Long Term Care Insurance Review

December 4, 2013

Genworth

Cautionary Note Regarding Forward-Looking Statements

This presentation contains certain “forward-looking statements” within the meaning of the United States Private Securities Litigation Reform Act of 1995. Forward-looking statements may be identified by words such as “expects,” “anticipates,” “intends,” “plans,” “believes,” “seeks,” “estimates,” “will” or words of similar meaning and include, but are not limited to, statements regarding the outlook for Genworth Financial, Inc.’s (Genworth) and its consolidated subsidiaries’ future business and financial performance. Forward-looking statements are based on management’s current expectations and assumptions, which are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict. Actual outcomes and results may differ materially due to global political, economic, business, competitive, market, regulatory and other factors and risks, including those discussed at the end of this presentation, as well as in the risk factors section of Genworth Holding’s Annual Report on Form 10-K, filed with the United States Securities and Exchange Commission (SEC) on February 28, 2013 and as updated in Genworth’s Form 10-Qs, filed with the SEC on August 1, 2013 and November 1, 2013. Genworth undertakes no obligation to publicly update any forward-looking statement, whether as a result of new information, future developments or otherwise.

Assumptions

This presentation contains assumptions related to our long term care insurance business. We calculate and maintain reserves for the estimated future payment of claims to our policyholders and contractholders based on actuarial assumptions and in accordance with industry practice and applicable accounting and regulatory requirements. Many factors can affect these reserves, including, but not limited to, interest rates, economic and social conditions, mortality and morbidity trends, inflation, healthcare experience, changes in doctrines of legal liability and damage awards in litigation. Measurement of long term care insurance reserves is based on approved actuarial methods, and includes assumptions about expenses, mortality, morbidity, lapse rates and future yield on related investments. Therefore, the reserves we establish are necessarily based on estimates, assumptions and our analysis of historical experience. Our results depend significantly upon the extent to which our actual experience is consistent with the assumptions we used in determining our reserves and pricing our products. Our reserve assumptions and estimates require significant judgment and, therefore, are inherently uncertain. We cannot determine with precision the ultimate amounts that we will pay for actual claims or the timing of those payments. In addition, where circumstances warrant, we change our actuarial assumptions from time to time based on our monitoring of actual experience. For additional information about our assumptions, refer to the Critical Accounting Estimates sub-section of the Management’s Discussion and Analysis of Financial Condition and Results of Operations section of Genworth Holdings’ Annual Report on Form 10-K, filed with the SEC on February 28, 2013 and as revised in Genworth’s Form 8-K filed with the SEC on May 30, 2013.

Other Items

All financial data as of September 30, 2013 unless otherwise noted. For additional information, please see Genworth’s third quarter of 2013 earnings release and financial supplement posted at genworth.com.

Portions of this presentation should be used in conjunction with the accompanying audio or call transcript.

Long Term Care Insurance Review

Margins -- Where We Are Now[1]

1	**After-Tax "Economic" Balance Sheet Margins Using Our Best Estimate Cash Flows:** **Margin Of ~\$4.6B On A Statutory Basis & Margin Of ~\$4.0B On A GAAP[2] Basis**
2	**Margins Remain Solid In Aggregate Under Key Sensitivities: Lower Re-Investment Rates, Lower Lapse Rates, Less Morbidity Improvement & Lower Additional Premium Increases**
3	**Actual Statutory Cash Flow Testing After-Tax Margin Of ~\$2.6B After Provisions For Adverse Deviation & Actual GAAP Loss Recognition Testing Pre-Tax Margin Of ~\$3.0B In Aggregate**
4	**GAAP Goodwill Recoverable[3] With Margin Of More Than 100% Or ~\$400MM**
5	**Two Items To Note[4]: 1) Thin Loss Recognition Testing Margin Of ~\$100MM For Purchased Blocks Of LTC Business (\$2.5B Net GAAP Liabilities) & 2) More Conservative NY Specific Cash Flow Testing Requirements Which Resulted In Additional \$120MM Of Asset Adequacy Reserves At 12/31/12**

[1]All Data As Of September 30, 2013; [2]U.S. Generally Accepted Accounting Principles; [3]See Appendix For Additional Information; [4]See Pages 9 & 10 For Additional Information

Long Term Care Insurance Review

Margins -- How We Got Here[1]

1	Assumption Of In Force Rate Actions Is Additional Premium Of $280MM Through 2017; Impacts Balance Sheet Margins By ~$2.5B After-Tax On Both GAAP And Statutory Basis
2	After-Tax Gains From Terminated Hedges: Impacts Margin By ~$0.9B On A Statutory Basis Impacts Margin By ~$1.6B On A GAAP Basis
3	LTC New Business Sold Each Year Projected To Add $250MM To $300MM Of Additional After-Tax Margin[2] To GAAP & Statutory Margins
4	New Privileged Choice Flex 3.0 Product Projects Returns In Excess Of 20% And Uses More Conservative Pricing Assumptions Than Current Offerings

[1]All Data As Of September 30, 2013; [2]Assuming Annual Sales Of $175MM

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LTC Key Profitability Drivers & Levers

Key Product Risk Components

Morbidity

Mortality

Investment Rate

Lapse Risk

… & Risk Management Levers

Upfront Risk Selection
- Pricing
- Product Design
  - (e.g. Defined Trigger + Benefit Caps)
- Underwriting

In Force Risk Management
- Claims Process
  - (Eligibility, Fraud Mgmt, Care Coordination)
- Hedging
- Rate Actions

Evolution Of Pricing Assumptions & Risk Selection Parameters[1]

