# **Second Quarter 2013**

**Earnings Summary** 

July 31, 2013





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

#### Non-GAAP And Other Items

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

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

Unless otherwise stated, all references in this presentation to net income should be read as net income available to Genworth's common stockholders.

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



# **Strategic Priorities Update**

**Focus On Executing On Strategic Priorities** 

**Good Progress On Long Term Care (LTC) Rate Actions** 

Addressing Life Insurance Products & Pricing To Improve Sales

Wealth Management Sale Expected To Close In 3<sup>rd</sup> Quarter Of 2013

**Executing Expense Reduction Plan** 

# **2Q13 Highlights**

Net Operating Income Up 99% Versus The Prior Year; Earnings Down 12% Sequentially

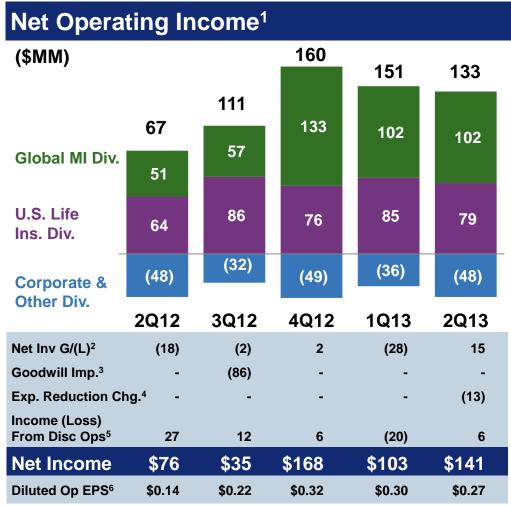
**U.S. MI Second Consecutive Quarter Of Profitability** 

International MI Performance Up 17% From Prior Year & 10% Sequentially; Solid Capital Positions In Canada & Australia

U.S. Life Insurance Division UP 23% From Prior Year & Down 7% Sequentially; First Ordinary Dividend Paid Since 2008

Corporate & Other Flat To Prior Year & Down 33% Sequentially With Lower International Protection Earnings & Run Off Earnings Impacted By Less Favorable Equity Markets

# 2Q13 Summary -- Genworth Consolidated



<sup>&</sup>lt;sup>1</sup>Non-GAAP Measure. See Appendix. <sup>2</sup>Net Investment Gains/(Losses), Net Of Taxes & Other Adjustments

## **Highlights**

#### **U.S. Life Insurance Division**

Less Favorable Mortality Experience In Life Insurance & Unfavorable Mortality Experience In Fixed Annuities Sequentially

Higher Premiums & Reduced Benefits In LTC From Most Recent Rate Action

Mixed Sales Results Sequentially – Up In LTC & Fixed Annuities & Down In Life Insurance Solid Risk Based Capital (RBC) Ratio

#### **Global Mortgage Insurance Division**

Lower New Delinquencies In Canada & U.S. MI Flow New Insurance Written Up Sequentially In Canada, Australia & U.S. MI

U.S. MI Profitable – YTD Op Income Of \$34MM

### **Corporate & Other Division**

Less Favorable International Protection & Runoff Earnings Sequentially

\$13MM After-Tax Charge To Net Income Related To Expense Reduction Plan

**Net Investment Gains From Low Impairments & Trading Gains** 



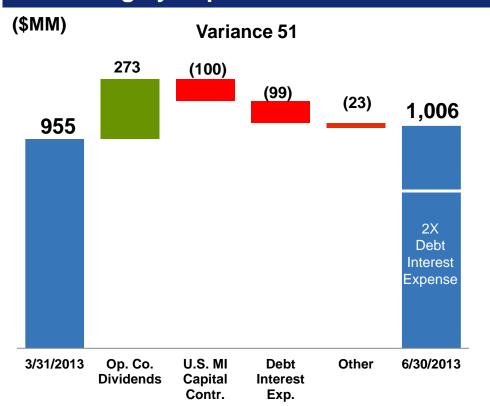
<sup>&</sup>lt;sup>3</sup>Goodwill Impairment, Net Of Taxes

<sup>&</sup>lt;sup>4</sup>Restructuring Expense, Net Of Taxes

<sup>&</sup>lt;sup>5</sup>Income (Loss) From Discontinued Operations, Net Of Taxes <sup>6</sup>Derivation Of Non-GAAP Measure. See Appendix.

# Holding Company<sup>1</sup> Cash & Liquid Assets

### Cash & Highly Liquid Assets Roll Forward



# <sup>1</sup>Holding Company Cash & Highly Liquid Securities Comprises Assets Held In Genworth Holdings, Inc. (The Issuer Of Outstanding Public Company Debt) Which Is Now A Subsidiary Of Genworth Financial, Inc. <sup>2</sup>Genworth Mortgage Insurance Corporation

### **Highlights**

Dividends Of \$273MM Paid To The Holding Company, Including A \$100MM Ordinary Dividend From The U.S. Life Companies

\$100MM Contributed To GMICO<sup>2</sup> On April 1, 2013 As Part Of Comprehensive U.S. MI Capital Plan

Target Holding Company Cash & Liquid Assets Of 2X Interest Coverage Plus \$350MM Buffer At Quarter Ends

