



ING's approach to sustainability

June 2022

ING is a global bank and a recognized leader in sustainable finance

About ING



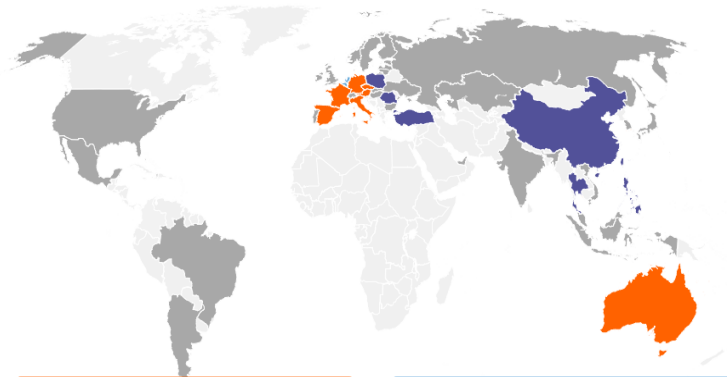
>40 countries
around the world



Engages in both
**retail & wholesale
banking**



Our services
include: **Financing,
Advisory &
financial markets
hedging solutions**



Challengers Markets
Australia, France,
Germany, Italy, Spain

- Wholesale banks and digital retail banks with 'direct bank' roots

Market Leaders:
The Netherlands,
Belgium, Luxembourg

- Leading retail & wholesale banks with cross-border customer interaction

**Wholesale Banking
activities only:**
International network
& global franchises

- Extensive international client base across all regions & sector-focused

Growth Markets
Poland, Romania,
Turkey, the Philippines,
stakes in Asia

- Retail and wholesale banks in high growth economies

ING at a glance



>57,000
employees



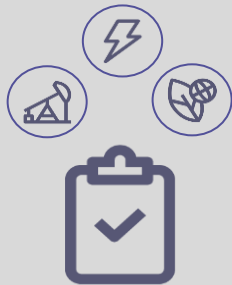
~38 million
customers, clients &
financial institutions

Sustainability at the heart of what ING does

Sustainable Finance is one of the three key sustainability pillars in ING

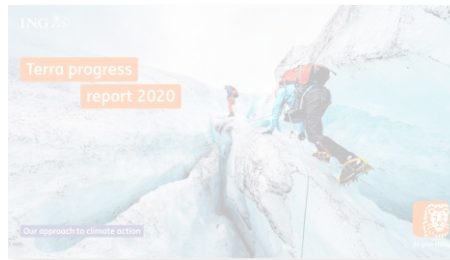
1. E&S Risk Management

- **Evaluates** projects and clients against ING's **Environmental & Social Risk framework**



2. In-house Sustainability

- **Measures, tracks & manages** ING's scope 1, 2, 3 emissions
- **Steer** lending portfolio in line with climate science for a **1.5 degrees world**
- Manages external stakeholders like regulators and shareholders



3. Sustainable Finance

- Leverage on finance to support clients reach **sustainability goals**
- Structure **Green/Social/ Sustainability** loans or bonds when there is eligible green/social projects
- Structure **sustainability-linked** loans or bonds through ESG KPIs



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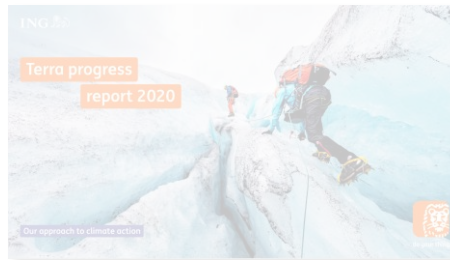
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Banks / asset managers / corporates can use their influence to make positive impact

Through deployment of balance sheet, we choose who we do business with



YES!

- **More renewables**
- **More sustainable finance transactions**
- **No more new oil and gas fields**

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No...

Not aligned with
what ING finances...

Banks / asset managers / corporates can use their influence to make positive impact

Through deployment of balance sheet, we choose who we do business with

YES!

- More renewables
- More sustainable finance transactions
- No more new oil and gas fields

No...

Not aligned with what ING finances...



Yes, but...

Financing and continued financing is contingent on client's improvements in sustainability

A key tool for ING is our unique Terra approach



Actively **steer** ING's €600+ billion lending portfolio towards meeting the **1.5-degree Celsius goal**

Our sectors



Energy



Real Estate



Transport & Logistics



Financial Institutions



Commodities,
Food &
Agriculture



Technology, media,
telecom and
healthcare



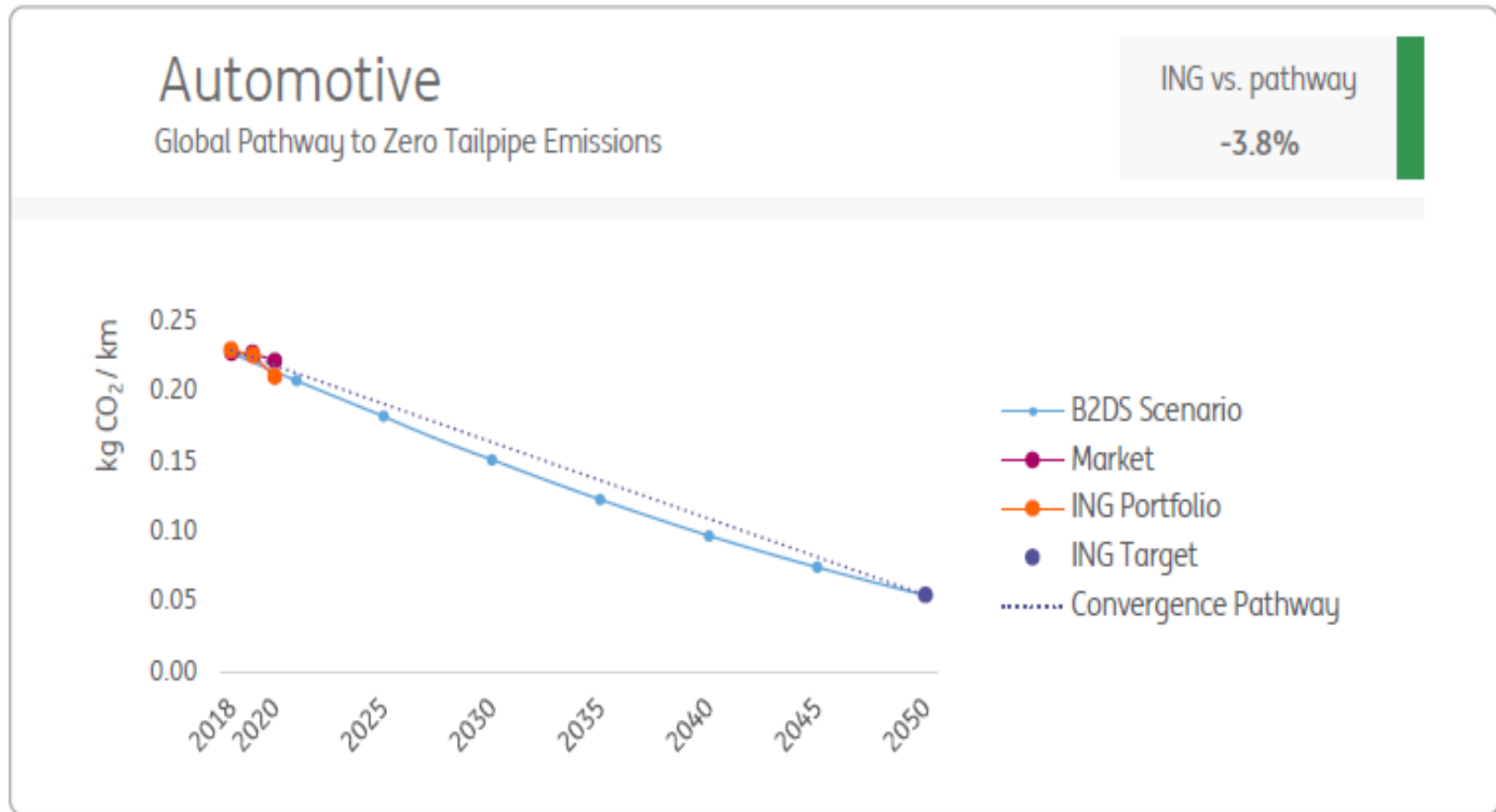
Corporate sector coverage:

