ING U.S.Quarterly Investor Supplement

December 31, 2013

This report should be read in conjunction with ING U.S Inc's Annual Report on Form 10-K for the year ended December 31, 2013. ING U.S.'s Annual Reports on Form 10-K, and Quarterly Reports on Form 10-Q, can be accessed upon filing at the Securities and Exchange Commission's website at www.sec.gov, and at ING U.S.'s website at investors.ing.us. All information is unaudited.

ING U.S.

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Explanatory Note on Non-GAAP Financial Information

Operating earnings before income taxes is a financial measure we use to evaluate segment performance. Operating earnings before income taxes is a non-GAAP financial measure and does not replace net income (loss) as the GAAP measure of our results of operations. Each segment's operating earnings before income taxes is calculated by adjusting income (loss) before income taxes for the following items:

- Net investment gains (losses), net of related amortization of DAC, VOBA, sales inducements and unearned revenue. Net investment gains (losses) include gains (losses) on the sale of securities, impairments, changes in the fair value of investments using the fair value option ("FVO") unrelated to the implied loan-backed security income recognition for certain mortgage-backed obligations and changes in the fair value of derivative instruments, excluding realized gains (losses) associated with swap settlements and accrued interest;
- Net guaranteed benefit hedging gains (losses), which include changes in the fair value of derivatives related to guaranteed benefits, net of related reserve increases (decreases) and net of related amortization of DAC, VOBA and sales inducements, less the estimated cost of these benefits. The estimated cost, which is reflected in operating results, reflects the expected cost of these benefits if markets perform in line with our long-term expectations and includes the cost of hedging. All other derivative and reserve changes related to guaranteed benefits are excluded from operating results, including the impacts related to changes in our nonperformance spread;
- Income (loss) related to business exited through reinsurance or divestment;
- Income (loss) attributable to noncontrolling interests;
- Income (loss) related to early extinguishment of debt;
- Impairment of goodwill, value of management contract rights and value of customer relationships acquired;
- Immediate recognition of net actuarial gains (losses) related to our pension and other postretirement benefit obligations and gains (losses) from plan amendments and curtailments; and
- Other items, including restructuring expenses (severance, lease write-offs, etc.), integration expenses related to our acquisition of CitiStreet and certain third-party expenses and deal incentives related to the divestment of ING U.S. by ING Group.

Explanatory Note on Non-GAAP Financial Information

Adjusted operating earnings is also a non-GAAP financial measure. This measure excludes from operating earnings before income taxes the following items:

- DAC/VOBA and other intangibles unlocking
  - DAC/VOBA and other intangibles unlocking can be volatile, so excluding the effect of this can improve period to period comparability
- Investment portfolio restructurings implemented in 2012
  - The investment portfolio restructurings in 2012 reduced the run-rate level of investment income, and we believe that such effects are not reflective of the performance of our Ongoing Business
- The net gain included in operating earnings in the third and fourth quarters of 2013 from a distribution of cash and securities in conjunction with a Lehman Brothers bankruptcy settlement and the losses as a result of the decision to dispose of certain Low Income Housing Tax Credit partnerships ("LIHTC") as a means of exiting this asset class
- Interest expense related to debt in our Corporate segment

We report Ongoing Business adjusted operating ROE and adjusted operating ROC because we believe these measures are useful indicators of how effectively we use capital resources allocated to our Ongoing Business. The most directly comparable GAAP measure to adjusted operating ROE and adjusted operating ROC is return on equity. For a reconciliation of these non-GAAP measures to return on equity, see the tables that accompany the VOYA Press Release.

In addition to book value per share including accumulated other comprehensive income (AOCI), we also report book value per share excluding AOCI and shareholders' equity excluding AOCI. Included in AOCI are investment portfolio unrealized gains or losses. In the ordinary course of business we do not plan to sell most investments for the sole purpose of realizing gains or losses, and book value per share excluding AOCI and shareholders' equity excluding AOCI provide a measure consistent with that view.

Our Closed Block Variable Annuity segment is managed to focus on protecting regulatory and rating agency capital rather than achieving operating metrics and, therefore,we exclude its results of operations from operating earnings before income taxes. When we present the adjustments to Net Income (loss) before income taxes on a consolidated basis, each adjustment excludes the relative portions attributable to our Closed Block Variable Annuity segment.

The most directly comparable GAAP measure to operating earnings before income taxes is net income (loss) before income taxes. For a reconciliation of operating earnings before income taxes to income (loss) before income taxes, refer to the "Consolidated Earnings Before Income Taxes" page in this document. In addition, please refer to "Adjusted Operating Earnings by Segment" for a reconciliation from Total operating earnings before income taxes to Total adjusted operating earnings before income taxes.

Operating revenues is a measure of our segment revenues and a non-GAAP financial measure. We calculate operating revenues by adjusting each segment's total revenue for the following items:

- Net realized investment gains (losses) and related charges and adjustments, which include gains (losses) on the sale of securities, impairments, changes in the fair value of investments using the FVO unrelated to the implied loan-backed security income recognition for certain mortgage-backed obligations and changes in the fair value of derivative instruments, excluding realized gains (losses) associated with swap settlements and accrued interest. These items are net of related amortization of unearned revenue;
- Gain (loss) on change in fair value of derivatives related to guaranteed benefits, which include changes in the fair value of derivatives related to guaranteed benefits, less the estimated cost of these benefits. The estimated cost, which is reflected in operating results, reflects the expected cost of these benefits if markets perform in line with our long-term expectations and includes the cost of hedging. All other derivative and reserve changes related to guaranteed benefits are excluded from operating revenues, including the impacts related to changes in our nonperformance spread;
- Revenues related to businesses exited through reinsurance or divestment;
- Revenues attributable to noncontrolling interests;
- Other adjustments to operating revenues primarily reflect fee income earned by our broker dealers for sales of non-proprietary products, which are reflected net of commission expense in our segments' operating revenues, as well as other items where the income is passed on to third parties.

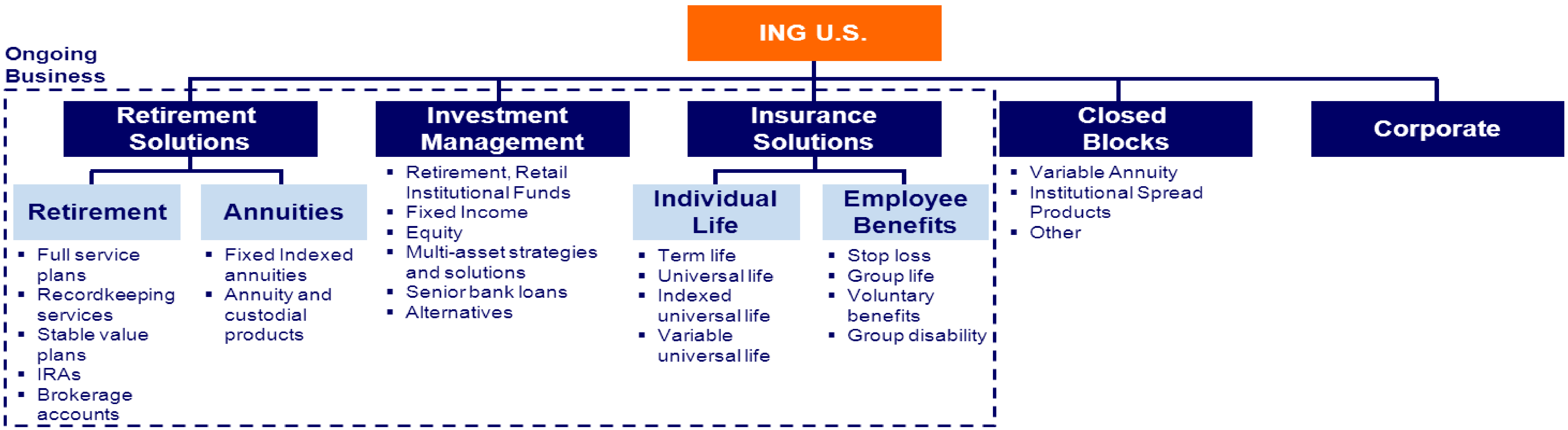
Operating revenues also excludes the revenues of our Closed Block Variable Annuity segment, since this segment is managed to focus on protecting regulatory and rating agency capital rather than generating operating earnings. When we present the adjustments to Total revenues on a consolidated basis, each adjustment excludes the relative portions attributable to our Closed Block Variable Annuity segment.

The most directly comparable GAAP measure to operating revenues is total revenues. For a reconciliation of operating revenue to total revenues, please refer to the "Operating Revenues by Segment" page in this document.

We analyze our Ongoing Business performance based on the sources of earnings. We believe this supplemental information is useful in order to gain a better understanding of our operating earnings (loss) before income taxes for the following reasons: (1) we analyze our business using this information and (2) this presentation can be helpful for investors to understand the main drivers of operating earnings (loss) before income taxes of our ongoing businesses. The sources of earnings are defined as such:

- Investment spread and other investment income consists of net investment income and net realized investment gains (losses) associated with swap settlements and accrued interest, less interest credited to policyholder reserves.
- Fee based margin consists primarily of fees earned on AUM, AUA, and transaction based recordkeeping fees.
- Net underwriting gain (loss) and other revenue contains the following: the difference between fees charged for insurance risks and incurred benefits, including mortality, morbidity, and surrender results, contractual charges for universal life and annuity contracts, the change in the unearned revenue reserve for universal life contracts, and that portion of traditional life insurance premiums intended to cover expenses and profits. Certain contract charges for universal life insurance are not recognized in income immediately, but are deferred as unearned revenues and are amortized into income in a manner similar to the amortization of DAC.
- Administrative expenses are general expenses, net of amounts capitalized as acquisition expenses and exclude commission expenses and fees on letters of credit.
- Trail commissions are commissions paid that are not deferred and thus recorded directly to expense.
- For a detail explanation of DAC/VOBA and other intangibles amortization/unlocking see "Unlocking of DAC/VOBA and other Contract Owner/Policyholder Intangibles" in our SEC filings.

For a reconciliation of the sources of earnings presentation to the line items within operating revenues and operating benefits and expenses, please refer to the "Ongoing Business Sources of Earnings Reconciliation" pages in this document.


ING U.S.
Ongoing Business
Retirement Solutions
Retirement
▪ Full service plans
▪ Recordkeeping services
▪ Stable value plans
▪ IRAs
▪ Brokerage accounts
Annuities
▪ Fixed Indexed annuities
▪ Annuity and custodial products
Investment Management
▪ Retirement, Retail Institutional Funds
▪ Fixed Income
▪ Equity
▪ Multi-asset strategies and solutions
▪ Senior bank loans
▪ Alternatives
Insurance Solutions
Individual Life
▪ Term life
▪ Universal life
▪ Indexed universal life
▪ Variable universal life
Employee Benefits
▪ Stop loss
▪ Group life
▪ Voluntary benefits
▪ Group disability
Closed Blocks
▪ Variable Annuity
▪ Institutional Spread Products
▪ Other
Corporate

ING U.S.
Key Metrics

(in millions USD, except for per share data)	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Operating earnings before income taxes - Ongoing Business	**352.2**	**484.2**	**306.8**	**285.4**	**228.9**	**1,428.6**	**990.9**
Operating earnings before income taxes - ING U.S.	**304.9**	**435.0**	**272.0**	**256.7**	**209.1**	**1,268.6**	**918.3**
Net income (loss)	**653.7**	**447.7**	**(85.3)**	**(225.5)**	**(106.9)**	**790.6**	**611.2**
Net income (loss) attributable to noncontrolling interest	105.6	101.1	(3.1)	(13.5)	(84.2)	190.1	138.2
Net income (loss) available to ING U.S. Inc.'s common shareholders	**548.1**	**346.6**	**(82.2)**	**(212.0)**	**(22.7)**	**600.5**	**473.0**
Ongoing Business adjusted operating return on equity [1]	**10.9%**	**10.3%**	**10.4%**	**9.5%**	**N/A**	**10.3%**	**8.3%**
Debt to Capital (Excluding AOCI)	**23.5%**	**24.5%**	**26.2%**	**27.2%**	**27.3%**	**23.5%**	**27.3%**
Per Share Data:							
Operating earnings per share (Diluted)	**0.75**	**1.08**	**0.71**	**0.73**	**0.59**	**3.27**	**2.60**
Net income (loss) available to ING U.S., Inc.'s common shareholders per common share:							
Basic	**2.10**	**1.33**	**(0.33)**	**(0.92)**	**(0.10)**	**2.40**	**2.06**
Diluted	**2.08**	**1.32**	**(0.33)**	**(0.92)**	**(0.10)**	**2.38**	**2.06**
Total ING U.S. Inc. Shareholders' Equity - Excluding AOCI	**11,423.1**	**10,820.0**	**10,383.8**	**9,938.3**	**10,164.2**	**11,423.1**	**10,164.2**
Book value per share (Excluding AOCI)	**43.65**	**41.49**	**39.82**	**43.21**	**44.19**	**43.65**	**44.19**
Weighted-average common shares outstanding (in millions)							
Basic	261.1	260.8	250.3	230.0	230.0	250.6	230.0
Diluted	263.3	262.3	250.3	230.0	230.0	251.8	230.0
Ending shares outstanding (in millions)	261.7	260.8	260.8	230.0	230.0	261.7	230.0

[1] Assumes debt-to-capital ratio of 25% for all time periods presented, a weighted average pre-tax interest rate of 5.5% for all periods prior to the third quarter of 2013, when the company completed recapitalization, and the actual weighted average pre-tax interest rate for all periods starting with the third quarter of 2013.

ING U.S.
Adjusted Operating Return on Capital and Return on Equity

(in millions USD, unless otherwise indicated)	Retirement Solutions: Retirement	Retirement Solutions: Annuities	Investment Management	Insurance Solutions: Individual Life	Insurance Solutions: Employee Benefits	Ongoing Business	Closed Block Variable Annuity	Corporate and Other Closed Blocks	Consolidated
Year Ended December 31, 2013									
Beginning Capital [1] [2]	3,822	1,810	303	2,760	362	9,057	5,066	(150)	13,973
Ending Capital [2]	4,007	1,713	302	2,848	346	9,216	3,119	2,603	14,938
Average Capital [3]	3,915	1,762	303	2,804	354	9,137	4,092	1,226	14,455
Adjusted operating earnings before interest and after income taxes	349.2	128.0	107.2	136.7	66.5	787.6	-	10.6	798.2
Adjusted Operating Return on Capital	**8.9%**	**7.3%**	**35.4%**	**4.9%**	**18.8%**	**8.6%**	**-**	**N/M**	**5.5%**
Adjusted Operating Return on Equity [4]						**10.3%**			

(in millions USD, unless otherwise indicated)	Retirement Solutions: Retirement	Retirement Solutions: Annuities	Investment Management	Insurance Solutions: Individual Life	Insurance Solutions: Employee Benefits	Ongoing Business	Closed Block Variable Annuity	Corporate and Other Closed Blocks	Consolidated
Year Ended December 31, 2012									
Beginning Capital [2]	4,333	2,471	275	2,545	413	10,037	3,452	311	13,800
Ending Capital [2]	4,284	1,949	303	2,858	429	9,823	3,262	888	13,973
Average Capital [3]	4,308	2,210	289	2,702	421	9,930	3,357	599	13,886
Adjusted operating earnings before interest and after income taxes	308.1	129.7	86.0	115.7	71.0	710.5	-	39.6	750.1
Adjusted Operating Return on Capital	**7.2%**	**5.9%**	**29.8%**	**4.3%**	**16.9%**	**7.2%**	**-**	**6.6%**	**5.4%**
Adjusted Operating Return on Equity [4]						**8.3%**			

[1] The 1/1/13 beginning capital is different than the 12/31/12 ending capital at the segment level due to certain reallocations of capital, primarily due to recapitalization activity.

[2] Capital is allocated to each of our segments in proportion to each segment's target statutory capital, plus an allocation of the differences between statutory capital and total ING U.S., Inc. shareholders' equity on a GAAP basis (excluding AOCI), based on each segment's portion of these differences. Statutory surplus in excess of target statutory capital and certain corporate assets and liabilities, such as certain deferred tax assets and liabilities for unfunded pension plans, are allocated to the Corporate segment. Capital excludes "operating leverage". See "Average Capital and Financial Leverage".

[3] Calculated as Beginning Capital plus Ending Capital, divided by 2.

[4] Assumes debt-to-capital ratio of 25% for all time periods presented, a weighted average pre-tax interest rate of 5.5% for all periods prior to the third quarter of 2013, when the company completed recapitalization, and the actual weighted average pre-tax interest rate for all periods starting with the third quarter of 2013.

ING U.S.
Adjusted Operating Earnings Before Interest, After Income Taxes

(in millions USD, unless otherwise indicated)	Retirement Solutions: Retirement	Retirement Solutions: Annuities	Investment Management	Insurance Solutions: Individual Life	Insurance Solutions: Employee Benefits	Ongoing Business	Closed Block Variable Annuity	Corporate and Other Closed Blocks	Consolidated
Year Ended December 31, 2013									
Operating earnings before income taxes	595.8	293.8	178.1	254.8	106.1	1,428.6	-	(160.0)	1,268.6
Less:									
Interest expense	-	-	-	-	-	-	-	(179.7)	(179.7)
DAC/VOBA and other intangibles unlocking [1]	45.6	83.3	-	4.8	(0.5)	133.2	-	-	133.2
Net gain from Lehman Recovery/LIHTC [2]	12.9	13.5	13.2	39.7	4.3	83.6	-	3.4	87.0
Adjusted operating earnings before interest	**537.3**	**197.0**	**164.9**	**210.3**	**102.3**	**1,211.8**	**-**	**16.3**	**1,228.1**
Income tax expense [4]	188.1	69.0	57.7	73.6	35.8	424.2	-	5.7	429.9
Adjusted operating earnings before interest and after income taxes	**349.2**	**128.0**	**107.2**	**136.7**	**66.5**	**787.6**	**-**	**10.6**	**798.2**

(in millions USD, unless otherwise indicated)	Retirement Solutions: Retirement	Retirement Solutions: Annuities	Investment Management	Insurance Solutions: Individual Life	Insurance Solutions: Employee Benefits	Ongoing Business	Closed Block Variable Annuity	Corporate and Other Closed Blocks	Consolidated
Year Ended December 31, 2012									
Operating earnings before income taxes	448.6	102.2	134.5	196.2	109.4	990.9	-	(72.6)	918.3
Less:									
Interest expense	-	-	-	-	-	-	-	(127.8)	(127.8)
DAC/VOBA and other intangibles unlocking	5.8	(86.2)	-	3.4	-	(77.0)	-	-	(77.0)
Impact of investment portfolio restructuring [3]	(31.2)	(11.2)	2.2	14.8	0.1	(25.3)	-	(5.8)	(31.1)
Adjusted operating earnings before interest	**474.0**	**199.6**	**132.3**	**178.0**	**109.3**	**1,093.2**	**-**	**61.0**	**1,154.2**
Income tax expense [4]	165.9	69.9	46.3	62.3	38.3	382.7	-	21.4	404.1
Adjusted operating earnings before interest and after income taxes	**308.1**	**129.7**	**86.0**	**115.7**	**71.0**	**710.5**	**-**	**39.6**	**750.1**

(1) DAC/VOBA and other intangibles unlocking excludes unlocking on net investment income from Lehman Recovery/LIHTC, as described below

(2) Includes the net gain included in operating earnings from a distribution of cash and securities in conjunction with a Lehman Brothers bankruptcy settlement and the losses as a result of the decision to dispose of certain Low Income Housing Tax Credit partnerships ("LIHTC") as a means of exiting this asset class. Collectively these items, net of DAC/VOBA and other intangibles impacts, are referred to as “Net gain from Lehman Recovery/LIHTC”.

(3) Includes the net loss included in operating earnings from the sale of certain alternative investments and investment income associated with assets disposed of during the portfolio restructuring effected during 2012.

(4) Based on an assumed effective tax rate of 35%.