	PCS I (1994-1997)	Choice 2 (2003-2007)	PC Flex 2.0 (2013 -)	PC Flex 3.0 (2014 -)
Investment Rate	5.0%	5.0%	4.0%	3.25%
Lapse Rate (Ultimate)	5.0%	1.5%	0.6%-0.8%	0.5%
Max Issue Age	84	79	75	75
Maximum Benefit Pool	Lifetime	Lifetime	10 Years	5 Years
Underwriting Criteria	Decline For Stroke, Insulin Dependent Diabetes	Tighter Build Criteria 2006: Additional Cognitive Screen Age 72+	Labs, Exams, MIB, Cognitive/ Functional Testing 60+	Labs, Exams, MIB, Cognitive/ Functional Testing 60+

[1]See Appendix For Additional Information

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LTC Balance Sheet Excerpts

Balance Sheet Item[1] ($MM)	Statutory[2]	GAAP[2]
Goodwill	N/A	354
Deferred Acquisition Costs (DAC) & Present Value Of Future Profits (PVFP) (Unamortized Balance)	N/A	1,434[4]
Liability For Future Policy Benefits[5]	14,793	13,670[4]
Unearned Premiums[5]	419	484[4]
Liability For Policy & Contract Claims[5]	3,205	3,060[4]
Loss Adjustment Expense Reserve[5]	172	165[4]
Interest Maintenance Reserve (IMR) (After-Tax)	865	N/A
Hedging Accumulated Other Comprehensive Income (AOCI) (Terminated Hedges Only) (Pre-Tax)	N/A	2,520
Invested Assets Available To Pay Claims	**19,454**	**18,465[3]**

[1]See Appendix For Definitions
[2]Carrying Values As Of 9/30/13; Includes LTC Business In The U.S. Life Companies & Brookfield Life & Annuity Insurance Company
[3]Reserves Plus AOCI Less DAC/PVFP; Excludes Goodwill
[4]See Appendix For GAAP Reconciliation
[5]Net Of Third Party Reinsurance

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LTC Margins: Three Approaches

Balance Sheet Margin	**After-Tax Margin Present On GAAP & Statutory Balance Sheet Utilizing Present Value Of Best Estimate Cash Flows**
Statutory Cash Flow Testing Margin	**After-Tax Margin Present In Cash Flow Testing Using Asset Liability Models With Provisions For Adverse Deviation**
GAAP Loss Recognition Testing Margin	**Margin Present When Comparing The Pre-Tax Present Values Of Best Estimate Premiums, Claims & Expenses To The Net GAAP Liability (Reserves Net Of DAC/PVFP)**

LTC Balance Sheet Margins And Assumptions

Balance Sheet Margins ($B)	Statutory Balance Sheet Basis	GAAP Balance Sheet Basis
Invested Assets Available To Pay Claims	19.5	18.5
+ Present Value Of Future Premiums	23.2	23.2
- Present Value Of Future Claims & Expenses	(37.8)	(37.8)
- Present Value Of Future Tax Expense	(1.8)	(1.4)
+ Discount Rate (Pre-Tax To After-Tax)	1.5	1.5
= Balance Sheet Margins	~4.6	~4.0

Balance Sheet Margin Assumptions

Reinvestment Based On Forward Treasury Interest Rate Curve From Current Levels To Assumed Ultimate 10 Year Treasury Rate Of ~4.70% In 2023, Then Remain Constant. Assumes Level Credit Spread Of 120 bps, Net Of Defaults & Investment Expenses.

Ultimate Lapse Rates Of ~0.7%

10 Years Of Morbidity & Mortality Improvement Of 1.6% & 1%, Respectively, Per Year

Premium Increases From In Force Rate Actions That Reach $280MM Through 2017

Best Estimate Cash Flows Result In Solid Margins

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LTC Balance Sheet Margins -- Key Sensitivities

Balance Sheet Margins -- Key Sensitivities ($B)		Statutory Balance Sheet Basis	GAAP Balance Sheet Basis
Balance Sheet Margins		~4.6	~4.0
A	**Lapses Lower By 25 bps** (Ultimate Lapse Rate Of ~0.45% Versus ~0.7%)	3.9	3.3
B	**Morbidity & Mortality Improvement Reduced To 5 Years** (Versus 10 Years)	3.8	3.2
C	**Increases From In Force Rate Actions Lowered To $250MM Through 2017** (Versus $280MM Through 2017)	4.4	3.8
D	**Ultimate 10 Yr. Treasury Rate Lower By 110 bps** (Ultimate 10 Year Treasury Rate Of 3.6% Versus 4.7%)	3.6	3.0
E	**10 Year Treasury Rate Remains At ~2.5%**	2.7	2.1
F	**Sensitivities A Through D Combined**	1.8	1.2

Balance Sheet Margins Remain Solid Under Key Sensitivities

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LTC Balance Sheet Margins Adjusted For Regulatory Requirements

Statutory Margins ($B)

Statutory Cash Flow Testing Is An Annual Requirement To Verify Adequacy Of Assets Supporting Reserves & Requires Assumptions With Provisions For Adverse Deviation

- Required By State Regulations
- Testing Is Performed Using Asset Liability Models Projecting All Cash Flows Until Immaterial Amounts Are Remaining
- Testing Done Separately For Each Statutory Filing Company
- Negative Margin May Trigger Requirement For Explicit Cash Flow Testing Reserves To Be Accrued

New York Specific CFT Reserve Requirements – Level Interest Rate, Positive Surplus In All Periods & Requirement To Test LTC On A Stand-Alone Basis – Resulted In Additional CFT Reserve Of $120MM As Of 12/31/12

