# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

# FORM 8-K

CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

> April 24, 2008 Date of Report (Date of earliest event reported)

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Genworth<sup>\*</sup>

# **GENWORTH FINANCIAL, INC.**

(Exact name of registrant as specified in its charter)

Delaware (State or other jurisdiction of incorporation) 001-32195 (Commission File Number) 33-1073076 (I.R.S. Employer Identification No.)

6620 West Broad Street, Richmond, VA (Address of principal executive offices) 23230 (Zip Code)

(804) 281-6000 (Registrant's telephone number, including area code)

N/A

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2 below):

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

□ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 2.02 Results of Operations and Financial Condition.

On April 24, 2008, Genworth Financial, Inc. issued (1) a press release announcing its financial results for the quarter ended March 31, 2008, a copy of which is attached hereto as Exhibit 99.1 and is incorporated herein by reference, and (2) a financial supplement for the quarter ended March 31, 2008, a copy of which is attached hereto as Exhibit 99.2 and is incorporated herein by reference.

The information contained in this Current Report on Form 8-K (including the exhibits) is being furnished and shall not be deemed "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that Section. The information contained in this Current Report on Form 8-K shall not be incorporated by reference into any registration statement or other document pursuant to the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in any such filing.

#### Item 9.01 Financial Statements and Exhibits.

The following materials are furnished as exhibits to this Current Report on Form 8-K:

Exhibit	
Number	Description of Exhibit
99.1	Press Release dated April 24, 2008.
99.2	Financial Supplement for the quarter ended March 31, 2008.

### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

## GENWORTH FINANCIAL, INC.

Date: April 24, 2008

By: /s/ Patrick B. Kelleher

Patrick B. Kelleher Senior Vice President – Chief Financial Officer (Principal Financial Officer)

#### Exhibit Index

Exhibit Number	Description of Exhibit
99.1	Press Release dated April 24, 2008.
99.2	Financial Supplement for the quarter ended March 31, 2008.

Exhibit 99.1



NEWS RELEASE

#### Genworth Financial Reports First Quarter Net Operating Income Of \$0.56 Per Diluted Share

#### Income From Continuing Operations of \$0.27 Per Diluted Share

Richmond, VA (April 24, 2008) – Genworth Financial, Inc. (NYSE: GNW) today reported income from continuing operations for the first quarter of 2008 of \$116 million, or \$0.27 per diluted share, compared with \$314 million, or \$0.69 per diluted share, in the first quarter of 2007. Net operating income for the first quarter of 2008 was \$244 million, or \$0.56 per diluted share, compared to net operating income of \$340 million, or \$0.75 per diluted share, in the first quarter of 2007.

First quarter net investment losses of \$128 million, net of tax and amortization of deferred acquisition costs (DAC), included \$121 million of impairments, net of tax, \$75 million of which related to sub-prime and Alt-A residential mortgage and asset-backed securities, and \$13 million of hedging ineffectiveness on income distribution series products.

	Т	Three months ended March 31 (Unaudited) 2008 2007			
(Amounts in millions, except per share )	Total	Per diluted share	Total		diluted hare
Income from continuing operations	\$ 116	\$ 0.27	\$ 314	\$	0.69
Net income	\$ 116	\$ 0.27	\$ 324	\$	0.71
Net operating income <sup>1</sup>	\$ 244	\$ 0.56	\$ 340	\$	0.75
Weighted average diluted shares	436.8		455.0		

<sup>1</sup> This is a financial measure not calculated based on U.S. Generally Accepted Accounting Principles (Non-GAAP). See the Use of Non-GAAP Measures section of this press release for additional information.

"Genworth had a challenging quarter with weakness in U.S. housing and financial markets, which impacted results in our U.S. Mortgage Insurance and other domestic product lines, partly offset by solid performance in our international platforms," said Michael D. Fraizer, chairman and chief executive officer. "Recent market and business trends have reinforced the cautious outlook we conveyed to investors in February, and as a result, we are lowering our outlook for full year 2008 operating earnings per diluted share to a range of \$2.25 to \$2.65. We remain focused on executing key strategic initiatives to position Genworth for improved future performance."

#### Highlights

- International segment earnings increased 10 percent, excluding the benefit from foreign exchange, from strong growth in the company's established mortgage insurance and
  payment protection platforms.
- Wealth management<sup>2</sup> earnings were up 20 percent and assets under management (AUM) grew nine percent despite the highly volatile equity markets.
- Fee-based retirement income annuities sales grew 43 percent, and total AUM increased 46 percent.
- Total long term care (LTC) sales increased 19 percent from growing individual long term care sales through the career sales channel, along with increased sales of Medicare supplement and linked benefits products.
- U.S. Mortgage Insurance flow new insurance written (NIW) more than doubled from strong growth in the mortgage insurance market. Underwriting and guideline changes
  for risk management effectively limited sales of alternative products such as Alt-A and A minus loans, which represented less than five percent of NIW during the quarter.
- On April 24<sup>th</sup>, an approximately 20 percent increase in U.S. Mortgage Insurance flow product pricing was announced.

#### Segment Results

Net operating income presented in the tables below excludes net investment gains (losses) and other adjustments, net of taxes, as well as the results from discontinued operations. In the discussion of International results, all references to percentage changes exclude the impact of foreign exchange. The impact of foreign exchange on net operating income in the first quarter of 2008 was a favorable \$25 million.

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<sup>2</sup> Wealth management was formerly referred to as managed money.

A reconciliation of net operating income (loss) of segments and Corporate and Other activities to net income is included at the end of this press release.

#### **Retirement and Protection**

Retirement and Protection Net Operating Income (in millions)	Q1 08	01.07
Wealth Management	\$ 12	Q1 07 \$ 10
Retirement Income	φ 12	\$ 10
Fee-Based	10	15
Spread-Based	26	31
Life Insurance	65	78
Long Term Care	38	37
Institutional	11	14
Total Retirement and Protection	<u>\$ 162</u>	\$ 185
Sales		
(in millions)	Q1 08	Q1 07
Wealth Management		

Gross Flows	\$1,280	\$1,712
Net Flows	200	1,281
Retirement Income		
Fee-Based	700	544
Spread-Based	651	414
Life Insurance	79	88
Long Term Care	62	52
Institutional	151	622

Assets Under Management <sup>3</sup>		
(in millions)	Q1 08	Q1 07
Fee-Based <sup>4</sup>	\$27,950	\$23,920
Spread-Based <sup>5</sup>	30,682	31,565
Total Assets Under Management	<u>\$58,632</u>	\$55,485

Retirement and Protection earnings decreased 12 percent reflecting a decline in life insurance earnings, the impact of equity market volatility and lower fixed annuity AUM. Wealth management earnings grew 20 percent from a 16 percent increase in average AUM. Net flows remained positive, although down significantly from a year ago, as a result of lower sales and increased redemptions associated with equity market conditions.

Retirement income fee-based earnings declined \$5 million reflecting equity market declines that resulted in higher death benefit reserves and accelerated amortization of DAC. In addition, third party service fees were \$3 million lower than in the prior year quarter. Income distribution series product sales and AUM both increased over 40 percent.

Retirement income spread-based earnings declined \$5 million primarily from 10 percent lower fixed annuity AUM. Sales more than doubled from focused distribution strategies supported by increased wholesaling and improved competitiveness of fixed annuities as compared with bank certificates of deposit.

Life insurance earnings were \$65 million. Favorable term life mortality was more than offset by lower persistency on policies coming out of the level-premium period, \$4 million higher funding costs associated with the securitization of life reserves and a \$4 million unfavorable policy reserve system coding correction. Universal life sales decreased five percent, as 18 percent growth in annual first-year deposits was more than offset by a decline in excess deposits. Term life sales declined 21 percent in a highly competitive market environment.

- <sup>3</sup> Assets under management represent account values, net of reinsurance, and managed third party assets.
- 4 Fee-based includes wealth management and retirement income fee-based businesses.
- 5 Spread-based includes retirement income spread-based and institutional businesses.

Long term care earnings were \$38 million reflecting strong new business performance, continued expense productivity, favorable terminations, and \$6 million related to an update in factors associated with mortality notifications, partially offset by old block claims performance. Individual LTC sales grew seven percent to \$44 million, with strong growth in the career channel, which benefited from the AARP distribution relationship, partially offset by a six percent decrease in independent channel sales.

Institutional earnings were \$11 million reflecting stable account values and a product mix shift between guaranteed investment contracts and floating rate funding agreements. In the prior year, results included \$3 million of bond call, prepayment and limited partnership distributions.

#### International

International Net Operating Income		
(in millions)	Q1 08	Q1 07
Mortgage Insurance		
Canada	\$ 75	\$ 55
Australia	47	36
Other International	_	3
Payment Protection	38	29
Total International	\$160	\$123

International		
Sales		
(in billions)	Q1 08	Q1 07
Mortgage Insurance (MI)		
Flow		
Canada	\$ 4.9	\$ 6.0
Australia	10.4	10.8
Other International	2.3	4.9
Bulk		
Canada	1.5	0.4
Australia	1.0	2.3
Other International	0.7	3.8
Total International MI	\$20.8	\$28.2
Payment Protection	\$ 0.7	\$ 0.6

International earnings increased 10 percent to \$160 million reflecting solid performance from established platforms. The mortgage insurance unearned premium reserve increased 21 percent to \$3.4 billion. Flow NIW was lower in each platform reflecting a combination of factors including global liquidity constraints, cautious lender origination stances towards high loan-to-value (LTV) lending, slowing of some economies and proactive actions taken by Genworth to limit targeted exposures and underwriting risks. Given these factors, flow NIW is expected to be below 2007 levels for the remainder of the year.

In Canada, earnings grew 15 percent driven by strong revenue growth, partially offset by increased losses from seasoning of larger blocks in a slowing home price appreciation environment. Flow NIW declined 30 percent as a result of lower levels of high LTV mortgage originations during the quarter. Strong historical levels of home price appreciation have created affordability challenges particularly among first time homebuyers. In addition, product and underwriting guideline changes were made during the quarter in view of the economic outlook, which also reduced sales.