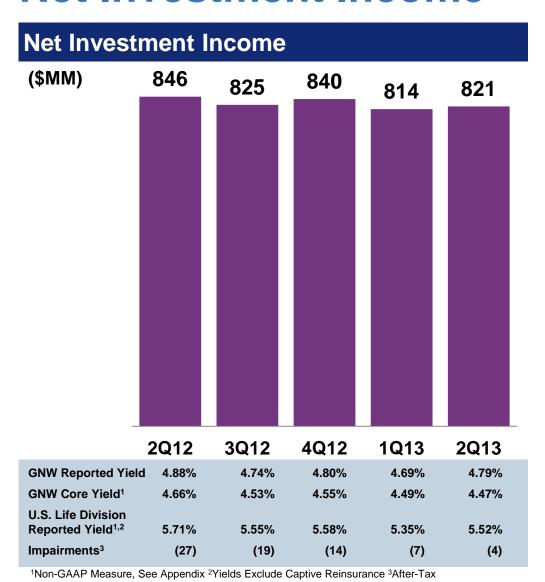
Leverage At 25.2%<sup>3</sup>

Wealth Management Sales
Proceeds (Expected To Close In
3Q13) To Be Dedicated To 2014
Debt Maturity



<sup>&</sup>lt;sup>3</sup>Based On Moody's Investors Service, Inc. Calculation Methodology & Excludes Unrealized Gains/Losses & Includes Unrealized Gains On Derivatives Qualifying As Hedges & Foreign Currency Translation

# **Net Investment Income**



### **Highlights**

Sequential Quarter Increase In Net Investment Income From More Favorable Limited Partnership & Bond Call Performance

\$2.6B Of Purchases In 2Q13 In Debt Securities, ABS<sup>4</sup>, CMBS/RMBS<sup>5</sup> & CML<sup>6</sup>

# Increase In Rates Provided Better Investing Environment

Total Investment Portfolio Market Value Sequential Decrease Of \$4.2B, Including \$2.5B Decrease In Unrealized Gains In Debt Securities, ABS & CMBS/RMBS

# Added \$2.1B Of Forward Starting Swaps

# Continued Improvement In Impairments

<sup>4</sup>Asset Backed Securities



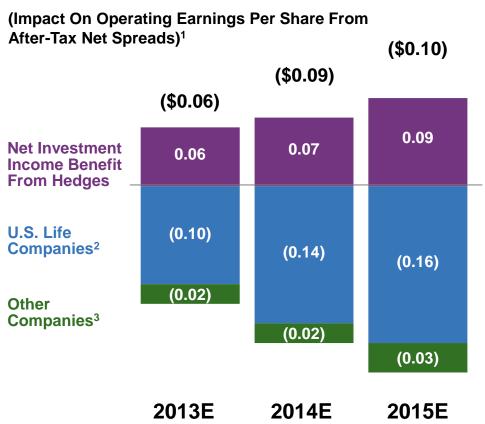
<sup>&</sup>lt;sup>5</sup>Commercial & Residential Mortgage Backed Securities

<sup>&</sup>lt;sup>6</sup>Commercial Mortgage Loans

# **Financial Impact Of Sustained Low Rates**

### **Projected Impact To After Tax Net Spreads – As Of 6/30/13**

**Assumption: Global Investment Yields Unchanged Through 2015** 



Estimate ~(\$0.06) Impact In 2013
To After Tax Net Spreads In A
Continued Low Rate Environment

Majority Of Impact Would Occur In The U.S. Life Segment As Maturing Assets & Recurring Premiums Are Re-Invested At Lower Yields

Incremental Impact Is Tempered In 2014 & 2015

Long Term Care Interest Rate Hedges Amortize Into Income

New Business Premiums Are Increased On Non-U.S. Business To Reflect Low Rate Environment

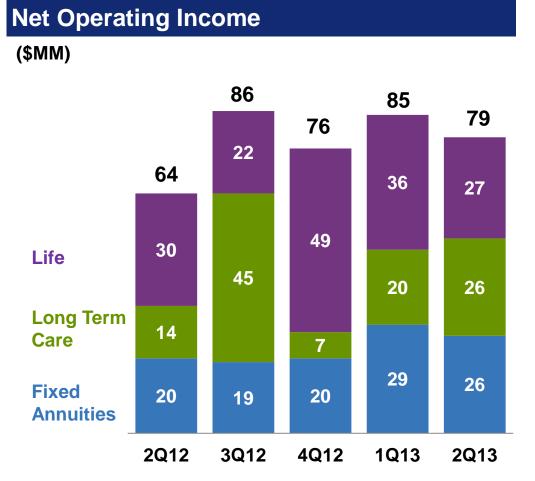


<sup>&</sup>lt;sup>1</sup>Does Not Reflect Potential Impact From Deferred Acquisition Cost & Reserves Unlocking

<sup>&</sup>lt;sup>2</sup>U.S. Life Co: Existing Business Only. New Business Impacts Not Included

<sup>&</sup>lt;sup>3</sup>Other Companies: Total Business Basis, Includes Benefit For Repricing