(i) Construction, (ii) Manufacturing,
(iii) Retail & FMCG, (iv) Services

* For more information, please visit: <https://www.ing.com/Sustainability/Sustainable-business/Terra-approach.htm>

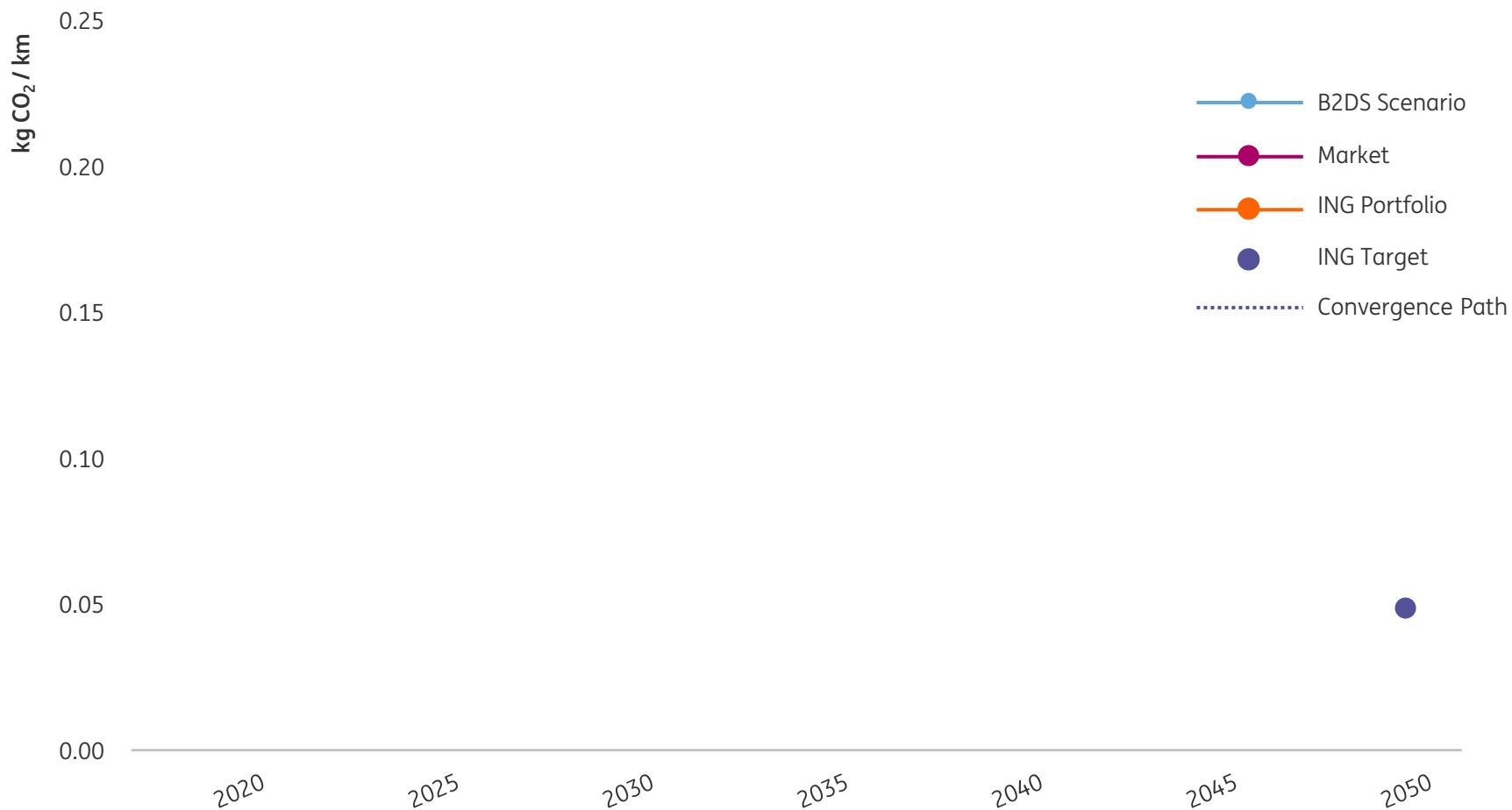