In Australia, earnings increased 11 percent from strong revenue growth and lower losses, partially offset by a higher tax rate. The loss ratio declined both sequentially and year over year to 41 percent reflecting actions taken to improve experience with select distribution relationships. Flow NIW declined 17 percent, from a modest decline in mortgage originations and reduced levels of mortgage securitizations. The prior year quarter also included a NIW catch-up benefit of about \$1 billion from a delay in client sales reporting.

Other international mortgage insurance earnings were break-even, a reduction of \$3 million from the prior year, reflecting slower expansion in newer markets and increased loss reserves in Spain. Several risk management actions have been taken in Spain, which represents about two percent of international risk in force, reflecting market and economic conditions as well as tightening liquidity. Flow NIW decreased 59 percent reflecting declining new business in Europe where the company has taken a conservative stance. In addition, regulatory delays or limitations have slowed some new country new business efforts.

Payment protection earnings increased 14 percent to \$38 million from strong revenue growth partially offset by higher taxes. Total payment protection sales remained relatively flat. Sales in established regions, outside of the U.K. and Ireland, grew 10 percent. In the U.K. and Ireland, sales declined, reflecting flat levels of consumer lending and lower single-premium sales pending anticipated clarifications of related new business regulations. Structured transaction sales grew 47 percent, primarily with lenders in Canada.

#### **U.S. Mortgage Insurance**

U.S. Mortgage Insurance (in millions)	Q1 08	Q1 07
Net Operating Income (Loss)	\$ (36)	Q1 07 \$65
Primary Insurance In Force (in billions)	\$166.7	\$120.5
Primary Risk In Force (in billions)	<u>\$ 33.9</u>	<u>\$ 24.0</u>

Primary Sales		
(in billions)		
Flow	\$15.0	\$ 6.9
Bulk	0.1	6.1
Total Primary Sales	<u>\$15.1</u>	\$13.0

U.S. Mortgage Insurance had a \$36 million net operating loss in the quarter. Strong 27 percent revenue growth was more than offset by higher incurred losses. Sequentially, reserves increased \$175 million primarily from higher average flow reserve per delinquency and a 14 percent increase in delinquencies from the fourth quarter. Underlying factors impacting the reserve build included increases centered around loss development associated with the 2007 book year mortgages, alternative products such as Alt-A and A minus, high loan balance states concentrated in Florida, and prime bulk products.

Paid claims were \$84 million before taxes in the first quarter. This reflects a \$46 million increase from the first quarter of 2007 and \$19 million sequentially. The average paid claim was \$42,400, up from \$32,200 a year ago, reflecting higher loan balances in recent book years and a shift of claims to higher loan balance states.

Lender captive reinsurance provided \$19 million of benefit before taxes during the quarter, primarily related to the 2006 book year. Movement toward attachment of both the 2006 and 2007 book years accelerated during the quarter and, as a result, lender captive reinsurance benefits are expected to increase in the latter half of 2008 and 2009. Significant resources and initiatives are dedicated to active management of in force business given the challenging housing market. These efforts include increased customer outreach and loss mitigation efforts to help keep borrowers in their homes.

Flow NIW more than doubled to \$15.0 billion from strong mortgage insurance market penetration. Flow persistency increased to 83 percent from 78 percent a year ago. Strong persistency and NIW resulted in a 41 percent increase in flow risk in force. Prime bulk NIW was minimal during the quarter, as the market has contracted. During the quarter, Genworth announced exits from Alt-A, and A minus loans, and in April, has announced further restrictions on interest only loans as well as loans with LTV greater than 90 percent in declining markets. On April 24<sup>th</sup>, Genworth announced an approximately 20 percent rate increase on its flow business.

#### Corporate and Other

Q1 08	Q1 07
\$(42)	\$(33)

The Corporate and Other net operating loss was driven by \$16 million of additional tax expense, partially offset by lower expenses and higher investment income. Additional tax benefits in future quarters are expected to bring Genworth's total effective tax rate based upon operating income to between 28 percent and 29 percent for the full year.

#### **Investments & Hedging**

First quarter net investment losses of \$128 million, net of tax and other offsets, included \$121 million of impairments, \$75 million of which related to sub-prime and Alt-A residential mortgage and asset-backed securities, net of tax. The impairments of the sub-prime and Alt-A securities were nearly all related to securities rated A and below, and were the result of adverse changes in the present value of estimated cash flows of the underlying collateral. These changes are required to be reported as impairment losses valued at estimated fair market values as of March 31, 2008, and reflect a highly illiquid market for such securities.

Retirement income fee-based net income included a \$13 million decline from hedge ineffectiveness related to volatility in the equity markets. Hedging is used to manage the risk associated with living benefit guarantees for the income distribution series products.

#### Stockholders' Equity

Stockholders' equity as of March 31, 2008 was \$12.7 billion, or \$29.41 per share, compared with \$13.3 billion, or \$30.43 per share, as of March 31, 2007. Stockholders' equity, excluding accumulated other comprehensive income (loss), as of March 31, 2008 was \$12.8 billion, or \$29.49 per share, compared with \$12.2 billion, or \$27.89 per share, as of March 31, 2007.

#### Share Repurchases

The company repurchased \$76 million, or approximately 3 million shares, during the first quarter under its current program.

#### **About Genworth Financial**

Genworth Financial, Inc. (NYSE:GNW) is a leading public Fortune 500 global financial security company. Genworth has \$114 billion in assets and employs approximately 7,000 people in 25 countries. Its products and services help meet the investment, protection, retirement and lifestyle needs of over 15 million customers. Genworth operates through three segments: Retirement and Protection, International and U.S. Mortgage Insurance. Its products and services are offered through financial intermediaries, advisors, independent distributors and sales specialists. Genworth Financial, which traces its roots back to 1871, became a public company in 2004 and is headquartered in Richmond, Virginia. For more information, visit genworth.com.

#### **Conference Calls and Financial Supplement Information**

This press release and the first quarter 2008 financial supplement are now posted on the company's website. Investors are encouraged to review all of these materials.

Genworth will conduct a conference call on April 25 from 9 a.m. to 10 a.m. (ET) to discuss the quarter's results and outlook. The conference call will be accessible via telephone and the Internet. The dial-in number for Genworth's April 25 conference call is 1-877-548-7907 or 1-719-325-4853 (outside the U.S.), passcode 6628614. To participate in the call by webcast, register at http://investor.genworth.com at least 15 minutes prior to the webcast to download and install any necessary software.

The webcast will be archived on the company's website and a replay of the call will be available at 1-888-203-1112 or 1-719-457-0820 (outside the U.S.) passcode 6628614. The replay will be available through May 9, 2008.

#### **Use of Non-GAAP Measures**

This press release includes the non-GAAP financial measure entitled "net operating income." The chief operating decision maker evaluates segment performance and allocates resources on the basis of net operating income. The company defines net operating income (loss) as income (loss) from continuing operations excluding after-tax net investment gains (losses) and other adjustments

and infrequent or unusual non-operating items. This metric excludes these items because the company does not consider them to be related to the operating performance of its segments and Corporate and Other activities. A significant component of the net investment gains (losses) is the result of impairments and credit-related gains and losses, the timing of which can vary significantly depending on market credit cycles. In addition, the size and timing of other investment gains (losses) are often subject to Genworth'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 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 in accordance with GAAP, the company believes that net operating income, and measures that are derived from or incorporate net operating income, are appropriate measures that are useful to investors because they identify the income attributable to the ongoing operations of the business. However, net operating income should not be viewed as a substitute for GAAP net income. In addition, the company's definition of net operating income may differ from the definitions used by other companies. There were no infrequent or unusual non-operating items excluded from net operating income for the periods presented in this press release other than a \$14 million after-tax expense recorded in the first quarter of 2007 related to reorganization costs. The table at the end of this press release reflects net operating income (loss) as determined in accordance with Statement of Financial Accounting Standards No. 131, *Disclosures about Segments of an Enterprise and Related Information*, and a reconciliation of net operating income for the three months ended March 31, 2008 and 2007.

Due to the unpredictable nature of the items excluded from the company's definition of net operating income, the company is unable to reconcile its outlook for net operating income to net income presented in accordance with GAAP.

#### **Definition of Selected Operating Performance Measures**

Management regularly monitors and reports a production volume metric referred to as "sales," which is a measure commonly used in the insurance industry as a measure of volume of new and renewal business generated in a period. "Sales" refers to (1) annualized

first-year premiums for term life insurance, long term care insurance and Medicare supplement insurance; (2) new and additional premiums/deposits for universal life insurance, linked-benefits, spread-based and variable annuity products; (3) gross and net flows for the wealth management business which represent gross flows net of redemptions; (4) written premiums and deposits, gross of ceded reinsurance and cancellations, and premium equivalents, where we can earn a fee for administrative services only business, for payment protection insurance; (5) new insurance written for mortgage insurance, which in each case reflects the amount of business the company generated during each period presented; and (6) written premiums, net of cancellations, for the Mexican insurance operations. 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 measures of the company's operating performance because they represent measures of new sales of insurance policies or contracts during a specified period, rather than measures of the company's revenues or profitability during that period.

Management regularly monitors and reports assets under management for the wealth management business. Assets under management for the wealth management business represent third-party assets under management that are not consolidated in the financial statements. Insurance in-force for the life insurance, international mortgage insurance and U.S. mortgage insurance businesses is a measure of the aggregate face value of outstanding insurance policies as of the respective reporting date. Risk in-force for the international and U.S. mortgage insurance businesses is a measure that recognizes that the loss on any particular mortgage loan will be reduced by the net proceeds received upon sale of the underlying property. The company considers assets under management for its wealth management business to be measures of the company's operating performance because they represent measures of the size of the business at a specific date, rather than measures of the company's revenues or profitability during that period.