Balance Sheet Margin -- Statutory Basis	**~4.6**
Provisions For Adverse Deviation From Balance Sheet Margin	
- **Lower Interest Rates** (More Conservative Interest Rates)	**(0.3)**
- **Lapses Lower By 25 bps** (Ultimate Lapse Rate Of ~0.45% Vs. ~0.7%)	**(0.7)**
- **Morbidity & Mortality Improvement Reduced To 5 Years** (Versus 10 Years)	**(0.8)**
- **Increases From In Force Rate Actions Lowered To $250MM Through 2017** (Versus $280MM Through 2017)	**(0.2)**
= Cash Flow Testing Margin	**~2.6**

Adequate CFT Margins In Aggregate For Future Deterioration

LTC Balance Sheet Margins Adjusted For GAAP Accounting Requirements

GAAP Margins ($B)

Loss Recognition Testing (LRT) Compares The Pre-Tax Present Values Of Best Estimate Premiums, Claims & Expenses To The Net GAAP Liability (Reserves Net Of DAC/PVFP)

- Required By ASC 944, Previously FAS 60
- Testing Is Performed Using A Gross Premium Valuation (GPV) Where Cash Flows Are Discounted At Portfolio Earned Rates[1], Therefore Only Reflects Hedge Gains That Are Amortizing
- Negative LRT Margin Triggers An Unlock; An Unlock Writes Off DAC/PVFP & Then Increases Reserves Until Sufficient To Cover The Negative LRT Margin

LRT Done Separately For PGAAP[2] & HGAAP[3]; PGAAP LRT Margin Of ~$100MM

- **Sensitivity:** Lower Interest Rates & Lapses Lower Than Best Estimate By 25 bps Results In Potential For Charge (PVFP/Reserve Shortfall) Of Up To ~$40MM

Balance Sheet Margin -- GAAP Basis	~4.0
GAAP Methodology Adjustments	
+ Taxes	1.4
- Hedging Gains From Terminated Hedges	(2.5)
- Discount Rate (After-Tax To Pre-Tax)	(1.5)
+ Investment Income	1.3
+ Corporate Overhead Allocations & Other	0.3
= Aggregate Loss Recognition Testing Margin	~3.0

Adequate LRT Margin In Aggregate For Future Deterioration

[1]Discount Rate Used Was 5.91% At 9/30/13 Representing Book Yield Of Assets Equal To Net GAAP Liabilities
[2]LTC Blocks Acquired Through Acquisition; Includes Policies Issued Up To 10/3/95, Net GAAP Liabilities Of $2.5B; [3]LTC Policies Issued After 10/3/95, Net GAAP Liabilities Of $13.4B

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Assumption: Premium Rate Actions

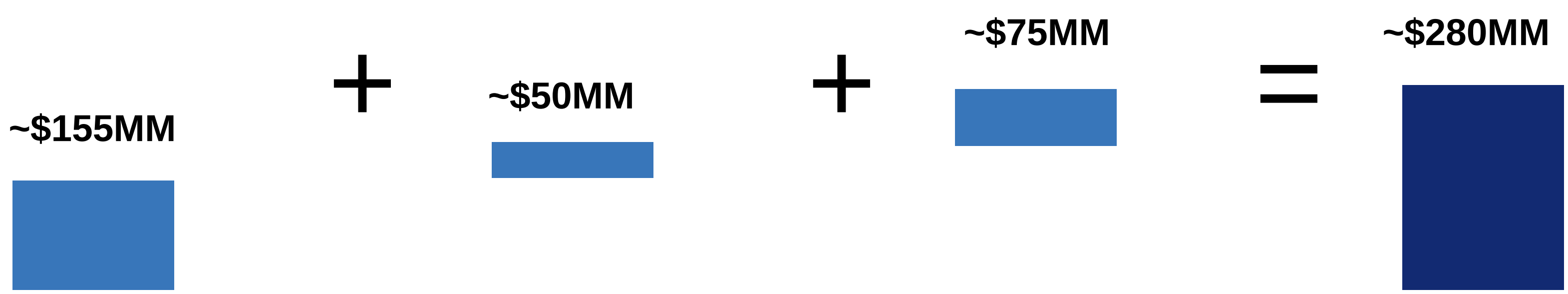
In Force Rate Action Premiums

Best Estimate Scenario ~$280MM Annual Premium

Lower Premium Scenario $250MM Annual Premium

Expectation From 2012 Announced Rate Action

Approvals As Of 9/30/13	Decisions Pending By States	Additional Filings	Best Estimate Scenario



31 States $580MM In Force Premium[2]	20 States $457MM In Force Premium[2]	28 States $634MM In Force Premium[2]

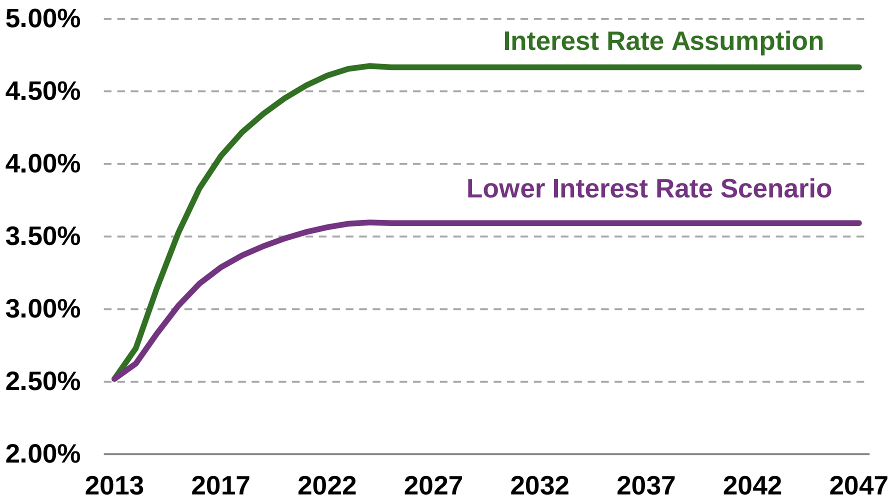
Incremental Annual Premium[1] Expected Through 2017 Of $250MM To $300MM

[1]Includes Assumptions For Waiver Of Premium & Policyholder Behavior; [2]As Of YE 2011

Assumption: Investment Income

Future Interest Rate Scenarios[1]

10 Year Treasury Yields



[1]Un-Hedged New Money Reinvestment Rates. Genworth's Existing Hedges Will Mitigate The Impact Of The Conservative Interest Rate Scenarios.

