

Building a Solid Franchise in the Philippines



ING Manila is part of ING Wholesale Banking's network, which includes 14 major economies in Asia Pacific, and 40 countries across the world.



Started in 1990 as a representative office and was the first foreign bank to be given a universal bank license in the Philippines in 1996. Today, ING also operates ING Business Shared Services, Inc., the only shared services hub of ING in Asia that supports its global operations.

87

M&A deals

worth **US\$26 Billion**
since 1990



We offer our local and international clients:

- Corporate Finance
- Corporate Lending
- FX, Money Markets and FX/IR Derivatives
- Structured Finance
- Debt Capital Markets
- Bond Trading
- Structured Products and Credit Derivatives

117

Capital Market Issues

worth **>US\$28 Billion**
since 1990



Best Bank in the World 2017

Awarded by international publication *Global Finance*



Best Global Bank 2016

Awarded by international publication *The Banker*

#1

Fixed Income House for 14 consecutive years (2004-2017) by the Fund Managers Association of the Philippines (FMAP)

#1

M&A House for 4 consecutive years (2010-2013) by *The Asset*

Empowering our clients to stay a step ahead in business



PHP11.8 BN
Long-Term Negotiable Certificates of Deposit
Joint Lead Arranger
August 2017



USD265 M
Syndicated Term Loan
Mandated Lead Arranger
March 2017



PHP12.4 BN
Long-Term Negotiable Certificates of Deposit (2 tranches)
Sole Arranger
November 2016/
July 2017




Acquisition of a Stake in South Luzon Thermal Energy Corporation
Financial Advisor
December 2016



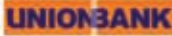
Sole of Stake in Alsons Thermal Energy Corporation
Financial Advisor
June 2017



EUR370 M
Club Term Loan
Mandated Lead Arranger
December 2016



PHP30 BN
Fixed Rate Coupon Bond
Joint Lead Underwriter and Bookrunner
February/March 2017



Search for a Bancassurance Partner
Financial Advisor
August 2016



Supporting the communities - The ING Foundation Philippines, Inc.

Since 2005, the ING Foundation has introduced a range of programs – shelter, education, environment and livelihood – to improve the welfare of children and communities in the country.

These initiatives are supported by various fundraising efforts including donations from the ING Manila Branch, client organizations and ING employees around the world.

ING Village (Baseco, Tondo) since 2005



ING’s flagship project is the ING Village in Baseco, Tondo, Manila, in cooperation with Habitat for Humanity. The project pooled both corporate and personal resources to build and complete what is now a community of 170 houses for the poor families of the locality. The contribution has made ING the single largest builder-sponsor in the community.

ING Village (Calauan, Laguna) since 2010



ING Bank celebrated its 20th year in the Philippines with a one-day running event that raised funds to provide shelter to the families who were informal settlers along the Pasig River until they were displaced by Typhoon Ondoy in 2009. The bank, together with Habitat for Humanity, built the ING Village in Calauan, Laguna.

ING Learning Center since 2005



ING runs a community learning center where 150 children receive weekly tutorial lessons from ING volunteers in coordination with World Vision. Two daycare centers were also donated by the bank. The ING Learning Center has produced several elementary students who have graduated with honors.

ING Scholarships since 2010



ING Bank supports access to education by providing scholarships to underprivileged but deserving students from the ING Learning Center. With the help of World Vision, students who have shown great potential in both academics and character are honed to become child leaders and given the chance to pursue their education in high school, college, or post-high school (i.e., technological-vocational schools).



ING piloted the Orange Bike Project in the Philippines in 2013. The Asia-wide CSR program gave 5,000 underprivileged kids custom-made bicycles. With these Orange Bikes, they no longer have to walk long distances to get to school, thus improving their school attendance and academic performance. ING received the “Top Community Care Companies in Asia” award at the Asia Corporate Excellence and Sustainability Awards 2016, partly in recognition of this project.



ING sponsors the ING FINEX CFO of the Year Award (now on its 11th year)

