

# JP Morgan Insurance Conference

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March 29, 2012



# 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) 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 in the Appendix, as well as in the risk factors section of Genworth’s Annual Report on Form 10-K, filed with the United States Securities and Exchange Commission (SEC) on February 27, 2012. Genworth undertakes no obligation to publicly update any forward-looking statement, whether as a result of new information, future developments or otherwise.

## Use Of Non-GAAP & Select Operating Performance Measures

All financial data as of December 31, 2011 unless otherwise noted. For additional information, please see Genworth’s Annual Report on Form 10-K, filed with the SEC on February 27, 2012.

For important information regarding the use of non-GAAP measures and select operating performance measures, see the Appendix.

Unless otherwise noted, all references in this presentation to operating income (loss) should be read as operating income (loss) available to Genworth’s common stockholders. All references in this presentation to return on equity (ROE) should be read as operating return on equity on a 24 percent levered basis unless otherwise noted.

This presentation should be used in conjunction with the accompanying audio or call transcript.

# Agenda

## Genworth Overview

## Capital Management Strategies

## 2012 Business Goals & Focus Areas

U.S. Life Companies Path To Ordinary Dividends

International Mortgage Insurance

U.S. Mortgage Insurance -- New Delinquencies, Loss Mitigation & Capital

Low Interest Rate Environment

## Q&A

# Key Messages

**Further Narrowing Focus Around Leadership Positions & Improving The Risk Profile**

**Continuing To Reposition The Business Portfolio To Maximize Value Over The Medium To Long Term**

**Being Selective Regarding New Business: Actively Manage Mix, Volume, Pricing & Reinsurance**

**Managing The In Force Portfolio Intensively**

**Adding To Enterprise & Holding Company Strength**

# Genworth Strategy

<b>Purpose</b>	<b>Help People Secure Their Financial Lives, Families &amp; Futures</b>				
<b>Goals</b>	<b>Grow Leadership Positions As A Specialist</b> <b>Achieve Consistent Operating ROE Improvement</b> <b>Rebuild Shareholder Value</b>				
<b>Specialist Focus</b>	<b>Insurance &amp; Wealth Mgmt.</b>			<b>Global Mortgage Insurance</b>	
	<b>Invest</b>	<b>Protect</b>	<b>Retire</b>	<b>Homeownership &amp; Capital Protection</b>	
	<b>Life Insurance</b> <b>Long Term Care Insurance (LTC)</b> <b>Fixed Annuities</b> <b>International Lifestyle Protection</b> <b>Wealth Management</b>			<b>Australia</b> <b>Canada</b> <b>Europe &amp; Select New Markets</b> <b>United States</b>	
<b>Foundation</b>	<b>Risk Management</b>	<b>Investment Management</b>	<b>Capital Allocation</b>	<b>Operating Capabilities &amp; Organization Depth</b>	

# Insurance & Wealth Management Focus

## U.S. Life Segment

### Life Insurance

Individual Life -- Middle Market & Emerging Affluent (“Main Street”)

