

Important Fund News FROM ING

American Funds Now Available in ING Defined Contribution Products



Defined Contribution products from ING offer you and your employees a very critical benefit – investment diversity.

ING offers you far more than simply a range of options across the potential risk and reward spectrum. ING products take diversification to a new level – with options from a wide range of some of the most respected fund managers in the industry.

ING carefully screens and monitors these funds and fund managers, offering you tools and information that helps you manage your plan to best meet the needs of your organization and employees. We “manage the managers,” to bring you truly flexible, diverse retirement plan solutions.

We’re delighted to announce that we have further diversified the range of options available to you and your employees.

Beginning in January, 2003, several funds from American Funds will be available in ING Defined Contribution 401(k), 457 and 403(b) products:

- Washington Mutual Investors FundSM – Class R
- The Income Fund of America[®] – Class R
- The Growth Fund of America[®] – Class R
- EuroPacific Growth Fund[®] – Class R

(All funds may not be available in all products; ask your ING representative about which funds will be offered in which specific products.)

ABOUT AMERICAN FUNDS

American Funds, a member of the Capital Group Companies, was founded in 1931, is one of the country’s oldest and most respected mutual fund families. It is the largest mutual fund family distributed exclusively by financial advisers, and the third largest mutual fund family in the United States. American Funds investment strategy rests on five key factors:

1. A long-term, value oriented approach:

- Buying stocks of well-managed companies at reasonable prices and hold them for the long term – three times longer than the industry average.¹
- Paying attention to risk, making every effort to protect investors’ money by sidestepping short-term market trends.
- Offering relatively few funds to maintain a careful focus on core objectives.

- Emphasizing the value of advice for achieving long-term success, which is why the American Funds are sold exclusively by financial advisers.

2. Global Research Excellence

- In 2001, spending approximately \$140 million on research, making over 7,500 research visits in more than 45 countries.
- More than 140 investment professionals – who speak two dozen languages – based around the world.
- Opening the first overseas office in 1962, well before most mutual funds began investing internationally.
- A long history of global investing research. In fact, *Institutional Investor* has referred to American Funds organization as “the granddaddy of global investing.”²

3. Unique Portfolio Management

- Assets of each fund are divided into smaller, more manageable portions.
- Portfolio counselors make independent investment decisions – subject to fund objectives and overall guidelines. Each manages his or her portion as though it were an entire fund.
- A group of research analysts typically manages one portion (often as much as 20% of assets), bringing additional expertise directly to bear on results.

4. Experienced Investment Professionals

- An average of 22 years of investment experience, providing a wealth of knowledge and expertise that few organizations have.

¹ Source: Lipper, based on average portfolio turnover rates for equity funds for 2001.

² Global investments involve currency, economic and political risks, as well as differences in accounting methods.

American Funds Now Available in ING Defined Contribution Products

- A depth of experience in both good markets and bad. More than 75% were in the business before the October 1987 crash. Almost a quarter experienced the 1973–74 bear market.

5. Low Expenses

- A large asset base but relatively few funds, passing economies of scale to shareholders.
- Emphasis on providing good value.
- Since American Funds employees make up one of the company's largest shareholder groups, this group has a vested interest in keeping costs low.

Contact your ING investment professional today for more information about how ING's wide range of Defined Contribution products and services can best benefit your organization.

ING Group is one of the world's premier providers of financial services. Operating in more than 65 countries, ING specializes only in financial services, bringing together a diverse group of well respected financial services organizations under the ING umbrella. ING offers Plan Sponsors – and participants – a diverse range of funding options, state-of-the-art technology and Web solutions, flexible account access, extensive financial education and other services.

From comprehensive enrollment to a wide array of seminars and financial planning options, ING has the services and products that today's employees want in a retirement program. From a customized sponsor Web site, flexible products and sponsor education to fund and plan analysis tools, ING has the services and products that today's employers need – creating a plan solution that's easy to manage and highly valuable to employees.

American Funds
is one of the country's oldest
and most respected mutual
fund families.

www.ing-usa.com www.ingretirementplans.com

For more complete information on the American Funds including charges and expenses, please contact your ING representative for fund prospectuses. Read prospectuses carefully before you invest.

Insurance products, annuities and retirement plan funding that are issued by (third party administrative services may also be provided by) ING Life Insurance and Annuity Company and ING Insurance Company of America (not admitted in New York) are distributed by ING Financial Advisers, LLC (member SIPC), 151 Farmington Avenue, Hartford, Connecticut, 06156. These companies are wholly owned, indirect subsidiaries of ING Groep N.V. Securities may also be distributed through other companies with which ING distributors have selling agreements. Insurance obligations are the responsibility of each individual company. Products and services may not be available in all states.

© 2002 ING North America Insurance Corporation C03-0124-007R

M.S.MS.49 (01/03)