ING U.S.
Consolidated Balance Sheets

(in millions USD)	Balances as of 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12
Assets					
Total investments	87,050.8	89,007.3	89,504.8	92,213.8	95,487.6
Cash and cash equivalents	2,840.8	1,716.6	1,549.8	2,787.7	1,786.8
Assets held in separate accounts	106,827.1	103,853.6	102,228.9	103,098.3	97,667.4
Reinsurance recoverable	6,702.2	6,755.6	7,053.0	7,151.0	7,379.3
Short term investments under securities loan agreement and accrued investment income	1,450.0	1,395.6	1,322.2	1,764.3	1,527.5
Deferred policy acquisition costs, Value of business acquired	5,351.6	5,265.0	5,060.5	4,019.6	3,656.3
Goodwill and other intangible assets	323.7	323.4	333.0	341.8	348.5
Other assets (1)	1,477.6	1,416.6	1,548.3	1,363.7	1,575.2
Assets related to consolidated investment entities	8,999.4	7,924.5	8,523.0	8,109.8	6,965.6
Total Assets	**221,023.2**	**217,658.2**	**217,123.5**	**220,850.0**	**216,394.2**
Liabilities					
Future policy benefits and contract owner account balances	84,006.7	84,887.9	85,561.9	85,875.1	86,055.7
Liabilities related to separate accounts	106,827.1	103,853.6	102,228.9	103,098.3	97,667.4
Funds held under reinsurance agreements	1,181.5	1,212.1	1,281.6	1,170.8	1,236.6
Payables under securities loan agreements, including collateral held	769.4	576.7	470.6	1,348.8	1,509.8
Short-term debt	-	-	138.6	321.2	1,064.6
Long-term debt	3,514.7	3,514.5	3,265.7	3,440.8	3,171.1
Other liabilities (2)	3,144.9	3,598.9	3,796.5	4,743.3	5,506.0
Liabilities related to consolidated investment entities	6,064.9	5,150.0	5,732.6	5,252.8	4,121.8
Total Liabilities	**205,509.2**	**202,793.7**	**202,476.4**	**205,251.1**	**200,333.0**
Shareholders' Equity					
Common stock	2.6	2.6	2.6	2.3	2.3
Additional paid-in capital	23,563.7	23,524.7	23,498.7	22,909.9	22,917.6
Retained earnings (deficit)	(12,143.2)	(12,707.3)	(13,117.5)	(12,973.9)	(12,755.7)
Total ING U.S. Inc. Shareholders' Equity - Excluding AOCI	**11,423.1**	**10,820.0**	**10,383.8**	**9,938.3**	**10,164.2**
Accumulated other comprehensive income	1,849.1	1,950.0	2,087.8	3,452.8	3,710.7
Total ING U.S. Inc. Shareholders' Equity	**13,272.2**	**12,770.0**	**12,471.6**	**13,391.1**	**13,874.9**
Noncontrolling interest	2,241.8	2,094.5	2,175.5	2,207.8	2,186.3
Total Shareholders' Equity	**15,514.0**	**14,864.5**	**14,647.1**	**15,598.9**	**16,061.2**
Total Liabilities and Shareholders' Equity	**221,023.2**	**217,658.2**	**217,123.5**	**220,850.0**	**216,394.2**

(1) Includes Other assets, Sales inducements to contract holders, and Deferred income taxes

(2) Includes Other liabilities, Derivatives, Pension and other postretirement provisions, Current income taxes, and Deferred income taxes

ING U.S.
Consolidated Statements of Operations

(in millions USD)	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Revenues							
Net investment income	1,156.5	1,221.6	1,112.2	1,198.7	1,055.4	4,689.0	4,697.9
Fee income	943.9	920.8	909.7	891.9	890.6	3,666.3	3,515.4
Premiums	515.4	494.2	474.8	471.9	471.2	1,956.3	1,861.1
Net realized capital gains (losses)	(577.0)	(517.1)	(565.9)	(874.8)	(384.2)	(2,534.8)	(1,280.8)
Income (loss) related to consolidated investment entities	213.5	196.2	103.7	35.3	79.0	548.7	443.2
Other revenues	111.7	119.6	106.1	95.6	91.8	433.0	378.5
Total revenues	**2,364.0**	**2,435.3**	**2,140.6**	**1,818.6**	**2,203.8**	**8,758.5**	**9,615.3**
Benefits and expenses							
Interest credited and other benefits to contract owners/policyholders	(1,118.8)	(1,087.7)	(1,229.9)	(1,061.4)	(1,225.3)	(4,497.8)	(4,861.6)
Operating expenses	(394.6)	(762.8)	(770.2)	(759.1)	(824.1)	(2,686.7)	(3,155.0)
Net amortization of DAC/VOBA	(123.2)	(64.6)	(124.5)	(130.5)	(182.4)	(442.8)	(722.3)
Interest expense	(48.2)	(48.4)	(43.8)	(44.4)	(44.7)	(184.8)	(153.7)
Operating expenses related to consolidated investment entities	(51.6)	(51.8)	(47.4)	(37.5)	(35.4)	(188.3)	(116.7)
Total benefits and expenses	**(1,736.4)**	**(2,015.3)**	**(2,215.8)**	**(2,032.9)**	**(2,311.9)**	**(8,000.4)**	**(9,009.3)**
Income (loss) before income taxes	**627.6**	**420.0**	**(75.2)**	**(214.3)**	**(108.1)**	**758.1**	**606.0**

ING U.S.
Ongoing Business Sources of Operating Earnings

(in millions USD)	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Sources of operating earnings before income taxes:							
Investment spread and other investment income	384.7	437.4	361.0	363.7	342.4	1,546.8	1,429.0
Fee based margin	388.7	369.7	364.2	343.6	350.0	1,466.2	1,337.5
Net underwriting gain (loss) and other revenue	180.7	198.9	204.1	179.9	222.1	763.6	794.8
Administrative expenses	(422.4)	(404.3)	(416.1)	(400.3)	(422.0)	(1,643.1)	(1,669.2)
Trail commissions	(68.1)	(63.8)	(66.0)	(66.1)	(63.3)	(264.0)	(249.0)
DAC/VOBA and other intangibles amortization, excluding unlocking	(136.1)	(178.2)	(144.0)	(142.7)	(151.6)	(601.0)	(575.2)
DAC/VOBA and other intangibles unlocking	24.7	124.5	3.6	7.3	(48.7)	160.1	(77.0)
Operating earnings before income taxes	**352.2**	**484.2**	**306.8**	**285.4**	**228.9**	**1,428.6**	**990.9**

ING U.S.
Consolidated Earnings Before Income Taxes

(in millions USD)	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Operating revenues							
Net investment income and net realized gains (losses)	1,005.8	1,054.4	962.0	985.6	978.6	4,007.8	4,020.9
Fee income	644.1	632.1	628.3	608.0	613.7	2,512.5	2,403.6
Premiums	473.3	453.5	473.3	470.5	472.0	1,870.6	1,864.1
Other revenue	40.2	38.9	33.9	26.4	31.3	139.4	117.8
Total operating revenues	**2,163.4**	**2,178.9**	**2,097.5**	**2,090.5**	**2,095.6**	**8,530.3**	**8,406.4**
Operating benefits and expenses							
Interest credited and other benefits to contract owners/policyholders	(1,166.3)	(1,111.9)	(1,126.8)	(1,151.8)	(1,126.3)	(4,556.8)	(4,680.0)
Operating expenses	(547.6)	(523.8)	(532.5)	(517.4)	(533.0)	(2,121.3)	(2,095.0)
Net amortization of DAC/VOBA	(96.8)	(60.0)	(122.7)	(120.9)	(184.2)	(400.4)	(563.4)
Interest expense	(47.8)	(48.2)	(43.5)	(43.7)	(43.0)	(183.2)	(149.7)
Total operating benefits and expenses	**(1,858.5)**	**(1,743.9)**	**(1,825.5)**	**(1,833.8)**	**(1,886.5)**	**(7,261.7)**	**(7,488.1)**
Operating earnings before income taxes	**304.9**	**435.0**	**272.0**	**256.7**	**209.1**	**1,268.6**	**918.3**
Adjustments:							
Closed Block Variable Annuity	(226.4)	(167.4)	(338.4)	(477.1)	(167.3)	(1,209.3)	(692.3)
Net investment gains (losses) and related charges and adjustments	105.4	64.1	0.8	41.8	54.7	212.1	455.5
Net guaranteed benefit hedging gains (losses) and related charges and adjustments	(26.6)	10.5	32.4	3.1	(16.7)	19.4	97.2
Income (loss) related to businesses exited through reinsurance or divestment	(12.8)	(13.1)	(17.0)	(16.9)	(11.7)	(59.8)	(45.8)
Income (loss) attributable to noncontrolling interests	105.6	101.1	(3.1)	(13.5)	(84.2)	190.1	138.2
Immediate recognition of net actuarial gains (losses) related to pension and other postretirement benefit obligations and gains (losses) from plan amendments and curtailments	405.2	-	-	-	(56.6)	405.2	(165.0)
Other adjustments to operating earnings*	(27.7)	(10.2)	(21.9)	(8.4)	(35.4)	(68.2)	(100.1)
Total non-operating	**322.7**	**(15.0)**	**(347.2)**	**(471.0)**	**(317.2)**	**(510.5)**	**(312.3)**
Income (loss) before income taxes	**627.6**	**420.0**	**(75.2)**	**(214.3)**	**(108.1)**	**758.1**	**606.0**

***** Other adjustments to operating earnings above includes:
Restructuring expenses (severance, lease write-offs, etc.), integration expenses related to the Company's acquisition of CitiStreet and certain third-party expenses and deal incentives related to the divestment of ING U.S. by ING Group

ING U.S.
Operating Earnings by Segment

(in millions USD)

	Three Months Ended December 31, 2013								
	Retirement Solutions		Investment	Insurance Solutions					
Operating revenues	Retirement	Annuities	Management	Individual Life	Employee Benefits	Ongoing Business	Corporate	Closed Blocks	Consolidated
Net investment income and net realized gains (losses)	397.4	283.4	11.7	224.5	29.2	946.2	33.0	26.6	1,005.8
Fee income	196.1	12.2	141.4	278.5	15.9	644.1	-	-	644.1
Premiums	0.7	14.4	-	185.3	272.4	472.8	-	0.5	473.3
Other revenue	18.2	3.9	14.0	4.6	(1.0)	39.7	0.6	(0.1)	40.2
Total operating revenues	**612.4**	**313.9**	**167.1**	**692.9**	**316.5**	**2,102.8**	**33.6**	**27.0**	**2,163.4**
Operating benefits and expenses									
Interest credited and other benefits to contract owners/policyholders	(218.2)	(180.4)	-	(518.8)	(223.9)	(1,141.3)	0.2	(25.2)	(1,166.3)
Operating expenses	(220.1)	(32.1)	(114.2)	(88.9)	(57.1)	(512.4)	(30.2)	(5.0)	(547.6)
Net amortization of DAC/VOBA	(35.5)	(18.2)	-	(38.2)	(5.0)	(96.9)	0.2	(0.1)	(96.8)
Interest expense	-	-	-	-	-	-	(47.8)	-	(47.8)
Total operating benefits and expenses	**(473.8)**	**(230.7)**	**(114.2)**	**(645.9)**	**(286.0)**	**(1,750.6)**	**(77.6)**	**(30.3)**	**(1,858.5)**
Operating earnings before income taxes	**138.6**	**83.2**	**52.9**	**47.0**	**30.5**	**352.2**	**(44.0)**	**(3.3)**	**304.9**

	Three Months Ended December 31, 2012								
	Retirement Solutions		Investment	Insurance Solutions					
Operating revenues	Retirement	Annuities	Management	Individual Life	Employee Benefits	Ongoing Business	Corporate	Closed Blocks	Consolidated
Net investment income and net realized gains (losses)	380.1	298.4	5.6	213.1	27.0	924.2	19.8	34.6	978.6
Fee income	182.7	10.4	122.6	282.0	15.9	613.6	-	0.1	613.7
Premiums	0.9	6.3	-	191.7	271.6	470.5	-	1.5	472.0
Other revenue	6.8	2.3	14.3	7.4	(0.9)	29.9	(0.6)	2.0	31.3
Total operating revenues	**570.5**	**317.4**	**142.5**	**694.2**	**313.6**	**2,038.2**	**19.2**	**38.2**	**2,095.6**
Operating benefits and expenses									
Interest credited and other benefits to contract owners/policyholders	(212.9)	(192.3)	-	(489.1)	(220.9)	(1,115.2)	(1.8)	(9.3)	(1,126.3)
Operating expenses	(204.6)	(30.3)	(111.3)	(101.0)	(60.7)	(507.9)	(20.3)	(4.8)	(533.0)
Net amortization of DAC/VOBA	(44.7)	(88.4)	-	(47.7)	(3.4)	(184.2)	0.2	(0.2)	(184.2)
Interest expense	(0.1)	(0.1)	-	(1.8)	-	(2.0)	(40.9)	(0.1)	(43.0)
Total operating benefits and expenses	**(462.3)**	**(311.1)**	**(111.3)**	**(639.6)**	**(285.0)**	**(1,809.3)**	**(62.8)**	**(14.4)**	**(1,886.5)**
Operating earnings before income taxes	**108.2**	**6.3**	**31.2**	**54.6**	**28.6**	**228.9**	**(43.6)**	**23.8**	**209.1**

ING U.S.
Operating Earnings by Segment

(in millions USD)

Year Ended December 31, 2013	Retirement Solutions: Retirement	Retirement Solutions: Annuities	Investment Management	Insurance Solutions: Individual Life	Insurance Solutions: Employee Benefits	Ongoing Business	Corporate	Closed Blocks	Consolidated
Operating revenues									
Net investment income and net realized gains (losses)	1,569.6	1,149.9	37.0	915.5	117.6	3,789.6	85.7	132.5	4,007.8
Fee income	759.9	45.1	530.8	1,113.7	63.0	2,512.5	-	-	2,512.5
Premiums	5.7	36.4	-	737.9	1,085.9	1,865.9	-	4.7	1,870.6
Other revenue	64.2	13.2	39.9	24.8	(4.0)	138.1	1.7	(0.4)	139.4
Total operating revenues	**2,399.4**	**1,244.6**	**607.7**	**2,791.9**	**1,262.5**	**8,306.1**	**87.4**	**136.8**	**8,530.3**
Operating benefits and expenses									
Interest credited and other benefits to contract owners/policyholders	(848.4)	(730.9)	-	(2,001.5)	(903.4)	(4,484.2)	(10.6)	(62.0)	(4,556.8)
Operating expenses	(839.9)	(127.0)	(429.6)	(358.3)	(236.1)	(1,990.9)	(106.6)	(23.8)	(2,121.3)
Net amortization of DAC/VOBA	(115.3)	(92.9)	-	(176.2)	(16.9)	(401.3)	1.3	(0.4)	(400.4)
Interest expense	-	-	-	(1.1)	-	(1.1)	(182.1)	-	(183.2)
Total operating benefits and expenses	**(1,803.6)**	**(950.8)**	**(429.6)**	**(2,537.1)**	**(1,156.4)**	**(6,877.5)**	**(298.0)**	**(86.2)**	**(7,261.7)**
Operating earnings before income taxes	**595.8**	**293.8**	**178.1**	**254.8**	**106.1**	**1,428.6**	**(210.6)**	**50.6**	**1,268.6**

Year Ended December 31, 2012	Retirement Solutions: Retirement	Retirement Solutions: Annuities	Investment Management	Insurance Solutions: Individual Life	Insurance Solutions: Employee Benefits	Ongoing Business	Corporate	Closed Blocks	Consolidated
Operating revenues									
Net investment income and net realized gains (losses)	1,499.9	1,223.3	41.6	913.8	114.3	3,792.9	66.7	161.3	4,020.9
Fee income	715.0	35.5	474.7	1,115.7	62.5	2,403.4	-	0.2	2,403.6
Premiums	4.9	35.9	-	737.8	1,078.1	1,856.7	-	7.4	1,864.1
Other revenue	52.1	12.3	29.2	26.6	(3.7)	116.5	(0.8)	2.1	117.8
Total operating revenues	**2,271.9**	**1,307.0**	**545.5**	**2,793.9**	**1,251.2**	**8,169.5**	**65.9**	**171.0**	**8,406.4**
Operating benefits and expenses									
Interest credited and other benefits to contract owners/policyholders	(842.2)	(854.1)	-	(2,034.4)	(892.1)	(4,622.8)	6.5	(63.7)	(4,680.0)
Operating expenses	(824.9)	(124.7)	(411.0)	(390.5)	(236.2)	(1,987.3)	(112.6)	4.9	(2,095.0)
Net amortization of DAC/VOBA	(155.0)	(225.5)	-	(162.3)	(13.5)	(556.3)	(6.5)	(0.6)	(563.4)
Interest expense	(1.2)	(0.5)	-	(10.5)	-	(12.2)	(135.6)	(1.9)	(149.7)
Total operating benefits and expenses	**(1,823.3)**	**(1,204.8)**	**(411.0)**	**(2,597.7)**	**(1,141.8)**	**(7,178.6)**	**(248.2)**	**(61.3)**	**(7,488.1)**
Operating earnings before income taxes	**448.6**	**102.2**	**134.5**	**196.2**	**109.4**	**990.9**	**(182.3)**	**109.7**	**918.3**

ING U.S.
Operating Revenues and Operating Earnings by Segment

(in millions USD)	Three Months Ended					Year-to-Date	
	12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	12/31/13	12/31/12
Operating Revenues							
Retirement	612.4	606.9	596.9	583.2	570.5	2,399.4	2,271.9
Annuities	313.9	319.1	304.0	307.6	317.4	1,244.6	1,307.0
Total Retirement Solutions	926.3	926.0	900.9	890.8	887.9	3,644.0	3,578.9
Investment Management	167.1	160.1	148.6	131.9	142.5	607.7	545.5
Individual Life	692.9	717.1	694.8	687.1	694.2	2,791.9	2,793.9
Employee Benefits	316.5	316.2	311.7	318.1	313.6	1,262.5	1,251.2
Total Insurance Solutions	1,009.4	1,033.3	1,006.5	1,005.2	1,007.8	4,054.4	4,045.1
Ongoing Business	**2,102.8**	**2,119.4**	**2,056.0**	**2,027.9**	**2,038.2**	**8,306.1**	**8,169.5**
Corporate	33.6	28.8	7.9	17.1	19.2	87.4	65.9
Total Closed Blocks	27.0	30.7	33.6	45.5	38.2	136.8	171.0
Total operating revenues	**2,163.4**	**2,178.9**	**2,097.5**	**2,090.5**	**2,095.6**	**8,530.3**	**8,406.4**
Operating Earnings							
Retirement	138.6	187.3	132.1	137.8	108.2	595.8	448.6
Annuities	83.2	96.8	59.5	54.3	6.3	293.8	102.2
Total Retirement Solutions	221.8	284.1	191.6	192.1	114.5	889.6	550.8
Investment Management	52.9	54.0	41.1	30.1	31.2	178.1	134.5
Individual Life	47.0	117.0	40.0	50.8	54.6	254.8	196.2
Employee Benefits	30.5	29.1	34.1	12.4	28.6	106.1	109.4
Total Insurance Solutions	77.5	146.1	74.1	63.2	83.2	360.9	305.6
Ongoing Business	**352.2**	**484.2**	**306.8**	**285.4**	**228.9**	**1,428.6**	**990.9**
Corporate	(44.0)	(63.7)	(52.8)	(50.1)	(43.6)	(210.6)	(182.3)
Total Closed Blocks	(3.3)	14.5	18.0	21.4	23.8	50.6	109.7
Total operating earnings before income taxes	**304.9**	**435.0**	**272.0**	**256.7**	**209.1**	**1,268.6**	**918.3**
Closed Block Variable Annuity	(226.4)	(167.4)	(338.4)	(477.1)	(167.3)	(1,209.3)	(692.3)
Net investment gains (losses) and related charges and adjustments	105.4	64.1	0.8	41.8	54.7	212.1	455.5
Net guaranteed benefit hedging gains (losses) and related charges and adjustments	(26.6)	10.5	32.4	3.1	(16.7)	19.4	97.2
Immediate recognition of net actuarial gains (losses) related to pension and other postretirement benefit obligations and gains (losses) from plan amendments and curtailments	405.2	-	-	-	(56.6)	405.2	(165.0)
Other non-operating*	65.1	77.8	(42.0)	(38.8)	(131.3)	62.1	(7.7)
Total adjustments	**322.7**	**(15.0)**	**(347.2)**	**(471.0)**	**(317.2)**	**(510.5)**	**(312.3)**
Income (loss) before income taxes	**627.6**	**420.0**	**(75.2)**	**(214.3)**	**(108.1)**	**758.1**	**606.0**
Less: Income tax expense (benefit)	(26.1)	(27.7)	10.1	11.2	(1.2)	(32.5)	(5.2)
Net income (loss)	**653.7**	**447.7**	**(85.3)**	**(225.5)**	**(106.9)**	**790.6**	**611.2**
Net income (loss) attributable to noncontrolling interest	105.6	101.1	(3.1)	(13.5)	(84.2)	190.1	138.2
Net income (loss) available to ING U.S. Inc.'s common shareholders	**548.1**	**346.6**	**(82.2)**	**(212.0)**	**(22.7)**	**600.5**	**473.0**

* Other non-operating above includes:
Income (loss) related to businesses exited through reinsurance or divestment; income (loss) attributable to non-controlling interests; and other items, including restructuring expenses (severance, lease write-offs, etc.), integration expenses related to the Company's acquisition of CitiStreet and certain third-party expenses and deal incentives related to the divestment of ING U.S. by ING Group