Large Consumer Need -- Coverage Gap

Primarily Sold Through Brokers

### Long Term Care Insurance

Primarily Individual; Selective Group Participation

35+ Years Experience

### Fixed Annuities

Broad Product Offering

Primarily Sold Through Brokers/Select Institutions

Participate When Margins Achieved

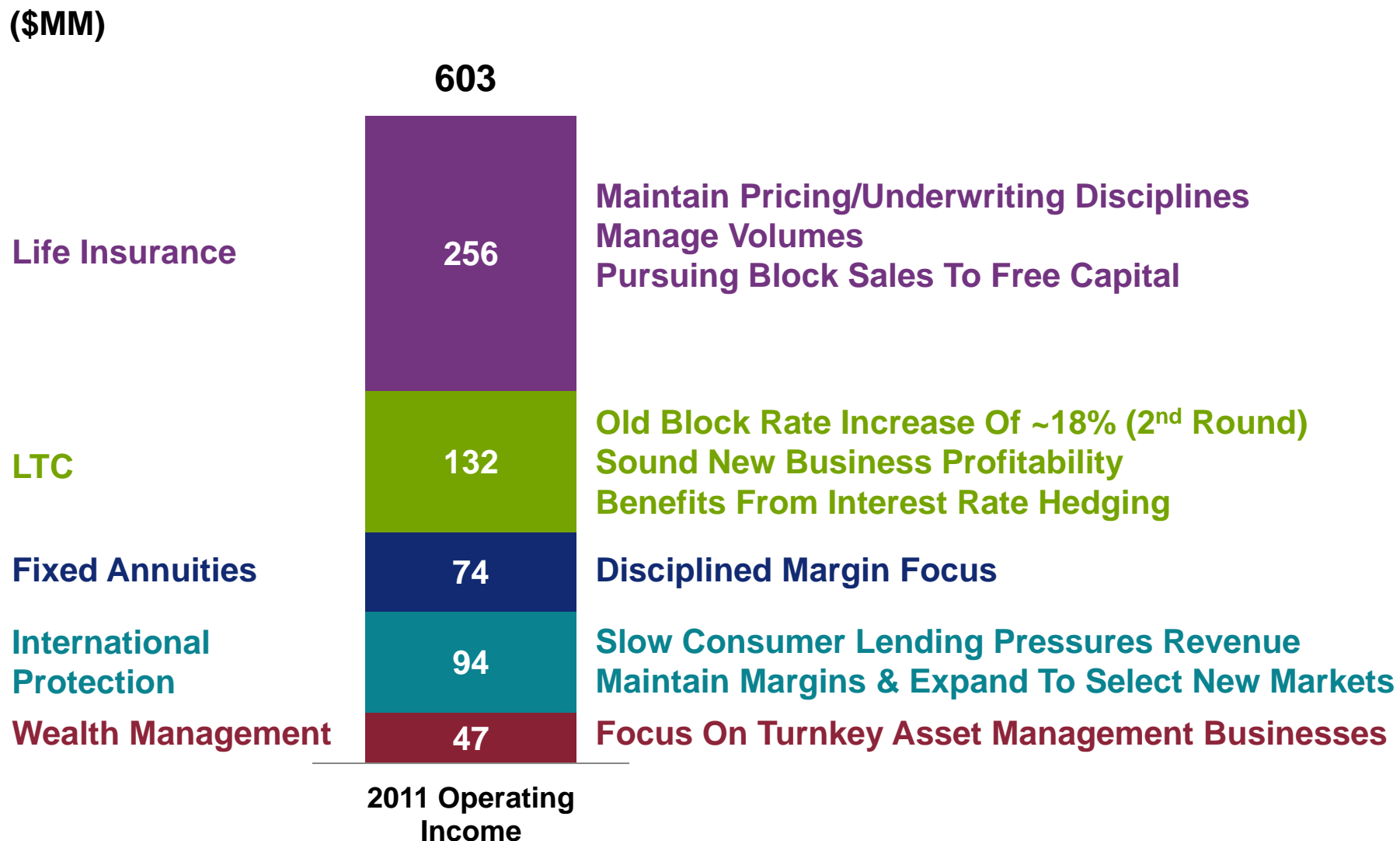
## International Protection Segment

**Coverage Of Specified Financial Obligations In Event Of Death, Disability Or Invol. Unemployment**

## Wealth Management Segment

**Investment Solutions, Client Management & Practice Management Services**

# Insurance & Wealth Management Overview



# Mortgage Insurance Focus

**Global Leadership Positions**

**Primary Distribution Through Banks (Large/Regional), Mortgage Banks & Credit Unions**

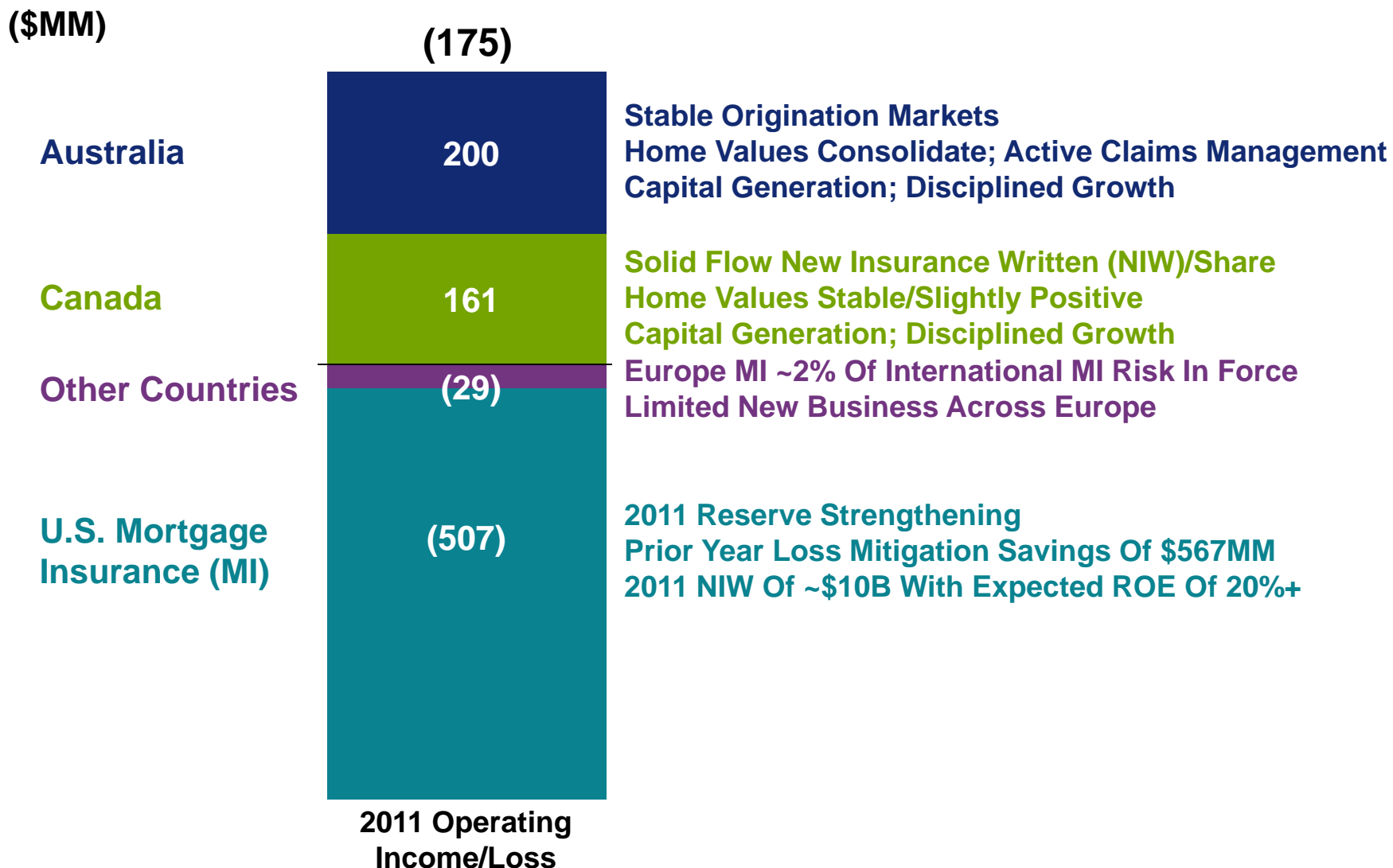
**Strong Capital Generation -- Australia & Canada**

**Active Regulatory Oversight**

**Thought Leader In Housing Policy**



# Mortgage Insurance Overview



# Sound Capital & Liquidity Position

**Holding Company: Adding to Risk Buffers & Building Redeployable Capital**

**\$950MM Of Cash & Highly Liquid Securities At 12/31/11**

**\$478MM Total Dividends Paid To Holding Company In 2011**

**Target Cash Balance Of At Least 2X Annual Debt Service Expense (~\$540MM)**

**\$222MM Of Debt Maturities In 2012 -- No Debt Maturities In 2013**

**\$350MM Debt Issuance In March 2012**

## Insurance & Wealth Management

**Strong Capital Position**

**Dividend Sources In 2011:**

Wealth Management

International Protection

## International Mortgage Insurance

**Strong Capital Position**

**Generating Capital For Holding Company**

**Dividend Source In 2011**

## U.S. Mortgage Insurance

**Sound Capital Strategy For New Business Writings**

**RTC<sup>1</sup> Ratio 28.8:1**

**Sufficient Claims Paying Ability & Positive Embedded Value**

<sup>1</sup>Combined Risk To Capital As Of 12/31/11

# Capital & Portfolio Management

**Early 2011 Placed Variable Annuity Business In Run-Off**

**Closed Sale Of Medicare Supplement Business To Aetna In Oct '11**

Creates Capital Benefit of \$214MM

Expect Special Dividend Of Significant Portion Of Proceeds To Holding Company In Stages