Assumption

Reinvestment Based On Forward Treasury Interest Rate Curve From Current Levels To Assumed Ultimate 10 Year Treasury Rate Of ~4.70% In 2023, Then Remain Constant. Assumes Level Credit Spread Of 120 bps Net Of Defaults & Investment Expenses.

Lower Interest Rate Scenario

Interest Rates Reach A Level 110 bps Less Than In The Interest Rate Assumption

Existing Asset Portfolio As Of 9/30/2013

Portfolio Duration (Includes Hedges)	14 Years
Unrealized Gain	$1.9B

Average Credit Quality	A+
Notional Hedged	$14.1B

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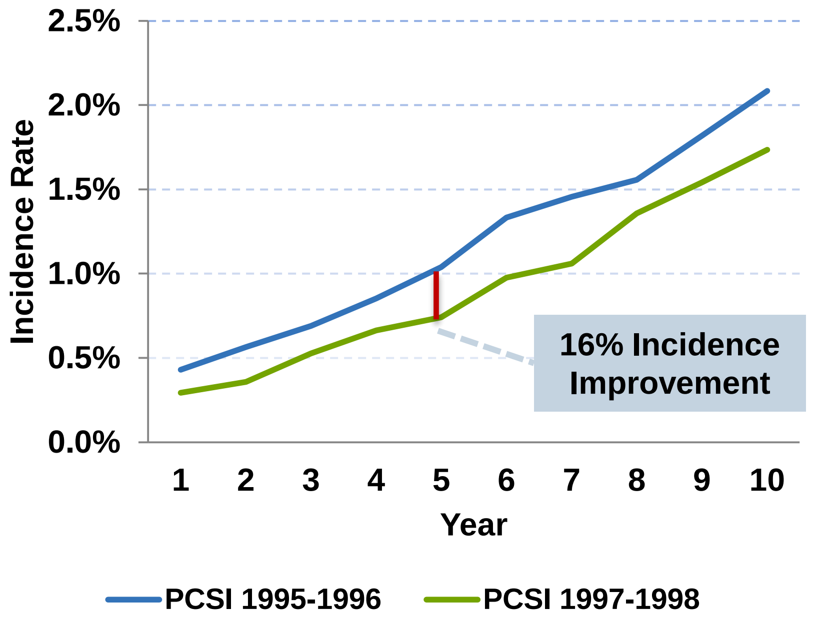
Assumption: Morbidity Improvement

Historical Morbidity Incidence Rate Improvement

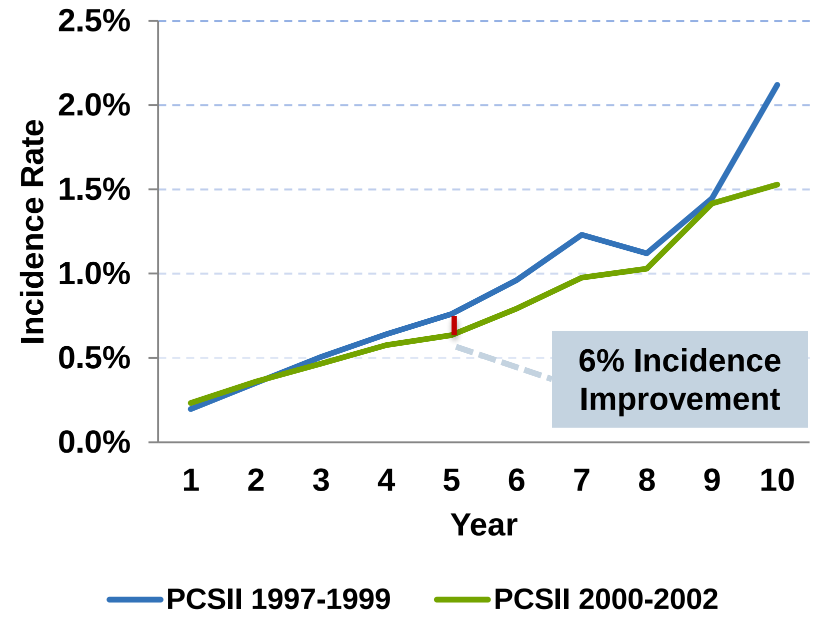
Historical Incidence Improvement Across Policy Durations, Issue Year & Issue Age

Morbidity Improvement Best Estimate Assumption Of ~1.6% Annual Improvement Per Year For 10 Years Based On Genworth Actual Experience Across All Products

