



XBRL and ING

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thinkforward



ING Group



Empowering clients

Serving over 38.4 million private, corporate and institutional clients



European roots, **global** reach

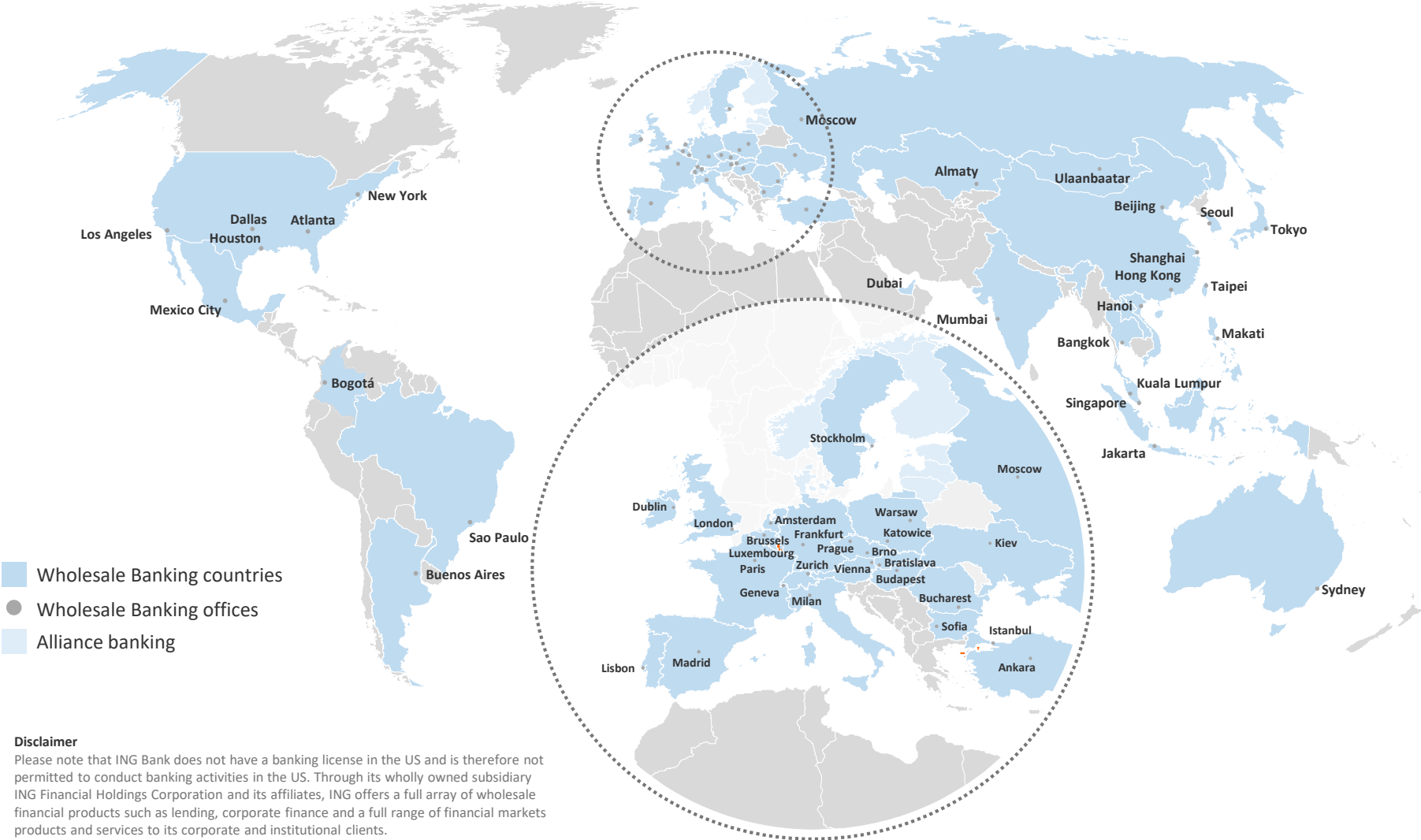
Present in over 40 countries in Europe, North America, Latin America, Asia, and Australia



52,000 employees

Dedicated in empowering people and businesses to stay a step ahead in life and in business

ING Wholesale Banking



Why XBRL in ING

1. For filling regulatory demands

- Solving Trim issues like the need to report the number of FTE's of our clients
- Definitions are tagged so you can see if we are compliant with law etc.

4. Improved Data Quality

- Impact on Profit & Loss (Cost of Capital)
- Impact on Risk Weighted Assets

2. Better customer insight

- Cross- and deep-sell opportunities through data analytics
- Improved client insight (for example on Real Estate Appraisal)

3. Lowering process cost

- No more manual data entry for loan applications and Value reports on real estate
- Faster response time for credit applications

4. Improved Risk Models

- Development of different models (forecast figures, taxation reports, broader data sets than CoC information).

