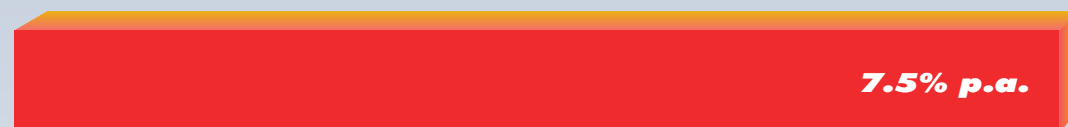


# Thirty reasons to remain invested

## S&P 500 (US\$) - 10-year annualised returns to May 2002



10 years (2523 trading days)



10 years less the 5 best-performing days



10 years less the 10 best-performing days



10 years less the 20 best-performing days



10 years less the 30 best-performing days

0% 2% 4% 6% 8% 10%

DATA SOURCE: BLOOMBERG

**Note:** Past returns are no guarantee of future returns and ING (NZ) Limited does not guarantee an investor will receive the returns shown above. The comments included in this document are general in nature and should not be relied upon as giving any investment or financial advice. You should seek such advice independently before investing. The above returns do not take into account taxes, fees or inflation.

Investing in the past decade has not been without its ups and downs. However, investors who have resisted the temptation to buy and sell according to market fluctuations, have been rewarded for their patience.

Investors who left the market, even for a short time, ran the risk of missing out on subsequent good days.

Missing out on the 30 best-performing days reduced the 10-year return by over 90%.



*Remember, it's time in the market, not timing, that counts.*