ING U.S.
Adjusted Operating Earnings by Segment

(in millions USD)	Three Months Ended					Year-to-Date	
	12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	12/31/13	12/31/12
Operating Earnings							
Retirement	138.6	187.3	132.1	137.8	108.2	595.8	448.6
Annuities	83.2	96.8	59.5	54.3	6.3	293.8	102.2
Total Retirement Solutions	221.8	284.1	191.6	192.1	114.5	889.6	550.8
Investment Management	52.9	54.0	41.1	30.1	31.2	178.1	134.5
Individual Life	47.0	117.0	40.0	50.8	54.6	254.8	196.2
Employee Benefits	30.5	29.1	34.1	12.4	28.6	106.1	109.4
Total Insurance Solutions	77.5	146.1	74.1	63.2	83.2	360.9	305.6
Ongoing Business	**352.2**	**484.2**	**306.8**	**285.4**	**228.9**	**1,428.6**	**990.9**
Corporate	(44.0)	(63.7)	(52.8)	(50.1)	(43.6)	(210.6)	(182.3)
Total Closed Blocks	(3.3)	14.5	18.0	21.4	23.8	50.6	109.7
Total operating earnings before income taxes	**304.9**	**435.0**	**272.0**	**256.7**	**209.1**	**1,268.6**	**918.3**
Adjustments to operating earnings							
Retirement	4.2	52.7	(1.4)	3.0	(8.9)	58.5	(25.5)
Annuities	27.6	52.3	9.9	7.0	(44.4)	96.8	(97.4)
Total Retirement Solutions	31.8	105.0	8.5	10.0	(53.3)	155.3	(122.9)
Investment Management	1.7	11.5	-	-	-	13.2	2.2
Individual Life	(4.7)	56.8	(4.9)	(2.7)	4.6	44.5	18.2
Employee Benefits	(0.2)	4.0	-	-	-	3.8	0.1
Total Insurance Solutions	(4.9)	60.8	(4.9)	(2.7)	4.6	48.3	18.3
Ongoing Business	**28.6**	**177.3**	**3.6**	**7.3**	**(48.7)**	**216.8**	**(102.4)**
Corporate	(43.8)	(47.6)	(43.2)	(41.9)	(39.2)	(176.5)	(127.8)
Total Closed Blocks	(0.4)	0.6	-	-	-	0.2	(5.8)
Total adjustments to operating earnings	**(15.6)**	**130.3**	**(39.6)**	**(34.6)**	**(87.9)**	**40.5**	**(236.0)**
Adjusted Operating Earnings							
Retirement	134.4	134.6	133.5	134.8	117.1	537.3	474.0
Annuities	55.6	44.5	49.6	47.3	50.7	197.0	199.6
Total Retirement Solutions	190.0	179.1	183.1	182.1	167.8	734.3	673.6
Investment Management	51.2	42.5	41.1	30.1	31.2	164.9	132.3
Individual Life	51.7	60.2	44.9	53.5	50.0	210.3	178.0
Employee Benefits	30.7	25.1	34.1	12.4	28.6	102.3	109.3
Total Insurance Solutions	82.4	85.3	79.0	65.9	78.6	312.6	287.3
Ongoing Business	**323.6**	**306.9**	**303.2**	**278.1**	**277.6**	**1,211.8**	**1,093.2**
Corporate	(0.2)	(16.1)	(9.6)	(8.2)	(4.4)	(34.1)	(54.5)
Total Closed Blocks	(2.9)	13.9	18.0	21.4	23.8	50.4	115.5
Total adjusted operating earnings before interest and income taxes	**320.5**	**304.7**	**311.6**	**291.3**	**297.0**	**1,228.1**	**1,154.2**

ING U.S.
DAC/VOBA Segment Trends

(in millions USD)	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Retirement							
Balance as of beginning-of-period	1,381.4	1,278.3	843.1	712.4	667.6	712.4	987.2
Deferrals of commissions and expenses	27.0	25.5	25.8	28.3	34.6	106.6	128.0
Amortization	(53.6)	(44.7)	(23.5)	(42.3)	(43.3)	(164.1)	(245.8)
Unlocking	19.0	66.0	14.0	19.1	10.1	118.1	85.7
Change in unrealized capital gains/losses	41.5	56.3	418.9	125.6	43.4	642.3	(242.7)
Balance as of End-of-Period	**1,415.3**	**1,381.4**	**1,278.3**	**843.1**	**712.4**	**1,415.3**	**712.4**
Annuities							
Balance as of beginning-of-period	560.5	518.6	292.4	260.7	295.8	260.7	606.6
Deferrals of commissions and expenses	27.8	23.5	20.8	17.4	22.2	89.5	97.0
Amortization	(38.3)	(55.8)	(60.3)	(54.5)	(39.4)	(208.9)	(194.2)
Unlocking	16.6	45.3	17.9	13.5	(42.6)	93.3	(74.8)
Change in unrealized capital gains/losses	25.0	28.9	247.8	55.3	24.7	357.0	(173.9)
Balance as of End-of-Period	**591.7**	**560.5**	**518.6**	**292.4**	**260.7**	**591.7**	**260.7**
Individual Life							
Balance as of beginning-of-period	2,717.4	2,638.2	2,247.2	2,127.6	2,067.4	2,127.6	2,067.8
Deferrals of commissions and expenses	36.8	39.8	50.1	52.8	69.6	179.5	345.0
Amortization	(46.6)	(71.8)	(50.6)	(48.4)	(57.8)	(217.4)	(291.6)
Unlocking	0.5	22.4	0.1	2.4	9.5	25.4	80.3
Change in unrealized capital gains/losses	44.8	88.8	391.4	112.8	38.8	637.8	(73.9)
Balance as of End-of-Period	**2,752.9**	**2,717.4**	**2,638.2**	**2,247.2**	**2,127.6**	**2,752.9**	**2,127.6**
Other [1]							
Balance as of beginning-of-period	104.0	105.7	104.1	102.6	100.6	102.6	104.3
Deferrals of commissions and expenses	5.0	4.6	6.1	5.5	5.4	21.2	21.8
Amortization	(3.0)	(6.3)	(6.8)	(3.3)	(4.3)	(19.4)	(23.5)
Unlocking	(2.4)	-	-	-	-	(2.4)	-
Change in unrealized capital gains/losses	(0.9)	-	2.3	(0.7)	0.7	0.7	(0.1)
Balance as of End-of-Period	**102.7**	**104.0**	**105.7**	**104.1**	**102.6**	**102.7**	**102.6**
Closed Block Variable Annuity							
Balance as of beginning-of-period	501.7	519.7	532.8	453.0	492.3	453.0	586.4
Deferrals of commissions and expenses	2.7	1.8	4.3	3.9	4.0	12.7	15.8
Amortization	(17.0)	(15.4)	(15.5)	(14.8)	(14.8)	(62.7)	(60.1)
Unlocking	1.6	(4.3)	(1.8)	(0.2)	0.2	(4.7)	1.7
Change in unrealized capital gains/losses	-	(0.1)	(0.1)	90.9	(28.7)	90.7	(90.7)
Balance as of End-of-Period	**489.0**	**501.7**	**519.7**	**532.8**	**453.0**	**489.0**	**453.0**
Total US							
Balance as of beginning-of-period	5,265.0	5,060.5	4,019.6	3,656.3	3,623.8	3,656.3	4,352.3
Deferrals of commissions and expenses	99.3	95.2	107.1	107.9	135.8	409.5	607.6
Amortization	(158.5)	(194.0)	(156.7)	(163.3)	(159.6)	(672.5)	(815.2)
Unlocking	35.3	129.4	30.2	34.8	(22.8)	229.7	92.9
Change in unrealized capital gains/losses	110.5	173.9	1,060.3	383.9	78.9	1,728.6	(581.3)
Balance as of End-of-Period	**5,351.6**	**5,265.0**	**5,060.5**	**4,019.6**	**3,656.3**	**5,351.6**	**3,656.3**

(1) Employee Benefits, Asset Management, Other Closed Blocks

ING U.S.
Consolidated Capital Structure

(in millions USD)	Balances as of 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12
Financial Debt					
Commercial paper	-	-	-	4.0	192.0
Senior bonds	2,746.0	2,745.8	2,485.5	2,485.1	1,486.4
Subordinated bonds	763.8	763.8	763.9	13.9	13.9
Loans from ING Verzekeringen N.V.	-	-	150.0	500.0	500.0
Loans from consolidated subs	-	-	279.0	274.4	261.1
Bank term loan	-	-	-	425.0	1,350.0
Other debt	4.9	4.9	4.9	4.9	4.9
Total Debt	**3,514.7**	**3,514.5**	**3,683.3**	**3,707.3**	**3,808.3**
Equity					
Total common equity	11,423.1	10,820.0	10,383.8	9,938.3	10,164.2
Accumulated other comprehensive income (AOCI)	1,849.1	1,950.0	2,087.8	3,452.8	3,710.7
Total ING U.S. Inc. Shareholders' Equity	**13,272.2**	**12,770.0**	**12,471.6**	**13,391.1**	**13,874.9**
Total Equity (Excluding AOCI)	**11,423.1**	**10,820.0**	**10,383.8**	**9,938.3**	**10,164.2**
Capital					
Total Capitalization	**16,786.9**	**16,284.5**	**16,154.9**	**17,098.4**	**17,683.2**
Total Capitalization (Excluding AOCI)	**14,937.8**	**14,334.5**	**14,067.1**	**13,645.6**	**13,972.5**
Debt to Capital					
Debt to Capital	**20.9%**	**21.6%**	**22.8%**	**21.7%**	**21.5%**
Debt to Capital (Excluding AOCI)	**23.5%**	**24.5%**	**26.2%**	**27.2%**	**27.3%**

ING U.S.
Consolidated Assets Under Management/Assets Under Administration

(in millions USD)

Balances as of December 31, 2013	General Account	Separate Account	Institutional/ Mutual Funds	Total AUM - Assets Under Management	AUA - Assets Under Administration	Total AUM + AUA
Retirement [1]	28,169.2	57,654.0	19,413.7	105,236.9	237,777.1	343,014.0
Annuities [2]	22,432.2	829.6	3,384.9	26,646.7	-	26,646.7
Retirement Solutions	**50,601.4**	**58,483.6**	**22,798.6**	**131,883.6**	**237,777.1**	**369,660.7**
Investment Management	**78,988.8**	**45,061.2**	**75,236.0**	**199,286.0**	**58,462.8**	**257,748.8**
Insurance						
Individual Life [3]	13,271.3	2,724.3	-	15,995.6	-	15,995.6
Employee Benefits	1,739.2	15.9	-	1,755.1	-	1,755.1
Insurance Solutions	**15,010.5**	**2,740.2**	**-**	**17,750.7**	**-**	**17,750.7**
Eliminations	**(70,297.8)**	**(43,727.8)**	**(9,508.6)**	**(123,534.2)**	**(60,054.0)**	**(183,588.2)**
Total Ongoing Business	**74,302.9**	**62,557.2**	**88,526.0**	**225,386.1**	**236,185.9**	**461,572.0**
Closed Block Variable Annuity	1,429.1	44,269.9	-	45,699.0	-	45,699.0
Closed Block Institutional Spread Products	2,711.6	-	-	2,711.6	-	2,711.6
Closed Block Other	545.2	-	-	545.2	-	545.2
Total AUM and AUA	**78,988.8**	**106,827.1**	**88,526.0**	**274,341.9**	**236,185.9**	**510,527.8**

[1] Retirement AUM include wrapped funds as well as unwrapped IIM-managed funds
[2] Annuities AUM includes Payout annuities
[3] Individual Life AUM includes assets backing interest and non-interest sensitive products

ING U.S.
Retirement Sources of Operating Earnings

(in millions USD)	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Sources of operating earnings before income taxes:							
Investment spread and other investment income [1]	181.4	181.3	179.5	183.3	169.1	725.5	673.5
Fee based margin	215.0	209.7	205.5	199.0	198.0	829.2	776.0
Net underwriting gain (loss) and other revenue	(2.3)	0.4	(3.0)	(6.0)	(10.5)	(10.9)	(24.0)
Administrative expenses	(181.8)	(171.8)	(174.6)	(170.0)	(170.8)	(698.2)	(695.5)
Trail commissions	(35.3)	(31.4)	(31.9)	(29.9)	(31.1)	(128.5)	(116.1)
DAC/VOBA and other intangibles amortization, excluding unlocking [1]	(42.8)	(45.2)	(42.0)	(41.6)	(37.6)	(171.6)	(171.1)
DAC/VOBA and other intangibles unlocking [1]	4.4	44.3	(1.4)	3.0	(8.9)	50.3	5.8
Operating earnings before income taxes	**138.6**	**187.3**	**132.1**	**137.8**	**108.2**	**595.8**	**448.6**
Gross investment income							
Fixed income	364.1	356.9	364.7	356.3	370.7	1,442.0	1,444.3
Limited partnership income	2.8	(0.1)	1.9	2.3	(2.0)	6.9	3.4
Prepayment fee income	9.1	2.9	7.9	10.2	1.1	30.1	17.7
Total gross investment income	**376.0**	**359.7**	**374.5**	**368.8**	**369.8**	**1,479.0**	**1,465.4**
Investment expenses	(14.9)	(14.1)	(14.7)	(14.2)	(14.7)	(57.9)	(54.9)
Credited interest	(210.0)	(207.5)	(203.6)	(199.9)	(204.7)	(821.0)	(800.1)
Net margin	**151.1**	**138.1**	**156.2**	**154.7**	**150.5**	**600.1**	**610.4**
Other investment income [1] [2]	30.3	43.2	23.3	28.6	18.5	125.4	63.1
Investment spread and other investment income	**181.4**	**181.3**	**179.5**	**183.3**	**169.1**	**725.5**	**673.5**
Fee based margin							
Fee based margin - excluding Recordkeeping	157.3	152.6	145.3	139.2	135.6	594.4	530.8
Fee based margin - Recordkeeping	57.7	57.1	60.3	59.8	62.2	234.9	245.2
Fee based margin	**215.0**	**209.7**	**205.5**	**199.0**	**198.0**	**829.2**	**776.0**
Recordkeeping							
Revenue	57.7	57.1	60.3	59.8	62.2	234.9	245.2
Expenses	(54.6)	(53.0)	(53.7)	(53.1)	(56.0)	(214.4)	(227.9)
Operating earnings - Recordkeeping	**3.1**	**4.1**	**6.6**	**6.7**	**6.2**	**20.5**	**17.3**

[1] The three months ended 9/30/13 and 12/31/13 include $14.8 million and $0.4 million of net investment income, $(6.4) million and $(0.6) million of DAC/VOBA and other intangibles amortization, and $4.3 million and $0.4 million of DAC/VOBA and other intangibles unlocking from Lehman Recovery/LIHTC, respectively.

[2] Includes investment income on assets backing surplus that has been allocated from the corporate segment and income from policy loans

ING U.S.
Retirement Operating Earnings

(in millions USD)	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Operating revenues							
Net investment income and net realized gains (losses)	397.4	394.5	388.8	388.9	380.1	1,569.6	1,499.9
Fee income	196.1	191.0	189.0	183.8	182.7	759.9	715.0
Premiums	0.7	0.7	3.8	0.5	0.9	5.7	4.9
Other revenue	18.2	20.7	15.3	10.0	6.8	64.2	52.1
Total operating revenues	**612.4**	**606.9**	**596.9**	**583.2**	**570.5**	**2,399.4**	**2,271.9**
Operating benefits and expenses							
Interest credited and other benefits to contract owners/policyholders	(218.2)	(213.5)	(212.1)	(204.6)	(212.9)	(848.4)	(842.2)
Operating expenses	(220.1)	(205.8)	(210.0)	(204.0)	(204.6)	(839.9)	(824.9)
Net amortization of DAC/VOBA	(35.5)	(0.3)	(42.7)	(36.8)	(44.7)	(115.3)	(155.0)
Interest expense	-	-	-	-	(0.1)	-	(1.2)
Total operating benefits and expenses	**(473.8)**	**(419.6)**	**(464.8)**	**(445.4)**	**(462.3)**	**(1,803.6)**	**(1,823.3)**
Operating earnings before income taxes	**138.6**	**187.3**	**132.1**	**137.8**	**108.2**	**595.8**	**448.6**

ING U.S.
Retirement AUM/AUA

(in millions USD)	Balances as of 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12
Assets under management by product group					
Corporate markets	40,123.7	37,677.7	35,916.3	35,441.2	33,265.9
Tax-exempt markets	53,200.5	51,183.9	49,451.5	49,269.4	46,986.1
Total full service plans	93,324.2	88,861.6	85,367.8	84,710.6	80,252.0
Stable value	8,914.3	8,705.0	8,406.9	8,279.7	7,792.1
Individual markets	2,998.4	2,850.5	2,702.4	2,612.0	2,427.1
Total AUM	**105,236.9**	**100,417.1**	**96,477.1**	**95,602.3**	**90,471.2**
AUA	237,777.1	227,841.9	220,739.5	223,034.6	213,675.5
Total AUM and AUA	**343,014.0**	**328,259.0**	**317,216.6**	**318,636.9**	**304,146.7**
Assets under management by fund group					
General account	28,169.2	28,088.3	27,700.9	27,387.8	27,222.6
Guaranteed separate account	8,120.0	8,092.5	8,027.0	8,287.8	8,273.9
Non-guaranteed separate account	49,534.0	46,840.4	44,582.7	44,229.0	41,151.5
Mutual Funds/Institutional Funds	19,413.7	17,395.9	16,166.5	15,697.7	13,823.2
Total AUM	**105,236.9**	**100,417.1**	**96,477.1**	**95,602.3**	**90,471.2**
AUA	237,777.1	227,841.9	220,739.5	223,034.6	213,675.5
Total AUM and AUA	**343,014.0**	**328,259.0**	**317,216.6**	**318,636.9**	**304,146.7**

ING U.S.
Retirement AUM Rollforward

(in millions USD)	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Full service - Corporate markets							
Assets under management, beginning of period	37,677.7	35,916.3	35,441.2	33,265.9	32,609.4	33,265.9	29,134.4
Transfer/Single deposits	1,251.5	688.2	648.9	1,085.7	1,118.8	3,674.3	2,877.3
Recurring deposits	845.1	883.5	918.4	1,021.7	781.0	3,668.7	3,464.3
Deposits	2,096.6	1,571.7	1,567.3	2,107.4	1,899.8	7,343.0	6,341.6
Surrenders, benefits, and product charges	(1,839.9)	(1,645.3)	(1,309.7)	(1,728.5)	(1,698.3)	(6,523.4)	(5,601.1)
Net Flows	256.7	(73.6)	257.6	378.9	201.5	819.6	740.5
Interest credited and investment performance	2,189.3	1,835.0	217.5	1,796.4	455.0	6,038.2	3,391.0
Assets under management, end of period	**40,123.7**	**37,677.7**	**35,916.3**	**35,441.2**	**33,265.9**	**40,123.7**	**33,265.9**
Full service - Tax-exempt markets							
Assets under management, beginning of period	51,183.9	49,451.5	49,269.4	46,986.1	46,226.6	46,986.1	42,691.3
Transfer/Single deposits	271.2	335.0	356.0	642.0	410.5	1,604.2	1,358.2
Recurring deposits	756.5	691.0	805.6	772.9	740.5	3,026.0	2,975.4
Deposits	1,027.7	1,026.0	1,161.6	1,414.9	1,151.0	4,630.2	4,333.6
Surrenders, benefits, and product charges	(1,117.5)	(1,101.8)	(1,261.9)	(962.7)	(903.4)	(4,443.9)	(3,770.5)
Net Flows	(89.8)	(75.8)	(100.3)	452.2	247.6	186.3	563.1
Interest credited and investment performance	2,106.4	1,808.2	282.4	1,831.1	511.9	6,028.1	3,731.7
Assets under management, end of period	**53,200.5**	**51,183.9**	**49,451.5**	**49,269.4**	**46,986.1**	**53,200.5**	**46,986.1**
Stable value (1)							
Assets under management, beginning of period	8,705.0	8,406.9	8,279.7	7,792.1	6,473.1	7,792.1	5,560.9
Transfer/Single deposits	202.1	336.7	353.3	542.0	1,320.0	1,434.1	2,388.0
Recurring deposits	60.1	63.4	49.9	48.0	61.8	221.4	210.0
Deposits	262.2	400.1	403.2	590.0	1,381.8	1,655.5	2,598.0
Surrenders, benefits, and product charges	(113.8)	(81.3)	(212.3)	(108.9)	(97.2)	(516.3)	(626.4)
Net Flows	148.4	318.8	190.9	481.1	1,284.6	1,139.2	1,971.6
Interest credited and investment performance	60.9	(20.7)	(63.7)	6.5	34.4	(17.0)	259.6
Assets under management, end of period	**8,914.3**	**8,705.0**	**8,406.9**	**8,279.7**	**7,792.1**	**8,914.3**	**7,792.1**
Individual markets							
Assets under management, beginning of period	2,850.5	2,702.4	2,612.0	2,427.1	2,359.4	2,427.1	2,091.1
Transfer/Single deposits	290.3	280.5	323.6	331.6	302.5	1,226.0	1,183.0
Recurring deposits	0.2	0.2	0.5	0.4	0.1	1.3	0.8
Deposits	290.5	280.7	324.1	332.0	302.6	1,227.3	1,183.8
Surrenders, benefits, and product charges	(242.6)	(215.8)	(230.7)	(224.8)	(255.1)	(913.9)	(993.4)
Net Flows	47.9	64.9	93.4	107.2	47.5	313.4	190.4
Interest credited and investment performance	100.0	83.2	(3.0)	77.7	20.2	257.9	145.6
Assets under management, end of period	**2,998.4**	**2,850.5**	**2,702.4**	**2,612.0**	**2,427.1**	**2,998.4**	**2,427.1**
Total AUM (2)							
Assets under management, beginning of period	100,417.1	96,477.1	95,602.3	90,471.2	87,668.5	90,471.2	79,477.7
Transfer/Single deposits	2,015.1	1,640.4	1,681.8	2,601.3	3,151.7	7,938.6	7,806.5
Recurring deposits	1,661.9	1,638.1	1,774.4	1,843.0	1,583.4	6,917.4	6,650.5
Deposits	3,677.0	3,278.5	3,456.2	4,444.3	4,735.1	14,856.0	14,457.0
Surrenders, benefits, and product charges	(3,313.8)	(3,044.2)	(3,014.6)	(3,024.9)	(2,953.9)	(12,397.5)	(10,991.4)
Net Flows	363.2	234.3	441.6	1,419.4	1,781.2	2,458.5	3,465.6
Interest credited and investment performance	4,456.6	3,705.7	433.2	3,711.7	1,021.5	12,307.2	7,527.9
Assets under management, end of period	**105,236.9**	**100,417.1**	**96,477.1**	**95,602.3**	**90,471.2**	**105,236.9**	**90,471.2**