ING's Automotive Loan Book

Global Pathway to Zero Tailpipe Emissions



Automotive Sector

Global Pathway to Zero Tailpipe Emissions



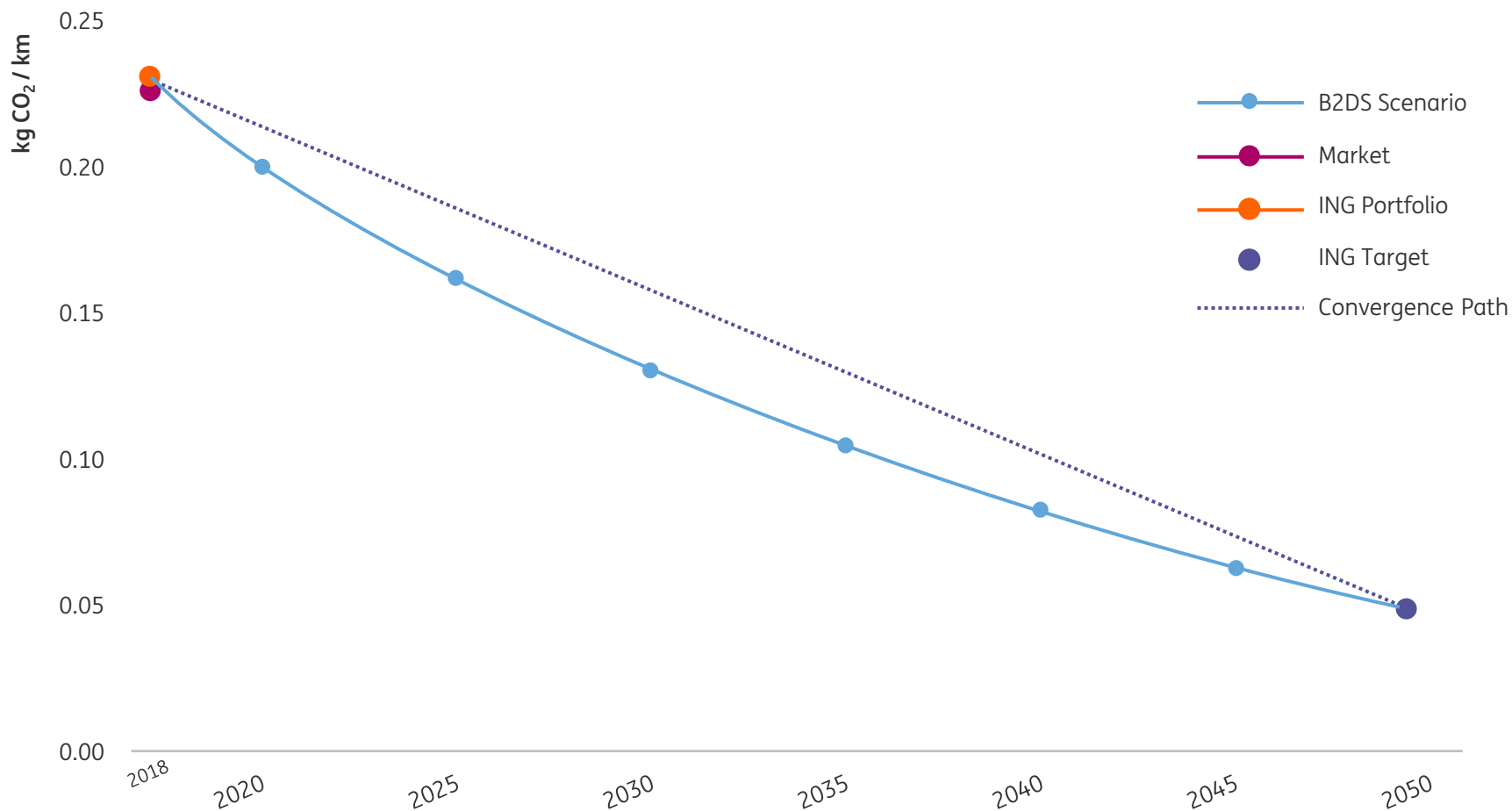
Automotive Sector

Global Pathway to Zero Tailpipe Emissions



