risk                     |              |                         |                  |              |
|------------------------------|--------------|-------------------------|------------------|--------------|
| In EUR millions              |              |                         |                  |              |
| Derivatives Product Buckets  | 2016         |                         |                  |              |
|                              | CVA Exposure | Average CVA Risk Weight | Average Maturity | CVA RWA      |
| Interest Rate Derivatives    | 1,484        | 0.80%                   | 5.7              | 1,304        |
| Equity Derivative            | 381          | 0.93%                   | 4.6              | 294          |
| FX Derivative                | 116          | 0.82%                   | 4.2              | 78           |
| Commodity Derivative         | 25           | 0.80%                   | 4.6              | 18           |
| Inflation Linked Derivatives | 6            | 0.81%                   | 5.3              | 5            |
| Fixed Income Derivative      | 2            | 0.80%                   | 10.5             | 2            |
| Credit Derivative            | 1            | 0.88%                   | 6.0              | 1            |
| <b>TOTAL 2016</b>            | <b>2,014</b> | <b>0.83%</b>            | <b>5.2</b>       | <b>1,702</b> |
| <b>Total 2015</b>            | <b>2,985</b> | <b>0.83%</b>            | <b>5.2</b>       | <b>2,034</b> |

Includes both AIRB and SA portfolios; excludes securitisations, equities and ONCOA.

### Derivatives by product type

The table below is based on the market-to-market (MtM) plus (regulatory) add-on methodology used for calculating CRR/CRD IV RWA for determining the gross exposures. This means that the READ figure listed hereunder is significantly below the notional amount. The market-to-market plus (regulatory) add-on is recalculated daily to reflect both changes in the markets as well as portfolio composition. The Current Exposure Method (the methodology to calculate the READ) together with the other building blocks (PD, LGD and Maturity), allow ING Belgium to classify a large part of its derivatives exposures under the AIRB approach.

| Derivatives by product type in READ |            |              |              |                       |              |              |              |
|-------------------------------------|------------|--------------|--------------|-----------------------|--------------|--------------|--------------|
| In EUR millions                     |            |              |              |                       |              |              |              |
| Derivatives Product Buckets         | 2016       |              |              |                       |              |              | Total 2015   |
|                                     | Sovereigns | Institutions | Corporate    | Residential mortgages | Other Retail | Total        |              |
| Interest Rate Derivatives           | 351        | 2,272        | 812          |                       | 1            | 3,437        | 5,056        |
| Equity Derivative                   | 3          | 412          | 256          |                       | 9            | 680          | 751          |
| FX Derivative                       | 9          | 122          | 336          |                       | 1            | 468          | 1,021        |
| Commodity Derivative                | 4          | 21           | 220          |                       | 0            | 245          | 182          |
| Inflation Linked Derivatives        | 0          | 6            | 0            |                       |              | 6            | 5            |
| Fixed Income Derivative             |            | 2            |              |                       |              | 2            | 3            |
| Credit Derivative                   |            | 1            |              |                       |              | 1            | 0            |
| Exchange Traded                     |            |              |              |                       |              | 0            | 736          |
| <b>TOTAL</b>                        | <b>368</b> | <b>2,836</b> | <b>1,624</b> | <b>0</b>              | <b>11</b>    | <b>4,838</b> | <b>7,755</b> |

Includes both AIRB and SA portfolios; excludes securitisations, equities and ONCOA.

## Capital adequacy - Market risk

### In general

Economic Capital for market risk is the economic capital necessary to withstand unexpected value movements due to changes in market variables, such as interest rates, equity prices, foreign exchange rates, real estate prices and volatility in these rates and prices. Economic Capital for market risk is calculated for exposures both in trading portfolios and non-trading portfolios.

### Measurement

Economic Capital for market risk is calculated using internally developed methodologies with a 99.95% confidence interval and a horizon of one year, which represent extreme events and ING's desired rating. The Economic Capital for market risk for non-trading portfolios is calculated for each risk type, while for trading portfolios it is calculated on a portfolio level. The calculations for Economic Capital market risk include foreign exchange rate risk, equity price risk, interest rate risk and real estate risk.

## Additional information - continued

For the direct market risks, the actual VaR (measured at a 99% confidence interval and a one-day holding period) of the trading and non-trading portfolios is taken as a starting point for the Economic Capital calculations for market risk. To arrive at the Economic Capital for market risk, a simulation-based model is used which includes scaling to the required confidence interval and holding period. In determining this scaling factor, several other factors are also taken into account such as the occurrence of large market movements (events) and management interventions. Economic Capital for market risk for the large non-trading portfolios is calculated for embedded option risk (e.g. the prepayment option in mortgages).

The model risk is calculated by stressing the underlying assumptions in the models for behavioural assets and liabilities. For example, for the model applied to mortgage portfolios, the quality of the hedge depends on assumptions with respect to the prepayment behaviour. If these assumptions are wrong, the funding may be either too long or too short-term.

Similar to the above, the Economic Capital for model risk is based on the estimated 99% confidence interval for the prepayment model error and the 99% confidence interval for adverse interest rate movements. It is assumed that combining these two 99% confidence levels results in a 99.95% confidence level for the mortgage loan portfolio value change as a result of the prepayment modelling error. The prepayment model risk for mortgage loans and the model risk for on-demand client deposits are included in the Business Risk category.