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 press release 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 interest rate fluctuations, downturns and volatility in equity and credit markets, downgrades in the company's financial strength or credit ratings, insufficiency of reserves, legal constraints on dividend distributions by subsidiaries, intense competition, availability and adequacy of reinsurance, defaults by counterparties, legal or regulatory investigations or actions, political or economic instability, regulatory restrictions on the company's operations and changes in applicable laws and regulations, the failure or any compromise of the security of the company's computer systems, and the occurrence of natural or man-made disasters or a disease pandemic;
- Risks relating to the company's Retirement and Protection segment, including changes in morbidity and mortality, accelerated amortization of deferred acquisition
  costs and present value of future profits, goodwill impairments, reputational risks as a result of an announced rate increase on certain in-force long term care
  insurance products, medical advances such as genetic mapping research, unexpected changes in persistency rates, increases in statutory reserve requirements, and the
  failure of demand for long term care insurance to increase as the company expects;
- Risks relating to the company's International segment, including political and economic instability, foreign exchange rate fluctuations, unexpected changes in
  unemployment rates, deterioration in economic conditions or decline in home price appreciation, unexpected increases in mortgage insurance default rates or severity
  of defaults, decreases in the volume of high loan-to-value international mortgage originations, increased competition with governmentsponsored entities offering mortgage insurance, changes in regulations, and growth in the global mortgage insurance market that is lower than the company expects;

- Risks relating to the company's U.S. Mortgage Insurance segment, including increases in mortgage insurance default rates or severity of defaults, deterioration in
  economic conditions or a decline in home price appreciation, 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, increases in the use of alternatives to private
  mortgage insurance (such as simultaneous second mortgages) and reductions by lenders in the level of coverage they select, increases in the use of reinsurance with
  reinsurance companies affiliated with the company's mortgage lending customers, increased competition with government-owned and government-sponsored entities
  offering mortgage insurance, changes in regulations, legal actions under Real Estate Settlement Practices Act, and potential liabilities in connection with the
  company's U.S. contract underwriting services; and
- Other risks, including the possibility that in certain circumstances the company will be obligated to make payments to General Electric Company (GE) under the
  company's tax matters agreement with GE even if the company's corresponding tax savings are never realized and the company's 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 company's tax matters agreement with GE
  may discourage takeover attempts and business combinations that stockholders might consider in their best interests.

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



#### **Contact Information**:

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# Consolidated Statements of Income (Amounts in millions, except per share amounts)

		nths ended ch 31,
	2008	2007
Revenues:		
Premiums	\$ 1,717	\$ 1,511
Net investment income	1,002	984
Net investment gains (losses) Insurance and investment product fees and other	(226) 260	(19) 234
Total revenues	2,753	2,710
Benefits and expenses:		
Benefits and other changes in policy reserves	1,401	1,067
Interest credited	345	385
Acquisition and operating expenses, net of deferrals	528 203	489 213
Amortization of deferred acquisition costs and intangibles Interest expense	203	107
Total benefits and expenses	2,589	2,261
Income from continuing operations before income taxes	164	449
Provision for income taxes	48	135
Income from continuing operations	116	314
Income from discontinued operations, net of taxes		10
Net income	<u>\$ 116</u>	\$ 324
Earnings from continuing operations per common share:		
Basic	<u>\$ 0.27</u>	\$ 0.71
Diluted	\$ 0.27	\$ 0.69
Earnings per common share:		
Basic	<u>\$ 0.27</u>	\$ 0.74
Diluted	\$ 0.27	\$ 0.71
Weighted-average common shares outstanding:		
Basic	433.6	441.0
Diluted	436.8	455.0

# Reconciliation of Net Operating Income to Net Income (Amounts in millions, except per share amounts)

	Three mon Marc	h 31,
	2008	2007
Net operating income:		
Retirement and Protection segment	\$ 162	\$ 185
International segment	160	123
U.S. Mortgage Insurance segment	(36)	65
Corporate and Other	(42)	(33)
Net operating income	244	340
Net investment gains (losses), net of taxes and other adjustments	(128)	(12)
Expenses related to reorganization, net of taxes		(14)
Income from continuing operations	116	314
Income from discontinued operations, net of taxes		10
Net income	\$ 116	\$ 324
Earnings per common share:		
Basic	\$ 0.27	\$ 0.74
Diluted	\$ 0.27	\$ 0.71
Net operating earnings per common share:		
Basic	\$ 0.56	\$ 0.77
Diluted	\$ 0.56	\$ 0.75
Weighted-average common shares outstanding:		
Basic	433.6	441.0
Diluted	436.8	455.0



# FIRST QUARTER FINANCIAL SUPPLEMENT

MARCH 31, 2008

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#### **Use of Non-GAAP Measures**

This financial supplement includes the non-GAAP<sup>1</sup> financial measure entitled "net operating income." Our chief operating decision maker evaluates segment performance and allocates resources on the basis of net operating income. We define net operating income (loss) as income (loss) from continuing operations excluding after-tax net investment gains (losses) and other adjustments and infrequent or unusual non-operating items. We exclude net investment gains (losses) and infrequent or unusual non-operating items because we do not consider them to be related to the operating performance of our segments and Corporate and Other activities. A significant component of our net investment gains (losses) are the result of credit- related impairments and credit-related gains and losses, the timing of which can vary significantly depending on market credit cycles. In addition, the size and timing of other investment gains (losses) are often subject to our 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 if, in our opinion, they are not indicative of overall operating trends. While some of these items may be significant components of net income in accordance with GAAP, we believe that net operating income, and measures that are derived from or incorporate net operating income (loss) is not a substitute for net income determined in accordance with GAAP. In addition, the company's definition of net operating income (loss) of our segments and Corporate and Other activities to net income for the treper and *Related Information*, and a reconciliation of net operating income (loss) of our segments and Corporate and Other activities to net income for the three months ended March 31, 2008 and 2007. This financial supplement includes other non-GAAP measures the understanding and comparability of performance by highlighting underlying business activity and profitability drivers. These additi

#### Selected Operating Performance Measures

This financial supplement contains selected operating performance measures including "sales," "assets under management," "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 the sales metrics as a measure of volume of new and renewal business generated in a period. Sales refers to (1) annualized first-year premiums for term life insurance, long-term care insurance and Medicare supplement insurance; (2) new and additional premiums/deposits for universal life insurance, linked-benefits, spread-based and variable products; (3) gross flows and net flows, which represent gross flows less redemptions, for our wealth management<sup>(2)</sup> business; (4) written premiums and deposits, gross of ceded reinsurance and cancellations, and premium equivalents, where we earn a fee for administrative services only business, for payment protection insurance; (5) new insurance written for mortgage insurance, which in each case reflects the amount of business the company generated during each period presented; and (6) written premiums, net of cancellations, for our Mexican insurance operations. 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 measures of the company's operating performance because they represent measures of new sales of insurance policies or contracts during a specified period, rather than measures of the company's revenues or profitability during that period.

Management regularly monitors and reports assets under management for our wealth management business, insurance in-force and risk in-force. Assets under management for our wealth management business represent third-party assets under management that are not consolidated in our financial statements. Insurance in-force for our life insurance, international mortgage insurance and U.S. mortgage insurance businesses is a measure of the aggregate face value of outstanding insurance policies as of the respective reporting date. Risk in-force for our international mortgage insurance and U.S. mortgage insurance and U.S. mortgage insurance businesses is a measure businesses is a measure that recognizes that the loss on any particular mortgage loan will be reduced by the net proceeds received upon sale of the underlying property. The company considers assets under management for our wealth management business, insurance in-force and risk in-force to be measures of the company's operating performance because they represent measures of the size of our business at a specific date, rather than measures of the company's revenues or profitability during that period.

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.

(1) U.S. Generally Accepted Accounting Principles

(2) Formerly referred to as Managed Money.

Financial Highlights (amounts in millions, except per share data)

Balance Sheet Data	2008				2007		
		Q1		Q4	 Q3	Q2	Q1
Total stockholders' equity, excluding accumulated other comprehensive income (loss)	\$	12,760	\$	12,751	\$ 12,620	\$12,416	\$12,197
Total accumulated other comprehensive income (loss)		(35)		727	 697	550	1,111
Total stockholders' equity	\$	12,725	\$	13,478	\$ 13,317	\$12,966	\$13,308
Book value per common share	\$	29.41	\$	30.92	\$ 30.32	\$ 29.30	\$ 30.43
Book value per common share, excluding accumulated other comprehensive income							
(loss)	\$	29.49	\$	29.25	\$ 28.73	\$ 28.05	\$ 27.89
Common shares outstanding as of balance sheet date		432.7		435.9	439.2	442.6	437.4

	Twelve months ended						
Twelve Month Rolling Average ROE	March 31, 2008	December 31, 2007	September 30, 2007	June 30, 2007	March 31, 2007		
GAAP Basis ROE	8.1%	9.8%	11.5%	11.3%	10.9%		
Operating ROE	10.2%	11.0%	11.5%	11.0%	11.0%		

	Three months ended							
	March 31,	December 31,	September 30,	June 30,	March 31,			
Quarterly Average ROE	2008	2007	2007	2007	2007			
GAAP Basis ROE	3.6%	5.6%	10.8%	12.3%	10.6%			
Operating ROE	7.7%	9.9%	11.8%	11.4%	11.2%			

See page 62 herein for a reconciliation of GAAP Basis ROE to Operating ROE.

Basic and Diluted Shares	Three months ended March 31, 2008
Weighted-average shares used in basic earnings per common share calculations	433.6
Potentially dilutive securities:	
Stock options, restricted stock units and stock appreciation rights	3.2
Weighted-average shares used in diluted earnings per common share calculations	436.8

# **First Quarter Results**

Net Income (amounts in millions)

		onths ended arch 31,
	2008	2007
REVENUES:		
Premiums	\$1,717	\$1,511
Net investment income	1,002	984
Net investment gains (losses)	(226)	(19)
Insurance and investment product fees and other	260	234
Total revenues	2,753	2,710
BENEFITS AND EXPENSES:		
Benefits and other changes in policy reserves	1,401	1,067
Interest credited	345	385
Acquisition and operating expenses, net of deferrals	528	489
Amortization of deferred acquisition costs and intangibles	203	213
Interest expense	112	107
Total benefits and expenses	2,589	2,261
INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES	164	449
Provision for income taxes	48	135
Effective tax rate	<u> </u>	<u>30.1</u> %
INCOME FROM CONTINUING OPERATIONS	116	314
Income from discontinued operations, net of taxes		10
NET INCOME	\$ 116	\$ 324