PCSI – Issue Age 60-70, Standard Risk Class



PCSII – Issue Age 60-70, Standard Risk Class



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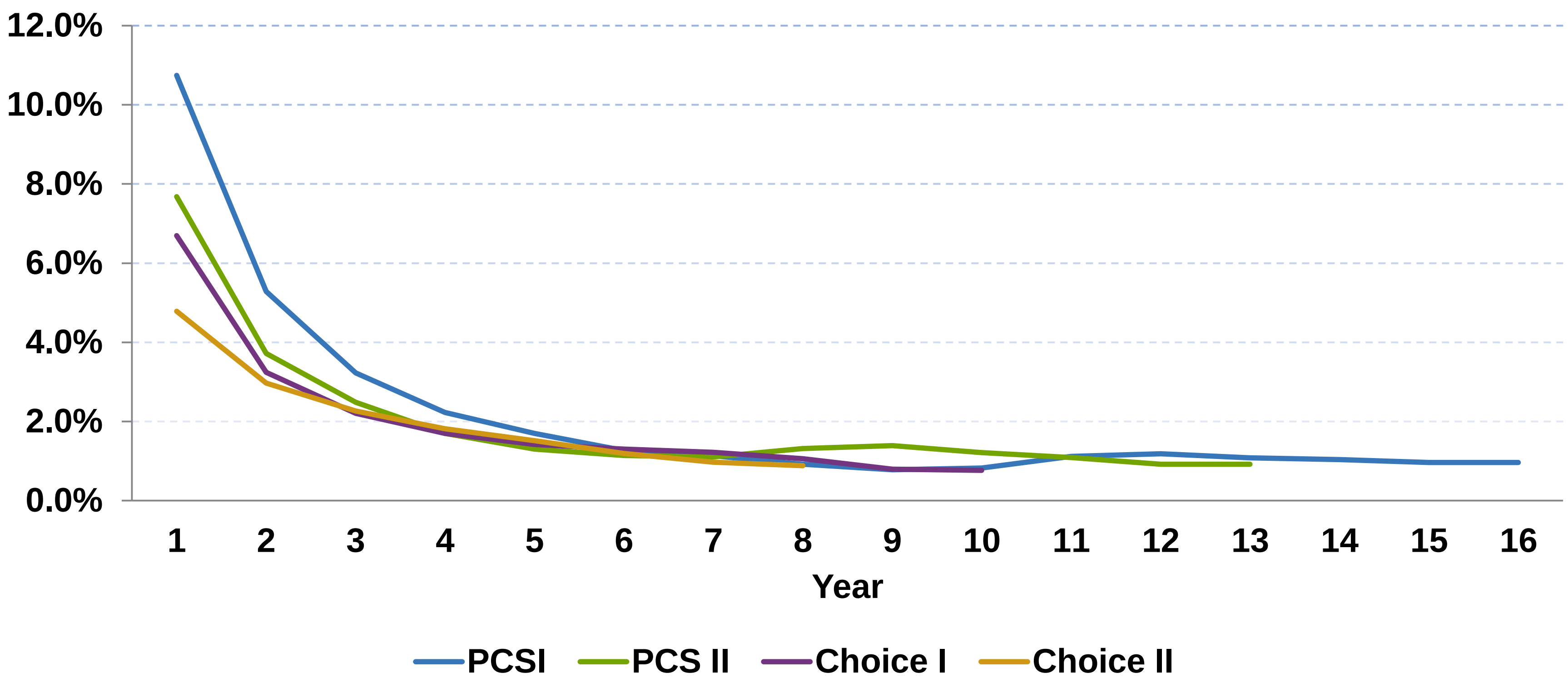
Assumption: Lapses

Historical Lapse Rate Experience

Lapse Rates Have Been Decreasing By Each Policy Duration Year

Ultimate Lapse Rate Best Estimate Assumption Of ~0.7% Based On Historical Experience



Data As Of 6/30/13

Long Term Care Insurance Review

Key Points	
1	Solid Margins In Aggregate & Remain Solid Under Key Sensitivities
2	In Force Rate Actions & Hedging Gains Positively Impact Margins On GAAP & Statutory Basis
3	New Business Sold Each Year Projected To Add Additional GAAP & Statutory Margin
4	Two Items To Note: 1) Thin Loss Recognition Testing Margin Of ~$100MM For Purchased Blocks Of LTC Business ($2.5B Net GAAP Liabilities) & 2) More Conservative NY Specific Cash Flow Testing Requirements Which Resulted In Additional $120MM Of Asset Adequacy Reserves At 12/31/12

Questions & Answers

Appendix

GAAP LTC Goodwill Impairment Testing

Background

Goodwill Is Not Amortized, Required To Be Tested For Impairment

LTC Is A Reporting Unit – Individually Tested For Impairment

Multiple Step Impairment Test Based On Reporting Unit Fair Value Compared To Book Value

LTC Fair Value < Book Value (Impairment Indicator); Required To Determine Amount Of Goodwill That Would Be Established In Hypothetical Purchase Of The Business (Implied Goodwill)

- If Implied Goodwill > Recorded Goodwill = No Impairment
- If Recorded Goodwill > Implied Goodwill = Goodwill Impairment Recorded For Amount In Excess Of Implied Goodwill

Fair Value Of New Business Primary Driver In Determining Implied Goodwill

- LTC Implied Goodwill > Recorded Goodwill = No Impairment

Assumptions

Present Value Of Statutory Distributable Earnings (STAT Net Income & Changes In Target Surplus)

Discount Rate Of 14%...In Line With LTC Cost Of Capital

Includes In Force Projections Plus 10 Years Of New Business

Investment Yield Assumption Consistent With New Product Pricing

Utilizes Best Estimate Assumptions For Lapse, Mortality & Morbidity

New Business In Yrs 1-5 (~$175-$200MM Annualized Prem.), Yrs 6-10 Sales Flat (~$200MM Annualized Prem.)