**Increased Reinsurance Utilization -- Managing Sales Volumes**

**Announced Plans For A Minority Initial Public Offering (IPO) Of Australian MI**

Sale Of Up To 40% Stake Of The Business

Rebalancing Portfolio; Capital Redeployment

**Sale Of Genworth Financial Investment Services To Cetera Financial Closing Early 2Q**

Proceeds Of \$79MM, Plus Earnout Opportunity

**Various Cost Streamlining Actions: ~\$70MM**

**Life Block Transaction – River Lake III**

\$100MM Initial Capital Benefit; Expected To Stay In U.S. Life Companies

# 2012 Business Goals

## Genworth Framework

Business Portfolio	Distributable Earnings	Holding Company Capital & Liquidity
<p><b>Business Alignment &amp; Focus</b></p> <p><b>Capital Allocation</b></p> <p><b>Operational And Financial Synergies</b></p>	<p><b>Selective New Business &amp; Mix</b></p> <p><b>Product Re-Pricing</b></p> <p><b>Expanded Use Of Reinsurance</b></p> <p><b>U.S. Life 2012 Focus On Statutory Earnings &amp; Unassigned Surplus</b></p> <p><b>Other Segments Maintain Focus On Growing ROE, Operating Income &amp; Dividends</b></p>	<p><b>2X Interest Coverage -- Even In A Stress Environment</b></p> <p><b>Leverage Target Of 24-26% (Adj. For New DAC Rules)</b></p> <p><b>Maintain Sound Risk Buffers</b></p> <p><b>Build Redeployable Capital</b></p>

**Enhance Shareholder Value While Maintaining Sound Risk Buffers**

# Insurance & Wealth Management Division

## 2012 Goals

**Dividends Of ~\$300MM**

**Consolidated Life Co. Increase To Unassigned Surplus Of \$250-300MM; Net Of Dividends Paid**

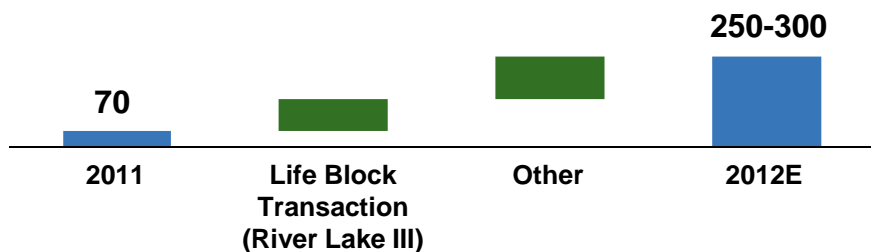
**Consolidated RBC Ratio > 350% In Line With Single A Rated Business**

**Maintain International Protection Pre-Tax Margins At 2011 Levels --  
Select New Markets & Channels**

# U.S. Life Cos. -- Path To Ordinary Dividends

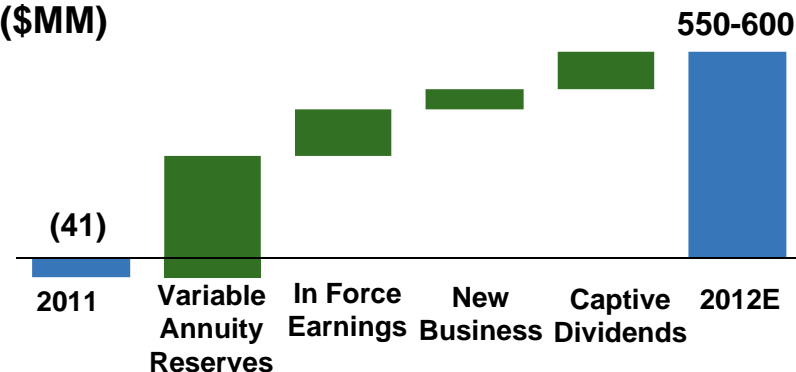
## Statutory Unassigned Surplus

(\$MM)



## Total Life Cos. Earnings Profile<sup>1</sup>

(\$MM)



## Key 2013 Dividend Capacity Metrics

(\$MM)

10% Of Statutory Total Surplus	~300
GLIC <sup>2</sup> Net Gain From Operations <sup>3</sup>	~225-300
Statutory Unassigned Surplus	~250-300

## Year End 2012 Key Market Assumptions

S&P 500 Index	1308
10 Year Treasury Rate	2.90%

<sup>1</sup>Consolidated Life Companies; Statutory Annual Statement Line 33; See Appendix For Legal Entity Structure

<sup>2</sup>Genworth Life Insurance Company; <sup>3</sup>GLIC Statutory Annual Statement Line 33

## Key Perspectives

**Life Block Transactions (Starting With First Block) Positively Impact Unassigned Surplus**

**Variable Annuity Reserve Impact Mitigated By Hedging (Not In Op Earnings) Gain In 2012 Versus Loss In 2011**

**In Force Earnings Include Product Profitability Management & Strategies To Utilize Tax Losses**

**Captive Dividends Increase Life Co. Earnings**

# International Mortgage Insurance

## 2012 Goals

**Australian Minority IPO**

**Dividends Of ~\$160MM**

**Solid Flow NIW Growth In Canada**

**Continuing Expansion Of Global Reinsurance**

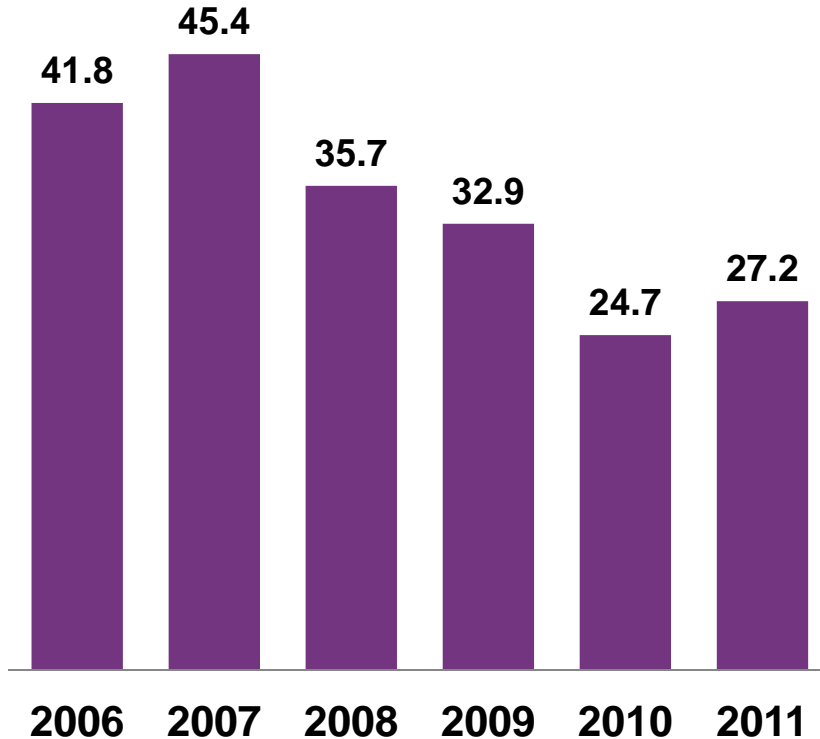
**Managing Down European Exposure Through Loss Mitigation**