(1) Where ING U.S. is the Investment Manager

(2) Excludes Recordkeeping and Stable Value where ING U.S. is not the Investment Manager

Annuities Sources of Operating Earnings

(in millions USD)	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Sources of operating earnings before income taxes:							
Investment spread and other investment income [(1)]	120.5	127.9	115.4	113.4	118.8	477.2	438.8
Fee based margin	12.9	12.1	11.3	10.5	10.1	46.8	36.4
Net underwriting gain (loss) and other revenue	4.3	2.3	4.4	7.2	5.6	18.2	14.8
Administrative expenses	(22.0)	(22.5)	(23.2)	(21.9)	(21.7)	(89.6)	(90.1)
Trail commissions	(9.9)	(8.9)	(8.6)	(8.8)	(8.4)	(36.2)	(32.9)
DAC/VOBA and other intangibles amortization, excluding unlocking [(1)]	(49.8)	(57.9)	(49.7)	(53.1)	(53.7)	(210.5)	(178.6)
DAC/VOBA and other intangibles unlocking [(1)]	27.2	43.8	9.9	7.0	(44.4)	87.9	(86.2)
Operating earnings before income taxes	**83.2**	**96.8**	**59.5**	**54.3**	**6.3**	**293.8**	**102.2**
Gross investment income							
Fixed income	256.4	259.1	258.3	267.6	278.5	1,041.4	1,144.1
Limited partnership income	5.3	1.3	5.1	1.6	0.7	13.3	9.2
Prepayment fee income	9.9	6.3	11.1	5.8	10.1	33.1	29.1
Total gross investment income	**271.6**	**266.7**	**274.5**	**275.0**	**289.3**	**1,087.8**	**1,182.4**
Investment expenses	(10.8)	(10.5)	(11.2)	(10.9)	(11.4)	(43.4)	(44.2)
Credited interest	(163.0)	(168.1)	(167.8)	(173.7)	(179.7)	(672.6)	(783.1)
Net margin	**97.8**	**88.1**	**95.5**	**90.4**	**98.2**	**371.8**	**355.1**
Other investment income [(1) (2)]	22.7	39.9	19.9	22.9	20.6	105.4	83.7
Investment spread and other investment income	**120.5**	**127.9**	**115.4**	**113.4**	**118.8**	**477.2**	**438.8**

[(1)] The three months ended 9/30/13 and 12/31/13 include $19.0 million and $1.3 million of net investment income, $(10.5) million and $(0.9) million of DAC/VOBA and other intangibles amortization, and $4.2 million and $0.4 million of DAC/VOBA and other intangibles unlocking from Lehman Recovery/LIHTC, respectively.

[(2)] Includes investment income on assets backing surplus that has been allocated from the corporate segment and income from policy loans

ING U.S.
Annuities Operating Earnings

(in millions USD)	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Operating revenues							
Net investment income and net realized gains (losses)	283.4	295.9	283.5	287.1	298.4	1,149.9	1,223.3
Fee income	12.2	11.8	11.2	9.9	10.4	45.1	35.5
Premiums	14.4	7.5	6.7	7.8	6.3	36.4	35.9
Other revenue	3.9	3.9	2.6	2.8	2.3	13.2	12.3
Total operating revenues	**313.9**	**319.1**	**304.0**	**307.6**	**317.4**	**1,244.6**	**1,307.0**
Operating benefits and expenses							
Interest credited and other benefits to contract owners/policyholders	(180.4)	(182.2)	(183.9)	(184.4)	(192.3)	(730.9)	(854.1)
Operating expenses	(32.1)	(31.7)	(32.2)	(31.0)	(30.3)	(127.0)	(124.7)
Net amortization of DAC/VOBA	(18.2)	(8.4)	(28.4)	(37.9)	(88.4)	(92.9)	(225.5)
Interest expense	-	-	-	-	(0.1)	-	(0.5)
Total operating benefits and expenses	**(230.7)**	**(222.3)**	**(244.5)**	**(253.3)**	**(311.1)**	**(950.8)**	**(1,204.8)**
Operating earnings before income taxes	**83.2**	**96.8**	**59.5**	**54.3**	**6.3**	**293.8**	**102.2**

Annuities AUM

(in millions USD)	12/31/13	9/30/13	6/30/13	3/31/13	12/31/12
	Balances as of				
Assets Under Management					
Fixed single year	3,889.5	3,985.4	4,104.1	4,204.7	4,273.7
Fixed multi-year	3,445.7	3,608.1	3,748.6	3,853.0	3,949.3
Indexed	12,648.4	12,494.9	12,362.8	12,255.3	12,209.2
SPIA & Payout	2,803.5	2,760.4	2,762.9	2,794.8	2,806.6
Other annuities	474.8	452.6	438.9	444.7	428.7
Mutual funds	3,384.9	3,077.8	2,816.2	2,675.5	2,433.6
Total AUM	**26,646.7**	**26,379.2**	**26,233.5**	**26,228.0**	**26,101.1**
Assets Under Management					
General account	22,432.2	22,508.2	22,647.3	22,772.4	22,915.8
Separate account	829.6	793.2	770.0	780.1	751.7
Mutual funds	3,384.9	3,077.8	2,816.2	2,675.5	2,433.6
Total AUM	**26,646.7**	**26,379.2**	**26,233.5**	**26,228.0**	**26,101.1**

ING U.S.
Annuities AUM Rollforward

(in millions USD)	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Annual Reset Annuities/Multi-Year Guaranteed Annuities							
Assets Under Management, beginning of period	7,593.5	7,852.7	8,057.7	8,222.9	8,501.3	8,222.9	10,599.1
Deposits	17.7	14.5	16.5	12.2	17.3	60.9	61.6
Surrenders, benefits, and product charges	(348.1)	(346.9)	(300.6)	(254.0)	(376.9)	(1,249.6)	(2,812.5)
Net cash flow	(330.4)	(332.4)	(284.1)	(241.8)	(359.6)	(1,188.7)	(2,750.9)
Interest credited and investment performance	72.1	73.2	79.1	76.6	81.2	301.0	374.7
Assets Under Management, end of period	**7,335.2**	**7,593.5**	**7,852.7**	**8,057.7**	**8,222.9**	**7,335.2**	**8,222.9**
Fixed Indexed Annuities							
Assets Under Management, beginning of period	12,494.9	12,362.8	12,255.3	12,209.2	12,167.0	12,209.2	12,080.9
Deposits	379.3	334.8	286.7	245.9	285.0	1,246.7	1,190.4
Surrenders, benefits, and product charges	(348.6)	(327.3)	(332.8)	(288.9)	(341.2)	(1,297.6)	(1,392.0)
Net cash flow	30.7	7.6	(46.2)	(43.1)	(56.1)	(51.0)	(201.6)
Interest credited and investment performance	122.8	124.6	153.7	89.1	98.4	490.2	329.8
Assets Under Management, end of period	**12,648.4**	**12,494.9**	**12,362.8**	**12,255.3**	**12,209.2**	**12,648.4**	**12,209.2**
SPIA & Payout							
Assets Under Management, beginning of period	2,760.4	2,762.9	2,794.8	2,806.6	2,851.0	2,806.6	2,831.0
Deposits	94.5	51.1	37.2	39.8	38.7	222.6	243.0
Surrenders, benefits, and product charges	(108.7)	(110.6)	(107.7)	(101.0)	(112.7)	(428.0)	(440.9)
Net cash flow	(14.2)	(59.5)	(70.5)	(61.3)	(74.0)	(205.5)	(197.9)
Interest credited and investment performance	57.3	57.0	38.5	49.5	29.6	202.4	173.5
Assets Under Management, end of period	**2,803.5**	**2,760.4**	**2,762.9**	**2,794.8**	**2,806.6**	**2,803.5**	**2,806.6**
Mutual Fund Custodial							
Assets Under Management, beginning of period	3,077.8	2,816.2	2,675.5	2,433.5	2,291.7	2,433.5	1,761.3
Deposits	288.3	270.6	283.1	255.4	213.6	1,097.4	852.6
Surrenders, benefits, and product charges	(135.1)	(133.8)	(114.2)	(115.3)	(106.9)	(498.4)	(391.6)
Net cash flow	153.3	136.8	168.9	140.1	106.7	599.1	461.0
Interest credited and investment performance	153.8	124.8	(28.1)	101.8	35.1	352.3	211.2
Assets Under Management, end of period	**3,384.9**	**3,077.8**	**2,816.2**	**2,675.5**	**2,433.5**	**3,384.9**	**2,433.5**
Other Annuities							
Assets Under Management, beginning of period	452.6	438.9	444.7	428.7	440.8	428.7	417.8
Deposits	1.0	0.6	1.1	1.6	1.2	4.3	6.2
Surrenders, benefits, and product charges	(12.4)	(14.1)	(13.0)	(15.8)	(14.7)	(55.3)	(49.6)
Net cash flow	(11.4)	(13.5)	(11.8)	(14.3)	(13.5)	(51.0)	(43.4)
Interest credited and investment performance	33.6	27.2	6.1	30.3	1.4	97.1	54.3
Assets Under Management, end of period	**474.8**	**452.6**	**438.9**	**444.7**	**428.7**	**474.8**	**428.7**
Annuities - Total							
Assets Under Management, beginning of period	26,379.2	26,233.5	26,228.0	26,101.1	26,251.9	26,101.1	27,690.2
Deposits	780.9	671.7	624.6	554.8	555.8	2,632.0	2,353.8
Surrenders, benefits, and product charges	(952.8)	(932.7)	(868.3)	(775.1)	(951.8)	(3,528.9)	(5,086.1)
Net cash flow	(171.9)	(261.0)	(243.7)	(220.3)	(396.0)	(896.9)	(2,732.3)
Interest credited and investment performance	439.4	406.7	249.2	347.3	245.2	1,442.5	1,143.2
Assets Under Management, end of period	**26,646.7**	**26,379.2**	**26,233.5**	**26,228.0**	**26,101.1**	**26,646.7**	**26,101.1**

ING U.S.
Investment Management Sources of Operating Earnings

(in millions USD)	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Sources of operating earnings before income taxes:							
Investment capital and other investment income [1]	12.1	16.8	6.2	2.6	5.3	37.7	39.9
Fee based margin	155.0	143.3	142.4	129.3	137.2	570.0	505.6
Administrative expenses	(114.2)	(106.1)	(107.5)	(101.8)	(111.3)	(429.6)	(411.0)
Operating earnings before income taxes	**52.9**	**54.0**	**41.1**	**30.1**	**31.2**	**178.1**	**134.5**

[1] The three months ended 9/30/13 and 12/31/13 include $11.5 million and $1.7 million respectively of net investment income from Lehman Recovery/LIHTC.

ING U.S.
Investment Management Operating Earnings

(in millions USD)	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Operating revenues							
Net investment income and net realized gains (losses)	11.7	16.4	6.1	2.8	5.6	37.0	41.6
Fee income	141.4	135.4	132.3	121.7	122.6	530.8	474.7
Other revenue	14.0	8.3	10.2	7.4	14.3	39.9	29.2
Total operating revenues	**167.1**	**160.1**	**148.6**	**131.9**	**142.5**	**607.7**	**545.5**
Operating benefits and expenses							
Operating expenses	(114.2)	(106.1)	(107.5)	(101.8)	(111.3)	(429.6)	(411.0)
Total operating benefits and expenses	**(114.2)**	**(106.1)**	**(107.5)**	**(101.8)**	**(111.3)**	**(429.6)**	**(411.0)**
Operating earnings before income taxes	**52.9**	**54.0**	**41.1**	**30.1**	**31.2**	**178.1**	**134.5**

ING U.S.
Investment Management Key Metrics

(in millions USD)	Balances as of 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Balances as of 12/31/13	12/31/12
Client Assets by Source:							
External clients							
Investment Management sourced	66,362.2	63,275.4	60,643.9	58,002.1	54,061.9	66,362.2	54,061.9
Affiliate sourced	53,935.0	52,169.5	49,404.6	49,658.0	47,284.6	53,935.0	47,284.6
Subtotal external clients	**120,297.2**	**115,445.0**	**110,048.5**	**107,660.1**	**101,346.5**	**120,297.2**	**101,346.5**
General Account (1)	78,988.8	80,260.3	80,275.3	79,965.9	80,404.8	78,988.8	80,404.8
Total Client Assets (AUM)	**199,286.0**	**195,705.3**	**190,323.8**	**187,626.0**	**181,751.3**	**199,286.0**	**181,751.3**
Administration Only Assets (AUA)	58,462.8	55,843.7	55,294.2	55,732.5	54,695.5	58,462.8	54,695.5
Total AUM and AUA	**257,748.8**	**251,549.0**	**245,618.0**	**243,358.5**	**236,446.8**	**257,748.8**	**236,446.8**

	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year to Date 12/31/13	12/31/12
Analysis of investment advisory and administrative revenues, net, by source: (2)							
External clients							
Investment Management sourced	74.6	69.4	68.2	58.0	58.2	270.2	222.7
Affiliate sourced	26.8	25.8	23.5	22.1	21.9	98.2	82.1
Subtotal External Clients	**101.4**	**95.2**	**91.7**	**80.1**	**80.1**	**368.4**	**304.8**
General Account	36.2	36.2	36.2	36.8	37.0	145.4	148.5
Total investment advisory and administrative revenues, net, from AUM	**137.6**	**131.4**	**127.9**	**116.9**	**117.1**	**513.8**	**453.3**
Administration Only Fees	3.8	4.0	4.4	4.8	5.5	17.0	21.5
Total investment advisory and administrative revenues, net, by source (2)	**141.4**	**135.4**	**132.3**	**121.7**	**122.6**	**530.8**	**474.7**
Revenue Yield (bps): (2) (3)							
External clients							
Investment Management sourced	46.0	44.7	45.6	41.5	44.6	44.5	44.2
Affiliate sourced	20.1	20.5	18.9	18.3	18.7	19.5	18.6
Revenue Yield on Institutional/retail	**34.4**	**33.8**	**33.5**	**30.8**	**32.3**	**33.2**	**32.3**
General Account	18.0	18.0	18.1	18.3	18.5	18.1	18.8
Revenue Yield on Client Assets (AUM)	**27.7**	**27.3**	**27.0**	**25.3**	**26.1**	**26.9**	**26.1**
Revenue Yield on Administration Only Assets (AUA)	2.7	2.9	3.1	3.5	4.1	3.0	3.8
Total Revenue Yield on AUM and AUA (bps) (2) (3)	**22.1**	**21.8**	**21.6**	**20.3**	**21.0**	**21.4**	**20.7**

(1) General Account assets reported on a Statutory Book Value billing basis consistent with revenues earned.

(2) Measures used by management to evaluate ongoing business performance, allowing for more appropriate comparisons with industry peers.

(3) Revenue Yields calculated using average client assets for the period.

ING U.S.
Investment Management Account Rollforward by Source

(in millions USD)	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
AUM Roll-forward By Source							
Investment Management Sourced							
Beginning AUM	**63,275.4**	**60,643.9**	**58,002.1**	**54,061.9**	**50,761.4**	**54,061.9**	**49,391.8**
Inflows							
Inflows from sub-advisor replacements	-	-	-	197.6	481.3	197.6	481.3
Inflows-other	4,589.9	3,875.4	5,760.6	4,598.0	5,536.4	18,824.0	12,878.4
Outflows	(3,302.9)	(3,160.6)	(2,615.4)	(2,164.9)	(2,255.5)	(11,243.9)	(9,419.9)
Net Flows	**1,287.0**	**714.9**	**3,145.2**	**2,630.7**	**3,762.2**	**7,777.7**	**3,939.8**
Net Money Market Flows	2.3	5.1	(21.5)	(3.2)	5.6	(17.2)	(24.4)
Change in Market Value	1,827.6	1,801.8	(513.0)	1,728.2	635.5	4,844.5	4,490.8
Other (Including Acquisitions / Divestitures)	(30.0)	109.8	31.1	(415.5)	(1,102.8)	(304.6)	(3,736.1)
Investment Management sourced AUM End of Period	**66,362.2**	**63,275.4**	**60,643.9**	**58,002.1**	**54,061.9**	**66,362.2**	**54,061.9**
Organic Growth (Long Term Net Flows / Beginning of Period AUM)	2.03%	1.18%	5.42%	4.87%	7.41%	14.39%	7.98%
Market Growth %	2.89%	2.97%	-0.88%	3.20%	1.25%	8.96%	9.09%
Affiliate Sourced							
Beginning AUM	**52,169.5**	**49,404.6**	**49,658.0**	**47,284.6**	**46,376.8**	**47,284.6**	**37,851.8**
Inflows							
Inflows from sub-advisor replacements	-	869.8	537.0	447.1	125.2	1,853.9	6,439.2
Inflows-other	1,149.3	1,849.6	1,024.1	1,579.6	2,311.6	5,602.6	5,903.5
Outflows	(1,790.4)	(1,600.8)	(1,606.7)	(1,479.9)	(1,716.5)	(6,477.8)	(6,436.9)
Net Flows	**(641.1)**	**1,118.6**	**(45.6)**	**546.8**	**720.3**	**978.7**	**5,905.8**
Net Money Market Flows	(156.8)	(21.1)	39.8	(226.2)	20.4	(364.3)	(334.8)
Change in Market Value	2,491.3	2,088.5	10.4	2,111.2	230.2	6,701.4	3,930.0
Other (Including Acquisitions / Divestitures)	72.1	(421.0)	(258.0)	(58.5)	(63.0)	(665.4)	(68.2)
Affiliate sourced AUM End of Period	**53,935.0**	**52,169.5**	**49,404.6**	**49,658.0**	**47,284.6**	**53,935.0**	**47,284.6**
Organic Growth (Long Term Net Flows / Beginning of Period AUM)	-1.23%	2.26%	-0.09%	1.16%	1.55%	2.07%	15.60%
Market Growth %	4.78%	4.23%	0.02%	4.46%	0.50%	14.17%	10.38%
Other affiliate sourced net flows	10.0	1,722.3	572.2	1,040.4	1,365.7	3,344.9	7,799.1
Variable annuity net flows	(651.1)	(603.8)	(617.8)	(493.6)	(645.4)	(2,366.3)	(1,893.2)
Total affiliate sourced net flows	**(641.1)**	**1,118.6**	**(45.6)**	**546.8**	**720.3**	**978.7**	**5,905.8**
Investment Management sourced net flows	**1,287.0**	**714.9**	**3,145.2**	**2,630.7**	**3,762.2**	**7,777.7**	**3,939.8**
Total net flows	**645.9**	**1,833.5**	**3,099.6**	**3,177.5**	**4,482.5**	**8,756.4**	**9,845.6**

ING U.S.
Investment Management Account Value by Asset Type

	Balances as of				
	12/31/13	9/30/13	6/30/13	3/31/13	12/31/12
(in millions USD)					
Institutional					
Equity	18,334.8	16,934.3	15,645.2	14,644.1	13,769.5
Fixed Income	36,532.3	35,223.5	34,034.0	32,246.4	29,894.4
Real Estate	-	-	-	-	-
Money Market	28.6	27.2	18.9	17.1	33.3
Total	**54,895.7**	**52,185.0**	**49,698.1**	**46,907.6**	**43,697.2**
Retail					
Equity	41,408.5	38,963.8	36,162.9	36,199.9	33,315.3
Fixed Income	15,209.9	15,191.3	15,208.2	15,459.7	15,406.2
Real Estate	6,647.6	6,801.5	6,660.2	6,794.1	6,401.3
Money Market	2,135.5	2,303.4	2,319.1	2,298.7	2,526.5
Total	**65,401.5**	**63,260.0**	**60,350.4**	**60,752.4**	**57,649.3**
General Account					
Equity	280.3	292.6	356.5	360.5	443.6
Fixed Income	77,958.6	78,097.5	78,137.2	76,389.0	75,765.4
Real Estate	-	-	-	-	-
Money Market	749.9	1,870.2	1,781.6	3,216.4	4,195.8
Total	**78,988.8**	**80,260.3**	**80,275.3**	**79,965.9**	**80,404.8**
Combined Asset Type					
Equity	60,023.6	56,190.9	52,164.6	51,204.6	47,528.4
Fixed Income	129,700.8	128,512.2	127,379.4	124,095.1	121,066.0
Real Estate	6,647.6	6,801.5	6,660.2	6,794.1	6,401.3
Money Market	2,914.0	4,200.7	4,119.6	5,532.2	6,755.6
Total	**199,286.0**	**195,705.3**	**190,323.8**	**187,626.0**	**181,751.3**

ING U.S.
Individual Life Sources of Operating Earnings

(in millions USD)	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Sources of operating earnings before income taxes:							
Investment spread and other investment income [1]	57.1	95.1	48.2	52.4	38.8	252.8	227.7
Fee based margin	5.8	4.6	5.0	4.8	4.7	20.2	19.5
Net underwriting gain (loss) and other revenue	100.4	119.9	115.8	115.9	146.4	452.0	495.4
Administrative expenses	(65.9)	(64.0)	(69.8)	(67.0)	(76.6)	(266.7)	(307.0)
Trail commissions	(4.9)	(4.8)	(5.9)	(7.7)	(6.1)	(23.3)	(30.5)
DAC/VOBA and other intangibles amortization, excluding unlocking [1]	(39.1)	(70.2)	(48.4)	(44.9)	(57.2)	(202.6)	(212.3)
DAC/VOBA and other intangibles unlocking [1]	(6.4)	36.4	(4.9)	(2.7)	4.6	22.4	3.4
Operating earnings before income taxes	**47.0**	**117.0**	**40.0**	**50.8**	**54.6**	**254.8**	**196.2**
Gross Investment Income							
Fixed income	209.5	208.6	204.2	203.2	202.2	825.5	870.7
Limited partnership income	3.6	0.7	3.9	1.5	(1.2)	9.7	1.3
Prepayment fee income	3.6	3.6	3.1	7.7	4.4	18.0	13.4
Total gross investment income	**216.7**	**212.9**	**211.2**	**212.4**	**205.4**	**853.2**	**885.4**
Investment expenses	(6.2)	(5.8)	(5.7)	(5.4)	(5.4)	(23.1)	(23.3)
Credited interest	(165.1)	(162.5)	(163.8)	(162.3)	(166.1)	(653.7)	(649.5)
Net margin	**45.4**	**44.6**	**41.7**	**44.7**	**33.9**	**176.4**	**212.6**
Other investment income [1] [2]	11.7	50.6	6.5	7.6	4.8	76.4	15.1
Investment spread and other investment income	**57.1**	**95.1**	**48.2**	**52.4**	**38.8**	**252.8**	**227.7**
Net underwriting gain (loss) and other revenue							
Fee Revenue/Premiums	494.2	499.3	500.1	488.4	503.4	1,982.1	1,997.7
Net Mortality, including Reinsurance	(305.8)	(283.9)	(293.4)	(301.8)	(261.7)	(1,184.9)	(1,090.9)
Reserve Change/Other	(88.0)	(95.5)	(90.9)	(70.7)	(95.5)	(345.2)	(411.4)
Total net underwriting gain (loss) and other revenue	**100.4**	**119.9**	**115.8**	**115.9**	**146.4**	**452.0**	**495.4**

[1] The three months ended 9/30/13 and 12/31/13 include $43.4 million and $3.8 million of net investment income, $(23.0) million and $(2.1) million of DAC/VOBA and other intangibles amortization, and $16.2 million and $1.4 million of DAC/VOBA and other intangibles unlocking from Lehman Recovery/LIHTC, respectively.