The case of the Standard Bank Statement and XBRL

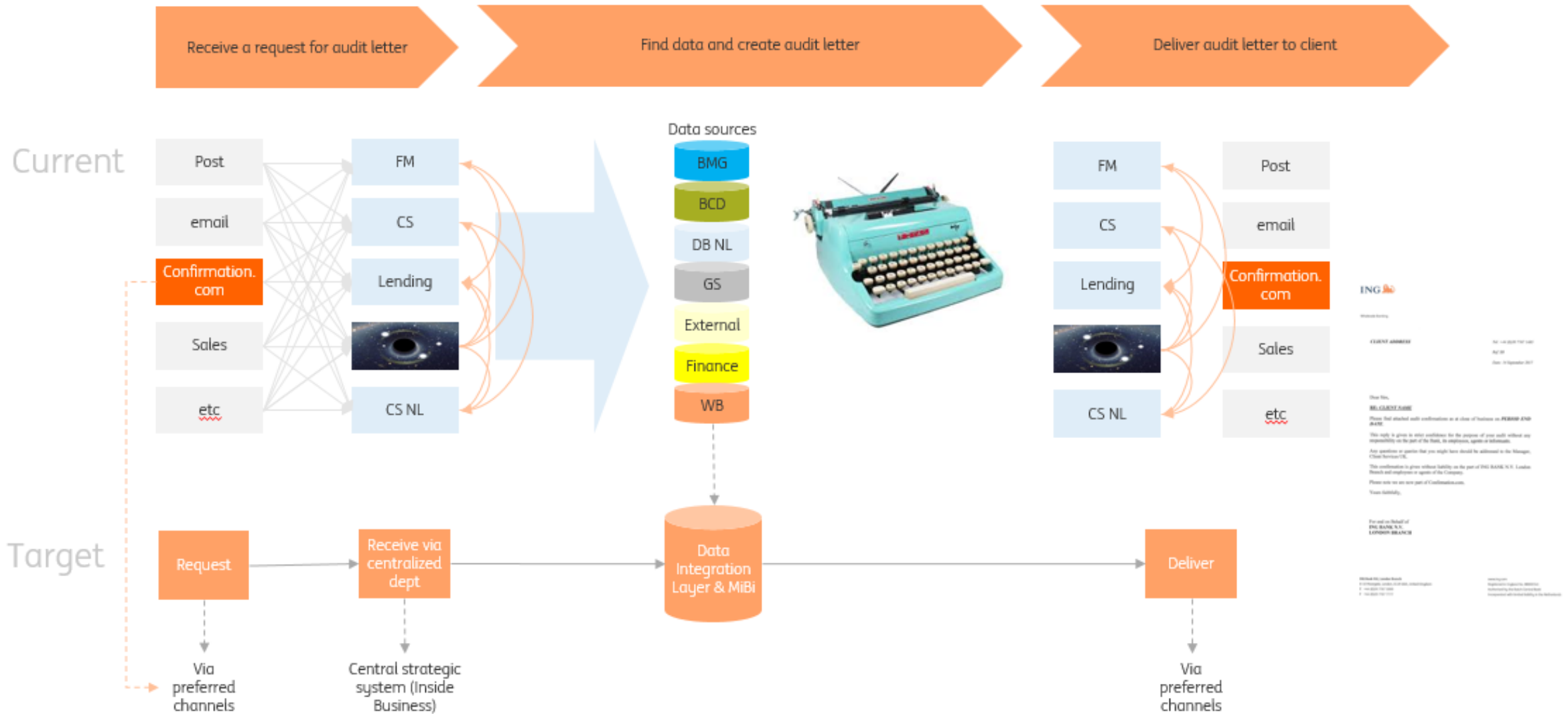
- For drafting an annual financial report, information about the financial products that companies have is required.
- Typically, clients request their bank to issue a Standard Bank Confirmation (SBC) or a Standard Bank Statement (SBS). The SBC is also known as Audit Confirmation.
- The SBS includes any current accounts, savings accounts and/or investment accounts that the organisation holds with a bank, but also any credit facilities or mandates held by representatives and authorised persons.
- There is no international standard way to deliver SBS and SBC in a structured way; the request to the bank and the SBC/SBC delivery is often based on unstructured data.

Key benefits & Underlying logic

A standard way of creating an Audit Letter will:

- *Standardize one of the trouble processes for accountants, clients and banks*
- *Harmonize product offering*
- *Improve data quality (DQ) with accountants and banks (garbage in garbage out)*
- *Clients can request at one location and get a cross-country identical output*
- *No need for hiring FTE's in peak moments*
- *Helping to fill the ESMA demand for filing in XBRL by delivering the bank/client data in a format that matches the needs of accountants*

Current solution in ING



Questions for the XBRL community

Key Questions

- Who will help to check on the formats for the SBS Request and the SBS?
- Does this need to meet IFRS or local GAAP?
- Who need to take ownership of the taxonomy?
- An XBRL format has been drafted and implemented in the Netherlands. Should that be re-used?
- Interest to contribute?

Risk assessment

- Cross-country responsibilities within banks need to be aligned with each other.
- Local regulatory assessment issues ?
- Patents in the US for confirmations
- Align with software vendors?
- Signatures (reliance principles)
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