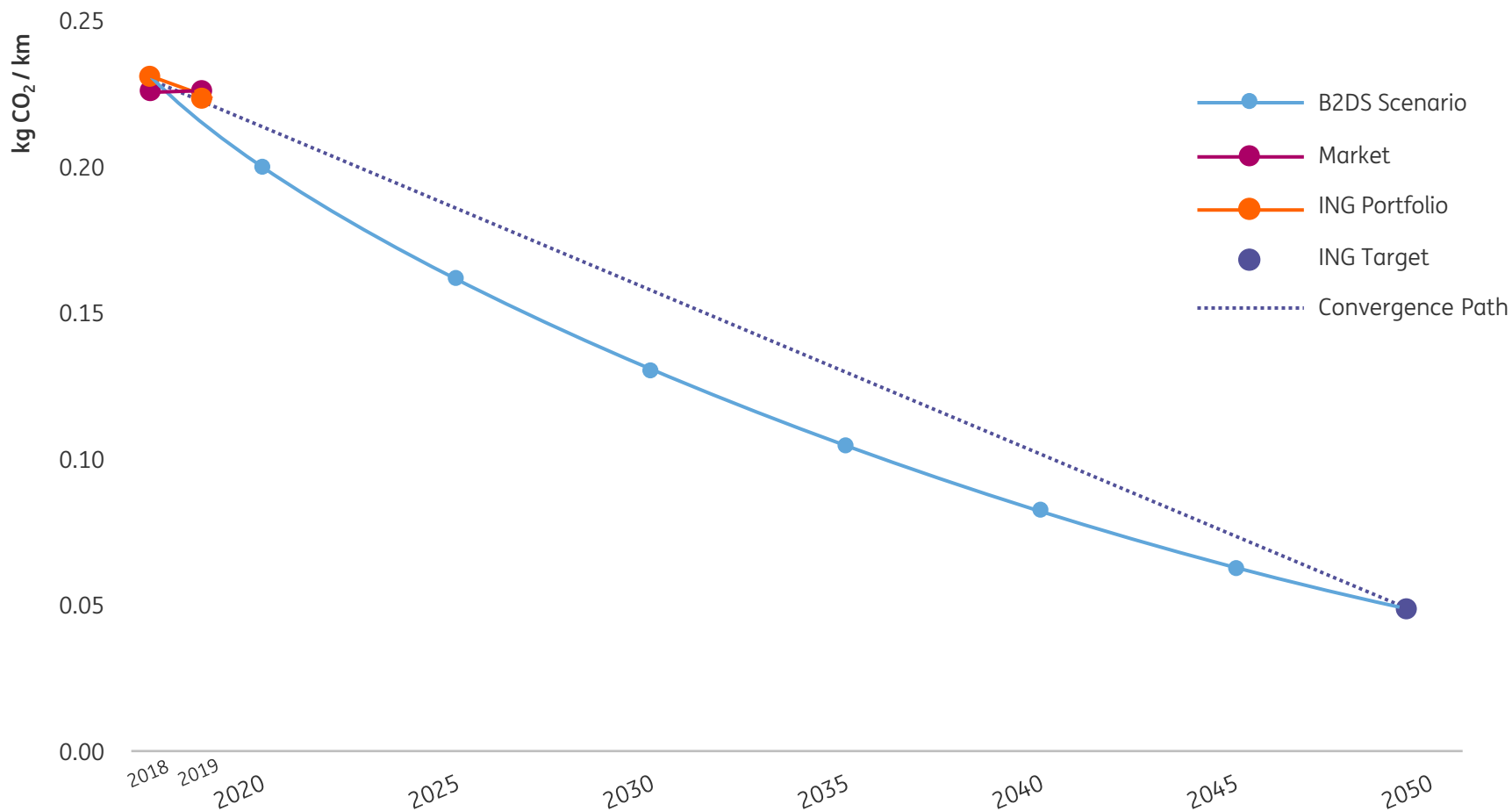
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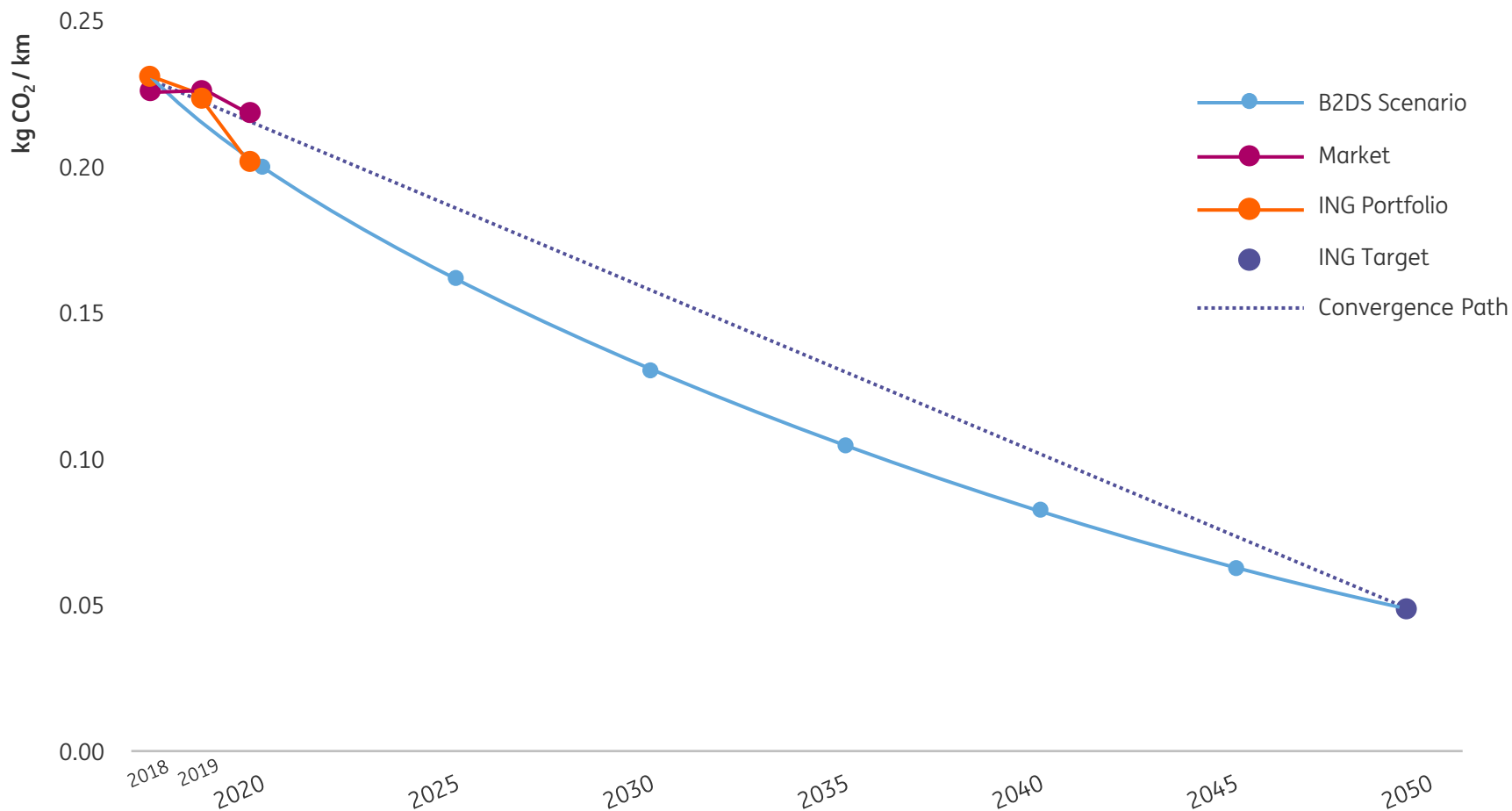
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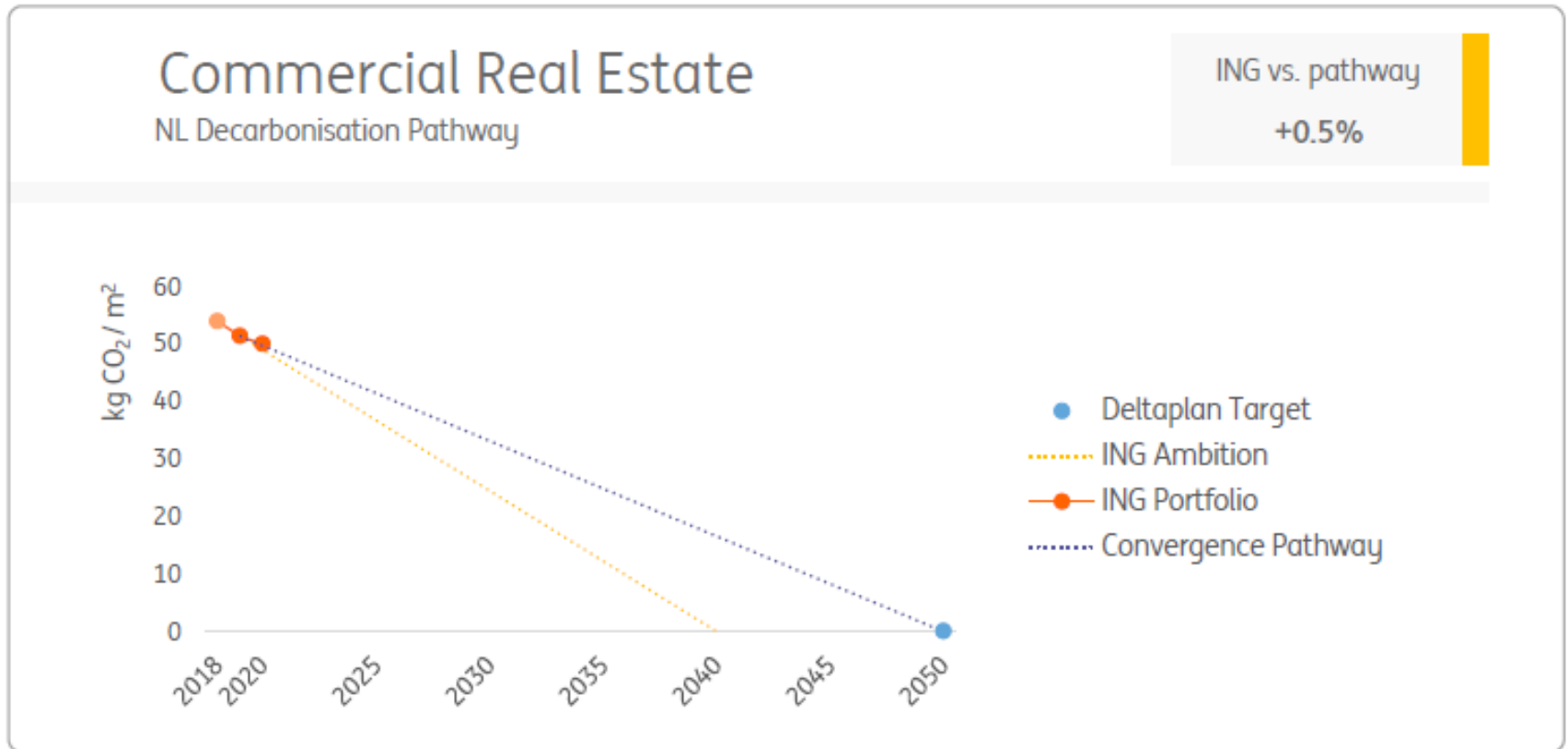