[2] Includes investment income on assets backing surplus that has been allocated from the corporate segment and income from policy loans

ING U.S.
Individual Life Operating Earnings

(in millions USD)	Three Months Ended					Year-to-Date	
	12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	12/31/13	12/31/12
Operating revenues							
Net investment income and net realized gains (losses)	224.5	258.7	215.4	216.9	213.1	915.5	913.8
Fee income	278.5	278.4	280.0	276.8	282.0	1,113.7	1,115.7
Premiums	185.3	174.7	192.1	185.8	191.7	737.9	737.8
Other revenue	4.6	5.3	7.3	7.6	7.4	24.8	26.6
Total operating revenues	**692.9**	**717.1**	**694.8**	**687.1**	**694.2**	**2,791.9**	**2,793.9**
Operating benefits and expenses							
Interest credited and other benefits to contract owners/policyholders	(518.8)	(468.7)	(512.4)	(501.6)	(489.1)	(2,001.5)	(2,034.4)
Operating expenses	(88.9)	(83.9)	(94.6)	(90.9)	(101.0)	(358.3)	(390.5)
Net amortization of DAC/VOBA	(38.2)	(47.5)	(47.6)	(42.9)	(47.7)	(176.2)	(162.3)
Interest expense	-	-	(0.2)	(0.9)	(1.8)	(1.1)	(10.5)
Total operating benefits and expenses	**(645.9)**	**(600.1)**	**(654.8)**	**(636.3)**	**(639.6)**	**(2,537.1)**	**(2,597.7)**
Operating earnings before income taxes	**47.0**	**117.0**	**40.0**	**50.8**	**54.6**	**254.8**	**196.2**

ING U.S.
Individual Life Key Metrics

(in millions USD)	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Sales by Product Line							
Guaranteed	-	0.1	-	0.5	7.7	0.6	72.7
Accumulation	2.0	2.8	3.9	4.0	5.4	12.7	25.3
Indexed	8.4	5.8	6.6	6.8	11.8	27.6	33.5
Total Universal life	**10.4**	**8.7**	**10.5**	**11.3**	**24.9**	**40.9**	**131.5**
Variable life	0.7	2.8	2.4	2.7	1.6	8.6	6.3
Term	9.8	11.2	13.9	15.2	19.2	50.1	116.3
Whole life	0.1	0.1	-	-	-	0.2	-
Total sales by product line	**21.0**	**22.8**	**26.8**	**29.2**	**45.7**	**99.8**	**254.1**
Sales by Distribution							
Independent life sales	12.9	13.3	17.2	19.1	32.1	62.5	192.5
Strategic distribution	5.2	5.8	5.3	5.4	8.5	21.7	32.1
Alternative and specialty markets	2.9	3.7	4.3	4.7	5.1	15.6	29.5
Total sales by distribution	**21.0**	**22.8**	**26.8**	**29.2**	**45.7**	**99.8**	**254.1**
Gross premiums and deposits by product:							
Interest sensitive	276.1	271.5	273.2	275.2	322.2	1,096.0	1,434.1
Non - interest sensitive	227.0	217.2	233.6	223.4	217.4	901.2	890.5
Total gross premiums and deposits	**503.0**	**488.7**	**506.8**	**498.6**	**539.6**	**1,997.1**	**2,324.6**
Applications							
New business policy count (Paid)	9,906	11,904	15,290	16,137	20,471	53,237	119,936
End of Period:							
In-force face amount (by product)							
Universal life	78,581	78,901	79,505	79,969	80,685	78,581	80,685
Variable life	28,198	28,679	29,153	29,642	30,182	28,198	30,182
Term	495,995	496,935	497,596	496,919	494,760	495,995	494,760
Whole life	2,217	2,241	2,274	2,313	2,348	2,217	2,348
Total In-force Face	**604,990**	**606,756**	**608,528**	**608,844**	**607,976**	**604,990**	**607,976**
In-force policy count (in whole numbers)							
Universal life	292,096	295,241	298,406	301,703	305,115	292,096	305,115
Variable life	66,811	67,887	69,135	70,364	71,589	66,811	71,589
Term	830,832	832,506	832,402	829,444	824,794	830,832	824,794
Whole life	142,409	144,274	146,425	148,767	151,346	142,409	151,346
Total Policy Counts	**1,332,148**	**1,339,908**	**1,346,368**	**1,350,278**	**1,352,844**	**1,332,148**	**1,352,844**
Assets under management							
General account	13,271.3	13,257.4	13,190.7	13,089.6	12,910.4	13,271.3	12,910.4
Separate account	2,724.3	2,590.3	2,487.0	2,509.2	2,412.1	2,724.3	2,412.1
Total	**15,995.6**	**15,847.7**	**15,677.7**	**15,598.8**	**15,322.5**	**15,995.6**	**15,322.5**

ING U.S.
Employee Benefits Sources of Operating Earnings

(in millions USD)	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Sources of operating earnings before income taxes:							
Investment spread and other investment income [1]	13.6	16.3	11.7	12.0	10.4	53.6	49.1
Net underwriting gain (loss) and other revenue	78.3	76.3	86.9	62.8	80.6	304.3	308.6
Administrative expenses	(38.5)	(39.9)	(41.0)	(39.6)	(41.6)	(159.0)	(165.6)
Trail commissions	(18.0)	(18.7)	(19.6)	(19.7)	(17.7)	(76.0)	(69.5)
DAC/VOBA and other intangibles amortization, excluding unlocking	(4.4)	(4.9)	(3.9)	(3.1)	(3.1)	(16.3)	(13.2)
DAC/VOBA and other intangibles unlocking	(0.5)	-	-	-	-	(0.5)	-
Operating earnings before income taxes	**30.5**	**29.1**	**34.1**	**12.4**	**28.6**	**106.1**	**109.4**
Gross Investment Income							
Fixed income	25.4	25.3	24.7	26.1	24.8	101.5	105.4
Limited partnership income	0.6	-	0.4	0.1	(0.2)	1.1	0.1
Prepayment fee income	1.0	1.1	1.3	0.5	0.2	3.9	1.0
Total gross investment income	**27.0**	**26.4**	**26.4**	**26.7**	**24.8**	**106.5**	**106.5**
Investment expenses	(0.6)	(0.8)	(0.8)	(0.9)	(0.9)	(3.1)	(3.7)
Credited interest	(15.7)	(15.8)	(16.1)	(16.3)	(16.6)	(63.9)	(65.0)
Net margin	**10.7**	**9.8**	**9.5**	**9.5**	**7.3**	**39.5**	**37.8**
Other investment income [1] [2]	2.9	6.5	2.2	2.5	3.1	14.1	11.3
Investment spread and other investment income	**13.6**	**16.3**	**11.7**	**12.0**	**10.4**	**53.6**	**49.1**
Group life							
Premiums	117.2	118.1	119.3	118.9	116.5	473.3	460.8
Benefits	(84.3)	(97.0)	(89.9)	(101.5)	(91.2)	(372.7)	(354.5)
Other [3]	(2.5)	(1.1)	(2.6)	(3.1)	(3.4)	(9.2)	(11.1)
Total	**30.5**	**20.0**	**26.8**	**14.2**	**21.8**	**91.4**	**95.2**
Loss Ratio (Interest adjusted)	**72.0%**	**82.1%**	**75.4%**	**85.4%**	**78.4%**	**78.7%**	**76.9%**
Group stop loss							
Premiums	138.8	136.3	133.9	135.7	136.5	544.8	561.5
Benefits	(108.9)	(99.3)	(96.6)	(105.4)	(94.8)	(410.2)	(409.5)
Other [3]	(0.4)	(1.1)	(0.3)	(1.3)	(0.7)	(3.1)	(3.2)
Total	**29.5**	**35.9**	**37.0**	**29.1**	**41.0**	**131.5**	**148.8**
Loss Ratio	**78.4%**	**72.8%**	**72.1%**	**77.6%**	**69.5%**	**75.3%**	**72.9%**
Voluntary Benefits, Disability, and Other	**18.3**	**20.5**	**23.1**	**19.4**	**17.6**	**81.3**	**64.3**
Net underwriting gain (loss) and other revenue	**78.3**	**76.3**	**86.9**	**62.8**	**80.6**	**304.3**	**308.6**

[1] The three months ended 9/30/13 and 12/31/13 include $4.0 million and $0.3 million of net investment income from Lehman Recovery/LIHTC, respectively.

[2] Includes investment income on assets backing surplus that has been allocated from the corporate segment.

[3] Other includes service fees, dividends, interest expenses, and other miscellaneous expenses. The Loss Ratio calculation does not include Other.

ING U.S.
Employee Benefits Operating Earnings

(in millions USD)	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Operating revenues							
Net investment income and net realized gains (losses)	29.2	32.1	27.9	28.4	27.0	117.6	114.3
Fee income	15.9	15.5	15.8	15.8	15.9	63.0	62.5
Premiums	272.4	269.6	269.0	274.9	271.6	1,085.9	1,078.1
Other revenue	(1.0)	(1.0)	(1.0)	(1.0)	(0.9)	(4.0)	(3.7)
Total operating revenues	**316.5**	**316.2**	**311.7**	**318.1**	**313.6**	**1,262.5**	**1,251.2**
Operating benefits and expenses							
Interest credited and other benefits to contract owners/policyholders	(223.9)	(223.7)	(213.2)	(242.6)	(220.9)	(903.4)	(892.1)
Operating expenses	(57.1)	(58.5)	(60.5)	(60.0)	(60.7)	(236.1)	(236.2)
Net amortization of DAC/VOBA	(5.0)	(4.9)	(3.9)	(3.1)	(3.4)	(16.9)	(13.5)
Total operating benefits and expenses	**(286.0)**	**(287.1)**	**(277.6)**	**(305.7)**	**(285.0)**	**(1,156.4)**	**(1,141.8)**
Operating earnings before income taxes	**30.5**	**29.1**	**34.1**	**12.4**	**28.6**	**106.1**	**109.4**

ING U.S.
Employee Benefits Key Metrics

(in millions USD)	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Sales							
Group life (Basic / Sup / AD&D)	5.4	7.3	1.6	44.0	2.0	58.3	47.9
Group stop loss	14.0	38.1	11.6	89.7	7.8	153.4	151.6
Disability	3.1	2.5	1.1	10.9	1.8	17.6	15.8
Association (Life, DI, PAI)	3.6	0.1	0.3	-	12.7	4.0	14.3
Other (PAI)	0.4	0.2	0.1	1.8	-	2.5	1.0
Total group products	**26.5**	**48.2**	**14.7**	**146.4**	**24.3**	**235.8**	**230.6**
Voluntary products	**9.1**	**4.0**	**3.8**	**10.3**	**8.3**	**27.2**	**24.5**
Total sales by product line	**35.6**	**52.2**	**18.4**	**156.7**	**32.6**	**263.0**	**255.1**
Total gross premiums and deposits	314.5	316.2	311.3	319.5	314.3	1,261.5	1,252.1
Total annualized in-force premiums	1,294.6	1,292.4	1,273.5	1,316.2	1,286.6	1,294.6	1,286.6
Assets under management (EOP)							
General account	1,739.2	1,753.6	1,747.3	1,739.1	1,745.5	1,739.2	1,745.5
Separate account	15.9	15.2	14.8	14.7	14.0	15.9	14.0
Total	**1,755.1**	**1,768.8**	**1,762.1**	**1,753.8**	**1,759.5**	**1,755.1**	**1,759.5**

ING U.S.
Corporate Operating Earnings

(in millions USD)	Three Months Ended					Year-to-Date	
	12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	12/31/13	12/31/12
Interest expense	(47.0)	(47.6)	(43.2)	(41.9)	(39.2)	(179.7)	(127.8)
Closed Block Variable Annuity contingent capital LOC	-	-	(5.6)	(12.8)	(13.1)	(18.4)	(56.7)
Amortization of intangibles	(8.7)	(8.7)	(8.8)	(8.8)	(8.8)	(35.0)	(35.0)
Other	11.7	(7.4)	4.8	13.4	17.5	22.5	37.2
Operating earnings before income taxes	**(44.0)**	**(63.7)**	**(52.8)**	**(50.1)**	**(43.6)**	**(210.6)**	**(182.3)**

ING U.S.
Closed Blocks (Variable Annuity and Other)

ING U.S.
Closed Block ISP and Other Operating Earnings

(in millions USD)	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Closed Block Institutional Spread Products [1]	(5.8)	8.7	10.9	22.1	4.7	35.9	45.7
Closed Block Other [2]	2.5	5.8	7.1	(0.7)	19.1	14.7	64.0
Operating earnings before income taxes	**(3.3)**	**14.5**	**18.0**	**21.4**	**23.8**	**50.6**	**109.7**

Closed Block Institutional Spread Products	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Operating revenues							
Net investment income and net realized gains (losses) [1]	21.1	22.8	26.0	38.0	23.7	107.9	126.3
Fee income	-	-	-	-	0.1	-	0.1
Premiums	0.6	0.6	0.6	0.6	0.6	2.4	2.3
Other revenue	(0.3)	(0.3)	(0.3)	(0.3)	(0.4)	(1.2)	(1.5)
Total operating revenues	**21.4**	**23.1**	**26.3**	**38.3**	**24.0**	**109.1**	**127.2**
Operating benefits and expenses							
Interest credited and other benefits to contract owners/policyholders	(24.6)	(11.9)	(12.7)	(13.5)	(16.1)	(62.7)	(67.5)
Operating expenses	(2.5)	(2.4)	(2.6)	(2.6)	(2.9)	(10.1)	(11.5)
Net amortization of DAC/VOBA	(0.1)	(0.1)	(0.1)	(0.1)	(0.2)	(0.4)	(0.6)
Interest expense	-	-	-	-	(0.1)	-	(1.9)
Total operating benefits and expenses	**(27.2)**	**(14.4)**	**(15.4)**	**(16.2)**	**(19.3)**	**(73.2)**	**(81.5)**
Operating earnings before income taxes	**(5.8)**	**8.7**	**10.9**	**22.1**	**4.7**	**35.9**	**45.7**

Closed Block Other	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Operating revenues							
Net investment income and net realized gains (losses) [2]	5.5	7.1	6.0	6.0	10.9	24.6	35.0
Fee income	-	-	-	-	-	-	0.1
Premiums	(0.1)	0.4	1.1	0.9	0.9	2.3	5.1
Other revenue	0.2	0.1	0.2	0.3	2.4	0.8	3.6
Total operating revenues	**5.6**	**7.6**	**7.3**	**7.2**	**14.2**	**27.7**	**43.8**
Operating benefits and expenses							
Interest credited and other benefits to contract owners/policyholders	(0.6)	0.8	7.3	(6.8)	6.8	0.7	3.8
Operating expenses	(2.5)	(2.6)	(7.5)	(1.1)	(1.9)	(13.7)	16.4
Total operating benefits and expenses	**(3.1)**	**(1.8)**	**(0.2)**	**(7.9)**	**4.9**	**(13.0)**	**20.2**
Operating earnings before income taxes	**2.5**	**5.8**	**7.1**	**(0.7)**	**19.1**	**14.7**	**64.0**

[1] The three months ended 9/30/13 and 12/31/13 include $(0.2) million and $(0.2) million of net investment income from Lehman Recovery/LIHTC, respectively.

[2] The three months ended 9/30/13 and 12/31/13 include $0.8 million and $(0.2) million of net investment income from Lehman Recovery/LIHTC, respectively.

ING U.S.
Closed Block Variable Annuity Income (Loss) before income taxes

(in millions USD)	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Revenues							
Net investment income	29.5	28.8	20.9	18.4	17.2	97.6	52.7
Fee income	331.8	325.3	320.7	309.3	312.9	1,287.1	1,235.9
Premiums	40.4	38.8	-	-	-	79.2	-
Net realized gains (losses)	(560.8)	(463.0)	(408.4)	(776.4)	(267.3)	(2,208.6)	(1,382.8)
Other revenues and premiums	3.2	4.0	6.5	4.7	5.3	18.5	24.2
Total revenues	**(155.9)**	**(66.1)**	**(60.3)**	**(444.0)**	**68.1**	**(726.2)**	**(70.0)**
Benefits and expenses							
Interest credited and other benefits to contract owners/policyholders	64.5	37.6	(144.3)	94.1	(107.6)	51.9	(113.6)
Operating expenses and interest expense	(119.6)	(119.2)	(116.5)	(112.2)	(113.3)	(467.6)	(450.4)
Net amortization of DAC/VOBA	(15.4)	(19.7)	(17.3)	(15.0)	(14.5)	(67.4)	(58.3)
Total benefits and expenses	**(70.5)**	**(101.3)**	**(278.1)**	**(33.1)**	**(235.4)**	**(483.1)**	**(622.3)**
Income (loss) before income taxes	**(226.4)**	**(167.4)**	**(338.4)**	**(477.1)**	**(167.3)**	**(1,209.3)**	**(692.3)**

The following table presents notable items that result in volatility in income (loss) before income taxes:	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Net gains (losses) related to incurred guaranteed benefits and guarantee hedge program, excluding nonperformance risk [1]	(201.9)	(366.3)	(407.4)	(453.9)	(18.0)	(1,429.5)	(858.3)
Gains (losses) related to CHO program [1]	-	(40.7)	(45.6)	(158.5)	18.5	(244.8)	(351.0)
Gain (loss) due to nonperformance risk[1]	(271.7)	5.2	(121.3)	(106.7)	(401.4)	(494.5)	(443.6)
Net investment gains (losses) [1]	(0.7)	(3.7)	3.5	13.5	(0.6)	12.6	26.6
DAC/VOBA and other intangibles unlocking and loss recognition	1.6	(4.3)	(1.8)	(0.2)	0.3	(4.7)	1.8

[1] Amounts exclude net amortization of DAC/VOBA and other intangibles.

