

# Towards Sustainable Finance

October 2018

# We empower people to stay a step ahead in life and in business



#1 Sustainable Bank  
in 2016



"A" rating  
in 2017



Top 9%  
on Climate A-list



Top 8% in  
Banks categories



# ING's positive impact, sustainable finance offerings are growing

## Green, Social, Sustainability Bonds



## Sustainability Improvement Loan



## Green Loan



## Other ING sustainable finance products

Sustainable Supply Chain Finance

Sustainability Ratings Advisory

Sustainable Investment

Circular Product as a Service (PaaS)

Sustainable Finance Collective Asia (SFCA)

Impact Finance

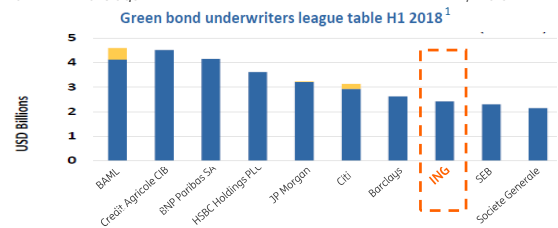
# ING has successfully linked issuers with top notch sustainable investors

## Sustainability/social/green bond transactions

<b>Korea 10/18</b> <b>Korea Housing Finance Corporation</b> Social Covered Bond in Progress  Joint Bookrunner	<b>China 09/18</b> <b>China Construction Bank USD 1bn</b> Senior Unsecured Sustainability Bond <b>EUR 500mn</b> Senior Unsecured Green Bond  Joint Bookrunner	<b>France 09/18</b> <b>Groupe BPCE EUR 1250m</b> 0.625% Local Development Senior Unsecured Bond due Sep 2023  Joint Bookrunner	<b>Singapore 08/18</b> <b>Sindicatum Renewable Energy Company Pte Ltd USD 20mn</b> PHP Guaranteed Green Bond  Sole Lead Manager, Green Bond Structuring Advisor, Bookrunner	<b>Austria 06/18</b> <b>Raiffeisen Bank International EUR 500m</b> 0.250% Green Senior Unsecured Notes due July 2021  Joint Bookrunner			
<b>Norway 06/18</b> <b>DNB Boligkreditt AS EUR 1.5bn</b> 0.625% Norwegian Green covered Bonds due June 2025  Sole Green Structurer & Joint Bookrunner	<b>Netherlands 05/18</b> <b>TenneT EUR 500m</b> 1.375% Fixed Green due June 2028 <b>EUR 750m</b> 2.000% Fixed Green due June 2034  Joint Bookrunner	<b>Spain 04/18</b> <b>Caja Rural de Navarra EUR 500m</b> 0.875% Covered Bonds due May 2025  Joint Bookrunner	<b>France 03/18</b> <b>Prologis Intl Funding II SA EUR 300m</b> 1.750% Fixed Rate Notes due Mar 2028  Joint Bookrunner	<b>Germany 03/18</b> <b>Volkswagen Immobilien EUR 107m</b> Green SSD multiple tranches, ranging from 5 to 15yr  Joint Bookrunner			
<b>Belgium 02/18</b> <b>Kingdom of Belgium EUR 4.5bn</b> 1.250% Green Senior Unsecured Notes due Apr 2023  Joint Bookrunner	<b>Spain 02/18</b> <b>Autonomous Community of Madrid EUR 1bn</b> 1.773% Senior Unsecured Notes due Feb 2028  Joint Bookrunner	<b>Norway 01/18</b> <b>SpareBank 1 Boligkreditt EUR 1bn</b> 0.500% Norwegian Green Covered Bonds due Jan 2025  Sole Green Structurer & Joint Bookrunner	<b>Singapore 01/18</b> <b>Sindicatum Renewable Energy Company Pte Ltd USD40mm dual - tranche</b> INR Guaranteed Green bonds  Sole