**Disciplined Growth Strategies**

# International MI -- Capital Generation

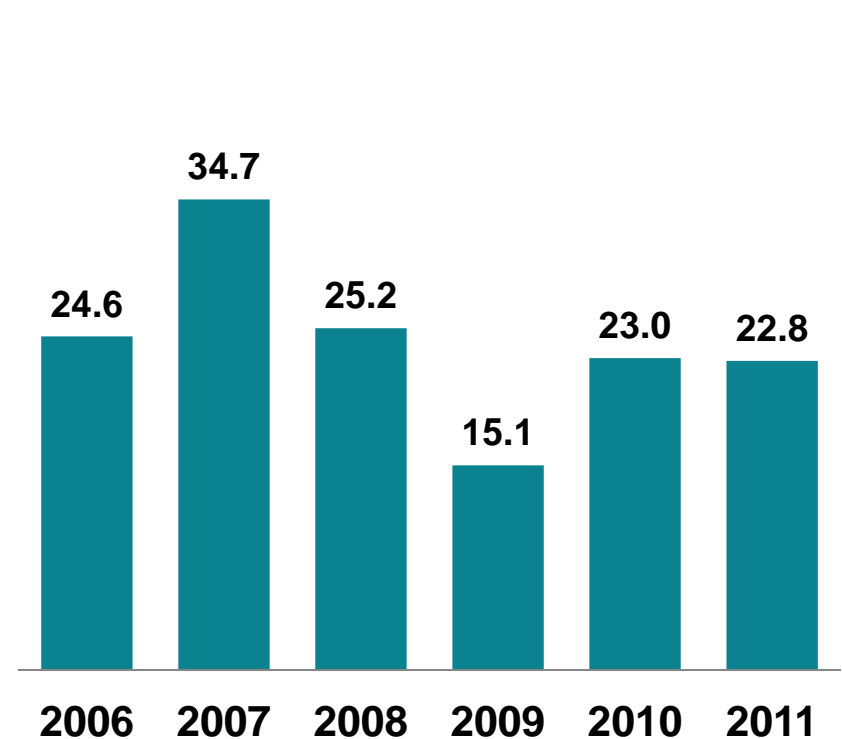
## Australia Historical NIW

(Flow Reported, \$B)



## Canada Historical NIW

(Flow Reported, \$B)



**Capital Generation Increases As Older Books Run-Off**



# U.S. Mortgage Insurance

## 2012 Goals

**Loss Mitigation \$300-400MM**  
**\$10-16B Of New Insurance Written**

## 2012 Perspectives

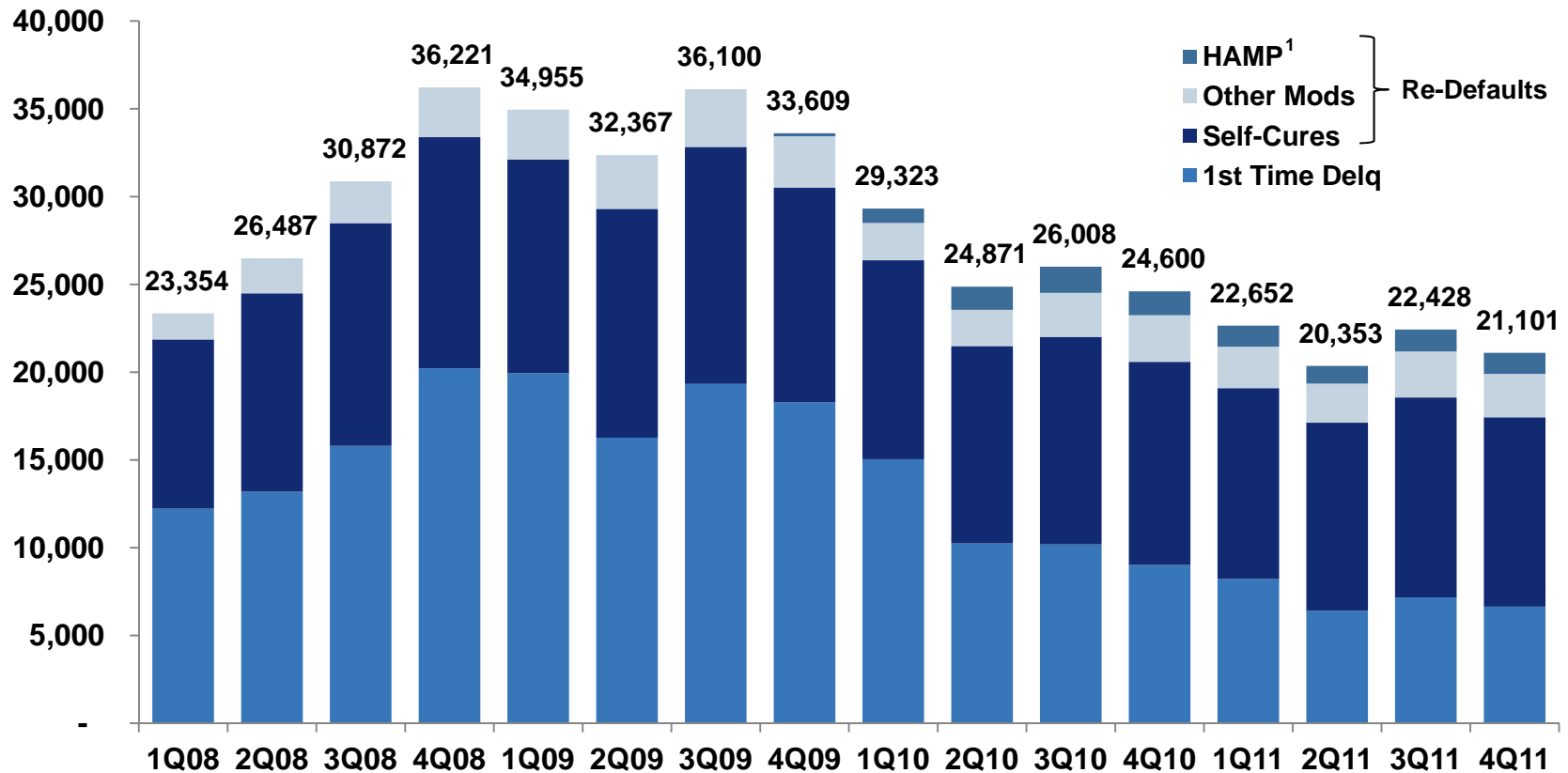
**Sound Claims Paying Ability**  
**New Business Benefits Claims Paying Ability**  
**Evaluated All Strategic Options & Following A Path Of Ongoing Operations**