(in millions USD)	Balances as of 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12
Death and living benefits-account value					
GMAB/GMWB	943	957	970	1,043	1,048
GMIB	15,909	15,443	15,048	15,482	14,904
GMWBL	16,537	16,053	15,636	16,075	15,612
No living benefits	11,351	11,107	10,934	11,246	10,976
Total*	**44,740**	**43,560**	**42,588**	**43,846**	**42,540**
Net amount at risk (after reinsurance)					
Total DB NAR	**5,074**	**5,720**	**6,437**	**6,105**	**7,029**
GMAB/GMWB	20	25	32	32	42
GMIB[1]	1,682	2,321	2,780	3,029	3,576
GMWBL[1]	452	700	960	1,293	1,703
Total LB NAR	**2,154**	**3,046**	**3,772**	**4,354**	**5,321**

*Excludes assets associated with Payout Reserves, Policy Loans, and Life Insurance Business

(1) GMIB and GMWBL values represent discounted net amount at risk

ING U.S.
Closed Block Variable Annuity AUM Rollforward

	Three Months Ended					Year-to-Date	
	12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	12/31/13	12/31/12
(in millions USD)							
Products in accumulation phase:							
Balance as of beginning of period	43,608.4	42,635.2	43,897.8	42,590.6	43,280.8	42,590.6	42,231.7
Deposits	55.1	61.0	79.6	74.9	66.7	270.6	262.6
Surrenders, benefits, and product charges	(1,172.5)	(1,097.2)	(1,175.2)	(1,057.8)	(1,059.5)	(4,502.7)	(3,957.0)
Net cash flow	(1,117.4)	(1,036.2)	(1,095.6)	(982.9)	(992.8)	(4,232.1)	(3,694.4)
Interest credited and investment performance	2,297.2	2,009.3	(167.0)	2,290.1	302.6	6,429.8	4,053.3
Balance as of end of period	**44,788.2**	**43,608.4**	**42,635.2**	**43,897.8**	**42,590.6**	**44,788.2**	**42,590.6**
End of period contracts in payout status	910.8	818.5	724.2	648.8	607.8	910.8	607.8
Total balance as of end of period*	**45,699.0**	**44,426.9**	**43,359.4**	**44,546.6**	**43,198.4**	**45,699.0**	**43,198.4**
Assets Under Management							
General account	1,429.1	1,379.7	1,336.6	1,272.1	1,237.6	1,429.1	1,237.6
Separate account	44,269.9	43,047.2	42,022.6	43,274.5	41,960.8	44,269.9	41,960.8
Total*	**45,699.0**	**44,426.9**	**43,359.4**	**44,546.6**	**43,198.4**	**45,699.0**	**43,198.4**

*Includes products in accumulation and payout phase, Policy Loans, and Life Insurance Business

ING U.S.
Investment Information

ING U.S.
Portfolio Composition

	Balances as of									
	12/31/13		9/30/13		6/30/13		3/31/13		12/31/12	
(in millions USD)	Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% of Total
Composition of Investment Portfolio										
Fixed maturities, available for sale, at fair value, before consolidation	68,341.9		69,258.8		69,930.1		70,708.5		70,995.5	
CLOs Adjustments [1]	(43.0)		(118.0)		(119.6)		(133.0)		(84.1)	
VOEs Adjustments [1]	18.9		30.6		32.9		47.4		(1.1)	
Fixed maturities, available for sale, at fair value, after consolidation	68,317.8	78.4%	69,171.4	77.7%	69,843.4	78.0%	70,622.9	76.7%	70,910.3	74.2%
Fixed maturities, at fair value using the fair value option	2,935.3	3.4%	2,910.2	3.3%	2,771.6	3.1%	2,675.8	2.9%	2,771.3	2.8%
Equity securities, available for sale, at fair value	314.4	0.4%	279.6	0.3%	281.0	0.3%	282.3	0.3%	340.1	0.4%
Short-term investments	1,048.1	1.2%	2,547.3	2.8%	2,404.8	2.7%	2,404.8	3.2%	5,991.2	6.3%
Mortgage loans on real estate	9,312.2	10.7%	9,015.6	10.1%	8,929.1	10.0%	8,949.4	9.7%	8,662.3	9.1%
Policy loans	2,147.0	2.5%	2,147.5	2.4%	2,144.9	2.4%	2,204.4	2.4%	2,200.3	2.3%
Limited partnerships/corporations, before consolidation	890.4		984.3		1,024.0		1,036.7		1,031.0	
VOEs Adjustments [1]	(654.0)		(594.3)		(593.8)		(568.2)		(565.9)	
Limited partnerships/corporations, after consolidation	236.4	0.3%	390.0	0.4%	430.2	0.5%	468.5	0.5%	465.1	0.5%
Derivatives	1,149.3	1.3%	1,087.4	1.3%	1,174.4	1.3%	2,077.0	2.3%	2,374.5	2.5%
Other investments	124.6	0.1%	145.7	0.2%	168.4	0.2%	166.7	0.2%	167.0	0.2%
Securities pledged to creditors	1,465.7	1.7%	1,312.6	1.5%	1,357.0	1.5%	1,774.7	1.8%	1,605.5	1.7%
Total investments, after consolidation	**87,050.8**	**100.0%**	**89,007.3**	**100.0%**	**89,504.8**	**100.0%**	**92,213.8**	**100.0%**	**95,487.6**	**100.0%**
Fixed Maturity Securities - Security Sector [2]										
U.S. Government agencies and authorities	5,800.1	8.0%	6,336.4	8.6%	6,660.8	9.0%	6,467.0	8.6%	6,607.9	8.8%
U.S. Corporate - Public	32,033.7	44.0%	32,048.9	43.8%	31,643.8	42.8%	32,137.7	42.8%	31,597.4	41.9%
U.S. Corporate - Private	5,444.9	7.5%	5,362.3	7.3%	5,423.1	7.3%	5,622.2	7.5%	5,566.5	7.4%
Foreign Government / Agency	1,051.4	1.4%	1,057.5	1.4%	1,091.8	1.5%	1,156.1	1.5%	1,190.0	1.6%
Foreign Corporate - Public	7,044.1	9.7%	6,982.4	9.5%	6,572.7	8.9%	6,807.3	9.1%	6,476.7	8.6%
Foreign Corporate - Private	8,261.0	11.4%	8,149.1	11.1%	8,083.4	10.9%	8,146.6	10.9%	8,317.8	11.0%
State, municipalities and political subdivisions	281.1	0.4%	285.0	0.4%	292.5	0.4%	317.8	0.4%	352.8	0.5%
Residential mortgaged-backed securities:				0.0%						
CMO-B Agency	2,945.5	4.0%	2,882.5	3.9%	2,706.0	3.7%	2,934.3	3.9%	3,066.4	4.1%
CMO-B Non-Agency	430.3	0.6%	449.0	0.6%	479.7	0.6%	540.5	0.7%	582.8	0.8%
Agency	2,881.9	4.0%	3,030.0	4.1%	3,336.1	4.5%	2,706.7	3.6%	2,779.7	3.7%
Non-Agency [3]	1,478.9	2.0%	1,587.8	2.2%	1,847.0	2.5%	1,997.0	2.7%	2,193.9	2.9%
Total Residential mortgage-backed securities	**7,736.6**	**10.6%**	**7,949.3**	**10.8%**	**8,368.8**	**11.3%**	**8,178.5**	**10.9%**	**8,622.8**	**11.5%**
Commercial mortgage-backed securities	3,752.1	5.2%	3,867.6	5.3%	4,425.9	6.0%	4,813.2	6.4%	4,946.4	6.6%
Other asset-backed securities [3]	1,313.8	1.8%	1,355.7	1.8%	1,409.2	1.9%	1,427.0	1.9%	1,608.8	2.1%
Total fixed maturities, including securities pledged	**72,718.8**	**100.0%**	**73,394.2**	**100.0%**	**73,972.0**	**100.0%**	**75,073.4**	**100.0%**	**75,287.1**	**100.0%**
Fixed Maturity Securities - Contractual Maturity Dates										
Due to mature:										
Due in one year or less	2,153.6	3.0%	2,423.9	3.3%	2,471.6	3.3%	3,021.8	4.0%	2,918.1	3.9%
Due after one year through five years	14,397.4	19.8%	16,036.2	21.8%	15,862.9	21.4%	15,205.4	20.3%	15,353.4	20.4%
Due after five years through ten years	21,303.4	29.3%	20,113.5	27.4%	19,928.2	26.9%	19,830.3	26.4%	19,179.7	25.5%
Due after ten years	22,061.9	30.3%	21,648.0	29.6%	21,505.4	29.2%	22,597.2	30.1%	22,657.9	30.1%
CMO-B	3,375.8	4.6%	3,331.5	4.5%	3,185.7	4.3%	3,474.8	4.6%	3,649.2	4.8%
Mortgage-backed securities	8,112.9	11.2%	8,485.4	11.6%	9,609.0	13.0%	9,516.9	12.7%	9,920.0	13.2%
Other asset-backed securities [3]	1,313.8	1.8%	1,355.7	1.8%	1,409.2	1.9%	1,427.0	1.9%	1,608.8	2.1%
Total fixed maturities, including securities pledged	**72,718.8**	**100.0%**	**73,394.2**	**100.0%**	**73,972.0**	**100.0%**	**75,073.4**	**100.0%**	**75,287.1**	**100.0%**
Fixed Maturity Securities - NAIC Quality Designation										
NAIC Quality Designation										
1	41,169.4	56.5%	41,616.0	56.7%	42,428.3	57.4%	42,710.2	56.9%	42,197.7	56.1%
2	28,555.4	39.3%	28,315.4	38.6%	27,962.2	37.8%	28,764.1	38.3%	29,245.1	38.9%
3	2,415.8	3.3%	2,735.2	3.7%	2,661.7	3.6%	2,605.5	3.5%	2,670.7	3.5%
4	329.5	0.5%	456.9	0.6%	551.3	0.7%	578.3	0.8%	699.8	0.9%
5	61.7	0.1%	78.2	0.1%	160.5	0.2%	186.0	0.2%	254.8	0.3%
6	187.0	0.3%	192.5	0.3%	208.0	0.3%	229.3	0.3%	219.0	0.3%
Total fixed maturities, including securities pledged [4]	**72,718.8**	**100.0%**	**73,394.2**	**100.0%**	**73,972.0**	**100.0%**	**75,073.4**	**100.0%**	**75,287.1**	**100.0%**
Fixed Maturity Securities - ARO Quality Rating										
ARO Quality Rating										
AAA	15,330.7	21.1%	15,856.2	21.6%	16,486.5	22.3%	16,047.9	21.4%	16,752.5	22.3%
AA	4,342.1	6.0%	4,518.3	6.2%	4,349.5	5.9%	4,338.0	5.8%	4,067.1	5.4%
A	19,793.6	27.2%	19,877.9	27.1%	19,702.3	26.6%	20,115.9	26.8%	19,414.6	25.8%
BBB	28,561.5	39.2%	28,383.4	38.6%	28,310.1	38.3%	29,205.9	38.9%	29,445.1	39.1%
BB	2,676.1	3.7%	2,682.6	3.7%	2,843.4	3.8%	2,877.3	3.8%	2,865.1	3.8%
B and below	2,014.8	2.8%	2,075.8	2.8%	2,280.2	3.1%	2,488.4	3.3%	2,742.7	3.6%
Total fixed maturities, including securities pledged	**72,718.8**	**100.0%**	**73,394.2**	**100.0%**	**73,972.0**	**100.0%**	**75,073.4**	**100.0%**	**75,287.1**	**100.0%**

(1) Adjustments include the elimination of intercompany transactions between the Company and its consolidated investment entities, primarily the elimination of the Company's equity at risk recorded as investments by the Company (before consolidation) against either equity (private equity and real estate partnership funds) or senior and subordinated debt (CLOs) of the funds.
(2) Fixed Maturity Securities includes fixed maturities,available for sale , fixed maturities at fair value using the fair value option and securities pledged to creditors.
(3) Subprime asset-backed securities are included as a component of Non-Agency RMBS under this presentation.
(4) ARO ratings do not directly translate into NAIC ratings.

ING U.S.
Portfolio Results

(in millions USD)	Three Months Ended										Year to Date			
	12/31/13		9/30/13		6/30/13		3/31/13		12/31/12		12/31/13		12/31/12	
Operating investment income and annualized yield	**Net Investment Income**	**Annualized Yield**	**Net Investment Income**	**Annualized Yield**	**Net Investment Income**	**Annualized Yield**	**Net Investment Income**	**Annualized Yield**	**Net Investment Income**	**Annualized Yield**	**Net Investment Income**	**Annualized Yield**	**Net Investment Income**	**Annualized Yield**
Fixed maturity securities [1]	839.4	4.98%	824.1	4.88%	831.0	5.02%	855.6	5.21%	854.6	5.23%	3,350.1	5.03%	3,515.4	5.48%
Equity securities	3.5	4.54%	3.4	4.96%	0.5	0.77%	2.6	3.72%	3.2	3.77%	10.0	3.52%	17.7	5.30%
Mortgage loans	114.2	5.18%	112.8	5.13%	113.6	5.24%	115.4	5.38%	114.0	5.42%	456.0	5.23%	475.6	5.51%
Limited partnerships	61.5	31.85%	116.1	60.40%	27.8	11.46%	23.2	9.37%	17.4	6.98%	228.6	26.30%	52.5	3.66%
Policy loans	29.2	5.58%	29.5	5.66%	29.7	5.69%	29.9	5.57%	30.0	5.60%	118.3	5.63%	121.5	5.65%
Dutch state obligation (Alt-A transaction)	-	0.00%	-	0.00%	-	0.00%	-	0.00%	1.6	0.91%	-	0.00%	14.1	1.01%
Short-term investments	0.8	0.16%	0.8	0.12%	1.0	0.17%	0.9	0.12%	1.5	0.10%	3.5	0.14%	5.4	0.12%
Derivatives [1]	(6.8)	N/A	(2.2)	N/A	(9.0)	N/A	(11.9)	N/A	(13.9)	N/A	(29.9)	N/A	(56.2)	N/A
Pre-payment fee income	25.9	0.12%	14.6	0.07%	25.7	0.12%	25.6	0.12%	17.9	0.08%	91.8	0.11%	69.5	0.08%
Other assets	8.3	N/A	23.6	N/A	3.3	N/A	3.5	N/A	11.0	N/A	38.7	N/A	23.1	N/A
Gross investment income before expenses and fees	**1,076.0**	**5.28%**	**1,122.7**	**5.47%**	**1,023.6**	**5.07%**	**1,044.8**	**5.17%**	**1,037.3**	**4.94%**	**4,267.1**	**5.26%**	**4,238.6**	**5.11%**
Expenses and fees	(40.7)	-0.20%	(39.5)	-0.19%	(40.7)	-0.21%	(40.8)	-0.21%	(41.5)	-0.20%	(161.7)	-0.20%	(165.0)	-0.20%
Total investment income and annualized yield	**1,035.3**	**5.07%**	**1,083.2**	**5.28%**	**982.9**	**4.86%**	**1,004.0**	**4.96%**	**995.8**	**4.74%**	**4,105.4**	**5.06%**	**4,073.6**	**4.91%**
Less: Closed Block Variable Annuity (CBVA) investment income net of expenses and fees	29.5		28.8		20.9		18.4		17.2		97.6		52.7	
Total investment income, excluding CBVA	**1,005.8**		**1,054.4**		**962.0**		**985.6**		**978.6**		**4,007.8**		**4,020.9**	
Trading Gains/Losses														
Fixed maturities	62.7		36.0		0.8		11.0		45.9		110.5		408.4	
Equity securities	-		0.6		(0.1)		0.2		2.4		0.7		4.2	
Mortgage loans	0.1		0.2		(0.2)		-		7.7		0.1		7.7	
Other investments	(3.2)		4.3		(3.0)		1.6		(21.9)		(0.3)		(21.9)	
Total Trading Gains/Losses, excluding CBVA	**59.6**		**41.1**		**(2.5)**		**12.8**		**34.1**		**111.0**		**398.4**	
Impairments														
Fixed maturities	(13.1)		(2.3)		(5.4)		(11.0)		(20.2)		(31.8)		(43.8)	
Equity securities	-		(1.2)		(1.8)		-		-		(3.0)		-	
Mortgage loans	-		-		-		-		(7.7)		-		(7.7)	
Other investments	-		(0.7)		-		-		-		(0.7)		(1.4)	
Total Impairments, excluding CBVA	**(13.1)**		**(4.2)**		**(7.2)**		**(11.0)**		**(27.9)**		**(35.5)**		**(52.9)**	
Fair Value Adjustments [2]	**42.6**		**19.6**		**(77.7)**		**(10.2)**		**(9.3)**		**(25.7)**		**113.8**	
Derivatives, including Change in Fair Value of Derivatives related to Guaranteed Benefits, excluding CBVA	**15.5**		**17.8**		**114.6**		**58.1**		**22.9**		**206.0**		**210.0**	
Net Realized Investment Gains (losses) and Net Guaranteed Benefit Hedging Gains (losses), excluding CBVA	**104.6**		**74.3**		**27.2**		**49.7**		**19.8**		**255.8**		**669.3**	
CBVA Investment Income and Realized Capital Gains (Losses)	**(531.3)**		**(434.2)**		**(387.5)**		**(758.0)**		**(250.1)**		**(2,111.0)**		**(1,330.1)**	
Business Sold Through MODCO REINS [3]	**(12.3)**		**(15.6)**		**(62.7)**		**(18.7)**		**(6.9)**		**(109.3)**		**32.3**	
Consolidation/eliminations [4]	**12.7**		**25.6**		**7.3**		**65.3**		**(70.2)**		**110.9**		**24.7**	
Total Investment Income and Realized Capital Gains (Losses)	**579.5**		**704.5**		**546.3**		**323.9**		**671.2**		**2,154.2**		**3,417.1**	

[1] Operating income from CMO-B portfolio assets, including derivatives, is included in fixed maturity securities.

[2] Fair value adjustments include adjustments related to CMO-B assets carried at fair value, among other income sources.

[3] Income related to the Hannover Life Re Modco reinsurance transaction, in which the risk associated with these policies has been transferred to Hannover Life Re.

[4] Consolidation/eliminations includes:

-The impact of consolidation of investment entities into the Consolidated Statements of Operations, net of the elimination of the Company's management fees expensed by the funds and recorded as operating revenues (before consolidation) by the Company;

-The elimination of intersegment expenses, primarily consisting of asset-based management and administration fees charged by our Investment Management Segment;

-Other intersegment eliminations.

ING U.S.
Alternative Investment Income

(in millions USD)	Three Months Ended					Year-to-Date	
	12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	12/31/13	12/31/12
Retirement							
Average alternative investments	264.8	267.1	260.0	256.0	292.2	262.0	523.1
Alternative investment income	12.6	7.5	8.4	7.9	0.9	36.4	43.2
Annuities							
Average alternative investments	170.9	171.5	178.8	189.2	188.5	177.6	284.4
Alternative investment income	9.1	4.5	7.6	4.4	2.0	25.6	25.8
Investment Management							
Average alternative investments	127.1	124.2	123.8	120.8	128.2	124.0	107.5
Alternative investment income	10.0	4.9	6.1	2.8	5.6	23.8	41.6
Individual Life							
Average alternative investments	125.5	127.7	138.8	132.1	133.5	131.0	197.5
Alternative investment income	7.1	3.4	6.3	3.4	(0.3)	20.2	12.1
Employee Benefits							
Average alternative investments	24.5	25.1	25.6	23.6	29.7	24.7	54.2
Alternative investment income	1.4	0.8	1.1	0.6	0.1	3.9	4.5
Total Ongoing Business							
Average alternative investments	**712.8**	**715.6**	**727.0**	**721.7**	**772.1**	**719.3**	**1,166.7**
Alternative investment income	**40.2**	**21.1**	**29.5**	**19.1**	**8.3**	**109.9**	**127.2**
Corporate							
Average alternative investments	101.6	95.8	95.5	98.1	101.8	97.8	95.5
Alternative investment income	7.2	4.8	(5.7)	2.7	5.1	9.0	23.4
Closed Blocks [1]							
Average alternative investments	51.7	58.8	59.4	62.4	41.5	58.1	88.4
Alternative investment income	3.0	2.5	2.4	1.8	4.0	9.7	11.6
Total ING U.S. [2]							
Average alternative investments	**866.1**	**870.2**	**881.9**	**882.2**	**915.4**	**875.2**	**1,350.6**
Alternative investment income	**50.4**	**28.4**	**26.2**	**23.6**	**17.4**	**128.6**	**162.2**

[1] Our Closed Block Variable Annuity segment is managed to focus on protecting regulatory and rating agency capital rather than achieving operating metrics and, therefore, its results of operations are not reflected within investment income.

[2] Alternative investment income excludes the net investment income from Lehman Recovery/LIHTC in the 12/31/13 and 9/30/13 periods and net loss on the sale of certain alternative investments during the 12/31/12 year-to-date period.