# Net Operating Income by Segment (amounts in millions, except per share amounts)

	Three mon Marc	
	2008	2007
Retirement and Protection:		
Wealth Management <sup>(1)</sup> \$		\$ 10
Retirement Income	36	46
Institutional	11	14
Life Insurance	65	78
Long-Term Care Insurance	38	37
Total Retirement and Protection	162	185
International:		
International Mortgage Insurance—Canada	75	55
—Australia	47	36
Other	_	3
Payment Protection Insurance	38	29
Total International	160	123
U.S. Mortgage Insurance	(36)	65
Corporate and Other	(42)	(33)
NET OPERATING INCOME <sup>(2)</sup>	244	340
ADJUSTMENTS TO NET OPERATING INCOME:		
Income from discontinued operations, net of taxes	_	10
Net investment gains (losses), net of taxes and other adjustments <sup>3)</sup>	(128)	(12)
Expenses related to reorganization, net of taxes	_	(14)
NET INCOME \$	116	\$ 324
= Earnings Per Share Data:		
Earnings per common share		
Basic \$	0.27	\$ 0.74
Diluted \$	0.27	\$ 0.71
Net operating earnings per common share		
Basic \$	0.56	\$ 0.77
Diluted \$	0.56	\$ 0.75
Shares outstanding		
Basic	433.6	441.0
Diluted	436.8	455.0

Formerly referred to as Managed Money. (1)

Represents income or loss of our operating segments: Retirement and Protection, International and U.S. Mortgage Insurance, as well as our Corporate and Other (2) activities. The separate financial information of each segment is presented consistently with the manner in which our chief operating decision maker evaluates segment performance and allocates resources in accordance with Statement of Facility and the mainer in which our other operating decision maker evaluates segment performance and allocates resources in accordance with Statement of Fine and Accounting Standards No. 131, *Disclosures about Segments of an Enterprise and Related Information.* See Use of Non-GAAP measures for additional information. See page 60 for details on first quarter 2008 net investment gains (losses), net of taxes and other adjustments.

(3)

# Consolidated Net Income by Quarter (amounts in millions, except per share amounts)

	2008			2007		
	Q1	Q4	Q3	Q2	Q1	Total
REVENUES:						
Premiums	\$1,717	\$1,670	\$1,600	\$1,549	\$1,511	\$ 6,330
Net investment income	1,002	1,053	1,074	1,024	984	4,135
Net investment gains (losses)	(226)	(214)	(48)	(51)	(19)	(332)
Insurance and investment product fees and other	260	266	249	243	234	992
Total revenues	2,753	2,775	2,875	2,765	2,710	11,125
BENEFITS AND EXPENSES:						
Benefits and other changes in policy reserves	1,401	1,255	1,168	1,090	1,067	4,580
Interest credited	345	385	391	391	385	1,552
Acquisition and operating expenses, net of deferrals	528	551	540	495	489	2,075
Amortization of deferred acquisition costs and intangibles	203	209	202	207	213	831
Interest expense	112	126	124	124	107	481
Total benefits and expenses	2,589	2,526	2,425	2,307	2,261	9,519
INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES	164	249	450	458	449	1,606
Provision for income taxes	48	69	111	137	135	452
INCOME FROM CONTINUING OPERATIONS	116	180	339	321	314	1,154
Income from discontinued operations, net of taxes			_	5	10	15
Gain (loss) on sale of discontinued operations, net of taxes		(2)		53		51
NET INCOME	\$ 116	\$ 178	\$ 339	\$ 379	\$ 324	\$ 1,220
Earnings Per Share Data:						
Earnings from continuing operations per common share						
Basic	\$ 0.27	\$ 0.41	\$ 0.77	\$ 0.73	\$ 0.71	\$ 2.62
Diluted	\$ 0.27	\$ 0.41	\$ 0.76	\$ 0.72	\$ 0.69	\$ 2.58
Earnings per common share						
Basic	\$ 0.27	\$ 0.41	\$ 0.77	\$ 0.86	\$ 0.74	\$ 2.77
Diluted	\$ 0.27	\$ 0.40	\$ 0.76	\$ 0.84	\$ 0.71	\$ 2.73
Shares outstanding						
Basic	433.6	437.4	441.1	439.4	441.0	439.7
Diluted	436.8	441.1	445.6	449.0	455.0	447.6

# Net Operating Income by Segment by Quarter (amounts in millions, except per share amounts)

	2008			2007		
	Q1	Q4	Q3	Q2	Q1	Total
Retirement and Protection:						
Wealth Management	\$ 12	\$ 12	\$ 11	\$ 11	\$ 10	\$ 44
Retirement Income	36	41	82	43	46	212
Institutional	11	9	10	10	14	43
Life Insurance	65	76	81	75	78	310
Long-Term Care Insurance	38	36	39	41	37	153
Total Retirement and Protection	162	174	223	180	185	762
International:						
International Mortgage Insurance—Canada	75	88	68	59	55	270
—Australia	47	40	36	44	36	156
—Other		16	6	4	3	29
Payment Protection Insurance	38	36	30	35	29	130
Total International	160	180	140	142	123	585
U.S. Mortgage Insurance	(36)	(3)	39	66	65	167
Corporate and Other	(42)	(37)	(34)	(37)	(33)	(141)
NET OPERATING INCOME	244	314	368	351	340	1,373
ADJUSTMENTS TO NET OPERATING INCOME:						
Income from discontinued operations, net of taxes		—	—	5	10	15
Gain (loss) on sale of discontinued operations, net of taxes		(2)	_	53	_	51
Net investment gains (losses), net of taxes and other adjustments	(128)	(134)	(29)	(30)	(12)	(205)
Expenses related to reorganization, net of taxes			—		(14)	(14)
NET INCOME	\$ 116	\$ 178	\$ 339	\$ 379	\$ 324	\$1,220
Earnings Per Share Data:	J					
Earnings per common share						
Basic	\$ 0.27	\$ 0.41	\$ 0.77	\$ 0.86	\$ 0.74	\$ 2.77
Diluted	\$ 0.27	\$ 0.40	\$ 0.76	\$ 0.84	\$ 0.71	\$ 2.73
Net operating earnings per common share						
Basic	\$ 0.56	\$ 0.72	\$ 0.83	\$ 0.80	\$ 0.77	\$ 3.12
Diluted	\$ 0.56	\$ 0.71	\$ 0.83	\$ 0.78	\$ 0.75	\$ 3.07
Shares outstanding						
Basic	433.6	437.4	441.1	439.4	441.0	439.7
Diluted	436.8	441.1	445.6	449.0	455.0	447.6

Consolidated Balance Sheets (amounts in millions)

	March 31, 2008	December 31, 2007	September 30, 2007	June 30, 2007	March 31, 2007
ASSETS					
Investments:					
Fixed maturity securities available-for-sale, at fair value	\$ 53,031	\$ 55,154	\$ 55,775	\$ 55,567	\$ 55,113
Equity securities available-for-sale, at fair value	394	366	247	201	200
Commercial mortgage loans	8,822	8,953	8,839	8,798	8,508
Policy loans	1,654	1,651	1,650	1,635	1,494
Other invested assets	5,603	4,676	3,803	3,445	3,762
Total investments	69,504	70,800	70,314	69,646	69,077
Cash and cash equivalents	3,768	3,091	3,146	2,956	2,250
Accrued investment income	863	773	803	697	810
Deferred acquisition costs	7,330	7,034	6,842	6,677	6,320
Intangible assets	959	914	845	845	802
Goodwill	1,609	1,600	1,605	1,601	1,604
Reinsurance recoverable	16,498	16,483	16,573	16,658	16,746
Other assets	912	822	1,015	880	808
Separate account assets	12,151	12,798	12,615	11,976	11,216
Assets associated with discontinued operations					1,925
Total assets	\$113,594	\$ 114,315	\$ 113,758	\$111,936	\$111,558

Consolidated Balance Sheets (amounts in millions)

	March 31, 2008	December 31, 2007	September 30, 2007	June 30, 2007	March 31, 2007
LIABILITIES AND STOCKHOLDERS' EQUITY					
Liabilities:					
Future policy benefits	\$ 27,174	\$ 26,740	\$ 26,380	\$ 26,025	\$ 25,617
Policyholder account balances	36,764	36,913	37,487	38,188	38,014
Liability for policy and contract claims	4,011	3,693	3,473	3,286	3,216
Unearned premiums	5,653	5,631	5,511	5,073	4,422
Other liabilities	6,671	6,255	6,209	5,766	5,923
Non-recourse funding obligations	3,455	3,455	3,455	3,555	2,765
Short-term borrowings	200	200	326	199	250
Long-term borrowings	3,966	3,903	3,889	3,855	4,032
Deferred tax liability	824	1,249	1,096	1,047	1,384
Separate account liabilities	12,151	12,798	12,615	11,976	11,216
Liabilities associated with discontinued operations					1,411
Total liabilities	100,869	100,837	100,441	98,970	98,250
Stockholders' equity:					
Common stock	1	1	1	1	_
Additional paid-in capital	11,473	11,461	11,440	11,429	10,785
Accumulated other comprehensive income (loss):					
Net unrealized investment gains (losses)	(1,479)	(526)	(353)	(181)	418
Derivatives qualifying as hedges	620	473	285	159	309
Foreign currency translation and other adjustments	824	780	765	572	384
Total accumulated other comprehensive income (loss)	(35)	727	697	550	1,111
Retained earnings	3,986	3,913	3,779	3,484	3,145
Treasury stock, at cost	(2,700)	(2,624)	(2,600)	(2,498)	(1,733)
Total stockholders' equity	12,725	13,478	13,317	12,966	13,308
Total liabilities and stockholders' equity	\$113,594	<u>\$ 114,315</u>	\$ 113,758	\$111,936	\$111,558

Consolidated Balance Sheet by Segment (amounts in millions)

		March 31, 2008							
		Retirement and Protection				U.S. Mortgage		porate and	
	<u>P</u> 1			International		Insurance		Other <sup>(1)</sup>	Total
ASSETS Cash and investments	¢	5( )(0	¢	10 740	¢	2 100	¢	2.017	¢ 74 125
	\$	56,360	\$	10,749	\$	3,109	\$	3,917	\$ 74,135
Deferred acquisition costs and intangible assets Reinsurance recoverable		8,532		1,184 94		96 26		86	9,898
		16,378 235		94 314		26 105		259	16,498
Other assets								258	912
Separate account assets		12,151	-		-				12,151
Total assets	\$	93,656	\$	12,341	\$	3,336	\$	4,261	\$113,594
LIABILITIES AND STOCKHOLDERS' EQUITY									
Liabilities:									
Future policy benefits	\$	27,174	\$	_	\$	_	\$	_	\$ 27,174
Policyholder account balances		36,727		37		—		_	36,764
Liability for policy and contract claims		2,748		599		661		3	4,011
Unearned premiums		537		5,031		85		—	5,653
Non-recourse funding obligations		3,555		_		_		(100)	3,455
Deferred tax and other liabilities		2,845		1,962		41		2,647	7,495
Borrowing and capital securities		_		_		_		4,166	4,166
Separate account liabilities		12,151		_		_			12,151
Total liabilities		85,737		7,629		787		6,716	100,869
Stockholders' equity:									
Allocated equity, excluding accumulated other comprehensive income (loss)		8,627		3,884		2,575		(2, 326)	12,760
Allocated accumulated other comprehensive income (loss)		(708)		828		(26)		(129)	(35)
Total stockholders' equity		7,919		4,712		2,549		(2,455)	12,725
Total liabilities and stockholders' equity	\$	93,656	\$	12,341	\$	3,336	\$	4,261	\$113,594

(1) Includes inter-segment eliminations.