# **2Q13 Summary -- U.S. Life Insurance**



### **Highlights**

Reported Operating Income Decreased 7% Versus 1Q13

### **2Q13 Operating Income Reflects:**

Less Favorable Mortality In Life Insurance

Unfavorable Mortality In Fixed Annuities Sequentially

Higher Premiums & Reduced Benefits In LTC From Most Recent Rate Action

Results Include Pressure On Investment Returns From Lower Yields In The Continued Low Interest Rate Environment

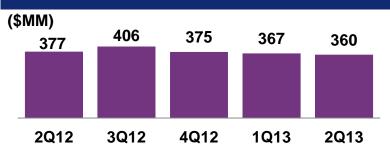
More Favorable Limited Partnership & Bond Call Income Versus 1Q13



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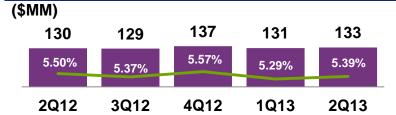
# Life Insurance

### **Premiums Earned & Insurance & Investment Product Fees/Other**



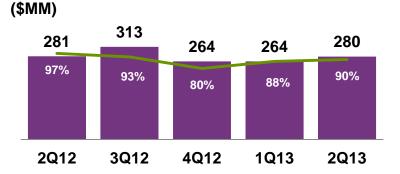
Slower Than Expected Growth In Sales From Repriced Term Products & Continued Decline In Sales From Universal Life Products

### **Net Investment Income & Yield<sup>1</sup>**



Low Interest Rate Environment & Variability In Limited Partnership & Bond Call Income Impact Yield

# Benefits & Other Changes In Policy Reserves & Term Actual/Expected (%)<sup>2</sup>



Term Mortality Continues To Be Favorable To Pricing Expectations With Quarterly Variability

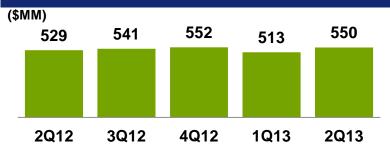
Less Favorable Mortality In Term Universal Life Insurance Offset Term Favorability Versus Prior Year

<sup>1</sup>Non-GAAP Measure, See Appendix. Yields Exclude Captive Reinsurance <sup>2</sup>Expected Based On Original Pricing



# **Long Term Care Insurance**

### **Premiums Earned**



Unfavorable Premium Adjustment In 1Q13 Partially Offset By Change In Reserves As Part Of The Net Favorable Actuarial Reserve & Other Adjustments

- ~\$115 To \$120MM Of Targeted Rate Action Approved
- ~\$8MM YTD Pre-Tax Impact From Most Recent Rate Action

### **Net Investment Income & Yield**



Higher 2Q13 Limited Partnership & Bond Call Income Low Interest Rate Environment & Variability In Limited Partnership & Bond Call Income Impacting Yield

### Benefits & Other Changes In Policy Reserves & Loss Ratio (%)



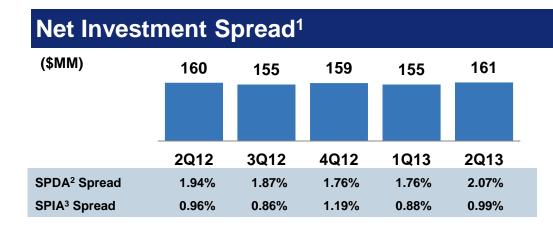
Net Favorable Impact From 1Q13 Actuarial Reserve & Other Adj

Pre-Tax Impact From Most Recent Rate Action: ~\$4MM (1Q13), ~\$13MM (2Q13)

**Higher Claim Terminations Driven By More Favorable Mortality Versus Prior Year** 

Prior Loss Ratios Adjusted Lower By ~3 Points To Approximate New Calculation For Tabular Interest

# **Fixed Annuities**

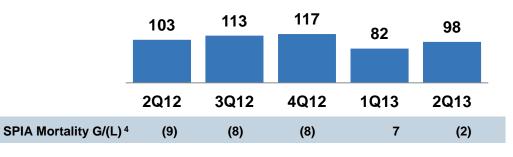


Fixed Annuity Spreads Impacted By Variability In Limited Partnership & Bond Call Income

Excluding Bond Call Income & Limited Partnership Income, Fixed Annuity Spreads Are Declining Modestly From the Low Interest Rate Environment

## **Benefits & Other Changes In Policy Reserves & SPIA Mortality**





\$16MM Sequential Increase From Higher SPIA Sales & 1Q13 Favorable Reserve Releases That Did Not Recur (Mortality Related)

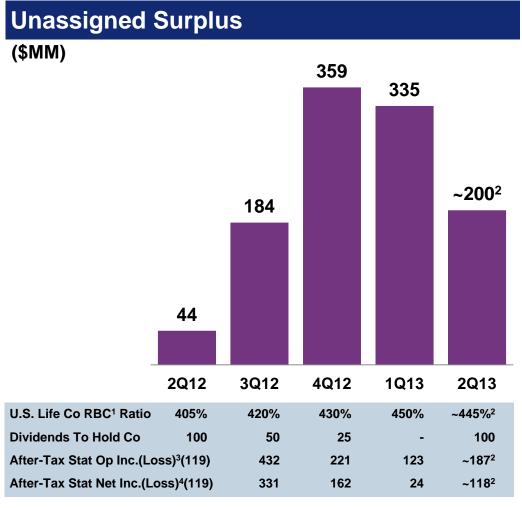
<sup>&</sup>lt;sup>1</sup>Net Investment Income Less Interest Credited