ING U.S.
Unrealized Gains (Losses)

(in millions USD)

Fixed Maturities, available for sale (including securities pledged)
Aging Schedule

	Balances as of									
	12/31/13		9/30/13		6/30/13		3/31/13		12/31/12	
	Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% of Total
Less than 20%	(1,087.3)	95.7%	(992.6)	92.9%	(929.8)	92.7%	(191.9)	71.3%	(150.6)	51.4%
20% or more for less than six months	(18.6)	1.6%	(47.3)	4.4%	(35.3)	3.5%	(3.9)	1.5%	(11.4)	3.9%
20% or more for six months or greater	(30.6)	2.7%	(29.1)	2.7%	(38.2)	3.8%	(73.0)	27.2%	(130.7)	44.7%
Total Unrealized Loss	**(1,136.5)**	**100.0%**	**(1,069.0)**	**100.0%**	**(1,003.3)**	**100.0%**	**(268.8)**	**100.0%**	**(292.7)**	**100.0%**
Total Unrealized Gain	**4,301.8**		**4,594.2**		**4,919.9**		**7,336.0**		**8,155.7**	
Net Unrealized Gain/Loss	**3,165.3**		**3,525.2**		**3,916.6**		**7,067.2**		**7,863.0**	

Fixed Maturities Securities - Security Sector - Net Unrealized Gain/(Loss)*

	12/31/13	9/30/13	6/30/13	3/31/13	12/31/12
US Treasuries and US government agencies and authorities	108.1	255.7	348.7	638.7	768.2
US Corporate - Public	1,173.7	1,238.2	1,458.9	3,116.0	3,592.5
US Corporate - Private	294.6	354.2	363.5	561.5	585.3
Foreign Government / Agency	7.4	11.9	11.0	84.0	120.6
Foreign Corporate - Public	228.2	202.9	207.4	559.7	640.8
Foreign Corporate - Private	459.5	509.1	503.6	793.1	831.9
State, municipalities, and political subdivisions	9.1	11.0	14.2	29.2	32.6
Residential mortgaged-backed securities:					
CMO-B Agency	376.5	397.0	422.3	505.9	551.1
CMO-B Non-Agency	118.1	115.5	117.1	128.5	136.0
Agency	(7.5)	13.1	7.9	55.8	67.4
Non-Agency	36.7	13.1	0.3	18.9	(41.8)
Total Residential mortgage-backed securities	**523.8**	**538.7**	**547.6**	**709.1**	**712.7**
Commercial Mortgage-Backed Securities	324.2	358.3	411.3	511.8	507.5
Other Asset-Backed Securities*	36.7	45.2	50.4	64.1	70.9
Total Net Unrealized Gain/Loss	**3,165.3**	**3,525.2**	**3,916.6**	**7,067.2**	**7,863.0**

* Subprime asset-backed securities are included as a component of Non-Agency RMBS under this presentation.

(in millions USD)

RMBS Balances by Collateral Type

	Balances as of									
	12/31/13		9/30/13		6/30/13		3/31/13		12/31/12	
	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost
Prime Agency	5,826.0	5,377.7	5,911.2	5,410.4	6,040.8	5,508.4	5,639.6	4,939.7	5,844.8	5,070.0
Prime / Non-Agency	933.7	786.5	1,021.6	872.1	1,148.9	1,000.6	1,300.0	1,116.1	1,399.4	1,215.3
Alt-A RMBS	353.5	307.4	358.8	326.0	376.3	344.6	402.0	365.2	411.3	389.2
Subprime Mortgage-Backed Securities	623.4	614.7	657.7	657.5	802.8	806.5	836.9	836.3	967.3	998.0
Total	**7,736.6**	**7,086.3**	**7,949.3**	**7,266.0**	**8,368.8**	**7,660.1**	**8,178.5**	**7,257.3**	**8,622.8**	**7,672.5**

CMBS Balances by Year of Origination

	Balances as of									
	12/31/13		9/30/13		6/30/13		3/31/13		12/31/12	
	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost
2013	197.2	200.4	-	-	-	-	-	-	-	-
2012	8.8	8.9	-	-	-	-	-	-	-	-
2008	11.4	9.3	11.5	9.3	11.4	9.2	11.8	9.4	12.9	11.1
2007	1,148.1	1,017.8	1,264.7	1,123.6	1,636.3	1,457.6	1,810.3	1,583.0	1,850.3	1,636.8
2006	1,252.7	1,127.4	1,338.8	1,201.6	1,390.0	1,247.1	1,475.7	1,300.7	1,493.7	1,315.8
2005 and prior	1,133.9	1,064.1	1,252.6	1,174.8	1,388.2	1,300.7	1,515.4	1,408.3	1,589.5	1,475.2
Total	**3,752.1**	**3,427.9**	**3,867.6**	**3,509.3**	**4,425.9**	**4,014.6**	**4,813.2**	**4,301.4**	**4,946.4**	**4,438.9**

Other ABS Balances by Loan Classification

	Balances as of									
	12/31/13		9/30/13		6/30/13		3/31/13		12/31/12	
	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost
Credit Card Receivables	558.1	538.5	552.8	529.4	564.1	538.5	591.5	558.0	651.7	614.8
Automobile Receivables	447.9	447.1	471.3	470.2	500.1	498.9	471.1	468.1	535.2	531.1
CLO's *	41.7	36.6	49.5	48.9	49.1	48.4	53.6	53.8	66.1	68.0
Other	266.1	254.9	282.1	268.8	295.9	280.3	310.8	291.0	355.8	334.2
Total	**1,313.8**	**1,277.1**	**1,355.7**	**1,317.3**	**1,409.2**	**1,366.1**	**1,427.0**	**1,370.9**	**1,608.8**	**1,548.1**

* Excludes consolidated CLO's

ING U.S.
RMBS Securities Summary

(in millions USD)

RMBS*
By Rating and Origination Year
As of December 31, 2013

NAIC Designation	Prime Agency		Prime/Non-Agency		Alt-A RMBS		Subprime Mortgage-Backed Securities		Total	
	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost
1	5,810.9	5,360.5	647.1	580.9	273.9	238.9	474.9	444.3	7,206.8	6,624.6
2	-	-	38.4	37.3	38.1	33.3	99.5	115.0	176.0	185.6
3	8.8	10.9	46.8	45.4	23.5	23.0	26.9	30.9	106.0	110.2
4	6.3	6.3	3.3	0.9	15.2	9.4	14.9	18.0	39.7	34.6
5	-	-	50.7	35.9	-	-	5.3	3.4	56.0	39.3
6	-	-	147.4	86.1	2.8	2.8	1.9	3.1	152.1	92.0
Total by rating	**5,826.0**	**5,377.7**	**933.7**	**786.5**	**353.5**	**307.4**	**623.4**	**614.7**	**7,736.6**	**7,086.3**

ARO Rating	Prime Agency		Prime/Non-Agency		Alt-A RMBS		Subprime Mortgage-Backed Securities		Total	
	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost
AAA	5,789.5	5,337.6	11.8	11.4	0.2	0.2	1.9	1.9	5,803.4	5,351.1
AA	3.1	3.1	32.4	30.3	-	-	7.2	7.1	42.7	40.5
A	-	-	39.5	37.3	5.2	4.8	33.8	34.6	78.5	76.7
BBB	-	-	130.5	125.8	13.8	14.1	44.7	46.2	189.0	186.1
BB	8.9	10.9	70.0	65.5	17.7	17.6	57.4	62.4	154.0	156.4
B and below	24.5	26.1	649.5	516.2	316.6	270.7	478.4	462.5	1,469.0	1,275.5
Total by rating	**5,826.0**	**5,377.7**	**933.7**	**786.5**	**353.5**	**307.4**	**623.4**	**614.7**	**7,736.6**	**7,086.3**

Origination Year	Prime Agency		Prime/Non-Agency		Alt-A RMBS		Subprime Mortgage-Backed Securities		Total	
	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost
2013	601.1	610.1	-	-	-	-	-	-	601.1	610.1
2012	762.1	784.4	-	-	-	-	-	-	762.1	784.4
2011	1,046.0	1,050.1	-	-	-	-	-	-	1,046.0	1,050.1
2010	818.8	809.7	27.3	26.3	-	-	-	-	846.1	836.0
2009	352.9	346.7	11.0	11.1	-	-	-	-	363.9	357.8
2008	203.0	190.5	-	-	-	-	-	-	203.0	190.5
2007	416.6	379.4	143.6	132.8	77.4	67.6	182.0	171.7	819.6	751.5
2006	464.6	349.4	229.3	155.7	93.7	68.3	149.6	138.9	937.2	712.3
2005 and prior	1,160.9	857.4	522.5	460.6	182.4	171.5	291.8	304.1	2,157.6	1,793.6
Total by origination year	**5,826.0**	**5,377.7**	**933.7**	**786.5**	**353.5**	**307.4**	**623.4**	**614.7**	**7,736.6**	**7,086.3**

* Subprime mortgage-backed securities are included in RMBS under this presentation

CMBS and Other Asset-Backed Securities Summary

(in millions USD)

CMBS
By Rating and Vintage
As of December 31, 2013

	AAA		AA		A		BBB		BB		B & Below		Total	
Origination Year	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost
2013	197.2	200.4	-	-	-	-	-	-	-	-	-	-	197.2	200.4
2012	8.8	8.9	-	-	-	-	-	-	-	-	-	-	8.8	8.9
2008	-	-	-	-	-	-	11.4	9.3	-	-	-	-	11.4	9.3
2007	47.9	45.0	371.7	337.1	152.2	137.6	201.0	165.6	222.5	206.8	152.8	125.7	1,148.1	1,017.8
2006	566.8	525.8	187.6	172.0	152.8	139.0	201.4	180.5	91.6	68.2	52.5	41.9	1,252.7	1,127.4
2005 and prior	731.6	704.5	168.2	158.8	121.9	113.9	62.2	55.3	36.7	25.8	13.3	5.8	1,133.9	1,064.1
Total by origination year	**1,552.3**	**1,484.6**	**727.5**	**667.9**	**426.9**	**390.5**	**476.0**	**410.7**	**350.8**	**300.8**	**218.6**	**173.4**	**3,752.1**	**3,427.9**

Other Asset-Backed Securities*
By Rating and Classification
As of December 31, 2013

	Credit Card Receivables		Automobile Receivables		CLO's**		Other		Total	
ARO Rating	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost
AAA	536.2	517.6	447.9	447.1	12.3	10.9	235.1	225.6	1,231.5	1,201.2
AA	-	-	-	-	21.0	18.6	1.9	2.5	22.9	21.1
A	21.9	20.9	-	-	8.4	7.1	15.0	15.4	45.3	43.4
BBB	-	-	-	-	-	-	11.3	10.6	11.3	10.6
BB	-	-	-	-	-	-	0.6	0.6	0.6	0.6
B and below	-	-	-	-	-	-	2.2	0.2	2.2	0.2
Total by rating	**558.1**	**538.5**	**447.9**	**447.1**	**41.7**	**36.6**	**266.1**	**254.9**	**1,313.8**	**1,277.1**

	Credit Card Receivables		Automobile Receivables		CLO's**		Other		Total	
NAIC Designation	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost
1	558.1	538.5	447.9	447.1	41.7	36.6	252.0	243.5	1,299.7	1,265.7
2	-	-	-	-	-	-	11.3	10.6	11.3	10.6
3	-	-	-	-	-	-	0.6	0.6	0.6	0.6
4	-	-	-	-	-	-	-	-	-	-
5	-	-	-	-	-	-	-	-	-	-
6	-	-	-	-	-	-	2.2	0.2	2.2	0.2
Total by rating	**558.1**	**538.5**	**447.9**	**447.1**	**41.7**	**36.6**	**266.1**	**254.9**	**1,313.8**	**1,277.1**

* Subprime asset-backed securities are excluded from Other Asset-Backed Securities and included in Non-Agency RMBS under this presentation.
** Excludes consolidated CLO's

ING U.S.
Mortgage Loans on Real Estate

(in millions USD)

Mortgage Loans on Real Estate by Region and Property Type

	Balances as of									
	12/31/13		9/30/13		6/30/13		3/31/13		12/31/12	
U.S. Region	Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% of Total
Pacific	2,281.8	24.5%	2,054.5	22.7%	2,090.2	23.3%	2,025.5	22.7%	1,973.9	22.8%
South Atlantic	1,936.0	20.8%	1,851.4	20.5%	1,706.6	19.1%	1,725.9	19.3%	1,687.6	19.4%
Middle Atlantic	1,112.0	11.9%	1,107.2	12.3%	1,142.8	12.8%	1,000.5	11.2%	1,059.5	12.2%
East North Central	1,037.5	11.1%	962.7	10.7%	1,006.7	11.3%	1,020.1	11.4%	962.8	11.1%
West South Central	1,122.3	12.0%	1,232.9	13.7%	1,246.3	14.0%	1,301.6	14.5%	1,176.3	13.6%
Mountain	790.4	8.5%	749.7	8.3%	711.1	8.0%	711.1	8.9%	718.2	8.3%
West North Central	517.2	5.6%	519.4	5.8%	502.7	5.6%	535.0	6.0%	537.5	6.2%
New England	318.1	3.4%	318.9	3.5%	322.1	3.6%	334.8	3.7%	334.6	3.9%
East South Central	200.7	2.2%	222.9	2.5%	204.7	2.3%	209.0	2.3%	215.8	2.5%
Total Commercial Mortgage Loans [1]	**9,316.0**	**100.0%**	**9,019.6**	**100.0%**	**8,933.2**	**100.0%**	**8,953.3**	**100.0%**	**8,666.2**	**100.0%**
Property Type										
Industrial	2,848.0	30.6%	2,998.0	33.3%	3,183.5	35.7%	3,385.2	37.7%	3,361.5	38.8%
Retail	2,936.9	31.5%	2,795.9	31.0%	2,653.1	29.7%	2,609.9	29.2%	2,350.2	27.1%
Office	1,242.2	13.3%	1,243.3	13.8%	1,280.9	14.3%	1,243.3	13.9%	1,284.7	14.8%
Apartments	1,296.1	13.9%	1,048.6	11.6%	994.1	11.1%	935.8	10.5%	952.1	11.0%
Hotel/Motel	430.6	4.6%	364.1	4.0%	323.3	3.6%	324.1	3.6%	280.6	3.2%
Other	378.1	4.1%	382.3	4.2%	341.0	3.8%	353.9	4.0%	363.1	4.2%
Mixed Use	184.1	2.0%	187.4	2.1%	157.3	1.8%	101.1	1.1%	74.0	0.9%
Total Commercial Mortgage Loans [1]	**9,316.0**	**100.0%**	**9,019.6**	**100.0%**	**8,933.2**	**100.0%**	**8,953.3**	**100.0%**	**8,666.2**	**100.0%**
Loan Size										
Under $5 million	1,516.5	16.3%	1,546.5	17.1%	1,607.7	18.0%	1,662.9	18.6%	1,683.0	19.4%
$5 million but less than $10 million	1,582.2	17.0%	1,548.9	17.2%	1,601.5	17.9%	1,694.8	18.9%	1,641.1	18.9%
$10 million but less than $20 million	1,899.5	20.4%	1,746.6	19.4%	1,725.0	19.3%	1,639.0	18.3%	1,578.6	18.2%
$20 million but less than $30 million	1,077.7	11.6%	1,045.0	11.6%	1,085.7	12.2%	966.1	10.8%	753.2	8.7%
$30 million and over	3,240.1	34.7%	3,132.6	34.7%	2,913.3	32.6%	2,990.5	33.4%	3,010.3	34.8%
Total Commercial Mortgage Loans [1]	**9,316.0**	**100.0%**	**9,019.6**	**100.0%**	**8,933.2**	**100.0%**	**8,953.3**	**100.0%**	**8,666.2**	**100.0%**

	12/31/13	9/30/13	6/30/13	3/31/13	12/31/12
Other Stats as ratios					
LTV - Origination	59.0%	58.8%	58.5%	58.1%	57.7%
LTV - Current	55.5%	56.1%	55.5%	55.3%	55.0%
Debt Service Coverage	2.0	1.9	1.9	1.9	2.0
Other Stats in USD millions					
60+day delinq (incl in process of foreclosure)					
US GAAP Book Value	5.1	5.1	9.0	9.0	9.0
Allowance for loan losses	3.8	4.0	4.1	3.9	3.9

[1] Total Commercial Mortgage Loans shown do not include allowance for mortgage loan credit losses

(in millions USD)

Summary of Corporate Securities by Industry Category

		Balances as of									
		12/31/13		9/30/13		6/30/13		3/31/13		12/31/12	
		Fair Value	% of Total	Fair Value	% of Total	Fair Value	% of Total	Fair Value	% of Total	Fair Value	% of Total
Type	**Industry**										
Public	Communications	3,835.1	9.8%	3,849.3	9.9%	3,893.5	10.2%	4,056.8	10.4%	3,670.9	9.6%
Public	Financial	6,177.7	15.8%	5,950.3	15.2%	5,629.2	14.7%	5,826.4	15.0%	5,579.5	14.7%
Public	Industrial and other companies	21,556.7	55.1%	21,770.6	55.8%	21,014.9	55.0%	21,203.8	54.4%	21,065.0	55.4%
Public	Utilities	6,472.2	16.6%	6,439.4	16.5%	6,641.3	17.4%	6,813.6	17.5%	6,718.7	17.6%
Public	Transportation	1,036.1	2.7%	1,021.7	2.6%	1,037.6	2.7%	1,044.4	2.7%	1,040.0	2.7%
Public	Sub-total	39,077.8	100.0%	39,031.3	100.0%	38,216.5	100.0%	38,945.0	100.0%	38,074.1	100.0%
Private	Communications	400.7	2.9%	405.2	3.0%	426.2	3.2%	491.2	3.6%	499.6	3.6%
Private	Financial	957.0	7.0%	948.2	7.0%	918.6	6.8%	917.0	6.7%	1,036.1	7.5%
Private	Industrial and other companies	8,706.4	63.6%	8,741.8	64.7%	8,660.6	64.0%	8,511.4	61.7%	8,587.4	61.8%
Private	Utilities	3,156.2	23.0%	2,926.5	21.7%	3,006.5	22.3%	3,302.1	24.0%	3,356.0	24.2%
Private	Transportation	485.6	3.5%	489.7	3.6%	494.6	3.7%	547.1	4.0%	405.2	2.9%
Private	Sub-total	13,705.9	100.0%	13,511.4	100.0%	13,506.5	100.0%	13,768.8	100.0%	13,884.3	100.0%
Total	Communications	4,235.8	8.0%	4,254.5	8.1%	4,319.7	8.4%	4,548.0	8.6%	4,170.5	8.0%
Total	Financial	7,134.7	13.5%	6,898.5	13.1%	6,547.8	12.7%	6,743.4	12.8%	6,615.6	12.7%
Total	Industrial and other companies	30,263.1	57.4%	30,512.4	58.1%	29,675.5	57.3%	29,715.2	56.4%	29,652.4	57.1%
Total	Utilities	9,628.4	18.2%	9,365.9	17.8%	9,647.8	18.6%	10,115.7	19.2%	10,074.7	19.4%
Total	Transportation	1,521.7	2.9%	1,511.4	2.9%	1,532.2	3.0%	1,591.5	3.0%	1,445.2	2.8%
Total	**Total**	**52,783.7**	**100.0%**	**52,542.7**	**100.0%**	**51,723.0**	**100.0%**	**52,713.8**	**100.0%**	**51,958.4**	**100.0%**

ING U.S.
Exposure to European Debt-Fixed Maturities and Equity Securities

(in millions USD)

Exposure to Select European Countries	Sovereign Debt		Corporate - Financial		Corporate - Non-Financial		Total		Total	
As of Decembeer 31, 2013	**Fair Value**	**% of Total**	**Fair Value**	**% of Total**	**Fair Value**	**% of Total**	**Fair Value**	**% of Total**	**Amortized Cost**	**% of Total**
Ireland	-	0.0%	5.0	0.6%	308.3	4.2%	313.3	3.7%	299.5	3.7%
Italy	-	0.0%	-	0.0%	268.1	3.6%	268.1	3.1%	253.5	3.1%
Portugal	-	0.0%	-	0.0%	10.1	0.1%	10.1	0.1%	7.7	0.1%
Spain	-	0.0%	-	0.0%	242.8	3.3%	242.8	2.8%	230.3	2.8%
Total Peripheral Euro-Zone	**-**	**0.0%**	**5.0**	**0.6%**	**829.3**	**11.2%**	**834.3**	**9.7%**	**791.0**	**9.7%**
Austria	-	0.0%	-	0.0%	15.8	0.2%	15.8	0.2%	15.0	0.2%
Belgium	36.1	12.9%	-	0.0%	340.5	4.6%	376.6	4.4%	331.6	4.1%
Bulgaria	5.8	2.1%	-	0.0%	-	0.0%	5.8	0.1%	5.7	0.1%
Croatia	27.4	9.8%	-	0.0%	-	0.0%	27.4	0.3%	25.6	0.3%
Czech Republic	-	0.0%	-	0.0%	9.9	0.1%	9.9	0.1%	10.1	0.1%
Denmark	-	0.0%	10.6	1.2%	121.5	1.6%	132.1	1.5%	124.0	1.5%
Finland	-	0.0%	-	0.0%	41.9	0.6%	41.9	0.5%	40.0	0.5%
France	-	0.0%	124.0	13.8%	448.6	6.1%	572.6	6.7%	542.0	6.7%
Germany	-	0.0%	52.7	5.9%	586.2	7.9%	638.9	7.5%	602.9	7.4%
Hungary	6.2	2.2%	-	0.0%	-	0.0%	6.2	0.1%	5.9	0.1%
Iceland	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Kazakhstan	57.6	20.6%	-	0.0%	6.7	0.1%	64.3	0.8%	60.7	0.7%
Latvia	4.9	1.8%	-	0.0%	-	0.0%	4.9	0.1%	4.6	0.1%
Lithuania	33.1	11.8%	-	0.0%	-	0.0%	33.1	0.4%	30.5	0.4%
Luxembourg	-	0.0%	-	0.0%	24.7	0.3%	24.7	0.3%	23.4	0.3%
Netherlands	-	0.0%	179.2	19.9%	1,079.0	14.7%	1,258.2	14.6%	1,185.0	14.5%
Norway	-	0.0%	3.4	0.4%	275.8	3.7%	279.2	3.3%	281.5	3.5%
Russian Federation	82.6	29.4%	-	0.0%	95.6	1.3%	178.2	2.1%	167.7	2.1%
Slovakia	5.2	1.9%	-	0.0%	-	0.0%	5.2	0.1%	5.0	0.1%
Slovenia	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Sweden	-	0.0%	42.4	4.7%	124.5	1.7%	166.9	2.0%	153.6	1.9%
Switzerland	-	0.0%	148.8	16.6%	531.6	7.2%	680.4	8.0%	637.1	7.9%
Turkey	21.1	7.5%	-	0.0%	41.0	0.6%	62.0	0.7%	65.5	0.8%
United Kingdom	-	0.0%	332.3	36.9%	2,806.4	38.1%	3,138.7	36.5%	3,004.8	36.9%
Total Non-Peripheral Europe	**280.0**	**100.0%**	**893.4**	**99.4%**	**6,549.6**	**88.8%**	**7,723.0**	**90.3%**	**7,322.3**	**90.3%**
Total Europe	**280.0**	**100.0%**	**898.4**	**100.0%**	**7,378.9**	**100.0%**	**8,557.3**	**100.0%**	**8,113.3**	**100.0%**