Consolidated Balance Sheet by Segment (amounts in millions)

	December 31, 2007								
		Retirement and Protection				U.S. Mortgage		orporate	
	P			International		Insurance		l Other <sup>(1)</sup>	Total
ASSETS Cash and investments	¢	5( 710	¢	10.420	¢	2 077	¢	4 4 4 7	\$ 74 CCA
	\$	56,710	\$	10,430	\$	3,077 94	\$	4,447	\$ 74,664
Deferred acquisition costs and intangible assets Reinsurance recoverable		8,212		1,155 87		94		87	9,548
		16,389 251		220		108		243	16,483
Other assets						108		-	822
Separate account assets	-	12,798	-		-		-		12,798
Total assets	\$	94,360	\$	11,892	\$	3,286	\$	4,777	\$114,315
LIABILITIES AND STOCKHOLDERS' EQUITY									
Liabilities:									
Future policy benefits	\$	26,740	\$	_	\$		\$		\$ 26,740
Policyholder account balances		36,877		36		—		—	36,913
Liability for policy and contract claims		2,686		537		467		3	3,693
Unearned premiums		545		5,020		65		1	5,631
Non-recourse funding obligations		3,555		—		—		(100)	3,455
Deferred tax and other liabilities		2,975		1,835		111		2,583	7,504
Borrowing and capital securities				—		—		4,103	4,103
Separate account liabilities		12,798		_		—		_	12,798
Total liabilities		86,176	_	7,428		643		6,590	100,837
Stockholders' equity:									
Allocated equity, excluding accumulated other comprehensive income (loss)		8,344		3,715		2,613		(1,921)	12,751
Allocated accumulated other comprehensive income (loss)		(160)		749		30		108	727
Total stockholders' equity		8,184		4,464		2,643		(1,813)	13,478
Total liabilities and stockholders' equity	\$	94,360	\$	11,892	\$	3,286	\$	4,777	\$114,315

(1) Includes inter-segment eliminations.

Deferred Acquisition Costs Rollforward (amounts in millions)

Deferred Acquisition Costs Rollforward	 Retirement and Protection		rnational	U.S. Mortgage Insurance		Corporate and Other	Total	
Unamortized balance as of December 31, 2007	\$ 5,875	\$	992	\$	66	\$ —	\$6,933	
Costs deferred	234		99		10		343	
Amortization, net of interest accretion <sup>(1)</sup>	(69)		(119)		(9)		(197)	
Impact of foreign currency translation	 _		42				42	
Unamortized balance as of March 31, 2008	6,040		1,014		67		7,121	
Effect of accumulated net unrealized investment gains (losses)	 209						209	
Balance as of March 31, 2008	\$ 6,249	\$	1,014	\$	67	\$	\$7,330	

(1) Amortization, net of interest accretion, includes \$(27) million of amortization related to net investment gains (losses) for our policyholder account balances.

# Quarterly Results by Segment

Net Operating Income by Segment (amounts in millions)

		Ret	irement and Pr	otection				Inte	ernational					
Three Months Ended March 31, 2008 REVENUES:	Wealth Management	Retirement Income	Institutional	Life Insurance	Long- Term Care Insurance	Total	Mortgage Insurance - Canada	Mortgage Insurance - Australia	Other Mortgage Insurance	Payment Protection Insurance	Total	U.S. Mortgage Insurance	Corporate and Other <sup>(2)</sup>	Total
Premiums	s —	\$ 167	s —	\$ 242	\$ 511	\$ 920	\$ 133	\$ 86	\$ 28	\$ 362	\$ 609	\$ 183	\$ 5	\$1,717
Net investment income	ۍ پې ۱	302	135	\$ 242 153	216	3 920 807	48	3 35	\$ 28	3 302 46	138	3 183	20	1,002
Net investment gains (losses)	-	(93)	(59)	(26)	(32)	(210)	(6)	(1)	_		(7)	1	(10)	(226)
Insurance and investment product fees		(55)	(37)	(20)	(52)	(210)	(0)	(1)			(7)		(10)	(220)
and other	86	54	_	93	6	239	_		1	10	11	8	2	260
Total revenues	87	430	76	462	701	1,756	175	120	38	418	751	229	17	2,753
BENEFITS AND EXPENSES:							·							
Benefits and other changes in policy														
reserves	_	252	_	205	522	979	35	35	21	72	163	259	_	1,401
Interest credited	_	128	115	61	41	345	_	_		_	_	_	_	345
Acquisition and operating expenses, net of deferrals	67	38	2	37	83	227	22	19	17	200	258	37	6	528
Amortization of deferred acquisition														
costs and intangibles	1	23	1	35	29	89	8	7	1	87	103	9	2	203
Interest expense		1		46		47	1			6	7		58	112
Total benefits and expenses	68	442	118	384	675	1,687	66	61	39	365	531	305	66	2,589
INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES	19	(12)	(42)	78	26	69	109	59	(1)		220	(76)		164
Provision (benefit) for income taxes	7	(6)	(14)	29	9	25	38	12	(1)	15	64	(41)		48
INCOME (LOSS) FROM CONTINUING OPERATIONS	12	(6)	(28)	49	17	44	71	47	_	38	156	(35)	(49)	116
ADJUSTMENT TO INCOME (LOSS) FROM CONTINUING OPERATIONS:														
Net investment (gains) losses, net of														
taxes and other adjustments		42	39	16	21	118	4				4	(1)	7	128
NET OPERATING INCOME (LOSS)	\$ 12	\$ 36	\$ 11	\$ 65	\$ 38	\$ 162	\$ 75	\$ 47	\$ _	\$ 38	\$ 160	\$ (36)	\$ (42)	\$ 244
Effective tax rate (operating income) $^{(1)}$	36.8%	6 31.4%	<i>34.0%</i>	36.9%	5 34.9%	6 35.1%	6 35.0%	6 20.9%	6 154.39	6 28.29	6 29.5%	6 53.9%	6	32.3%

The operating income effective tax rate for all pages in this financial supplement are calculated using whole dollars. As a result, the percentages shown may differ from an operating income effective tax rate calculated using the rounded numbers in this financial supplement. Includes inter-segment eliminations. (1)

(2)



Net Operating Income by Segment (amounts in millions)

		Ret	irement and Pr	otection				Inte	ernational					
Three Months Ended March 31, 2007	Wealth Management	Retirement Income	Institutional	Life Insurance	Long- Term Care Insurance	Total	Mortgage Insurance - Canada	Mortgage Insurance - Australia	Other Mortgage Insurance	Payment Protection Insurance	Total	U.S. Mortgage Insurance	Corporate and Other <sup>(1)</sup>	Total
REVENUES:														
Premiums	\$ —	\$ 154	\$ —	\$ 235	\$ 485	\$ 874	\$ 83	\$ 68	\$ 22	\$ 320	\$ 493	\$ 137	\$ 7	\$1,511
Net investment income	1	324	166	157	196	844	29	22	5	32	88	37	15	984
Net investment gains (losses)	—	(9)	(5)	_	(5)	(19)	_	_	_	_	_	_	_	(19)
Insurance and investment product fees														
and other	75	44	_	93	7	219	—	1	—	5	6	7	2	234
Total revenues	76	513	161	485	683	1,918	112	91	27	357	587	181	24	2,710
BENEFITS AND EXPENSES:														
Benefits and other changes in policy														
reserves	_	232	_	196	480	908	13	31	5	58	107	52	_	1,067
Interest credited	—	145	141	60	39	385	_	—	—	—		_	—	385
Acquisition and operating expenses, net														
of deferrals	60	34	3	31	84	212	13	12	18	181	224	32	21	489
Amortization of deferred acquisition costs and intangibles		45		32	27	104	4	5	1	77	87	8	14	213
Interest expense	—	43	_	42	21	43	4	3	1	3	4	0	60	107
1							1							
Total benefits and expenses	60	457	144	361	630	1,652	31	48	24	319	422	92	95	2,261
INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES	16	56	17	124	53	266	81	43	3	38	165	89	(71)	449
Provision (benefit) for income taxes	6	16	6	46	19	93	26	7	_	9	42	24	(24)	135
INCOME (LOSS) FROM														
CONTINUING OPERATIONS	10	40	11	78	34	173	55	36	3	29	123	65	(47)	314
ADJUSTMENTS TO INCOME (LOSS) FROM CONTINUING OPERATIONS:														
Net investment (gains) losses, net of taxes														
and other adjustments	_	6	3	_	3	12	_	_	—	_	—	_	_	12
Expenses related to reorganization, net of														
taxes													14	14
NET OPERATING INCOME (LOSS)	\$ 10	\$ 46	\$ 14	\$ 78	\$ 37	\$ 185	\$ 55	\$ 36	\$ 3	\$ 29	\$ 123	\$ 65	\$ (33)	\$ 340
Effective tax rate (operating income)	36.4%	6 29.6%	35.5%	37.1%	5 35.9%	6 35.0%	6 32.6%	6 15.5%	6 -1.6%	6 22.8%	6 25.39	6 27.1%	6 33.7%	30.4%

(1) Includes inter-segment eliminations.

