



## ING U.S. BEGINS TRADING AS A PUBLIC COMPANY

May 2, 2013

To our valued Clients and Business Partners:

Last month we announced our new brand identity, Voya Financial, which we will be using in the future.

Today, we are pleased to share some additional exciting news: ING U.S. has begun trading as a public company on the New York Stock Exchange under its new ticker symbol **VOYA**.

An initial public offering (IPO) of 65.2 million shares of ING U.S. stock was recently priced at \$19.50 per share. The IPO consists of both a primary component offered by ING U.S. and a secondary component offered by our parent, ING Group. The total offering is approximately \$1.3 billion in size, before any exercise by the underwriters of an option to purchase additional shares. This included \$600 million in gross primary proceeds for ING U.S.

Upon completion of the IPO, ING Group will have approximately a 75 percent ownership interest in ING U.S. Their remaining ownership interest will be reduced over time, with complete divestment by the end of 2016.

### **What Does the IPO Represent?**

For the past two years, ING U.S. has been evolving its strategy, financial profile and its focus on creating value for clients and stakeholders. This IPO represents a significant milestone in our journey from a wholly-owned subsidiary to a standalone, publicly-traded U.S. company.

While the IPO opens a new chapter for our company, the commitment we have to serving our many customers and business partners remains unchanged. Similarly, we are focused on the three ongoing businesses that anchor our presence – Retirement Solutions, Investment Management and Insurance Solutions. Together, these businesses support our “retirement readiness” strategy and our mission to make a secure financial future possible for all Americans — one person, one family and one institution at a time.

As we mentioned when our new brand was revealed, the Voya Financial name will not be used until we undertake the necessary legal and administrative brand changes. We expect our rebranding process to take approximately 24 months once it is started.

Meanwhile, we will continue to operate as ING U.S. The IPO does not impact any of the products, services or support that we provide you.

We appreciate your business. If you have questions, please do not hesitate reaching out to your ING U.S. contact. As we continue to execute on our transformation, we firmly believe that we can achieve our vision to be America's Retirement Company.

Sincerely,

ING U.S.