<sup>&</sup>lt;sup>2</sup>Single Premium Deferred Annuity; Excludes Fixed Indexed Annuity

<sup>&</sup>lt;sup>3</sup>Single Premium Immediate Annuity

<sup>&</sup>lt;sup>4</sup>Excludes Incurred But Not Reported

# **U.S. Life Company Statutory Results**



### **Highlights**

Unassigned Surplus Declined Primarily From The \$100MM Ordinary Dividend Paid To Holding Company In 2Q13 & Losses From Asset Sales

2Q13 After-Tax Statutory Operating Income Up Sequentially Primarily From Higher Subsidiary Dividends

Realized Hedge Losses & Investment Losses In 2Q13 Are Reflected In After-Tax Net Income

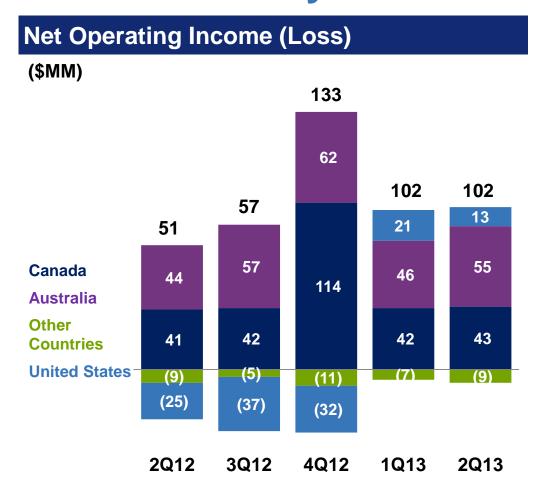
<sup>&</sup>lt;sup>1</sup>Risk Based Capital

<sup>&</sup>lt;sup>2</sup>Company Estimate For 2Q13, Due To Timing Of The Filing Of Statutory Statements

<sup>&</sup>lt;sup>3</sup>Consolidated Life Companies; Statutory Annual Statement Line 33

<sup>&</sup>lt;sup>4</sup>Consolidated Life Companies: Statutory Annual Statement Line 35

# **2Q13 Summary -- Global MI**



## **Highlights**

**Operating Income Flat To 1Q13** 

Flow NIW<sup>1</sup> Up Sequentially In Canada, Australia & U.S. MI

### **2Q13 Operating Income Reflects:**

Canada – Lower New Delinquencies, Strong Loss Mitigation & Delinquency Improvement Across Most Regions

Australia – Seasonally Higher Cures

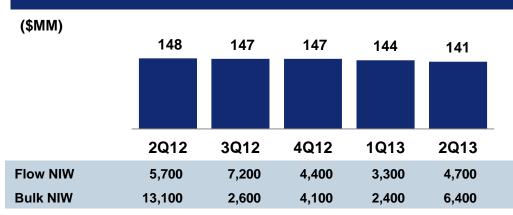
United States – Lower New Delinquencies, Offset By Modest Changes In Net Cures & Aging Because Of Sequentially Lower Cures

<sup>1</sup>New Insurance Written



# Canada

### **Premiums Earned**



Continued Maturing Of Larger 2007 & 2008 Books

1H13 Home Resale Activity Down 7% From Prior Year

Seasonal Increase In NIW...2012 Government Guarantee Product Changes Lead To Smaller MI Market

Increased Bulk Activity On Low Loan-To-Value Prime Loans

### **Benefits & Other Changes In Policy Reserves**

(\$MM)

	48	44 46		44	35	
-	2Q12	3Q12	4Q12	1Q13	2Q13	_
Loss Ratio	32%	30%	31%	31%	25%	
Total Delqs (#)	2,408	2,183	2,153	1,963	1,778	

**Total Delinquencies Down 9% Sequentially** 

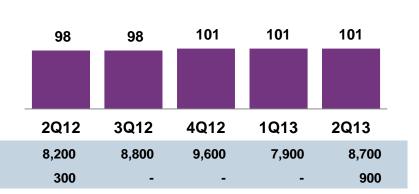
Continued Aging Of 2007 & 2008 Books; Delinquency Improvement Across Most Regions; Continued Strong Loss Mitigation

Loss Ratio Down Sequentially From Lower New Delinquencies & Strong Credit Quality Of Recent Books

# **Australia**

### **Premiums Earned**





Premiums Up 3% From Prior Year From Maturing Of In Force, In Particular The Large 2012 Book

Low Interest Rate Environment Driving Origination Market Up ~10% Sequentially

**MI Penetration Remains Strong** 

### **Benefits & Other Changes In Policy Reserves**

(\$MM)