Buildings owned by ING that are not managed by ING Real Estate are referred to as 'Property In Own Use'. Economic Capital for Property in Own Use is included in the Economic Capital for market risk. While aggregating the different Economic Capital market risk figures for the different types of risks, diversification benefits are taken into account, as it is not expected that all extreme market movements will appear at the same moment. The nature of market risk Economic Capital, which evaluates the impact of extreme stress with a 99.95% confidence level, can sometimes be difficult to evidence in a statistically sound manner with the available historical data. The Economic Capital figures disclosed by ING Belgium are a best-effort estimate based on available data and expert opinions.

## Capital adequacy - Operational risk

While operational risk can be limited through management controls some incidents still have a substantial impact on the profit and loss account of financial institutions. As for the other risk domains, regulatory and economic capital for operational risk is calculated and maintained.

ING has chosen for the "Advanced Measurement Approach (AMA)" for the calculation of the regulatory and economic capital, called the AMA 2.0 model.

The goal of the modelling is to estimate appropriate risk parameters for a Unit of Measurement (UoM). A risk refers to a set of frequency and severity distributions. When modelling a risk, a distinction is made between body risk and tail risk. The point of the split between body and tail is denoted as tail threshold. Body risk describes the high frequency - low severity events. In contrast, the tail risk describes the low frequency - high severity events.

## Additional information - continued

Lack of sufficient internal loss events makes the use of Internal Loss Data (ILD) for tail severity modelling difficult. Therefore, other sources of data more appropriate for tail are used. External data (ELD/ORX) and scenarios (SA) are two available alternatives. In the modelling approach both data sets will be used as complementary inputs.

| Capital requirements  |                                 |                      |                                 |                      |
|---|---------------------------------|----------------------|---------------------------------|----------------------|
| In million EUR  | 2016                            |                      | 2015                            |                      |
|   | Regulatory Capital              | Risk-Weighted Assets | Regulatory Capital              | Risk-Weighted Assets |
|   | CRR/CRD IV phased in 2015 rules |                      | CRR/CRD IV phased in 2014 rules |                      |
| <b>Credit risk</b>  |                                 |                      |                                 |                      |
| <b>Total portfolios subject to standard approach</b>                        | <b>112.4</b>                    | <b>1,404.8</b>       | <b>94.7</b>                     | <b>1,184.1</b>       |
| Portfolios subject to AIRB approach   |                                 |                      |                                 |                      |
| - Sovereigns  | 27.9                            | 348.4                | 39.7                            | 496.1                |
| - Institutions  | 302.0                           | 3,774.5              | 384.5                           | 4,806.6              |
| - Corporate   | 2,400.4                         | 30,005.4             | 1,743.8                         | 21,797.5             |
| - Residential mortgages   | 626.4                           | 7,829.7              | 469.8                           | 5,871.9              |
| - Other Retail  | 212.5                           | 2,656.6              | 219.6                           | 2,745.0              |
| <b>Total portfolios subject to AIRB approach</b>                            | <b>3,569.2</b>                  | <b>44,614.6</b>      | <b>2,857.4</b>                  | <b>35,717.1</b>      |
| Credit Value Adjustment   | 136.1                           | 1,701.6              | 162.7                           | 2,034.3              |
| Securitisation exposures  | 28.2                            | 352.5                | 37.3                            | 466.2                |
| Equity portfolios in the banking book under the simple risk weight approach | 21.0                            | 263.0                | 27.7                            | 346.8                |
| Other non credit-obligation assets  | 272.0                           | 3,400.4              | 494.9                           | 6,185.8              |
| Other own fund requirement  | 73.8                            | 922.5                | 203.0                           | 2,538.0              |
| <b>Total Credit Risk</b>  | <b>4,212.8</b>                  | <b>52,659.4</b>      | <b>3,877.8</b>                  | <b>48,472.3</b>      |
| <b>Market Risk</b>  |                                 |                      |                                 |                      |
| Internal models approach - trading book                                     | 13.3                            | 166.1                | 175.2                           | 2,190.3              |
| <b>Total Market risk</b>  | <b>13.3</b>                     | <b>166.1</b>         | <b>175.2</b>                    | <b>2,190.3</b>       |
| <b>Operational risk</b>   |                                 |                      |                                 |                      |
| Advanced measurement approach   | 473.5                           | 5,918.8              | 533.8                           | 6,672.7              |
| <b>Total Operational Risk</b>   | <b>473.5</b>                    | <b>5,918.8</b>       | <b>533.8</b>                    | <b>6,672.7</b>       |
| <b>Total Basel III required Regulatory Capital</b>                          | <b>4,699.5</b>                  | <b>58,744.3</b>      | <b>4,586.8</b>                  | <b>57,335.3</b>      |
| <b>Basel I floor<sup>1</sup></b>  | <b>6,577.1</b>                  | <b>82,213.8</b>      | <b>6,262.1</b>                  | <b>78,276.7</b>      |

<sup>1</sup> The floor is 80% of Basel I required Regulatory Capital





**ING Belgium nv/sa**

Avenue Marnix / Marnixlaan 24

B-1000 Brussels

Belgium

[www.ing.be](http://www.ing.be)

Register of legal persons n° 0403 200 393