Lead Manager and Bookrunner	<b>Italy 01/18</b> <b>Enel EUR 1.25bn</b> 1.125% Green Bond due Sep 2026  Joint Bookrunner	<b>France 01/18</b> <b>Engie EUR 1.0bn</b> 1.375% Green hybrid NCS.25  Joint Bookrunner	<b>Germany 12/17</b> <b>LBBW EUR 750m</b> 0.200% Green Senior Unsecured Notes due Dec 2021  Joint Structurer & Bookrunner	<b>Finland 11/17</b> <b>Fingrid OYJ EUR 100m</b> 1.125% 10Y Green Bond  Joint Bookrunner
<b>United States 11/17</b> <b>Toyota Motor Credit Corp EUR600m</b> 0.00% Long 3yr Fixed Rate Green Notes due 2021 <b>EUR600m</b> 0.625% 7yr Fixed Rate Notes due 2024  Joint Bookrunner	<b>China 11/17</b> <b>China Development Bank EUR 1bn</b> 0.375% Senior Green bond due Nov 2021  Joint Bookrunner	<b>Spain 11/17</b> <b>Iberdrola EUR 1bn</b> 1.875% Green Hybrid Perp - NCS.5 Notes  Joint Bookrunner	<b>Germany 09/17</b> <b>MANN+HUMMEL EUR400m</b> Green SSD  Joint Bookrunner	<b>UK 07/17</b> <b>Anglian Water GBP 250m</b> 1.625% Fixed Rate Notes due 2025  Joint Bookrunner	<b>Singapore 07/17</b> <b>DBS Group Holdings Limited US\$500mn Green Bond</b> Senior Unsecured FRN due 2022  Joint Bookrunner	<b>Austria 07/17</b> <b>Kommunalkredit Austria AG EUR 300m</b> 0.375% Social Covered Bonds due Jul 2021  Joint Bookrunner	<b>Spain 03/17</b> <b>Comunidad de Madrid EUR 700m</b> 0.747% Fixed Rate Notes due 2022  Structurer
<b>Netherlands 03/17</b> <b>TenneT EUR 1.0bn</b> 2.995% Green Hybrid Prep RIC7.1 Notes  Joint Bookrunner	<b>France 03/17</b> <b>Engie SA EUR 700m</b> 0.875% 7yr Green Fixed Rate Note <b>EUR 800m</b> 1.500% 11yr Green Fixed Rate Note  Joint Bookrunner	<b>Switzerland 01/17</b> <b>Repower EUR 50m</b> Fixed rate, 7 & 8yr tranches  Lead Structurer	<b>Germany 12/16</b> <b>Alpha Trains Finance S.A. EUR 250m</b> Senior Secured Green Floating Rate Notes  Joint Placement Agents	<b>Spain 11/16</b> <b>Iberdrola S.A. EUR 750m</b> 1.000% Green Fixed Rate Notes due March 2024  Joint Bookrunner	<b>France 10/16</b> <b>EDF SA EUR 1.75bn</b> 1.000% 10yr Green Fixed Rate Notes due 2026  Joint Bookrunner	<b>China 07/16</b> <b>Bank of China Ltd Senior Green Bond Notes US\$2.25bn</b> US\$700m Floating Rate Notes Due 2019 US\$500m Fixed Rate Notes Due 2019 US\$1bn Fixed Rate Notes Due 2021 <b>EUR500m</b> EUR500m Fixed Rate Notes due 2021  Joint Bookrunner	

EUR Green bond league table 2018  
 (Source: Bloomberg, period: 1<sup>st</sup> Jan 2018 – 3<sup>rd</sup> Oct 2018)

Rank	Bookrunner	Credited Volume (€m)	No. of issues
1	Credit Agricole CIB	3,748.19	19
2	BNP Paribas	3,649.31	17
3	ING Group	2,111.74	10
4	Natixis	1,841.67	9
5	JP Morgan	1,834.66	9
6	Societe Generale	1,683.58	8
7	Citi	1,536.36	7
8	HSBC	1,455.30	13
9	UniCredit	1,453.41	11
10	Barclaus	1,120.32	4