## Multiple Factors Driving Future Return To Profitability

**Expectation For New Delinquencies To Drive Losses Going Forward**  
**Risk In Force & Performance Of New Books Outweighs Bad Vintages**  
**Originations Recover With Housing Market; MI Penetration Returns To Historical Rates**  
**Genworth Maintains “Fair Share” Of Market -- Within Risk Disciplines & Learnings From Cycle**  
**No Double Dip In U.S. Housing Market; No Material Global Economic Downturn**

# U.S. MI -- Flow New Delinquencies

**New Flow Delqs Slowing Since 3Q09 -- Seasonality In 3Q10 & 3Q11**



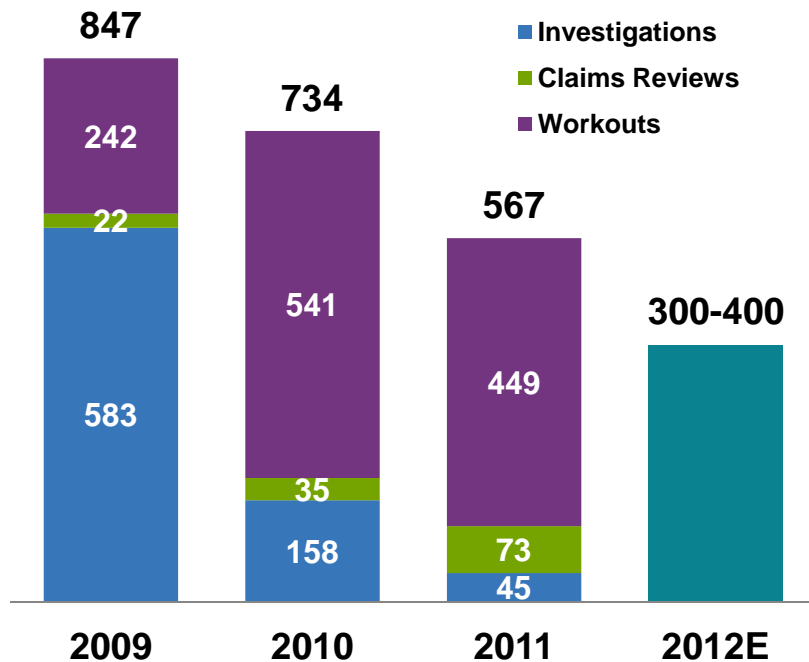
<sup>1</sup>Home Affordable Modification Program

**New Delinquency / Re-Delinquency Trends Favorable**

# U.S. MI Reserves -- Loss Mitigation Impacts

**Exceeded 2011 Target Of \$400-500MM**

(\$MM)



## Loss Mitigation Through The Cycle

Rescissions Activity Through 2Q10

Workouts Ramped In 2010

Claims Mitigation Increase In 2011  
As Claims Come Through Pipeline

Flow Workouts Continue But Volume  
Decreases As Delinquent Opportunities  
Decline/Age

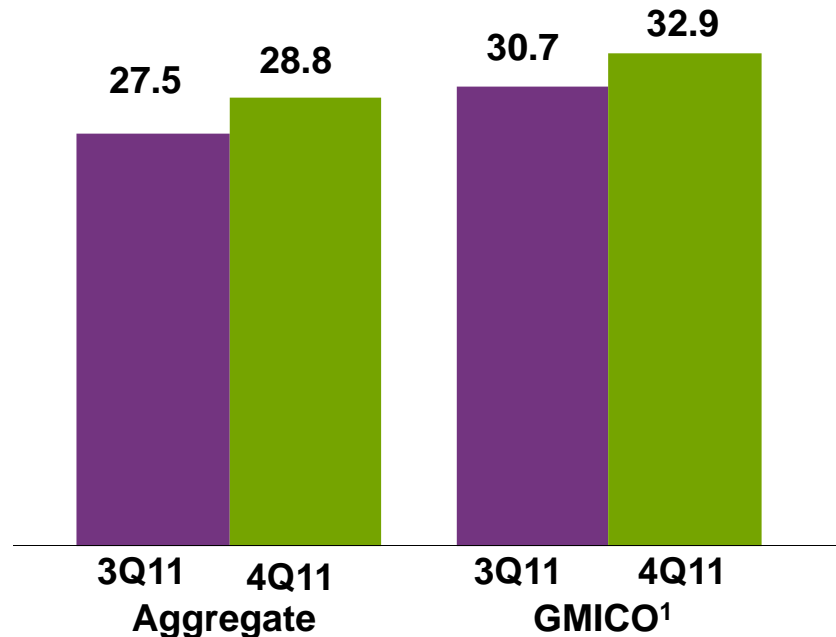
Loss Mitigation Savings Reported As The Reserve Release On Delinquent Loans Or Claim Reduction On Short Sale & Claim Mitigation Activity

**Loss Mitigation Delivers Continued Benefit**

# U.S. MI -- Capital Strategy

## Regulatory Capital Position

Risk To Capital Ratio X:1



<sup>1</sup>Genworth Mortgage Insurance Company

## Maintaining Capital Flexibility

### 25:1 Waivers

Waivers Or No Action In Place From 44 States

50 State Production Flexibility Maintained

**Contingency Plans In Place With GRMAC<sup>2</sup>; Requires GSE<sup>3</sup> Approval**

**Discussions On Potential Alternative Structures For New Business**

<sup>2</sup>Genworth Residential Mortgage Assurance Corporation

<sup>3</sup>Government Sponsored Entity

# Manageable Product Interest Rate Exposure

## Lower Exposure

**Wealth Management**  
**U.S. Mortgage Insurance**  
**International Protection**

## Characteristics

### **Low Reinvestment Risk:**

Short Duration -- Premiums Fund Benefits  
Proportionally Small Asset Portfolio  
No Rate Guarantees