Flow NIW

**Bulk NIW** 

	53	46 37		48	36	
						-
	2Q12	3Q12	4Q12	1Q13	2Q13	
Loss Ratio	54%	47%	36%	47%	35%	
Total Delqs (#)	7,527	6,791	5,851	5,868	5,820	
New Delqs (#)	3,556	3,335	2,740	2,928	3,095	
Paid Claims (#)	770	963	878	722	549	
Cures (#)	3,096	3,108	2,802	2,189	2,594	

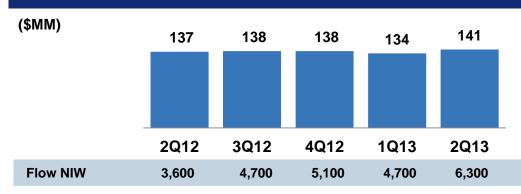
Total Delinquencies Down 1% From Prior Quarter

Loss Ratio Down 12 Points Sequentially...YTD Loss Ratio Of 41% Within Targeted Range Of 40-50%

**Higher Cures From Seasonal Variation** 

# **U.S. Mortgage Insurance**

### **Premiums Earned**

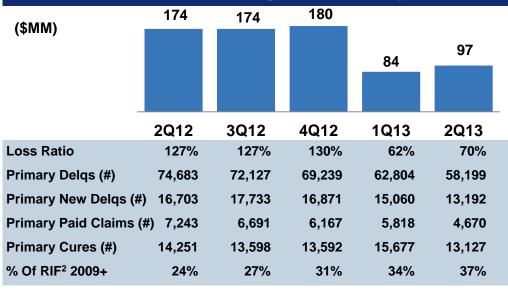


Premiums Up 5% Primarily From Higher Premium Refund Accruals In 1Q13

Overall MI Market Size Up From Growth In Origination Market & MI Penetration

MI Penetration Growth Up 1 Point Sequentially From Continued Share Gains From FHA<sup>1</sup>

### **Benefits & Other Changes In Policy Reserves**



Total Losses Up \$13MM From Lower New Delinquencies, Offset By Modest Changes In Net Cures & Aging Because Of Sequentially Lower Cures

Flow New Delinquencies Down 22% From 2Q12 & 11% From 1Q13

Normal Seasonal Variation & Continued Burn Through Of 2005-2008 Books

**New Books Continue To Perform Better Than Pricing** 

**Loss Mitigation Savings Of \$144MM** 

<sup>1</sup>Federal Housing Administration; <sup>2</sup>Risk In Force



# **Global MI -- Capital Adequacy**

#### **Regulatory Capital Ratios** 2Q12 3Q12 4Q12 1Q13 2Q13<sup>1</sup> Australia – PCA<sup>2</sup> 161% 136% 149% 144% 134% Canada – MCT<sup>3</sup> 216% 160% 164% 170% 216%<sup>5</sup> U.S. – RTC<sup>4</sup> 30.4 24.2 22.4 29.5 29.8 Consolidated 34.3 35.1 36.9 26.4 23.8 **GMICO**

### **Comments**

International Segment Dividends
Paid To Holding Company Of
\$143MM Through 2Q13

#### **Australia**

Revised Capital Standards Effective January 1, 2013

Reduction In PCA Driven By Dividends Paid In 2Q13

Target PCA In Excess Of 135%

#### Canada

New Government Guarantee Framework Implemented In 1Q13

Ordinary Dividend Paid In 1Q13 & 2Q13

Initiated Normal Course Issuer Bid In 2Q13

Target MCT In Excess Of 190%

#### U.S.

Capital Improvement From Positive Income & \$100MM Capital Contribution On April 1, 2013



<sup>&</sup>lt;sup>1</sup>Company Estimate For 2Q13, Due To Timing Of The Filing Of Statutory Statements

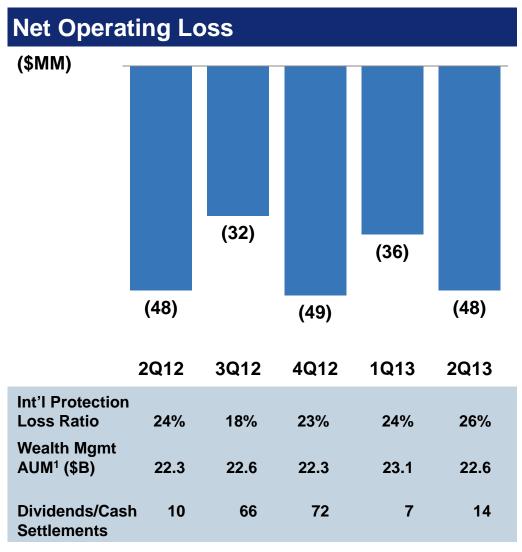
<sup>&</sup>lt;sup>2</sup>Prescribed Capital Amount

<sup>&</sup>lt;sup>3</sup>Minimum Capital Test

<sup>&</sup>lt;sup>4</sup>Risk-To-Capital

<sup>&</sup>lt;sup>5</sup>The *Protection Of Residential Mortgage or Hypothecary Insurance Act (Canada) ("PRMHIA")* Became Effective On January 1, 2013 & Established A Legislative Framework That Replaced The Previous Guarantee Agreement The Company Had With The Canadian Government. While There Is No Change In The Level Of The Government Guarantee To Genworth MI Canada, Inc. Under PRMHIA, It Does Eliminate The Government Guarantee Fund & Related Exit Fees In Favor Of A Higher Regulatory Capital Target Set By Canada's Minister Of Finance.

