

## **ING strengthens distribution partnership with Japan Post Group**

ING today announced that ING Life Japan ("ING LJ"), its insurance unit in Japan, has reached an agreement to distribute life insurance products through Japan Post Group. Under the terms of the agreement, Japan Post Bank and Japan Post Network will sell ING LJ's single premium variable annuity (SPVA) products from 29 May 2008. In addition, Japan Post Insurance will start selling ING LJ's corporate owned life insurance (COLI) products from 1 June 2008.

The partnership will enable ING to increase top line growth in Japan, one of the world's largest life insurance markets, and further extend ING's existing distribution reach of 50 banks and securities houses for SPVA products and nearly 6,000 independent agents for COLI products. ING LJ will work closely with the Japan Post Group to provide innovative insurance solutions to its customers.

Mr. Hans van der Noordaa, Chairman of ING Insurance Asia/Pacific and member of the ING Group Executive Board, stated: "We are delighted that ING has been selected as a partner for the Japan Post Group. This partnership is in line with ING's growth strategy to extend its footprint in the fast growing Asian market by strengthening and expanding its distribution reach. It also underscores our long-term commitment to the Japanese market."

ING LJ launched its business in 1986 as the first European life insurance company in Japan and was the first company to introduce variable annuity products to the Japanese market. Today, ING LJ one of the leading providers of SPVA and COLI products in Japan.

Japan Post Bank, Japan Post Network and Japan Post Insurance are all part of Japan Post Group, and are privatized entities formed following the privatization of the former Government postal service.

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### **Profile ING**

ING is a global financial institution of Dutch origin offering banking, insurance and asset management to over 75 million private, corporate and institutional clients in more than 50 countries. With a diverse workforce of about 125,000 people, ING comprises a broad spectrum of prominent companies that increasingly serve their clients under the ING brand.