## **Retirement and Protection**

Net Operating Income—Retirement and Protection (amounts in millions)

	2008			2007		
	Q1	Q4	Q3	Q2	Q1	Total
REVENUES:						
Premiums	\$ 920	\$ 872	\$ 861	\$ 887	\$ 874	\$3,494
Net investment income	807	856	893	860	844	3,453
Net investment gains (losses)	(210)	(214)	(38)	(45)	(19)	(316)
Insurance and investment product fees and other	239	249	233	227	219	928
Total revenues	1,756	1,763	1,949	1,929	1,918	7,559
BENEFITS AND EXPENSES:						
Benefits and other changes in policy reserves	979	929	919	917	908	3,673
Interest credited	345	385	391	391	385	1,552
Acquisition and operating expenses, net of deferrals	227	233	220	222	212	887
Amortization of deferred acquisition costs and intangibles	89	105	96	112	104	417
Interest expense	47	58	59	51	43	211
Total benefits and expenses	1,687	1,710	1,685	1,693	1,652	6,740
INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES	69	53	264	236	266	819
Provision for income taxes	25	14	64	83	93	254
INCOME FROM CONTINUING OPERATIONS	44	39	200	153	173	565
ADJUSTMENT TO INCOME FROM CONTINUING OPERATIONS:						
Net investment (gains) losses, net of taxes and other adjustments	118	135	23	27	12	197
NET OPERATING INCOME	\$ 162	\$ 174	\$ 223	\$ 180	\$ 185	\$ 762
Effective tax rate (operating income)	35.1%	32.9%	25.7%	35.0%	35.0%	32.0%

# Net Operating Income, Sales and Assets Under Management—Wealth Management (amounts in millions)

	2008			2007		
	Q1	Q4	Q3	Q2	Q1	Total
REVENUES:						
Premiums	\$ —	\$ —	\$ —	s —	\$ —	\$ —
Net investment income	1	2	2	1	1	6
Net investment gains (losses)	—	_	—	—	_	_
Insurance and investment product fees and other	86	88	86	81	75	330
Total revenues	87	90	88	82	76	336
BENEFITS AND EXPENSES:						
Benefits and other changes in policy reserves		—	—	—	—	—
Interest credited	—	—	—	—	—	—
Acquisition and operating expenses, net of deferrals	67	70	69	65	60	264
Amortization of deferred acquisition costs and intangibles	1	1	1	—	—	2
Interest expense						
Total benefits and expenses	68	71	70	65	60	266
INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES	19	19	18	17	16	70
Provision for income taxes	7	7	7	6	6	26
INCOME FROM CONTINUING OPERATIONS	12	12	11	11	10	44
ADJUSTMENT TO INCOME FROM CONTINUING OPERATIONS:						
Net investment (gains) losses, net of taxes and other adjustments						
NET OPERATING INCOME	\$ 12	\$ 12	\$ 11	\$ 11	\$ 10	\$ 44
Effective tax rate (operating income)	36.8%	37.5%	36.6%	36.6%	36.4%	36.8%
SALES:						
Sales by Distribution Channel:						
Independent Producers	\$ 1,105	\$ 1,217	\$ 1,382	\$ 1,427	\$ 1,400	\$ 5,426
Dedicated Sales Specialists	175	257	283	332	312	1,184
Total Sales	\$ 1,280	\$ 1,474	\$ 1,665	\$ 1,759	\$ 1,712	\$ 6,610
ASSETS UNDER MANAGEMENT:						
Beginning of period	\$21,584	\$21,662	\$20,683	\$18,806	\$17,293	\$17,293
Gross flows	1,280	1,474	1,665	1,759	1,712	6,610
Redemptions	(1,080)	(797)	(567)	(494)	(431)	(2,289)
Net flows	200	677	1,098	1,265	1,281	4,321
Market performance	(1,323)	(755)	(119)	612	232	(30)
End of period	\$20,461	\$21,584	\$21,662	\$20,683	\$18,806	\$21,584

Wealth Management results represent AssetMark Investment Services, Inc., Genworth Financial Asset Management, Inc., Genworth Financial Advisers Corporation, Genworth Financial Trust Company and Capital Brokerage Corporation.

Net Operating Income—Retirement Income (amounts in millions)

	2008			2007		
	Q1	Q4	Q3	Q2	Q1	Total
REVENUES:						
Premiums	\$ 167	\$135	\$118	\$151	\$ 154	\$ 558
Net investment income	302	304	323	315	324	1,266
Net investment gains (losses)	(93)	(55)	(24)	(22)	(9)	(110)
Insurance and investment product fees and other	54	55	53	46	44	198
Total revenues	430	439	470	490	513	1,912
BENEFITS AND EXPENSES:						
Benefits and other changes in policy reserves	252	218	198	221	232	869
Interest credited	128	130	134	142	145	551
Acquisition and operating expenses, net of deferrals	38	37	32	37	34	140
Amortization of deferred acquisition costs and intangibles	23	44	44	41	45	174
Interest expense	1	1	2	1	1	5
Total benefits and expenses	442	430	410	442	457	1,739
INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES	(12)	9	60	48	56	173
Provision (benefit) for income taxes	(6)	(2)	(8)	16	16	22
INCOME (LOSS) FROM CONTINUING OPERATIONS	(6)	11	68	32	40	151
ADJUSTMENT TO INCOME (LOSS) FROM CONTINUING OPERATIONS:						
Net investment (gains) losses, net of taxes and other adjustments	42	30	14	11	6	61
NET OPERATING INCOME	\$ 36	\$ 41	\$ 82	\$ 43	\$ 46	\$ 212
Effective tax rate (operating income)	31.4%	26.4%	-0.2%	33.4%	29.6%	20.8%

Net Operating Income and Sales—Retirement Income—Fee-Based (amounts in millions)

2008 2007 Q1 Q4 Q3 Q2 Q1 Total **REVENUES:** Premiums \$ \$ \$ \$ \$ -\$ Net investment income 3 3 3 5 4 15 Net investment gains (losses) (35)(9) (9)(17)1 Insurance and investment product fees and other 51 51 48 41 38 178 42 47 Total revenues 19 45 42 176 BENEFITS AND EXPENSES: Benefits and other changes in policy reserves 5 4 4 11 4 (1)Interest credited 4 4 3 4 4 15 Acquisition and operating expenses, net of deferrals 13 13 10 12 10 45 Amortization of deferred acquisition costs and intangibles 4 14 10 38 7 7 Interest expense 35 22 Total benefits and expenses 26 27 25 109 INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES (7)10 15 25 17 67 Provision (benefit) for income taxes (19) (4)(1)7 2 (11)**INCOME (LOSS) FROM CONTINUING OPERATIONS** (3) 11 34 18 15 78 ADJUSTMENT TO INCOME (LOSS) FROM CONTINUING OPERATIONS: Net investment (gains) losses, net of taxes and other adjustments 13 6 6 (1)11 NET OPERATING INCOME 10 17 40 17 15 89 \$ \$ \$ \$ \$ Effective tax rate (operating income) 21.9% 12.1% 65.7% 28.7% 10.9% -5.5% SALES: Sales by Product: Income Distribution Series<sup>(1)</sup> \$ 586 \$ 606 \$ 528 \$ 472 \$ 409 \$2,015 Traditional Variable Annuities 113 151 136 153 134 574 Variable Life 8 1 3 1 3 1 \$ 700 \$ 760 \$ 628 \$ 544 \$2,597 **Total Sales** \$ 665 Sales by Distribution Channel: Financial Intermediaries \$ 660 \$716 \$ 609 \$ 592 \$ 513 \$2,430 Independent Producers 12 10 20 13 12 55 Dedicated Sales Specialists 28 34 36 23 19 112 \$ 700 \$ 760 \$ 544 \$2,597 \$ 665 \$ 628 **Total Sales** 

(1) The Income Distribution Series products are comprised of our retirement income deferred and immediate variable annuity products, including those variable annuity products with rider options that provide similar income features. These products do not include fixed single premium immediate or deferred annuities, which may also serve income distribution needs.

Assets Under Management—Retirement Income—Fee-Based (amounts in millions)

	2008			2007		
	Q1	Q4	Q3	Q2	Q1	Total
Assets Under Management						
Income Distribution Series <sup>(1)</sup>						
Account value, net of reinsurance, beginning of period	\$4,535	\$3,978	\$3,361	\$2,813	\$2,402	\$2,402
Deposits	595	625	543	482	421	2,071
Surrenders, benefits and product charges	(105)	(98)	(78)	(66)	(60)	(302)
Net flows	490	527	465	416	361	1,769
Interest credited and investment performance	(148)	30	152	132	50	364
Account value, net of reinsurance, end of period	4,877	4,535	3,978	3,361	2,813	4,535
Traditional Variable Annuities						
Account value, net of reinsurance, beginning of period	2,345	2,262	2,098	1,905	1,780	1,780
Deposits	108	148	133	149	130	560
Surrenders, benefits and product charges	(59)	(50)	(48)	(56)	(41)	(195)
Net flows	49	98	85	93	89	365
Interest credited and investment performance	(153)	(15)	79	100	36	200
Account value, net of reinsurance, end of period	2,241	2,345	2,262	2,098	1,905	2,345
Variable Life Insurance						
Account value, beginning of the period	403	414	408	396	391	391
Deposits	5	6	6	7	5	24
Surrenders, benefits and product charges	(10)	(13)	(15)	(14)	(12)	(54)
Net flows	(5)	(7)	(9)	(7)	(7)	(30)
Interest credited and investment performance	(27)	(4)	15	19	12	42
Account value, end of period	371	403	414	408	396	403
Total Retirement Income—Fee-Based	\$7,489	\$7,283	\$6,654	\$5,867	\$5,114	\$7,283

(1) The Income Distribution Series products are comprised of our retirement income deferred and immediate variable annuity products, including those variable annuity products with rider options that provide similar income features. These products do not include fixed single premium immediate or deferred annuities, which may also serve income distribution needs.