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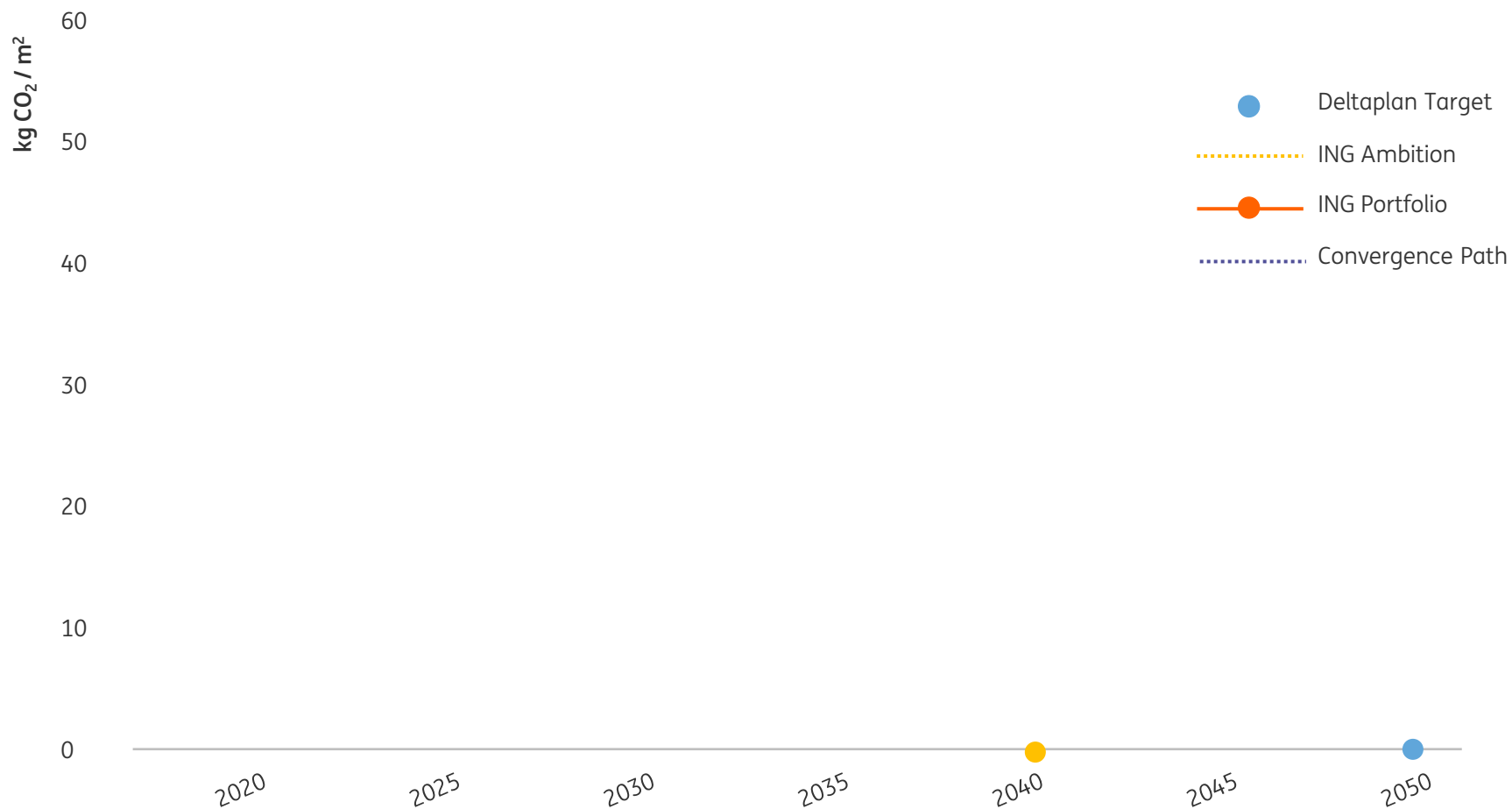