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Additional Information

ING U.S.
Adjustments to Operating Earnings by Segment

(in millions USD)	Three Months Ended					Year-to-Date	
	12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	12/31/13	12/31/12
DAC/VOBA and other intangibles unlocking [1]							
Retirement	4.0	40.0	(1.4)	3.0	(8.9)	45.6	5.8
Annuities	26.8	39.6	9.9	7.0	(44.4)	83.3	(86.2)
Total Retirement Solutions	30.8	79.6	8.5	10.0	(53.3)	128.9	(80.4)
Investment Management	-	-	-	-	-	-	-
Individual Life	(7.8)	20.2	(4.9)	(2.7)	4.6	4.8	3.4
Employee Benefits	(0.5)	-	-	-	-	(0.5)	-
Total Insurance Solutions	(8.3)	20.2	(4.9)	(2.7)	4.6	4.3	3.4
Ongoing Business	**22.5**	**99.8**	**3.6**	**7.3**	**(48.7)**	**133.2**	**(77.0)**
Corporate	-	-	-	-	-	-	-
Total Closed Blocks	-	-	-	-	-	-	-
Total DAC/VOBA and other intangibles unlocking	**22.5**	**99.8**	**3.6**	**7.3**	**(48.7)**	**133.2**	**(77.0)**
Additional adjustments [2]							
Retirement	0.2	12.7	-	-	-	12.9	(31.3)
Annuities	0.8	12.7	-	-	-	13.5	(11.2)
Total Retirement Solutions	1.0	25.4	-	-	-	26.4	(42.5)
Investment Management	1.7	11.5	-	-	-	13.2	2.2
Individual Life	3.1	36.6	-	-	-	39.7	14.8
Employee Benefits	0.3	4.0	-	-	-	4.3	0.1
Total Insurance Solutions	3.4	40.6	-	-	-	44.0	14.9
Ongoing Business	**6.1**	**77.5**	**-**	**-**	**-**	**83.6**	**(25.4)**
Corporate	(43.8)	(47.6)	(43.2)	(41.9)	(39.2)	(176.5)	(127.8)
Total Closed Blocks	(0.4)	0.6	-	-	-	0.2	(5.8)
Total non-recurring items and interest expense	**(38.1)**	**30.5**	**(43.2)**	**(41.9)**	**(39.2)**	**(92.7)**	**(159.0)**
Total adjustments to operating earnings							
Retirement	4.2	52.7	(1.4)	3.0	(8.9)	58.5	(25.5)
Annuities	27.6	52.3	9.9	7.0	(44.4)	96.8	(97.4)
Total Retirement Solutions	31.8	105.0	8.5	10.0	(53.3)	155.3	(122.9)
Investment Management	1.7	11.5	-	-	-	13.2	2.2
Individual Life	(4.7)	56.8	(4.9)	(2.7)	4.6	44.5	18.2
Employee Benefits	(0.2)	4.0	-	-	-	3.8	0.1
Total Insurance Solutions	(4.9)	60.8	(4.9)	(2.7)	4.6	48.3	18.3
Ongoing Business	**28.6**	**177.3**	**3.6**	**7.3**	**(48.7)**	**216.8**	**(102.4)**
Corporate	(43.8)	(47.6)	(43.2)	(41.9)	(39.2)	(176.5)	(127.8)
Total Closed Blocks	(0.4)	0.6	-	-	-	0.2	(5.8)
Total adjustments to operating earnings	**(15.6)**	**130.3**	**(39.6)**	**(34.6)**	**(87.9)**	**40.5**	**(236.0)**

[1] DAC/VOBA and other intangibles unlocking excludes unlocking on net investment income from Lehman Recovery/LIHTC

[2] Additional adjustments include impact of portfolio restructuring, interest expenses, and the Net gain from Lehman Recovery/LIHTC

ING U.S.
Average Capital and Financial Leverage

(in millions USD, unless otherwise indicated)	Balances as of 12/31/13	Balances as of 12/31/12
ING U.S., Inc. Shareholders' Equity	13,272.2	13,874.9
AOCI	1,849.1	3,710.7
ING U.S., Inc. Shareholders' Equity, excluding AOCI	11,423.1	10,164.2
Financial Leverage [1]	3,514.7	3,808.3
Total Capital	14,937.8	13,972.5
Financial Leverage to Total Capital	23.5%	27.3%
Average Capital (average for period)	**14,455.2**	**13,886.4**

[1] Financial leverage is defined as short term debt, long term debt, and loans from certain subsidiaries, excluding operating leverage. We define operating leverage as self-liquidating forms of financing, including securities lending, reverse repurchase and captive reinsurance reserve financing arrangements. The following table presents a reconciliation of financial leverage to debt:

(in millions USD, unless otherwise indicated)	Balances as of 12/31/13	Balances as of 12/31/12
Short-term Debt	-	1,064.6
Long-term Debt	3,514.7	3,171.1
Total Debt	3,514.7	4,235.7
Less: operating leverage	-	(688.5)
Plus: loans from subsidiaries	-	261.1
Financial Leverage	**3,514.7**	**3,808.3**

ING U.S.
Operating Revenues by Segment

(in millions USD)	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Retirement	612.4	606.9	596.9	583.2	570.5	2,399.4	2,271.9
Annuities	313.9	319.1	304.0	307.6	317.4	1,244.6	1,307.0
Total Retirement Solutions	926.3	926.0	900.9	890.8	887.9	3,644.0	3,578.9
Investment Management	167.1	160.1	148.6	131.9	142.5	607.7	545.5
Individual Life	692.9	717.1	694.8	687.1	694.2	2,791.9	2,793.9
Employee Benefits	316.5	316.2	311.7	318.1	313.6	1,262.5	1,251.2
Total Insurance Solutions	1,009.4	1,033.3	1,006.5	1,005.2	1,007.8	4,054.4	4,045.1
Ongoing Business	**2,102.8**	**2,119.4**	**2,056.0**	**2,027.9**	**2,038.2**	**8,306.1**	**8,169.5**
Corporate	33.6	28.8	7.9	17.1	19.2	87.4	65.9
Total Closed Blocks	27.0	30.7	33.6	45.5	38.2	136.8	171.0
Total operating revenues	**2,163.4**	**2,178.9**	**2,097.5**	**2,090.5**	**2,095.6**	**8,530.3**	**8,406.4**
Adjustments:							
Closed Block Variable Annuity	(155.8)	(66.1)	(60.3)	(444.0)	68.1	(726.2)	(70.0)
Net realized investment gains (losses) and related charges and adjustments	129.1	39.8	(41.9)	30.4	49.5	157.4	603.4
Gain (loss) on change in fair value of derivatives related to guaranteed benefits	(21.8)	35.1	70.1	20.6	(29.5)	104.0	83.1
Revenues related to business exited through reinsurance or divestment	(5.4)	(2.9)	(55.8)	(12.1)	1.1	(76.2)	64.6
Revenues (loss) attributable to noncontrolling interests	157.1	152.9	60.9	40.3	(34.0)	411.2	313.8
Other adjustments to operating revenues*	97.4	97.6	70.1	92.9	53.0	358.0	214.0
Total revenue	**2,364.0**	**2,435.3**	**2,140.6**	**1,818.6**	**2,203.8**	**8,758.5**	**9,615.3**

* Other adjustments to operating revenue includes: Fee income earned by the Company's broker-dealers for sales of non-proprietary products, which are reflected net of commission expense in the Company's segments' operating revenues, as well as other items where the income is passed on to third parties.

ING U.S.
Ongoing Business Sources of Earnings Reconciliation

(in millions USD)	Three Months Ended 12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	Year-to-Date 12/31/13	12/31/12
Investment spread and other investment income:							
Net investment income and net realized gains (losses)							
Retirement	397.4	394.5	388.8	388.9	380.1	1,569.6	1,499.9
Annuities	283.4	295.9	283.5	287.1	298.4	1,149.9	1,223.3
Investment Management	11.7	16.4	6.1	2.8	5.6	37.0	41.6
Individual Life	224.5	258.7	215.4	216.9	213.1	915.5	913.8
Employee Benefits	29.2	32.1	27.9	28.4	27.0	117.6	114.3
Total net investment income and net realized gains (losses)	**946.2**	**997.6**	**921.7**	**924.1**	**924.2**	**3,789.6**	**3,792.9**
Total Ongoing Business	**946.2**	**997.6**	**921.7**	**924.1**	**924.2**	**3,789.6**	**3,792.9**
Adjustments:							
Interest credited	(553.7)	(553.8)	(551.3)	(552.2)	(567.1)	(2,211.0)	(2,298.0)
Other	(7.8)	(6.4)	(9.4)	(8.2)	(14.7)	(31.8)	(65.9)
Total adjustments	**(561.5)**	**(560.2)**	**(560.7)**	**(560.4)**	**(581.8)**	**(2,242.8)**	**(2,363.9)**
Ongoing investment spread and other investment income	**384.7**	**437.4**	**361.0**	**363.7**	**342.4**	**1,546.8**	**1,429.0**
Fee based margin:							
Fee income							
Retirement	196.1	191.0	189.0	183.8	182.7	759.9	715.0
Annuities	12.2	11.8	11.2	9.9	10.4	45.1	35.5
Investment Management	141.4	135.4	132.3	121.7	122.6	530.8	474.7
Individual Life	278.5	278.4	280.0	276.8	282.0	1,113.7	1,115.7
Employee Benefits	15.9	15.5	15.8	15.8	15.9	63.0	62.5
Total Fee Income	**644.1**	**632.1**	**628.3**	**608.0**	**613.6**	**2,512.5**	**2,403.4**
Other revenue							
Retirement	18.2	20.7	15.3	10.0	6.8	64.2	52.1
Annuities	3.9	3.9	2.6	2.8	2.3	13.2	12.3
Investment Management	14.0	8.3	10.2	7.4	14.3	39.9	29.2
Individual Life	4.6	5.3	7.3	7.6	7.4	24.8	26.6
Employee Benefits	(1.0)	(1.0)	(1.0)	(1.0)	(0.9)	(4.0)	(3.7)
Total other revenue	**39.7**	**37.2**	**34.4**	**26.8**	**29.9**	**138.1**	**116.5**
Total Ongoing Business	**683.8**	**669.3**	**662.7**	**634.8**	**643.5**	**2,650.6**	**2,519.9**
Adjustments:							
Surrender fees and MVA charges	(6.5)	(10.6)	(11.3)	(1.5)	2.8	(29.9)	(22.7)
Insurance Solutions FAS 97 fees and unearned revenue reserve amortization/unlocking	(288.9)	(288.3)	(288.7)	(285.6)	(291.0)	(1,151.5)	(1,149.7)
Other	0.3	(0.7)	1.5	(4.1)	(5.3)	(3.0)	(10.0)
Total adjustments	**(295.1)**	**(299.6)**	**(298.5)**	**(291.2)**	**(293.5)**	**(1,184.4)**	**(1,182.4)**
Ongoing fee based margin	**388.7**	**369.7**	**364.2**	**343.6**	**350.0**	**1,466.2**	**1,337.5**

ING U.S.
Ongoing Business Sources of Earnings Reconciliation

(in millions USD)	Three Months Ended					Year-to-Date	
	12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	12/31/13	12/31/12
Net underwriting gain (loss) and other revenue:							
Premiums							
Retirement	0.7	0.7	3.8	0.5	0.9	5.7	4.9
Annuities	14.4	7.5	6.7	7.8	6.3	36.4	35.9
Investment Management	-	-	-	-	-	-	-
Individual Life	185.3	174.7	192.1	185.8	191.7	737.9	737.8
Employee Benefits	272.4	269.6	269.0	274.9	271.6	1,085.9	1,078.1
Total premiums	**472.8**	**452.5**	**471.6**	**469.0**	**470.5**	**1,865.9**	**1,856.7**
Interest credited and other policyholder benefits							
Retirement	(218.2)	(213.5)	(212.1)	(204.6)	(212.9)	(848.4)	(842.2)
Annuities	(180.4)	(182.2)	(183.9)	(184.4)	(192.3)	(730.9)	(854.1)
Investment Management	-	-	-	-	-	-	-
Individual Life	(518.8)	(468.7)	(512.4)	(501.6)	(489.1)	(2,001.5)	(2,034.4)
Employee Benefits	(223.9)	(223.7)	(213.2)	(242.6)	(220.9)	(903.4)	(892.1)
Total interest credited and other policyholder benefits	**(1,141.3)**	**(1,088.1)**	**(1,121.6)**	**(1,133.2)**	**(1,115.2)**	**(4,484.2)**	**(4,622.8)**
Total Ongoing Business	**(668.5)**	**(635.6)**	**(650.0)**	**(664.2)**	**(644.7)**	**(2,618.3)**	**(2,766.1)**
Adjustments:							
Interest credited	553.7	553.8	551.3	552.2	567.1	2,211.0	2,298.0
Surrender fees and MVA charges	6.5	10.6	11.3	1.5	(2.8)	29.9	22.7
Insurance Solutions FAS 97 fees and unearned revenue reserve amortization/unlocking	289.6	297.8	287.2	284.9	293.9	1,159.5	1,172.6
Sales inducements amortization and unlocking	6.4	6.1	12.0	10.1	11.7	34.6	49.7
FAS 113 and SOP 03-1 amortization and unlocking	6.6	(23.1)	7.2	6.4	2.3	(2.9)	23.7
Other	(13.6)	(10.7)	(14.9)	(11.0)	(5.4)	(50.2)	(5.8)
Total adjustments	**849.2**	**834.5**	**854.1**	**844.1**	**866.8**	**3,381.9**	**3,560.9**
Ongoing net underwriting gain (loss) and other revenue	**180.7**	**198.9**	**204.1**	**179.9**	**222.1**	**763.6**	**794.8**

ING U.S.
Ongoing Business Sources of Earnings Reconciliation

(in millions USD)	Three Months Ended					Year-to-Date	
	12/31/13	9/30/13	6/30/13	3/31/13	12/31/12	12/31/13	12/31/12
Administrative expenses and trail commissions:							
Operating and interest expense							
Retirement	(220.1)	(205.8)	(210.0)	(204.0)	(204.7)	(839.9)	(826.1)
Annuities	(32.1)	(31.7)	(32.2)	(31.0)	(30.4)	(127.0)	(125.2)
Investment Management	(114.2)	(106.1)	(107.5)	(101.8)	(111.3)	(429.6)	(411.0)
Individual Life	(88.9)	(83.9)	(94.8)	(91.8)	(102.8)	(359.4)	(401.0)
Employee Benefits	(57.1)	(58.5)	(60.5)	(60.0)	(60.7)	(236.1)	(236.2)
Total administrative expenses and trail commissions	**(512.4)**	**(486.0)**	**(505.0)**	**(488.6)**	**(509.9)**	**(1,992.0)**	**(1,999.5)**
Total Ongoing Business	**(512.4)**	**(486.0)**	**(505.0)**	**(488.6)**	**(509.9)**	**(1,992.0)**	**(1,999.5)**
Adjustments:							
Other	21.9	17.9	22.9	22.2	24.6	84.9	81.3
Total adjustments	**21.9**	**17.9**	**22.9**	**22.2**	**24.6**	**84.9**	**81.3**
Ongoing administrative expenses and trail commissions	**(490.5)**	**(468.1)**	**(482.1)**	**(466.4)**	**(485.3)**	**(1,907.1)**	**(1,918.2)**
DAC/VOBA and other intangibles amortization and unlocking:							
Net amortization of DAC/VOBA							
Retirement	(35.5)	(0.3)	(42.7)	(36.8)	(44.7)	(115.3)	(155.0)
Annuities	(18.2)	(8.4)	(28.4)	(37.9)	(88.4)	(92.9)	(225.5)
Investment Management	-	-	-	-	-	-	-
Individual Life	(38.2)	(47.5)	(47.6)	(42.9)	(47.7)	(176.2)	(162.3)
Employee Benefits	(5.0)	(4.9)	(3.9)	(3.1)	(3.4)	(16.9)	(13.5)
Total net amortization of DAC/VOBA	**(96.9)**	**(61.1)**	**(122.6)**	**(120.7)**	**(184.2)**	**(401.3)**	**(556.3)**
Total Ongoing Business	**(96.9)**	**(61.1)**	**(122.6)**	**(120.7)**	**(184.2)**	**(401.3)**	**(556.3)**
Adjustments							
Sales inducements amortization and unlocking	(6.4)	(6.1)	(12.0)	(10.1)	(11.7)	(34.6)	(49.7)
FAS 113 and SOP 03-1 amortization and unlocking	(6.6)	23.1	(7.2)	(6.4)	(2.3)	2.9	(23.7)
Unearned revenue reserve amortization and unlocking	(0.7)	(9.5)	1.5	0.7	(2.9)	(8.0)	(22.9)
Other	(0.8)	(0.1)	(0.1)	1.1	0.8	0.1	0.4
Total adjustments	**(14.5)**	**7.4**	**(17.8)**	**(14.7)**	**(16.1)**	**(39.6)**	**(95.9)**
Ongoing DAC/VOBA and other intangibles amortization and unlocking	**(111.4)**	**(53.7)**	**(140.4)**	**(135.4)**	**(200.3)**	**(440.9)**	**(652.2)**

Fixed Maturity Securities - Hannover Life Re Modco Reinsurance

(in millions USD)

Total investments, after consolidation (See Portfolio Composition page), include the following amounts related to business sold to Hannover Re through Modco reinsurance, in which the risk associated with these policies has been transferred to Hannover Life Re:

	Balances as of				
	12/31/13	9/30/13	6/30/13	3/31/13	12/31/12
Fixed Maturity Securities - Hannover Life Re Modco Reinsurance					
Security Sector					
U.S. Government agencies and authorities	73.9	52.1	87.1	22.5	41.9
U.S. Corporate - Public	838.8	861.2	896.6	782.1	798.7
Foreign Government / Agency	-	3.4	3.4	3.5	2.0
Foreign Corporate - Public	132.6	137.8	138.5	144.0	144.2
State, municipalities and political subdivisions	102.6	104.1	108.2	118.3	119.4
Residential mortgaged-backed securities:					
Agency	90.2	97.2	107.9	124.4	133.4
Non - Agency	1.1	1.2	1.5	1.8	2.2
Total Residential mortgage-backed securities	**91.3**	**98.4**	**109.4**	**126.2**	**135.6**
Commercial mortgage-backed securities	91.4	94.3	100.3	108.0	114.7
Other asset-backed securities	18.1	18.5	19.0	22.2	25.8
Total fixed maturities, including securities pledged	**1,348.7**	**1,369.8**	**1,462.5**	**1,326.8**	**1,382.3**

ING U.S.
Ratings

	A.M. Best	Fitch	Standard & Poor's	Moody's
Insurance Financial Strength Ratings				
ING Life Insurance and Annuity Company	A	A-	A-	A3
ING USA Annuity & Life Insurance Company	A	A-	A-	A3
Midwestern United Life Insurance Company	A-	NR	A-	NR
ReliaStar Life Insurance Company	A	A-	A-	A3
ReliaStar Life Insurance Company of New York	A	A-	A-	A3
Security Life of Denver Insurance Company	A	A-	A-	A3
Credit Ratings				
ING U.S., Inc.				
Long-Term Issuer Credit	bbb	BBB	BBB-	Baa3
Long-Term Senior Unsecured Debt	bbb	BBB-	BBB-	Baa3
Junior Subordinated Debt	bb+	BB	BB	Ba1 (hyb)
Lion Connecticut Holdings, Inc.				
Long-Term Issuer Credit	NR	NR	BBB-	Baa3

Investor Information

Corporate Offices:

ING U.S.
230 Park Avenue
New York, New York 10169

NYSE Ticker:
VOYA

Media Contact:

Christopher Breslin
212-309-8941
Christopher.Breslin@us.ing.com

Web Site:
investors.ing.us

Investor Contact:

Darin Arita
212-309-8999
IR@us.ing.com