## Moderate Exposure

**Int'l Mortgage Insurance**  
**Immediate Annuities**

## Characteristics

### **Medium Reinvestment Risk:**

Medium Duration -- Investment Income Funds  
A Portion Of Benefits  
Relatively Larger Asset Portfolio  
Implicit Rate Guarantees

## Higher Exposure

**Life Insurance**  
**LTC**  
**Deferred Annuities**

## Characteristics

### **Higher Reinvestment & Optionality Risk:**

Longer Duration – Investment Income Funds  
Significant Portion Of Benefits  
Implicit & Explicit Interest Rate Guarantees  
Liability Optionality

# Levers To Manage Interest Rate Risk

## Product Design & Pricing

Newest Generation LTC Product With 9-20% Price Increases Above Prior Generation Products

Life Insurance -- Active Re-Pricing Approach

Credited Rate Discipline

## Investment Strategy

Portfolio Strategy Tied To Product Design Across Multiple Interest Rate Scenarios

Active Rebalancing Across Asset Classes

Duration & Convexity Management

## Active Hedging Programs

Interest Rate & Total Return Swaps

Caps & Floors

Futures

Forward Starting Interest Rate Swaps

# Summary

**Further Narrowing Focus Around Leadership Positions & Improving The Risk Profile**

**Continuing To Reposition The Business Portfolio To Maximize Value Over The Medium To Long Term**

**Being Selective Regarding New Business: Actively Manage Mix, Volume, Pricing & Reinsurance**

**Managing The In Force Portfolio Intensively**

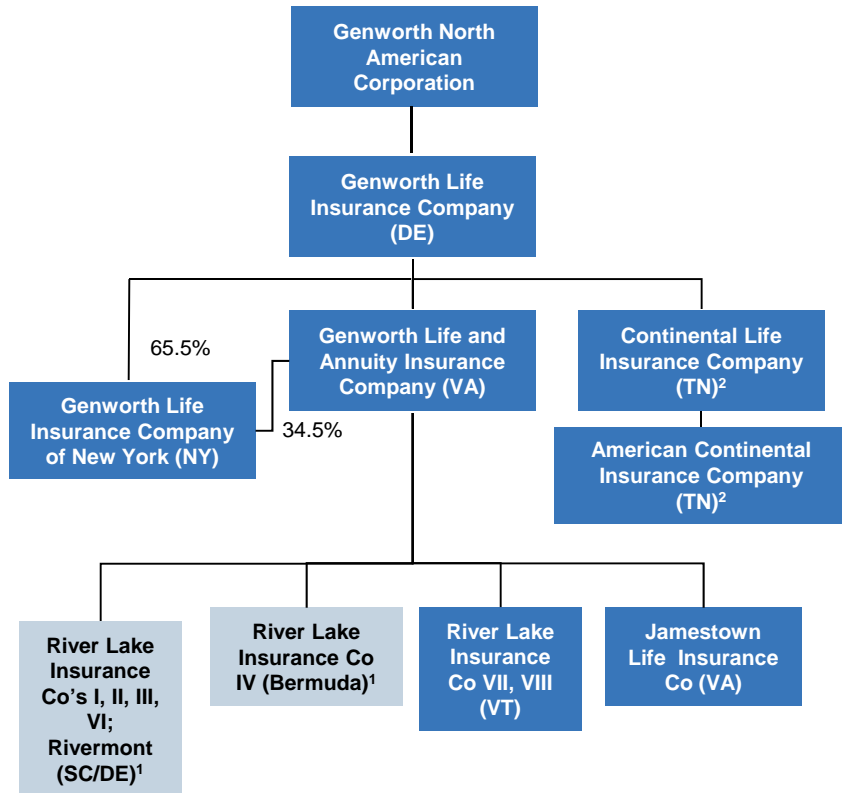
**Adding To Enterprise & Holding Company Strength**

# Appendix



# U.S. Life Insurance Profile

## U.S. Life Companies Legal Entity Structure



### Consolidated Life Cos. Statutory Profile

Earnings From “Consolidated” Companies Included In GLIC Unassigned Surplus

River Lake VII And VIII Financial Statements Are Not Currently Available To Public

### Non-Consolidated Life Cos. Statutory Profile

Good Mortality And Persistency Experience In “Non-Consolidated” Companies

Earnings Limited To Dividends And Experience Refunds

Dividends Limited By Structural Constructs

Impacts From Financial Crisis Triggered Rate Step-Up On Dutch Auction Securities Precluding Payment Of Experience Refunds & Low Returns

<sup>1</sup>Non-Consolidated Companies Are U.S. Domiciled Except River Lake IV, Which Is Domiciled In Bermuda

<sup>2</sup>Medicare Supplement Business Disposed On October 1, 2011

# Forward Starting Swap Accounting

## GAAP Accounting

**Swaps Are Qualified Cash Flow Hedges**

**Active Swaps Marked To Market With Offset To Accumulated Other Comprehensive Income (AOCI)**

**Gain (Loss) From Terminated Swaps Remain In AOCI Until Bond Purchased At Original Anticipated Start Date**

**AOCI Amortizes Into Income Over Term Of Original Maturity Of The Swap... Amortization Begins At Original Anticipated Start Date**

## Statutory Accounting

**Swaps Are Qualified Cash Flow Hedges**

**Active Swaps Carried At Book Value, Typically Zero**

**Terminated Swaps Recorded To Realize Gain (Loss) But Tax Effected Offset Recorded To Interest Maintenance Reserve (IMR)**

**IMR Amortization Begins Immediately Over Term Of Original Maturity Of The Swap**

# Forward Starting Swap Hedge -- Example

## \$100 Cash Flow In 5 Years Hedged With 10 Year Forward Starting Swap At 5%

Swap Terms: In Years 5-15, GNW Receives 5%; Pays 3 Month Libor

At Year 5, Hedge Accounting Requires Termination Of Swap; Purchase Of 10Y Bond

### Maintain Original Hedge

10y Swap Rate in 5 yrs	1%	3%	5%	7%
Swap G/L @ time = Year 5	40	20	0	-20

#### Buy 10Y Bond in Year 5

#### Income yrs 6-15

Swap Amortization	4.0	2.0	0.0	-2.0
10Y bond (Swap Rate + 150bps)	2.5	4.5	6.5	8.5
<b>Investment Income</b>	<b>6.5</b>	<b>6.5</b>	<b>6.5</b>	<b>6.5</b>