- Green bond
- Social bond
- Sustainability bond

Footnote:  
 1. Source: Climate Bonds Initiatives

# Successfully completed 20+ Sustainability Improvement Loans and Green Loans since 2017

Ranked 2<sup>nd</sup> place on 2018YTD Bloomberg Global Green Loans League Table<sup>1</sup>

<p>Singapore 09/18</p> <p><b>Frasers Property</b> SGD 1.2bn Syndicated Secured Green Loan Facility</p>  <p>Joint green loan coordinator, Mandated Lead Arranger Real Estate</p>	<p>Australia 06/18</p> <p><b>Macquarie Group</b> GBP 500m Syndicated Green Loan Facility</p>  <p>Joint green structuring Advisor, Mandated Lead Arranger and Bookrunner Financial Institutions</p>	<p>Netherlands 05/18</p> <p><b>Royal DSM</b> EUR 1bn Sustainability Improvement Syndicated RCF</p>  <p>Sustainability Coordinator, BMLA Health and nutrition</p>	<p>UK 05/18</p> <p><b>Renewi plc</b> EUR 550m Sustainability Improvement Syndicated RCF</p>  <p>Joint Sustainability Coordinator, BMLA Waste Management</p>	<p>Russia 04/18</p> <p><b>Polymetal</b> USD 80m Sustainability Improvement Bilateral RCF</p>  <p>Sole Lender Metals and Mining</p>	<p>Switzerland 04/18</p> <p><b>Adecco</b> EUR 600m Sustainability Improvement Loan</p>  <p>Sustainability Coordinator, BMLA Support Services</p>
<p>France 04/18</p> <p><b>Gecina</b> EUR 150m Sustainability Improvement Loan</p>  <p>Sole Lender Real Estate</p>	<p>Singapore 03/18</p> <p><b>Olam International Limited</b> USD 500m Sustainability Improvement Loan</p>  <p>Sustainability Coordinator Agri-business</p>	<p>France 12/17</p> <p><b>Casino Guichard Perrachon</b> EUR 50m Sustainability Improvement Loan</p>  <p>Sole Lender Retail</p>	<p>Singapore 11/17</p> <p><b>Wilmar</b> Sustainability Improvement Bilateral RCF</p>  <p>Sole Lender Food Products</p>	<p>Spain 10/17</p> <p><b>Abertis</b> EUR 100m Sustainability Improvement Bilateral RCF</p>  <p>Sole Lender Infrastructure</p>	<p>Belgium 10/17</p> <p><b>Société Financière des Caoutchoucs</b> EUR 15m Sustainability Improvement Bilateral Term Loan</p>  <p>Sole Lender Palm Oil and Rubber</p>
<p>Belgium 10/17</p> <p><b>bpost SA</b> EUR 300m Sustainability Improvement Syndicated RCF</p>  <p>Joint Sustainability Coordinator, Sole Agent &amp; BMLA Transport and Logistics</p>	<p>Spain 07/17</p> <p><b>Gas Natural</b> EUR 330m Sustainability Improvement Bilateral RCF</p>  <p>Sole Lender Utilities, Power &amp; Renewables</p>	<p>Switzerland 06/17</p> <p><b>Barry Callebaut</b> EUR 750m Sustainability Improvement Syndicated RCF</p>  <p>Sustainability Coordinator Consumer goods</p>	<p>Netherlands 04/17</p> <p><b>Royal Philips</b> EUR 1bn Sustainability Improvement Syndicated RCF</p>  <p>Sustainability Coordinator &amp; BMLA Technology</p>	<p>Switzerland 04/17</p> <p><b>LafargeHolcim</b> Sustainability Improvement Bilateral RCF</p>  <p>Sole Lender Construction, Engineering, Infra &amp; Real Estate</p>	<p>France 03/17</p> <p><b>Électricité de France</b> EUR 150m Sustainability Improvement Bilateral RCF</p>  <p>Sole Lender Utilities, Power &amp; Renewables</p>

 **Global Capital Green/SRI Loan of the year**

Footnote:  
1. Period: 1<sup>st</sup> Jan 2018 – 3<sup>rd</sup> Oct 2018