Goodwill Recoverable Based On New Business Value With Margin Of ~$400MM

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The Need For In Force Rate Actions

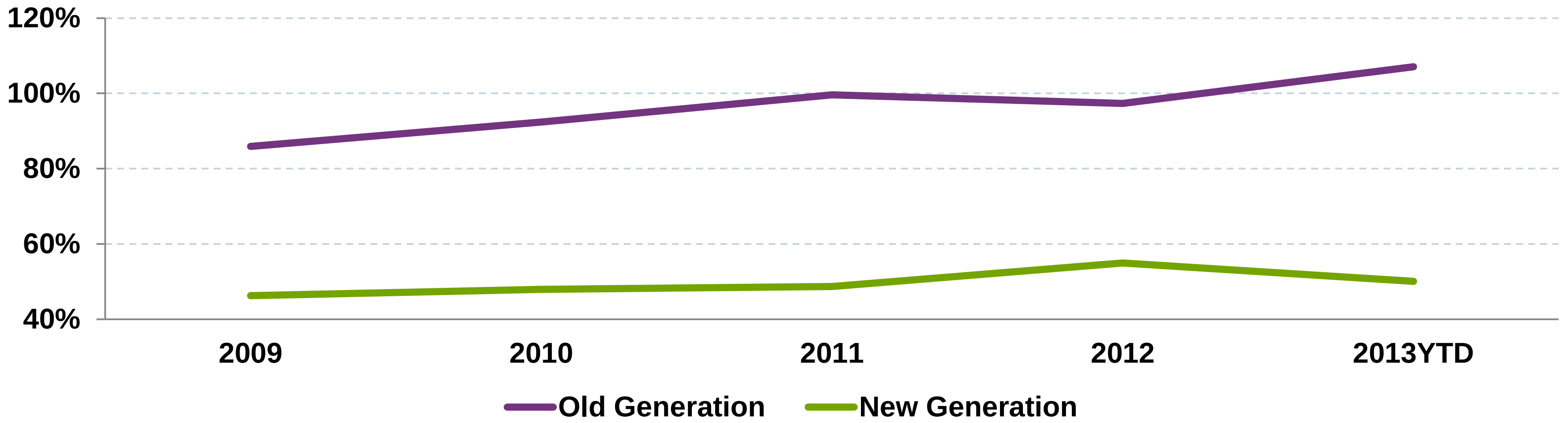
Historical Experience

Rate Actions Intended To Get Older Generation Blocks Closer To Breakeven & Get Newer Generation Policies Back To Original Pricing Assumptions

- Older Generation Blocks Have Experienced Significant Losses…Pricing Lapse Assumptions Greater Than Actual Lapse Experience
- Newer Generation Policies Profitable, But Below Original Pricing

New Generation Earnings Are Positive & Mitigate Older Generation Negative Earnings

Interest Adjusted Loss Ratios



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Reserve Adequacy Testing: Basics

Statutory Cash Flow Testing (CFT)

1	Surplus Begins At Zero & Accumulates With Investment Income Based On Best Estimate In Force Cash Flows (Premiums, Claims, Expenses & Taxes) Projected Over 40 Interest Rate Scenarios
2	Ending Surplus Is Discounted Using Projected After-Tax Portfolio Earned Rates
3	Provisions For Adverse Deviation (On Interest Rates, Lapses, Morbidity, Mortality, Additional Premium From In Force Rate Action) Are Incorporated To Develop The CFT Margin

GAAP Loss Recognition Testing (LRT)

1	In Force Cash Flows (Premium, Claims & Expenses) Projected Using Best Estimate Assumptions & Discounted Based On Pre-Tax Expected Investment Returns As Of Calculation Date (Genworth Uses A Level Portfolio Earned Rate); Result Is Pre-Tax Gross Premium Valuation
2	Pre-Tax Gross Premium Valuation Is Compared To Net GAAP Liability (Reserves Net Of DAC/PVFP) Separately For PGAAP & HGAAP Blocks
3	Resulting Margin Is The Loss Recognition Testing Margin

Long Term Care Insurance Product Basics

Introduction

Long Term Care (LTC) Insurance Provides Defined Levels Of Protection Against The Potentially Significant And Escalating Costs Of LTC Services Provided In The Insured's Home Or In Assisted Living Or Nursing Facilities

Insureds Become Eligible For Covered Benefits If They Either Become Incapable Of Performing Two Activities Of Daily Living Or Severely Cognitively Impaired

Genworth & Its Predecessor Companies Started Issuing LTC Policies In 1974

Largest Insured LTC Data Base And Claims History In Insurance Industry… 190,000 Claims Processed, $9.8B Benefits Paid, $5MM Paid Every Business Day

Long Duration Product Allows For Re-Rating Over Time Subject To Regulatory Approval

- Average Issue Age 58 Years
- Average Initial Claim Age 79 Years

Management

Internal Medical Director's Staff (Life & LTC Combined)

- 5 M.D.'s With Over 75 Years Of Combined Experience
  - Collaborated With Chief Underwriter To Drive The Revision Of LTC's Underwriting Guidelines & Created Cognitive Assessments

LTC Underwriting Function

- 40+ Underwriters With An Average Of 15.8 Years Experience
- Dramatic Improvement In Morbidity Already Seen; Driven By 18% Of Cases Under New Underwriting Have Either Uncovered Anti-Selection Or Undiagnosed Impairments (Diabetes, Actual BMI, HIV, Smoking Conditions)
- New Underwriting To Include Labs, Exams, MIB, Categories, Cognitive & Functional Testing At Age 60

Combined Claim Processing

- 500 FTE's Including Call Center, Benefit Analysts & QA To Cover LTC, Life & Annuity Product Claims
- ~58K Open LTC Claims Are Administered By Claim Type; e.g., Fractures Versus Hospice To Provide Appropriate Service & Oversight

Risk Management & Monitoring Activities

- Actual To Expected Analysis On New Underwriting, Claim Experience, Business Mix & RAROC/VNB
- Capital Needs Assessed Through Stress Scenarios