**Effective Yield**                      **6.50%** **6.50%** **6.50%** **6.50%**

### Unwind & Re-Hedge

10y Swap Rate in 5 years	1%	3%	5%	7%
Unwind Swap Gain & Re-Hedge		20		

Proceeds from t=0 swap unwind

20      20      20      20

Unwind Re-hedge @ 3%

20      0      -20      -40

**Total Hedge G/L**                      **40**      **20**      **0**      **-20**

#### Buy 10Y Bond in Year 5

#### Income yrs 6-15

Swap Amortization	4.0	2.0	0.0	-2.0
10Y bond (Swap Rate + 150bps)	2.5	4.5	6.5	8.5
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**Effective Yield**                      **6.50%** **6.50%** **6.50%** **6.50%**

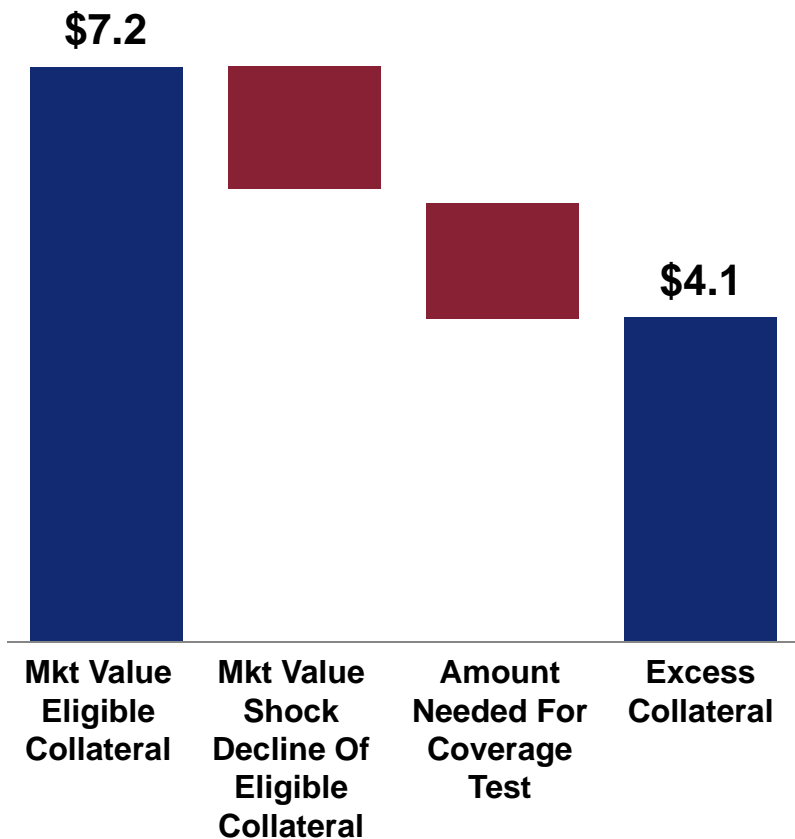
#### Incremental Impact Yrs 1-5

Buy Bond at t=0 With \$20 Swap Proceeds			Total
Income yrs 1-5	Year 1	..... Year 5	Yrs 1-5
<b>Credit Spread 1.50%</b>	0.3	0.3	<b>1.5</b>

**Hedge Maintained & Value Added From Credit Spread Years 1-5**

# U.S. Life Companies Collateral Availability

(\$B)



## Collateral Coverage Test For Market Value Trusts, OTC Derivatives, Repo And FHLB<sup>1</sup>

+140bps Interest Rate Shock  
(Approx 2 Standard Deviations  
For 90 Days)  
Maintain 1.25 Coverage Ratio

<sup>1</sup>Federal Home Loan Bank

**\$4.1B Collateral Available After 140bps Shock & 1.25 Coverage**

# LTC -- Risk Management Framework

## Attract Preferred Risk Pool

### Product Design/ Pricing Strategy

Target Preferred Risks  
Pricing Adjusted By Generation  
Multiple Forms Of Capitation

### Specialist Distribution Model

Attract Desired  
Applicants

### Underwriting Discipline

Select Best Risks

## Comprehensive Risk Management

### Leverage Experience/ Risk Insight

Mitigate Emerging Risks  
Premium Rate  
Increases

### Investment Hedging Strategy

Mitigate Interest  
Rate Exposure

### Claims Expertise

Intake Nurses  
Plans Of Care  
Optimize Benefits  
Customer Wellness

## Levers To Manage In Force Risk

# LTC Morbidity Risk Management/Mitigation

Mitigation Tool		Actions Taken
Product Design & Pricing	Product Features Refresh Of Assumptions	New Product Launched 8/11 With Updated Assumptions For Experience (9-20% Price Increase) Moved To 1% Lapse Rate 9 Years Ago Incorporated Low Interest Rate Environment (4.5% Assumption)
Underwriting	Mitigate Anti-Selection Risk Continuous Improvement	Maximum BMI Of 38 (Male), 36 (Female) Since 2003 Decline Of Insulin/Smoker Since 2008 Expanded Scope Of Prescr. Drug/Medical Records Screen Strengthened Depression Guidelines & Stopped Accepting Bipolar Disorder (3/11)
In Force Management	In Force Rate Increases Reinsurance	Filed for 18% Increase; 43 States Fully Approved & 3 States With Partial Approval (Through 3/26/12) Initial Round Of Price Increases 8-12% Implemented in 2007 40% Coinsurance Treaty On New Product & 20-30% On Prior Generation Product
Claims/Fraud Monitoring	Claims Process Enhancement	Creation Of Complex Claims Team To Adjudicate Fractures, Musculoskeletal, Cardiovascular & Depression Claims Expansion Of Special Investigations Unit
Prevention/Support	Case Management Plans Of Care	CareScout Wellness Program

# Use Of Non-GAAP Measures

This presentation includes the non-GAAP<sup>1</sup> financial measure entitled “net operating income (loss).” The chief operating decision maker evaluates segment performance and allocates resources on the basis of net operating income (loss). The company defines net operating income (loss) as income (loss) from continuing operations excluding net income attributable to noncontrolling interests, after-tax net investment gains (losses) and other adjustments and infrequent or unusual non-operating items. This metric excludes net investment gains (losses) and infrequent or unusual non-operating items because the company does not consider them to be related to the operating performance of the company’s segments and Corporate and Other activities. A component of the company’s net investment gains (losses) is the result of impairments, the size and the timing of which can vary significantly depending on market credit cycles. In addition, the size and timing of other investment gains (losses) can be subject to the company’s discretion and are influenced by market opportunities, as well as asset-liability matching considerations. Infrequent or unusual non-operating items are also excluded from net operating income (loss) if, in the company’s opinion, they are not indicative of overall operating trends. While some of these items may be significant components of net income (loss) available to Genworth Financial, Inc.’s common stockholders in accordance with GAAP, the company believes that net operating income (loss), and measures that are derived from or incorporate net operating income (loss), are appropriate measures that are useful to investors because they identify the income (loss) attributable to the ongoing operations of the business. However, net operating income (loss) is not a substitute for net income (loss) available to Genworth Financial, Inc.’s common stockholders determined in accordance with GAAP. In addition, the company’s definition of net operating income (loss) may differ from the definitions used by other companies. Due to the unpredictable nature of the items excluded from the company’s definition of net operating income (loss), the company is unable to reconcile its outlook for net operating income (loss) to net income (loss) available to Genworth Financial, Inc.’s common stockholders presented in accordance with GAAP.