# **2Q13 Summary -- Corporate & Other**



### **Highlights**

#### International Protection

Continued Pressure From Slow Consumer Lending Environment In Europe High Unemployment In Southern Europe

#### Runoff

Prior Quarter & Prior Year Included Unfavorable Tax Items

Less Favorable Equity Markets Versus Prior Quarter; Favorable Versus Prior Year

### **Corporate & Other**

Prior Year Included More Favorable Limited Partnership Income

#### **Wealth Management**

Included In Discontinued Operations
Sale Expected To Close In 3Q13

<sup>1</sup>Assets Under Management

# 2013 Goals Update: Holding Company & Corporate & Other Division



<sup>&</sup>lt;sup>1</sup>Holding Company Cash & Highly Liquid Securities Comprises Assets Held In Genworth Holdings, Inc. (The Issuer Of Outstanding Public Company Debt) Which Is Now A Subsidiary Of Genworth Financial. Inc.

<sup>&</sup>lt;sup>2</sup>Based On Moody's Investors Service, Inc. Calculation Methodology & Excludes Unrealized Gains/Losses & Includes Unrealized Gains On Derivatives Qualifying As Hedges & Foreign Currency Translation



# 2013 Goals Update: U.S. Life Insurance

Dividends Of \$150-\$200MM

Unassigned Surplus Of \$200-\$250MM

RBC¹ Ratio > 375-400%

LTC Rate Action To Generate \$20-\$30MM In Incremental Premium

Results As Of 2Q13	
\$100MM	
~\$200MM <sup>2</sup>	•
~445%²	
~\$8MM Incremental Premium YTD	•

<sup>&</sup>lt;sup>1</sup>Risk Based Capital

<sup>&</sup>lt;sup>2</sup>Company Estimate For The Second Quarter Of 2013, Due To Timing Of The Filing Of Statutory Statements

# 2013 Goals Update: Global MI

#### Results As Of 2Q13 2013 Goals & Milestones Dividends Of \$150-\$200MM \$143MM International MI 28% YTD Loss Ratio Canada Flow NIW Relatively Stable & Loss Ratio Between 35-40% (13%) Flow NIW YTD Australia Flow NIW Declines Modestly & 41% YTD Loss Ratio Loss Ratio Between 40-50% +4% Flow NIW YTD Canada MCT In Excess Of 190% 216% 134% Australia PCA In Excess Of 135% \$15.0-\$20.0B NIW \$11.0B YTD \$250-\$350MM Loss Mitigation Savings **\$303MM YTD** Ξ U.S. Potential Return To Breakeven Or Modest \$34MM YTD, Expect Modest **Full Year Profitability Profitability During One Or Two Quarters** (20%) YTD **Annual New Flow Delinquencies** Down ~15-20% 40-45% Of RIF Comprised Of 2009+ Books ~37%

# **Summary**

## Progress Made On Strategic Objectives; More Work To Be Done

Good Progress On LTC Rate Actions

Addressing Life Insurance Products & Pricing To Improve Sales

Wealth Management Sale Expected To Close In 3rd Quarter Of 2013

Executing Expense Reduction Plan; Expect To Realize \$80 - \$90 Million In Savings

Net Operating Income Improvement Of 99% Versus The Prior Year; Earnings Down 12% Sequentially

**U.S. MI Second Consecutive Quarter Of Profitability** 

International MI Performance Up 17% From Prior Year & 10% Sequentially; Solid Capital Positions In Canada & Australia

U.S. Life Insurance Division Up 23% From Prior Year & Down 7% Sequentially; First Ordinary Dividend Paid Since 2008

# **Appendix**

# **Use Of Non-GAAP Measures**

This presentation includes the non-GAAP¹ financial measures entitled "net operating income" and "operating earnings per share." Operating earnings per share is derived from 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 the after-tax effects of income attributable to noncontrolling interests, net investment gains (losses), goodwill impairments, gains (losses) on the sale of businesses and infrequent or unusual non-operating items. The company 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 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. Goodwill impairments and gains (losses) on the sale of businesses are also excluded from net operating income (loss) because in the company's opinion, they are not indicative of overall operating trends. Other 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'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), including net operating income (loss) per common share on a basic and diluted basis, are appropriate measures that are useful to investors because they identify the income (loss) attributable to the ongoing operations of the business. Management also uses net operating income (loss) as a basis for determining awards and compensation for senior management and to evaluate performance on a basis comparable to that used by analysts. However, the items excluded from net operating income (loss) have occurred in the past and could, and in some cases will, recur in the future. Net operating income (loss) and net operating income (loss) per common share on a basic and diluted basis are not substitutes for net income (loss) available to Genworth's common stockholders or net income (loss) available to Genworth's common stockholders per common share on a basic and diluted basis 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. A reconciliation of net operating income to net income is included in the appendix.