ING NL's Commercial Real Estate Loan Book



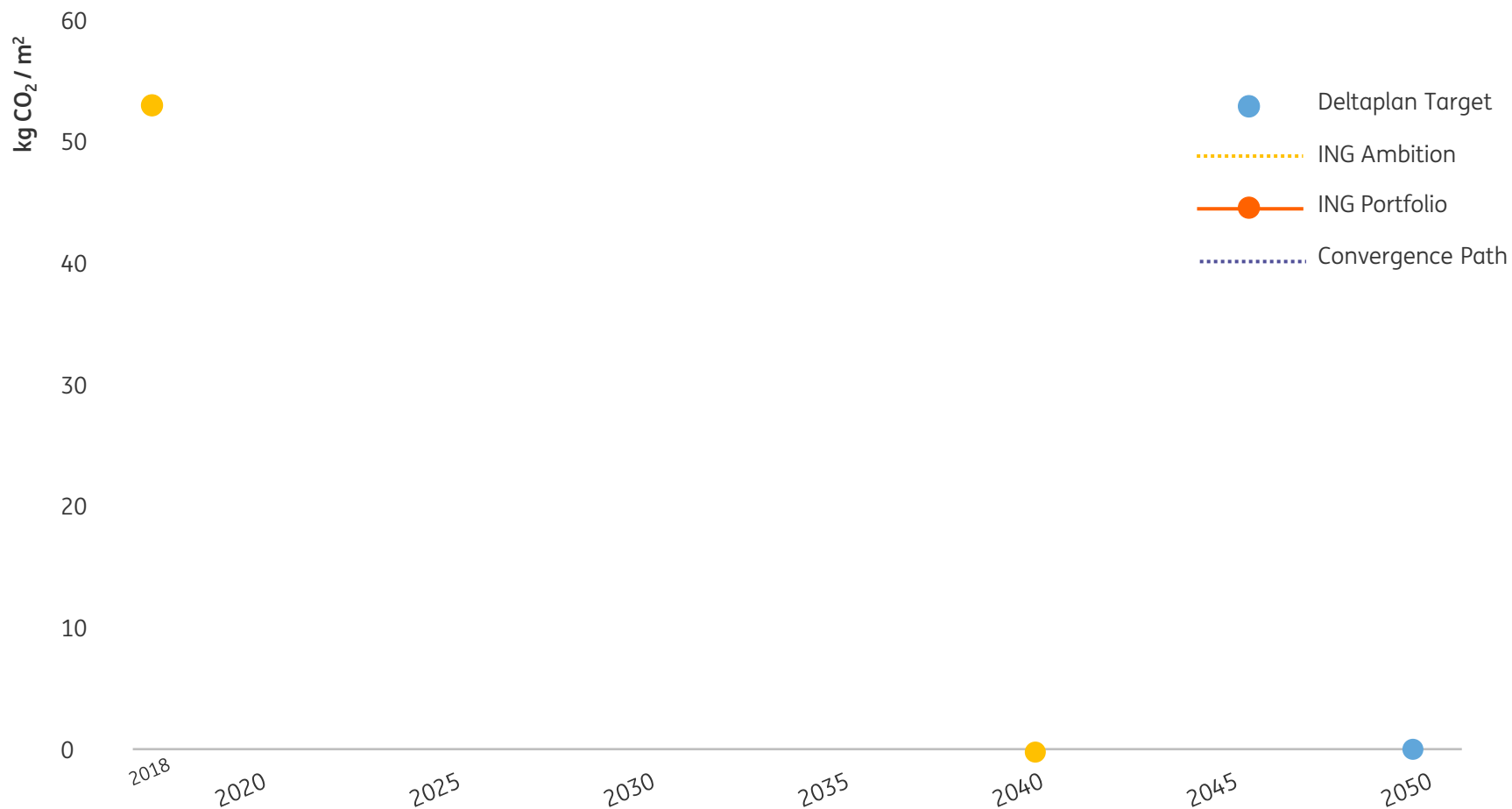
Commercial Real Estate Sector

NL Decarbonisation Pathway



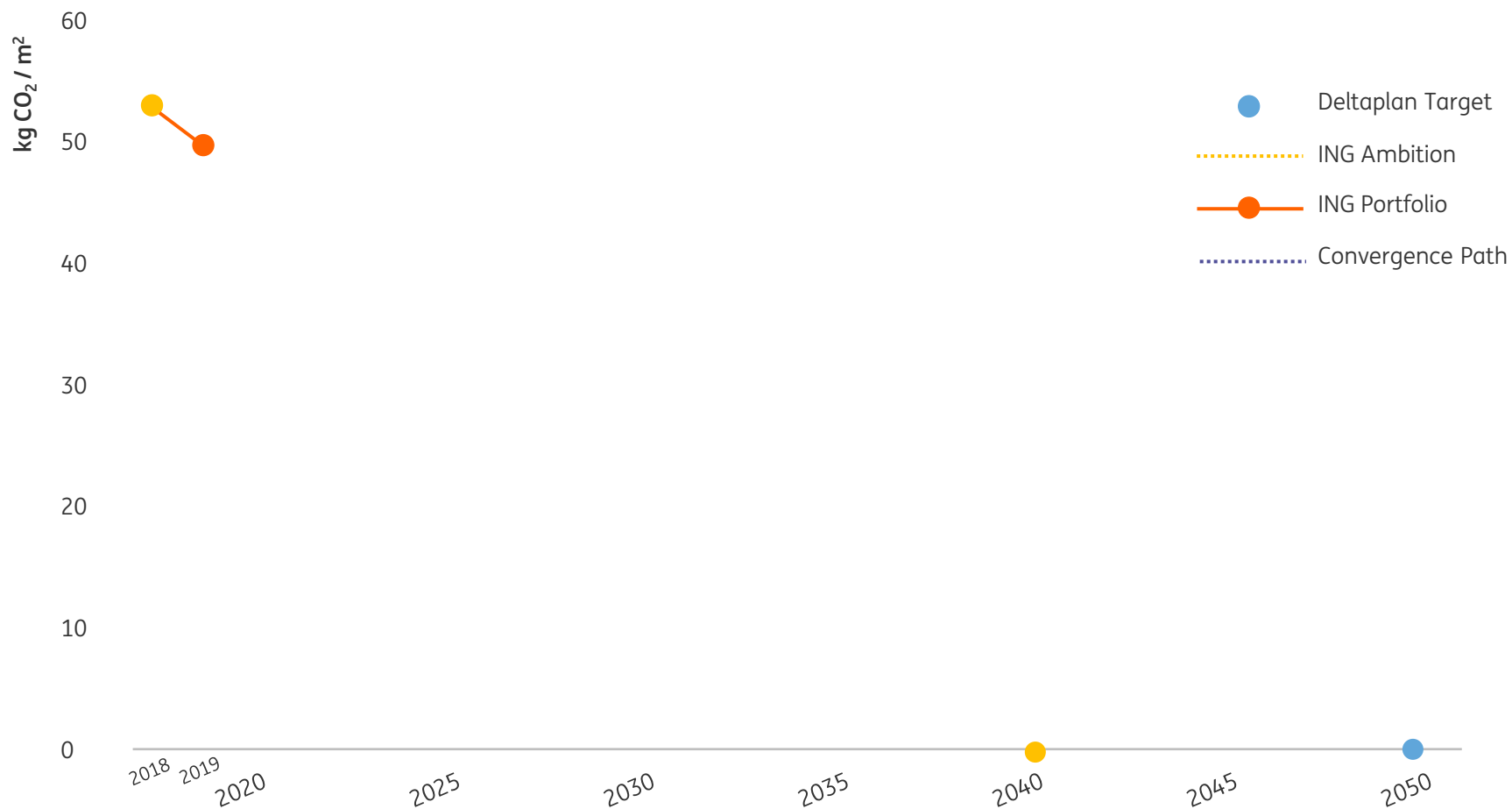
Commercial Real Estate Sector

NL Decarbonisation Pathway



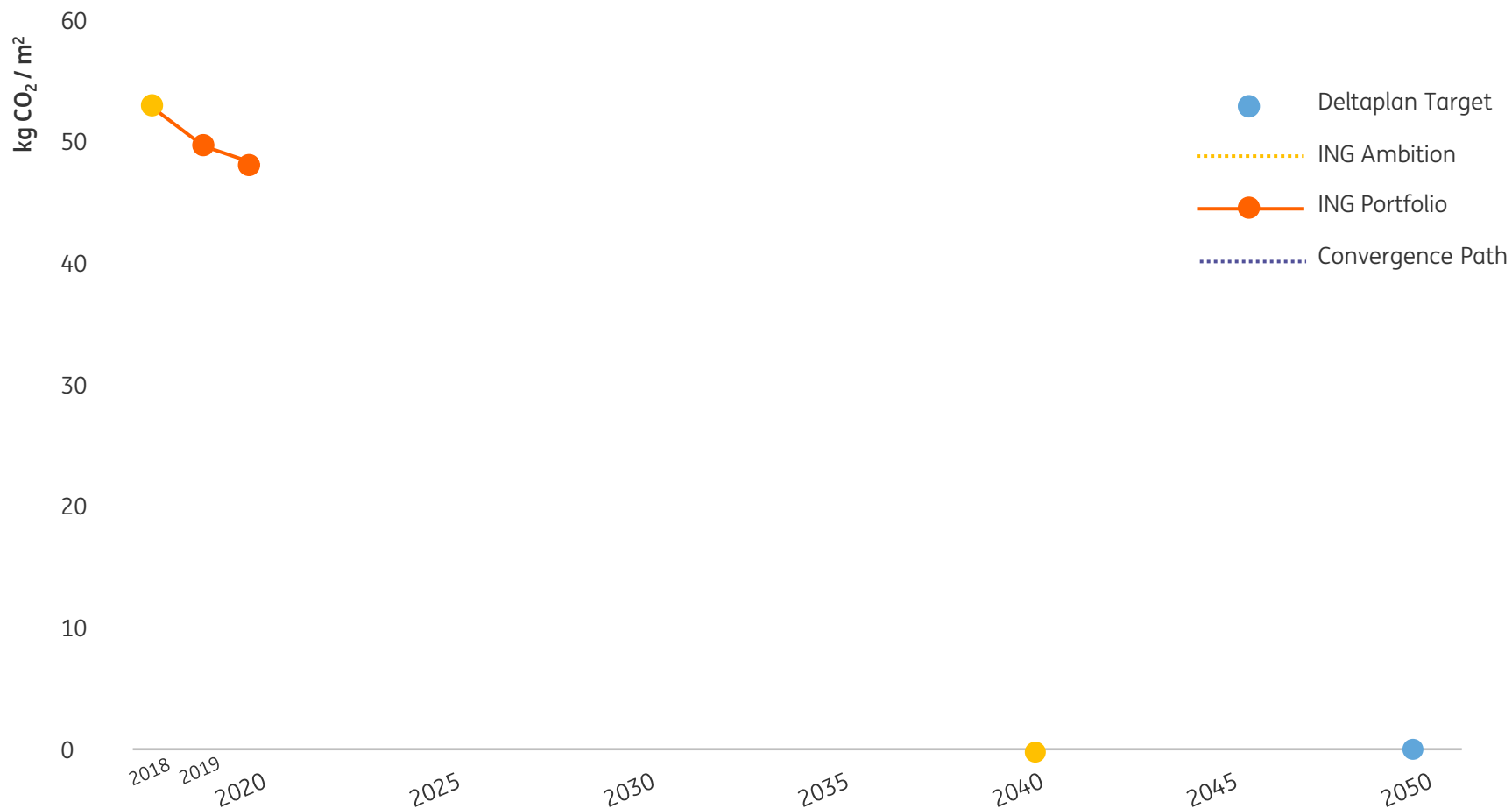
Commercial Real Estate Sector

NL Decarbonisation Pathway



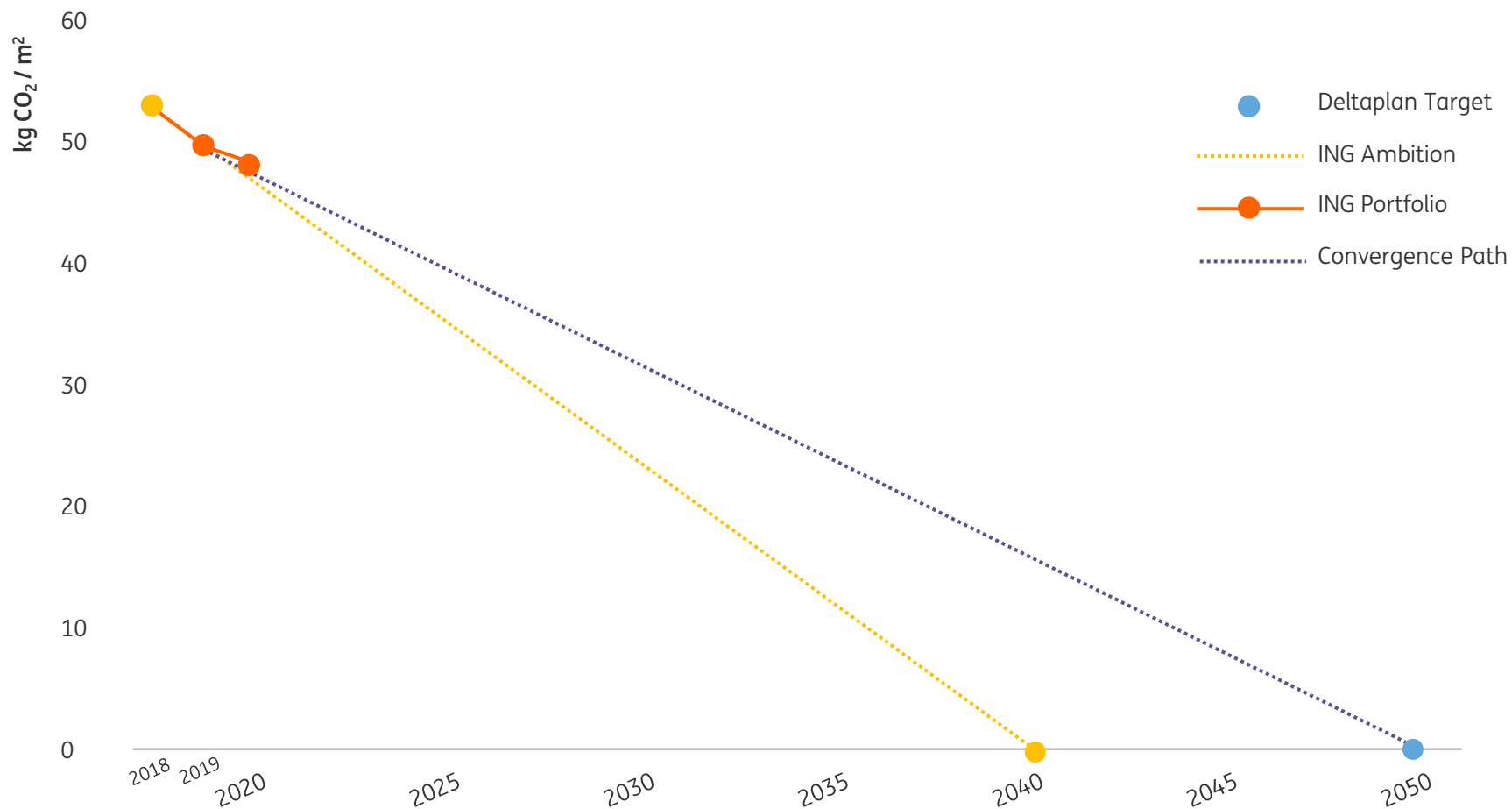
Commercial Real Estate Sector

NL Decarbonisation Pathway



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ING's climate alignment dashboard

Borrowers become more attractive when they are "below the curve"

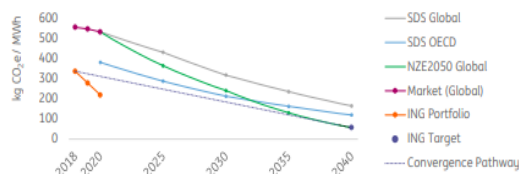
Climate Alignment Dashboard