# Net Operating Income and Sales—Retirement Income—Spread-Based (amounts in millions)

	2008			2007		
	Q1	Q4	Q3	Q2	Q1	Total
REVENUES:						
Premiums	\$ 167	\$ 135	\$118	\$ 151	\$ 154	\$ 558
Net investment income	299	301	320	310	320	1,251
Net investment gains (losses)	(58)	(46)	(15)	(23)	(9)	(93)
Insurance and investment product fees and other	3	4	5	5	6	20
Total revenues	411	394	428	443	471	1,736
BENEFITS AND EXPENSES:						
Benefits and other changes in policy reserves	247	214	194	222	228	858
Interest credited	124	126	131	138	141	536
Acquisition and operating expenses, net of deferrals	25	24	22	25	24	95
Amortization of deferred acquisition costs and intangibles	19	30	34	34	38	136
Interest expense	1	1	2	1	1	5
Total benefits and expenses	416	395	383	420	432	1,630
INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES	(5)	(1)	45	23	39	106
Provision (benefit) for income taxes	(2)	(1)	11	9	14	33
INCOME (LOSS) FROM CONTINUING OPERATIONS	(3)	_	34	14	25	73
ADJUSTMENT TO INCOME (LOSS) FROM CONTINUING OPERATIONS:						
Net investment (gains) losses, net of taxes and other adjustments	29	24	8	12	6	50
NET OPERATING INCOME	\$ 26	\$ 24	\$ 42	\$ 26	\$ 31	\$ 123
Effective tax rate (operating income)	34.7%		26.9%	36.1%	36.2%	32.9%
SALES:						
Sales by Product:						
Structured Settlements	\$ 3	\$ 12	\$ 5	\$ 30	\$ 47	\$ 94
Single Premium Immediate Annuities	240	189	208	218	200	815
Fixed Annuities	408	185	145	106	167	603
Total Sales	\$ 651	\$ 386	\$ 358	\$ 354	\$ 414	\$1,512
Sales by Distribution Channel:						
Financial Intermediaries	\$ 541	\$ 299	\$ 250	\$ 239	\$ 275	\$1,063
Independent Producers	103	82	99	109	131	421
Dedicated Sales Specialists	7	5	9	6	8	28
Total Sales	\$ 651	\$ 386	\$ 358	\$ 354	\$ 414	\$1,512
PREMIUMS BY PRODUCT:						
Single Premium Immediate Annuities	\$ 165	\$ 124	\$114	\$ 124	\$ 111	\$ 473
Structured Settlements	2	11	4	27	43	85
Total Premiums	\$ 167	\$ 135	\$ 118	\$ 151	\$ 154	\$ 558

# Assets Under Management—Retirement Income—Spread-Based (amounts in millions)

	2008	_		2007		
	Q1	Q4	Q3	Q2	Q1	Total
Fixed Annuities						
Account value, net of reinsurance, beginning of period	\$12,073	\$12,368	\$12,886	\$13,522	\$13,972	\$13,972
Deposits	436	215	184	144	207	750
Surrenders, benefits and product charges	(474)	(618)	(815)	(899)	(781)	(3,113)
Net flows	(38)	(403)	(631)	(755)	(574)	(2,363)
Interest credited	106	108	113	119	124	464
Account value, net of reinsurance, end of period	12,141	12,073	12,368	12,886	13,522	12,073
Single Premium Immediate Annuities						
Account value, net of reinsurance, beginning of period	6,668	6,458	6,367	6,261	6,174	6,174
Premiums and deposits	291	226	247	261	237	971
Surrenders, benefits and product charges	(267)	(102)	(241)	(240)	(234)	(817)
Net flows	24	124	6	21	3	154
Interest credited	89	86	85	85	84	340
Account value, net of reinsurance, end of period	6,781	6,668	6,458	6,367	6,261	6,668
Structured Settlements						
Account value, net of reinsurance, beginning of period	1,103	1,092	1,088	1,058	1,011	1,011
Premiums and deposits	2	12	5	30	47	94
Surrenders, benefits and product charges	(14)	(15)	(15)	(15)	(14)	(59)
Net flows	(12)	(3)	(10)	15	33	35
Interest credited	14	14	14	15	14	57
Account value, net of reinsurance, end of period	1,105	1,103	1,092	1,088	1,058	1,103
Total Retirement Income—Spread-Based, net of reinsurance	\$20,027	\$19,844	\$19,918	\$20,341	\$20,841	\$19,844

Net Operating Income and Sales—Institutional (amounts in millions)

	2008			2007		
	Q1	Q4	Q3	Q2	Q1	Total
REVENUES:						
Premiums	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —
Net investment income	135	167	175	167	166	675
Net investment gains (losses)	(59)	(128)	(20)	(6)	(5)	(159)
Insurance and investment product fees and other						
Total revenues	76	39	155	161	161	516
BENEFITS AND EXPENSES:						
Benefits and other changes in policy reserves	—		_		_	_
Interest credited	115	149	157	149	141	596
Acquisition and operating expenses, net of deferrals	2	2	3	2	3	10
Amortization of deferred acquisition costs and intangibles	1	1	—	1	—	2
Interest expense						
Total benefits and expenses	118	152	160	152	144	608
INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES	(42)	(113)	(5)	9	17	(92)
Provision (benefit) for income taxes	(14)	(40)	(2)	3	6	(33)
INCOME (LOSS) FROM CONTINUING OPERATIONS	(28)	(73)	(3)	6	11	(59)
ADJUSTMENT TO INCOME (LOSS) FROM CONTINUING OPERATIONS:						
Net investment (gains) losses, net of taxes and other adjustments	39	82	13	4	3	102
NET OPERATING INCOME	\$ 11	<u>\$9</u>	<u>\$ 10</u>	<u>\$ 10</u>	<u>\$ 14</u>	<u>\$ 43</u>
Effective tax rate (operating income)	34.0%	31.3%	34.7%	35.1%	35.5%	34.3%
SALES:						
Sales by Product:						
Guaranteed Investment Contracts (GICs)	\$ 44	\$ 32	\$ 24	\$ 42	\$ 22	\$ 120
Funding Agreements Backing Notes	107	520	200	650	600	1,970
Funding Agreements				315		315
Total Sales	\$ 151	\$ 552	\$ 224	\$1,007	\$ 622	\$2,405

Institutional products are sold through specialized brokers and investment brokers, as well as directly to the contractholder.

Assets Under Management—Institutional (amounts in millions)

	2008			2007		
	Q1	Q4	Q3	Q2	Q1	Total
GICs, Funding Agreements and Funding Agreements Backing Notes						
Account value, net of reinsurance, beginning of period	\$10,982	\$11,292	\$11,515	\$10,724	\$10,483	\$10,483
Deposits <sup>(1)</sup>	251	762	323	1,107	722	2,914
Surrenders and benefits <sup>(1)</sup>	(727)	(1,226)	(710)	(460)	(629)	(3,025)
Net flows	(476)	(464)	(387)	647	93	(111)
Interest credited	117	147	154	147	141	589
Foreign currency translation	32	7	10	(3)	7	21
Account value, end of period	\$10,655	\$10,982	\$11,292	\$11,515	\$10,724	\$10,982
By Contract Type:						
Guaranteed Investment Contracts	\$ 1,449	\$ 1,602	\$ 1,790	\$ 1,921	\$ 2,073	
Funding Agreements Backing Notes	6,909	6,721	6,591	6,578	5,953	
	/	2,659	2,911	3,016	2,698	
Funding Agreements	2,297		<u> </u>	<u> </u>		
	\$10,655	\$10,982	\$11,292	\$11,515	\$10,724	
Funding Agreements By Liquidity Provisions:						
90 day	\$ 180	\$ 170	\$ 270	\$ 375	\$ 425	
180 day	345	500	500	500	450	
No put	925	1,135	1,285	1,285	1,235	
Rolling maturity <sup>(2)</sup>	840	840	840	840	575	
Accrued interest	7	14	16	16	13	
Total funding agreements	\$ 2,297	\$ 2,659	\$ 2,911	\$ 3,016	\$ 2,698	

"Surrenders and benefits" include contracts that have matured but are redeposited with us and reflected as deposits. For the three months ended March 31, 2008 and 2007, surrenders and deposits that were redeposited and are now reflected under "Deposits" amounted to \$100 million for each period. Includes products having a 12 and 13 month rolling maturity. (1)

(2)

Net Operating Income and Sales—Life Insurance (amounts in millions)

	2008			2007		
	Q1	Q4	Q3	Q2	Q1	Total
REVENUES:						
Premiums	\$ 242	\$ 231	\$ 236	\$ 238	\$ 235	\$ 940
Net investment income	153	171	183	164	157	675
Net investment gains (losses)	(26)	(29)	4	(7)	—	(32)
Insurance and investment product fees and other	93	100	88	95	93	376
Total revenues	462	473	511	490	485	1,959
BENEFITS AND EXPENSES:						
Benefits and other changes in policy reserves	205	202	204	202	196	804
Interest credited	61	61	60	62	60	243
Acquisition and operating expenses, net of deferrals	37	35	32	31	31	129
Amortization of deferred acquisition costs and intangibles	35	35	27	36	32	130
Interest expense	46	56	57	50	42	205
Total benefits and expenses	384	389	380	381	361	1,511
INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES	78	84	131	109	124	448
Provision for income taxes	29	29	47	39	46	161
INCOME FROM CONTINUING OPERATIONS	49	55	84	70	78	287
ADJUSTMENT TO INCOME FROM CONTINUING OPERATIONS:						
Net investment (gains) losses, net of taxes and other adjustments	16	21	(3)	5		23
NET OPERATING INCOME	\$ 65	\$ 76	\$ 81	<u>\$ 75</u>	<u>\$ 78</u>	\$ 310
Effective tax rate (operating income)	36.9%	33.7%	36.1%	35.3%	37.1%	35.6%
SALES:						
Sales by Product:						
Term Life	\$ 23	\$ 26	\$ 28	\$ 29	\$ 29	\$ 112
Universal Life:						
Annualized first-year deposits	13	14	15	15	11	55
Excess deposits	43	64	53	41	48	206
Total Universal Life	56	78	68	56	59	261
Total Sales	\$ 79	\$ 104	\$ 96	\$ 85	\$ 88	\$ 373
Sales by Distribution Channel:						
Financial Intermediaries	\$ 1	\$ 2	\$ 1	\$ 2	\$ 1	\$6
Independent Producers	78	102	95	83	87	367
Total Sales	\$ 79	\$ 104	<u>\$ 96</u>	\$ 85	\$ 88	\$ 373

Life Insurance In-force (amounts in millions)