In this presentation, the company also references the non-GAAP financial measure entitled “operating return on equity” or “operating ROE.” The company defines operating ROE as net operating income (loss) divided by average ending Genworth Financial, Inc.’s stockholders’ equity, excluding accumulated other comprehensive income (loss) (AOCI) in average ending Genworth Financial, Inc.’s stockholders’ equity. Management believes that analysis of operating ROE enhances understanding of the efficiency with which the company deploys its capital. However, operating ROE as defined by the company should not be viewed as a substitute for GAAP net income (loss) available to Genworth Financial, Inc.’s common stockholders divided by average ending Genworth Financial, Inc.’s stockholders’ equity. Due to the unpredictable nature of net income (loss) available to Genworth Financial, Inc.’s common stockholders and average ending Genworth Financial, Inc.’s stockholders’ equity excluding AOCI, the company is unable to reconcile its outlook for operating ROE to GAAP net income (loss) available to Genworth Financial, Inc.’s common stockholders divided by average ending Genworth Financial, Inc.’s stockholders’ equity.

<sup>1</sup>U.S. Generally Accepted Accounting Principles

# Definition Of Select Operating Performance Measures

Management uses selected operating performance measures including "sales," "assets under management" and "insurance in force" or "risk in force" which are commonly used in the insurance and investment industries as measures of operating performance.

Management regularly monitors and reports sales metrics as a measure of volume of new and renewal business generated in a period. Sales refer to: (1) annualized first-year premiums for term life, long term care and Medicare supplement insurance; (2) new and additional premiums/deposits for universal life and term universal insurance, linked-benefits, fixed and variable products; (3) gross flows and net flows, which represent gross flows less redemptions, for the wealth management business; (4) written premiums and deposits, gross of ceded reinsurance and cancellations, and premium equivalents where the company earns a fee for administrative services only business, for lifestyle protection insurance business; and (5) new insurance written for mortgage insurance. Sales do not include renewal premiums on policies or contracts written during prior periods. The company considers annualized first-year premiums, new premiums/deposits, gross and net flows, written premiums, premium equivalents and new insurance written to be a measure of the company's operating performance because they represent a measure of new sales of insurance policies or contracts during a specified period, rather than a measure of the company's revenues or profitability during that period.

Management regularly monitors and reports assets under management for the wealth management business, insurance in force and risk in force. Assets under management for the wealth management business represent third-party assets under management that are not consolidated in the company's financial statements. Insurance in force for the life, international mortgage and U.S. mortgage insurance businesses is a measure of the aggregate face value of outstanding insurance policies as of the respective reporting date. For the risk in force in the international mortgage insurance business, the company has computed an "effective" risk in force amount, which recognizes that the loss on any particular loan will be reduced by the net proceeds received upon sale of the property. Effective risk in force has been calculated by applying to insurance in force a factor of 35% that represents the highest expected average per-claim payment for any one underwriting year over the life of the company's businesses in Canada, Australia and New Zealand. Risk in force for the U.S. mortgage insurance business is the obligation that is limited under contractual terms to the amounts less than 100% of the mortgage loan value. The company considers assets under management for the wealth management business, insurance in force and risk in force to be measures of the company's operating performance because they represent a measure of the size of the business at a specific date which will generate revenues and profits in a future period, rather than a measure of the company's revenues or profitability during that period.

Management also uses a metric related to loss mitigation activities for the U.S. mortgage insurance business. The company defines loss mitigation activities as rescissions, cancellations, borrower loan modifications, repayment plans, lender- and borrower-titled presales, claims administration and other loan workouts. Estimated savings related to rescissions are the reduction in carried loss reserves, net of premium refunds and reinstatement of prior rescissions. Estimated savings related to loan modifications and other cure related loss mitigation actions represent the reduction in carried loss reserves. For non-cure related actions, including presales, the estimated savings represent the difference between the full claim obligation and the actual amount paid. The company believes that this information helps to enhance the understanding of the operating performance of the U.S. mortgage insurance business as loss mitigation activities specifically impact current and future loss reserves and level of claim payments.

These operating measures enable the company to compare its operating performance across periods without regard to revenues or profitability related to policies or contracts sold in prior periods or from investments or other sources.



# 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 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 (including the impact on the potential extension, replacement or refinancing of the company’s credit facilities); 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 the company’s 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; 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 the company’s computer systems; 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 the accounting standards issued by the Financial Accounting Standards Board or other standard-setting bodies; impairments of or valuation allowances against the company’s deferred tax assets; changes in expected morbidity and mortality rate; accelerated amortization of deferred acquisition costs and present value of future profits; reputational risks as a result of rate increases on certain in force long term care insurance products; 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; foreign exchange rate fluctuations; unexpected changes in unemployment rates; unexpected increases in 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 offering mortgage insurance; changes in international regulations reducing demand for mortgage insurance; increases in 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 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 U.S. mortgage lending customers; legal actions under the Real Estate Settlement Procedures Act of 1974; and potential liabilities in connection with the company’s U.S. contract underwriting services;
- *Other risks*, including the risk that adverse market or other conditions might delay or impede the planned IPO of the company’s mortgage insurance business in Australia; the possibility that in certain circumstances the company 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; and provisions of the company’s 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
- *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.

# Securities Legend

The disclosure in this presentation relating to the company's planned minority IPO of its Australian mortgage insurance business is not an offer to sell, or a solicitation of an offer to buy, any securities. The securities referred to in this disclosure have not been and will not be registered under the U.S. Securities Act of 1933 and may not be offered or sold in the United States except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act of 1933. If an offer of securities which requires disclosure in Australia is made, a disclosure document for the offer will be prepared at that time. Any person who wishes to apply to acquire securities will need to complete the application form that will be in or will accompany the disclosure document. In addition, this disclosure is not intended for public distribution in Australia.