Portfolio view - Outstandings as of year-end

Power Generation

Global and OECD Decarbonisation Pathways

ING vs. pathway
-29.6%



Upstream Oil & Gas

Absolute Financing Trend Reduction Pathway

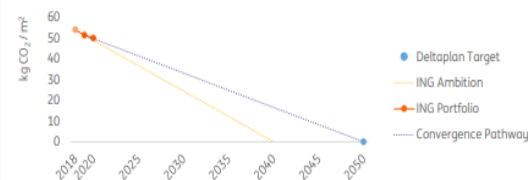
ING vs. NZE2050
-3.6%



Commercial Real Estate

NL Decarbonisation Pathway

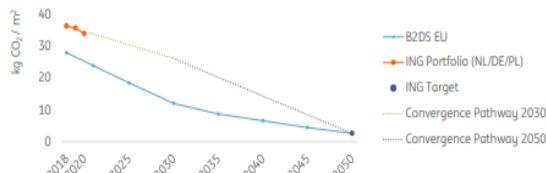
ING vs. pathway
+0.5%



Residential Real Estate

European Union Decarbonisation Pathway

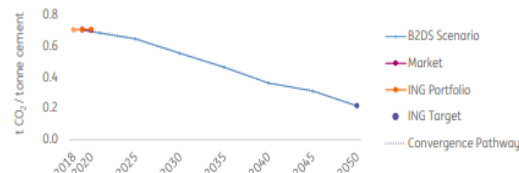
ING vs. pathway
-2.1%



Cement

Global Decarbonisation Pathway

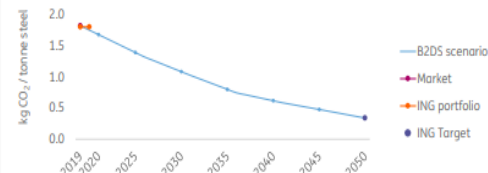
ING vs. pathway
+1.3%



Steel

Global Decarbonisation Pathway