Genworth LTC Block Evolution

		Old Block			New Block					
		Pre-PCS	PCSI	PCSII	Choice 1	Choice 2	Choice 2.1	PC Flex	PC Flex 2.0	PC Flex 3.0
	Year Of Issue	**1974 - 94**	**1994 - 97**	**1997 - 01**	**2001 - 07**	**2003 - 07**	**2007 - 13**	**2011 -**	**2013 -**	**2014 -**
Pricing Assumptions	**Earned Rate**	6.75%	5.0%	6.25%	6.0%	5.0%	5.0%	4.0%	4.0%	3.25%
Pricing Assumptions	**Lapse Rate (Ultimate)**	5.5%	5.0%	5.0%	2.0%	1.5%	1.5%	1%	0.6% - 0.8%	0.5%
Product Structure	**Maximum Issue Age**	84	84	84	79	79	79	79	75	75
Product Structure	**Maximum Benefit Pool**	Lifetime	Lifetime	Lifetime	Lifetime	Lifetime	Lifetime	Lifetime*	10 Years	5 Years
Product Structure	**Underwriting Evolution**	Cognitive Screen For Age 76+	Decline Coverage For Stroke, Insulin Dependent Diabetes	Tighter Coronary Disease Criteria	Tighter Diabetes Criteria	Tighter Build Criteria Additional Cognitive Screen Age 72+ ('06)	Prescription Drug Report Required Decline Diabetic Smokers ('09)	Additional Cognitive Screen Age 60+	Labs, Exams, MIB, Cognitive / Functional Testing Age 60+	
Current Business Mix	**In Force Premium ($MM)**	85	156	402	574	518	362	200	4	N/A
Current Business Mix	**# Lives In Force (K)**	77	73	194	294	254	165	82	1.5	N/A
Current Business Mix	**Average Attained Age**	84.2	81.1	75.1	68.3	64.9	61.7	58.8	55.6	N/A
Current Business Mix	**% Lifetime Benefits**	58%	37%	33%	34%	17%	9%	5%	Not Available	Not Available

*PC Flex Lifetime Benefit Period Offering Suspended In 3Q12

Note: Data As Of 9/30/13

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LTC Balance Sheet Excerpts – GAAP Reconciliation

Balance Sheet Component As Of 9/30/13 ($MM)	STAT (Includes U.S. Life Companies And Brookfield Life Annuity And Insurance Company (BLAIC))		GAAP (Includes U.S. Life Companies And Brookfield Life Annuity And Insurance Company (BLAIC))	
Balance Sheet Line Item	**Carrying Value**	**Method/ Basis**	**Carrying Value**	**Method/ Basis**
Goodwill	N/A		354	Based On Purchase Price (1994/1995) But Subject To Recoverability Testing
Deferred Acquisition Costs (DAC) & Present Value Of Future Profits (PVFP) (Unamortized Balance)	N/A	Expensed As Incurred	DAC 1,419 PVFP (Unamortized) 15 DAC & PVFP 1,434	Assumptions Are Locked At Time Of Policy Issue Locked At Time Of Purchase (1994/1995) And Excludes Unrealized Losses
Liability For Future Policy Benefits	14,793	Prescribed By Regulation And Assumptions Are Locked At Time Of Policy Issue	Future Policy Benefits 16,776 - Reinsurance (2,767) - Unrealized Losses (339) Future Policy Benefits, Net 13,670	Active Life Reserve (ALR) - Assumptions Are Locked At Time Of Policy Issue
Unearned Premiums	419		Unearned Premiums 617 - Reinsurance (133) Unearned Premiums, Net 484	
Liability For Policy And Contract Claims (LPCC)	3,205	Current Estimate Using Prescribed Discount Rate (Includes Case Reserves, Pending Claims, Incurred But Not Reported (IBNR) And In Course Of Settlement (ICOS))	LPCC 4,891 - Reinsurance (1,666) - Loss Adjustment Expenses (165) LPCC, Net 3,060	Disabled Life Reserve (DLR) - Best Estimate (Includes Case Reserves, Pending Claims, Incurred But Not Reported (IBNR), In Course Of Settlement (ICOS)) And Loss Adjustment Expenses (LAE)
Loss Adjustment Expense Reserve	172	Percent Of The Disabled Life Reserve – Recorded In CY Earnings	LAE 200 - Reinsurance (35) LAE, Net 165	Percent Of The Disabled Life Reserve – Included As Part Of Total DLR
Interest Maintenance Reserve (IMR)	865	Accumulated Realized Investment Gains Amortized Into Earnings Over Life Of The Assets	N/A	
Hedging Accumulated Other Comprehensive Income (AOCI) (Terminated Hedges Only)	N/A		2,520	

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Cautionary Note Regarding Forward-Looking Statements

This presentation contains certain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements may be identified by words such as "expects," "intends," "anticipates," "plans," "believes," "seeks," "estimates," "will" or words of similar meaning and include, but are not limited to, statements regarding the outlook for the company's future business and financial performance. Forward-looking statements are based on management's current expectations and assumptions, which are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict. Actual outcomes and results may differ materially due to global political, economic, business, competitive, market, regulatory and other factors and risks, including, but not limited to, the following:

•*Risks relating to the company's businesses*, including downturns and volatility in global economies and equity and credit markets; downgrades or potential downgrades in the company's financial strength or credit ratings; interest rate fluctuations and levels; adverse capital and credit market conditions; the valuation of fixed maturity, equity and trading securities; defaults, downgrades or other events impacting the value of the company's fixed maturity securities portfolio; defaults on the company's commercial mortgage loans or the mortgage loans underlying our investments in commercial mortgage-backed securities and volatility in performance; goodwill impairments; defaults by counterparties to reinsurance arrangements or derivative instruments; an adverse change in risk-based capital and other regulatory requirements; insufficiency of reserves and required increases to reserve liabilities; legal constraints on dividend distributions by the company's subsidiaries; competition; availability, affordability and adequacy of reinsurance; loss of key distribution partners; regulatory restrictions on the company's operations and changes in applicable laws and regulations; legal or regulatory investigations or actions; the failure of or any compromise of the security of our computer systems and confidential information contained therein; the occurrence of natural or man-made disasters or a pandemic; the effect of the enactment of the Dodd-Frank Wall Street Reform and Consumer Protection Act; changes in accounting and reporting standards issued by the Financial Accounting Standards Board or other standard-setting bodies and insurance regulators; impairments of or valuation allowances against the company's deferred tax assets; changes in expected morbidity or mortality rates; accelerated amortization of deferred acquisition costs and present value of future profits; ability to increase premiums on certain in-force and future long-term care insurance products by enough or quickly enough, including the current rate actions and any future rate actions; medical advances, such as genetic research and diagnostic imaging, and related legislation; unexpected changes in persistency rates; ability to continue to implement actions to mitigate the impact of statutory reserve requirements; the failure of demand for long-term care insurance to increase; political and economic instability or changes in government policies; fluctuations in foreign exchange rates and international securities markets; unexpected changes in unemployment rates; unexpected increases in international mortgage insurance default rates or severity of defaults; the significant portion of high loan-to-value insured international mortgage loans which generally result in more and larger claims than lower loan-to-value ratios; competition with government-owned and government-sponsored enterprises (GSEs) offering mortgage insurance; changes in international regulations reducing demand for mortgage insurance; increases in U.S. mortgage insurance default rates; failure to meet, or have waived to the extent needed, the minimum statutory capital requirements and hazardous financial condition standards; uncertain results of continued investigations of insured U.S. mortgage loans; possible rescissions of coverage and the results of objections to the company's rescissions; the extent to which loan modifications and other similar programs may provide benefits to the company; unexpected changes in unemployment and underemployment rates in the United States; further deterioration in economic conditions or a further decline in home prices in the United States; problems associated with foreclosure process defects in the United States that may defer claim payments; changes to the role or structure of Federal National Mortgage Association (Fannie Mae) and Federal Home Loan Mortgage Corporation (Freddie Mac); competition with government-owned and government-sponsored enterprises offering U.S. mortgage insurance; changes in regulations that affect the company's U.S. mortgage insurance business; the influence of Fannie Mae, Freddie Mac and a small number of large mortgage lenders and investors; decreases in the volume of high loan-to-value mortgage originations or increases in mortgage insurance cancellations in the United States; increases in the use of alternatives to private mortgage insurance in the United States and reductions by lenders in the level of coverage they select; the impact of the use of reinsurance with reinsurance companies affiliated with the company's U.S. mortgage lending customers; legal actions under the Real Estate Settlement Procedures Act of 1974 (RESPA); potential liabilities in connection with the company's U.S. contract underwriting services; and the impact on the statutory capital and risk to capital ratios of the U.S. mortgage insurance business from variations in the valuation of affiliate investments;

•*Other risks*, including the risk that the company's strategy may not be successfully implemented; the company's Capital Plan may not achieve its anticipated benefits; adverse market or other conditions might delay or impede the minority sale of the company's mortgage insurance business in Australia; the possibility that in certain circumstances we will be obligated to make payments to General Electric Company (GE) under the tax matters agreement with GE even if the company's corresponding tax savings are never realized and payments could be accelerated in the event of certain changes in control; provisions of our certificate of incorporation and bylaws and the tax matters agreement with GE may discourage takeover attempts and business combinations that stockholders might consider in their best interests; and the impact of the expense reduction announced on June 6, 2013 is not as anticipated and the company may lose key personnel related to actions like this as well as general uncertainty in the timing of the company's turnaround; and

•*Risks relating to* the company's *common stock,* including the suspension of dividends and stock price fluctuations.

The company undertakes no obligation to publicly update any forward-looking statement, whether as a result of new information, future developments or otherwise.

Genworth

Use Of Non-GAAP Measures

This presentation references balance sheet excerpts entitled “liability for future policy benefits,” “unearned premiums,” “liability for policy & contract claims” and “loss adjustment expense reserve” for the long-term care insurance business. This business has ceded reinsurance agreements that qualify for risk transfer. Under GAAP, amounts due from reinsurers for incurred and estimated future claims are reflected in a reinsurance recoverable asset and the reserve amounts reflect the full liability as reinsurance does not relieve the company from the obligations to policyholders. For purposes of this presentation, the company is presenting “liability for future policy benefits,” “unearned premiums,” “liability for policy & contract claims” and “loss adjustment expense reserve” net of the reinsurance recoverable asset associated with those liabilities. While these metrics are considered non-GAAP measures, netting the reinsurance recoverable and reserves represents the net GAAP liability which is used by the actuaries to calculate the various margins but is presented separately on the GAAP balance sheet. However, these metrics as defined by the company should not be viewed as a substitute for GAAP. A reconciliation of the balance sheet excerpts is included in this appendix.

Definition Of Selected Operating Performance Measure

Management regularly monitors and reports a loss ratio for the company’s long-term care insurance business. For the long-term care insurance business, the loss ratio is the ratio of benefits and other changes in reserves less tabular interest on reserves less loss adjustment expenses to net earned premiums. The company considers the loss ratio to be a measure of underwriting performance in these businesses and helps to enhance the understanding of the operating performance of the business.