This presentation also references the non-GAAP financial measure entitled "core yield" as a measure of investment yield. The company defines core yield as the investment yield adjusted for items that do not reflect the operating performance of the investment portfolio. Management believes that analysis of core yield enhances understanding of the investment yield of the company. However, core yield as defined by the company should not be viewed as a substitute for GAAP investment yield. In addition, the company's definition of core yield may differ from the definition used by other companies. A reconciliation of reported yield to core yield is included in this appendix.

This presentation also references the non-GAAP financial measure entitled "reported yield excluding captive reinsurance" for the U.S. Life Insurance Division and the life insurance business as a measure of investment yield. The company excludes assets held by captive reinsurers from reported yield given the nature of the captives which primarily have floating rate assets associated with the floating rate liabilities of these entities. Management believes this measure is more indicative of the underlying performance of the life insurance business. A reconciliation of reported yield to reported yield excluding captive reinsurance is included in this appendix.

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



# **Reconciliation Of Net Operating Income To Net Income**

		2013						
		2Q	<u> </u>	1Q		4Q	2012 3Q	2Q
U.S. Life Insurance Division			l					
U.S. Life Insurance segment:	- 1		l					
Life Insurance	\$	27	\$	36	\$	49 \$	22 \$	30
Long-Term Care	- 1	26	l	20		7	45	14
Fixed Annuities		26		29		20	19	20
Total U.S. Life Insurance segment		79		85		76	86	64
Total U.S. Life Insurance Division	-	79	_	85		76	86	64
Global Mortgage Insurance Division			l					
International Mortgage Insurance segment:	- 1		l					
Canada	- 1	43	l	42		114	42	41
Australia	- 1	55	l	46		62	57	44
Other Countries	- 1	(9)		(7)		(11)	(5)	(9)
Total International Mortgage Insurance segment		89		81		165	94	76
U.S. Mortgage Insurance segment	- 1	13	l	21		(32)	(37)	(25)
Total Global Mortgage Insurance Division		102		102		133	57	51
Comments and Other Division								
Corporate and Other Division International Protection segment	- 1	1	l	6		8	8	3
Runoff segment	- 1	6	l	16		8	9	(6)
Corporate and Other	- 1	(55)		(58)		(65)	(49)	(45)
Total Corporate and Other Division		(48)		(36)		(49)	(32)	(48)
						` '	` '	
NET OPERATING INCOME		133		151		160	111	67
ADJUSTMENTS TO NET OPERATING INCOME:								
Net investment gains (losses), net of taxes and other adjustments	- 1	15	l	(28)		2	(2)	(18)
Goodwill impairment, net of taxes	- 1	-	l	-		-	(86)	-
Expenses related to restructuring, net of taxes	- 1	(13)		-		-	-	-
Income (loss) from discontinued operations, net of taxes		6		(20)		6	12	27
NET INCOME AVAILABLE TO GENWORTH FINANCIAL, INC.'S	- 1		l					
COMMON STOCKHOLDERS	- 1	141	l	103		168	35	76
Add: net income attributable to noncontrolling interests NET INCOME	\$	39 180	s	38_ 141	-\$	98 266 \$	36 71 \$	33 109
NET INCOME	Ф	160	Þ	141	<u> </u>	200 \$	/1 \$	109
Facelone Dec Chara Date:								
Earnings Per Share Data:								
Net income available to Genworth Financial, Inc.'s								
common stockholders per common share								
Basic	\$	0.29	\$	0.21	\$	0.34 \$	0.07 \$	0.16
Diluted	\$	0.28	\$	0.21	\$	0.34 \$	0.07 \$	0.16
Net operating income per common share								
Basic	\$	0.27	S	0.31	\$	0.32 \$	0.23 \$	0.14
Diluted	\$	0.27		0.30	\$	0.32 \$	0.22 \$	0.14
	•	0.21	•	0.50	•	0.52 W	υ.22 ψ	0.14
Weighted-average shares outstanding								
Basic		493.4		492.5		491.9	491.7	491.5
Diluted		497.5		496.8		493.9	493.9	493.9



# Reconciliation Of Core Yield – Genworth Consolidated

(Assets -	amounts ir	billions)	

#### Reported - Total Invested Assets and Cash

#### Subtract:

Securities lending

Unrealized gains (losses)

Derivative counterparty collateral

Adjusted end of period invested assets

#### (A) Average Invested Assets Used in Reported Yield Calculation

#### Subtract:

Restricted commercial mortgage loans and other invested assets related to securitization entities

#### (B) Average Invested Assets Used in Core Yield Calculation

(Income - amounts in millions)

#### (C) Reported - Net Investment Income

#### Subtract:

Bond calls and commercial mortgage loan prepayments

Reinsurance<sup>(1)</sup>

Other non-core items(2)

Restricted commercial mortgage loans and other invested assets related to securitization entities

#### (D) Core Net Investment Income

#### (C) / (A) Reported Yield

#### (D) / (B) Core Yield

Notes: Yields have been annualized.