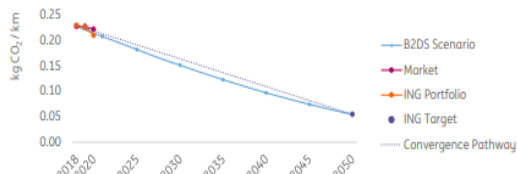
ING vs. scenario
+3.0%



Automotive

Global Pathway to Zero Tailpipe Emissions

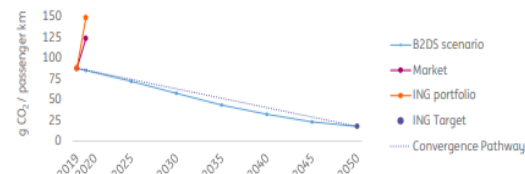
ING vs. pathway
-3.8%



Aviation *

Global Decarbonisation Pathway

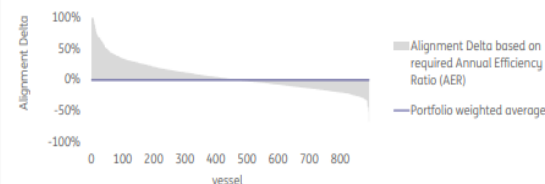
ING vs. pathway
+74.9%



Shipping

Alignment delta 2019YE

alignment delta
-0.4%



* Despite a significant reduction in absolute emissions, the aviation sector experienced a severe fluctuation in CO₂ intensity due to COVID. Please refer to the sector deep-dive for further information.

“

There are only two types of companies:

Those that have embraced sustainability

And those that *will* embrace sustainability”

”