20	13				2012	
2Q		1Q		4Q	3Q	2Q
\$ 72.2	\$	76.5	\$	78.0	\$ 78.6	\$ 76.8
0.2		0.2		0.2	0.2	0.2
3.7		6.7		7.2	7.3	6.4
0.4		0.6		0.8	1.0	1.2
\$ 67.9	\$	69.0	\$	69.8	\$ 70.1	\$ 69.0
\$ 68.5	\$	69.4	\$	70.0	\$ 69.6	\$ 69.4
0.2		0.3	_	0.3	 0.4	 0.3
\$ 68.3	\$	69.1	\$	69.7	\$ 69.2	\$ 69.1
\$ 821	\$	814	\$	840	\$ 825	\$ 846
14		10		13	14	4
21		22		16	19	24
19		2		13	3	8
4		4		5	6	5
\$ 763	\$	776	\$	793	\$ 783	\$ 805
4.79%		4.69%		4.80%	4.74%	4.88%
4.47%		4.49%		4.55%	4.53%	4.66%



<sup>(1)</sup>Represents imputed investment income related to reinsurance agreements in the lifestyle protection insurance business.

<sup>(2)</sup>Includes cost basis adjustments on structured securities, preferred stock income and various other immaterial items.

# Reconciliation Of Reported Yield – U.S. Life Division

	U.S. Life Insurance Division (Assets - amounts in millions)
	Reported - Total Invested Assets and Cash Subtract:
	Unrealized gains (losses)  Adjusted end of period invested assets  Subtract: Assets related to captive reinsurance
	Adjusted end of period invested assets excluding captive reinsurance
(A)	Average Invested Assets Used in Reported Yield Calculation Subtract:
(B)	Assets related to captive reinsurance  Average Invested Assets Excluding Captive Reinsurance
	(Income - amounts in millions)
(C)	Reported - Net Investment Income Subtract:
(D)	Net investment income related to captive reinsurance Net Investment Income Excluding Captive Reinsurance
C) / (A)	Reported Yield
D) / (B)	Reported Yield Excluding Captive Reinsurance
	<u>Life Insurance Business</u> (Assets - amounts in millions)
	Reported - Total Invested Assets and Cash Subtract:
	Unrealized gains (losses) Adjusted end of period invested assets Subtract:
	Assets related to captive reinsurance Adjusted end of period invested assets excluding captive reinsurance
(E)	Average Invested Assets Used in Reported Yield Calculation Subtract:
(F)	Assets related to captive reinsurers  Average Invested Assets Excluding Captive Reinsurance
	(Income - amounts in millions)
(G)	Reported - Net Investment Income Subtract:
(H)	Net investment income related to captive reinsurance Net Investment Income Excluding Captive Reinsurance
G) / (E)	Reported Yield
	Reported Yield Excluding Captive Reinsurance

	20		2012						
	2Q		1Q		4Q		3Q		2Q
		ı							
\$	53,906	\$	56,270	\$	56,828	\$	56,996	\$	55,271
	3,501		6,246		6,873		7,012		6,299
	50,405		50,024		49,955		49,984		48,972
	3,590		3,597		3,610		4,400		4,365
\$	46,815	\$	46,427	\$	46,345	\$	45,584	\$	44,607
\$	50,225	\$	50,135	\$	50,282	\$	49,425	\$	48,600
	3,598		3,616		4,223		4,393		4,435
\$	46,627	\$	46,519	\$	46,059	\$	45,032	\$	44,165
\$	658	\$	638	\$	661	\$	644	\$	651
	15		16		19		19		21
\$	643	\$	622	\$	642	\$	625	\$	630
	5.24%		5.09%		5.26%		5.21%		5.36%
	5.52%		5.35%		5.58%		5.55%		5.71%
\$	13,007	\$	13,292	\$	13,337	\$	13,665	s	13,410
	553		1,010		1,083		1,065		891
	12,454	_	12,282	-	12.254		12,600		12,519
1	-				•				-
_	3,590	-	3,597		3,610	-	4,400	•	4,365
\$	8,864	\$	8,685	\$	8,644	\$	8,200	\$	8,154
\$	12,380	\$	12,291	\$	12,676	\$	12,595	\$	12,351
	3,598		3,616		4,223		4,393		4,435
\$	8,782	\$	8,675	\$	8,453	\$	8,202	\$	7,916
\$	133	\$	131	\$	137	\$	129	\$	130
	15		16		19		19		21
\$	118	\$	115	\$	118	\$	110	\$	109
	4.30%		4.26%		4.32%		4.10%		4.21%
	5.39%		5.29%		5.57%		5.37%		5.50%



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Notes: Yields calculated using whole dollars. Yields have been annualized.

# **Definition Of Selected Operating Performance Measures**

Management uses selected operating performance measures including "sales" and "insurance in force" or "risk in force" which are commonly used in the insurance industry 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 new insurance written for mortgage insurance. Sales do not include renewal premiums on policies or contracts written during prior periods. The company considers 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 insurance in force and risk in force. Insurance in force for the 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 and Australia. Risk in-force for our U.S. mortgage insurance business is our obligation that is limited under contractual terms to the amounts less than 100% of the mortgage loan value. The company considers insurance in force and risk in force to be a measure 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.

This presentation also includes information 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. Estimated savings related to claims mitigation activities represent amounts deducted or "curtailed" from claims due to acts or omissions by the insured or the servicer with respect to the servicing of an insured loan that is not in compliance with obligations under our master policy. 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, 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; lack of 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 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.