	2008		20	07	
	Q1	Q4	Q3	Q2	Q1
Term life insurance					
Life insurance in-force, net of reinsurance	\$476,503	\$464,411	\$457,001	\$449,654	\$439,380
Life insurance in-force before reinsurance	\$619,086	\$618,379	\$614,248	\$610,071	\$602,725
Universal and whole life insurance					
Life insurance in-force, net of reinsurance	\$ 42,590	\$ 42,181	\$ 41,638	\$ 41,303	\$ 40,912
Life insurance in-force before reinsurance	\$ 51,534	\$ 51,175	\$ 50,737	\$ 50,290	\$ 49,834
Total life insurance					
Life insurance in-force, net of reinsurance	\$519,093	\$506,592	\$498,639	\$490,957	\$480,292
Life insurance in-force before reinsurance	\$670,620			\$660,361	

Net Operating Income and Sales—Long-Term Care (amounts in millions)

	Г	2008			2007		
		Q1	Q4	Q3	Q2	Q1	Total
REVENUES:							
Premiums		\$ 511	\$ 506	\$ 507	\$ 498	\$ 485	\$1,996
Net investment income		216	212	210	213	196	831
Net investment gains (losses)		(32)	(2)	2	(10)	(5)	(15)
Insurance and investment product fees and other		6	6	6	5	7	24
Total revenues		701	722	725	706	683	2,836
BENEFITS AND EXPENSES:							
Benefits and other changes in policy reserves		522	509	517	494	480	2,000
Interest credited		41	45	40	38	39	162
Acquisition and operating expenses, net of deferrals		83	89	84	87	84	344
Amortization of deferred acquisition costs and intangibles		29	24	24	34	27	109
Interest expense			1				1
Total benefits and expenses		675	668	665	653	630	2,616
INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES		26	54	60	53	53	220
Provision for income taxes		9	20	20	19	19	78
INCOME FROM CONTINUING OPERATIONS		17	34	40	34	34	142
ADJUSTMENT TO INCOME FROM CONTINUING OPERATIONS:							
Net investment (gains) losses, net of taxes and other adjustments		21	2	(1)	7	3	11
NET OPERATING INCOME		\$ 38	\$ 36	\$ 39	\$ 41	\$ 37	\$ 153
Effective tax rate (operating income)	L	34.9%	36.5%	33.3%	35.8%	35.9%	35.4%
		54.770	50.570	55.570	55.070	55.770	55.470
SALES:							
Sales by Distribution Channel: Financial Intermediaries		<b>0</b> (		<b>•</b> •	· -		0.05
		\$ 6	\$ 7	\$ 6	\$ 7	\$ 7	\$ 27
Independent Producers		23	25	25 13	23	24 10	97 47
Dedicated Sales Specialist		15	13		11		
Total Individual Long-Term Care		44	45	44	41	41	171
Group Long-Term Care		1	1	—	1	-	2
Medicare Supplement and Other A&H		10	10	8	7	7	32
Linked-Benefits		7	10	8	5	4	27
Total Sales		\$ 62	\$ 66	\$ 60	\$ 54	\$ 52	\$ 232
LOSS RATIOS:							
Total Long-Term Care							
Earned Premium		\$ 443	\$ 442	\$ 444	\$ 430	\$ 419	\$1,735
Loss Ratio <sup>(1)</sup>		66.9%	67.5%	70.0%	67.8%	65.4%	66.6%
Gross Benefits Ratio <sup>(2)</sup>		105.6%	105.0%	106.4%	103.9%	101.0%	102.5%
Medicare Supplement and A&H <sup>(3)</sup>							
Earned Premium		\$ 68	\$ 66	\$ 65	\$ 69	\$ 67	\$ 267
Loss Ratio <sup>(1)</sup>		76.2%	66.2%	66.8%	68.4%	80.7%	74.5%

We calculate the loss ratio for our long-term care insurance product by dividing benefits and other changes in policy reserves less tabular interest on reserves less loss adjustment expenses by net earned premiums. We calculate the gross benefits ratio by dividing the benefits and other changes in policy reserves by net earned premium. The Medicare Supplement and A&H earned premium and loss ratio does not include the linked-benefits product.

(1) (2) (3)

## International

Net Operating Income—International (amounts in millions)

	2008		2007			
	Q1	Q4	Q3	Q2	Q1	Total
REVENUES:						
Premiums	\$ 609	\$ 623	\$ 572	\$ 509	\$ 493	\$2,197
Net investment income	138	138	131	113	88	470
Net investment gains (losses)	(7)	(2)	—	(5)	—	(7)
Insurance and investment product fees and other	11	8	8	7	6	29
Total revenues	751	767	711	624	587	2,689
BENEFITS AND EXPENSES:						
Benefits and other changes in policy reserves	163	140	126	112	107	485
Acquisition and operating expenses, net of deferrals	258	266	281	229	224	1,000
Amortization of deferred acquisition costs and intangibles	103	96	94	86	87	363
Interest expense	7	8	6	10	4	28
Total benefits and expenses	531	510	507	437	422	1,876
INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES	220	257	204	187	165	813
Provision for income taxes	64	78	65	48	42	233
INCOME FROM CONTINUING OPERATIONS	156	179	139	139	123	580
ADJUSTMENT TO INCOME FROM CONTINUING OPERATIONS:						
Net investment (gains) losses, net of taxes and other adjustments	4	1	1	3		5
NET OPERATING INCOME <sup>(1)</sup>	\$ 160	\$ 180	\$ 140	\$ 142	\$ 123	\$ 585
Effective tax rate (operating income)	29.5%	30.7%	32.2%	25.7%	25.3%	28.8%

(1) Net operating income adjusted for foreign exchange for our International segment was \$135 million for the three months ended March 31, 2008.

#### Net Operating Income and Sales-International Mortgage Insurance-Canada

(amounts in millions)

	2008			2007		
	Q1	Q4 <sup>(1)</sup>	Q3	Q2	Q1	Total
REVENUES:						
Premiums	\$ 133	\$ 142	\$ 108	\$ 94	\$ 83	\$ 427
Net investment income <sup>(2)</sup>	48	49	52	31	29	161
Net investment gains (losses)	(6)		(2)	_	—	(2)
Insurance and investment product fees and other		1				1
Total revenues	175	192	158	125	112	587
BENEFITS AND EXPENSES:						
Benefits and other changes in policy reserves	35	26	20	16	13	75
Acquisition and operating expenses, net of deferrals <sup>2)</sup>	22	25	31	15	13	84
Amortization of deferred acquisition costs and intangibles	8	6	4	5	4	19
Interest expense	1	1	1		1	3
Total benefits and expenses	66	58	56	36	31	181
INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES	109	134	102	89	81	406
Provision for income taxes	38	46	35	30	26	137
INCOME FROM CONTINUING OPERATIONS	71	88	67	59	55	269
ADJUSTMENT TO INCOME FROM CONTINUING OPERATIONS:						
Net investment (gains) losses, net of taxes and other adjustments	4		1			1
NET OPERATING INCOME <sup>(3)</sup>	<u>\$ 75</u>	\$ 88	\$ 68	\$ 59	\$ 55	\$ 270
Effective tax rate (operating income)	35.0%	34.4%	34.2%	33.3%	32.6%	33.8%
SALES:						
New Insurance Written (NIW):						
Flow	\$4,900	\$ 8,100	\$11,000	\$ 9,600	\$6,000	\$34,700
Bulk	1,500	7,800	1,300	11,900	400	21,400
Total International Mortgage Insurance Canada NIW <sup>(4)</sup>	\$6,400	\$15,900	\$12,300	\$21,500	\$6,400	\$56,100

Included in the results for the fourth quarter of 2007 are adjustments related to the premium recognition curve and loss factor updates. These adjustments favorably (1) impacted net operating income by \$13 million in the fourth quarter of 2007. For further details, see our fourth quarter 2007 financial supplement on our website at www.genworth.com.

The three months ended September 30, 2007 includes a reclassification of expense of \$16 million from net investment income to acquisition and operating expenses, net (2) of deferrals. The reclassification is associated with exit fee accruals for the guarantee fund the Canadian government requires us to maintain in the event of insolvency. Prior periods were not restated as the adjustment is immaterial to the three months ended September 30, 2007 and all prior periods. The respective expense amount related to the third, second and first quarter of 2007 was \$7 million, \$6 million and \$3 million, respectively. Net operating income for our Canada platform adjusted for foreign exchange was \$63 million for the three months ended March 31, 2008. New insurance written for our Canada platform adjusted for foreign exchange was \$5,500 million for the three months ended March 31, 2008.

(3)

(4)

#### Net Operating Income and Sales—International Mortgage Insurance—Australia

(amounts in millions)

	2008	]		2007		
	Q1	Q4 <sup>(1)</sup>	Q3	Q2	Q1	Total
REVENUES:						
Premiums	\$ 86	\$ 71	\$ 73	\$ 72	\$ 68	\$ 284
Net investment income	35	33	30	31	22	116
Net investment gains (losses)	(1)	_	3	(2)	_	1
Insurance and investment product fees and other					1	1
Total revenues	120	104	106	101	91	402
BENEFITS AND EXPENSES:						
Benefits and other changes in policy reserves	35	33	36	34	31	134
Acquisition and operating expenses, net of deferrals	19	15	14	13	12	54
Amortization of deferred acquisition costs and intangibles	7	4	5	5	5	19
Interest expense						
Total benefits and expenses	61	52	55	52	48	207
INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES	59	52	51	49	43	195
Provision for income taxes	12	12	13	7	7	39
INCOME FROM CONTINUING OPERATIONS	47	40	38	42	36	156
ADJUSTMENT TO INCOME FROM CONTINUING OPERATIONS:						
Net investment (gains) losses, net of taxes and other adjustments	_	_	(2)	2	_	_
NET OPERATING INCOME <sup>(2)</sup>	\$ 47	\$ 40	\$ 36	\$ 44	\$ 36	\$ 156
Effective tax rate (operating income)	20.9%	23.8%	25.6%	14.9%	15.5%	20.1%
SALES:						
New Insurance Written (NIW):						
Flow	\$10,400	\$11,600	\$11,400	\$11,600	\$10,800	\$45,400
Bulk	1,000	900	7,000	5,900	2,300	16,100
Total International Mortgage Insurance Australia NIW <sup>(3)</sup>	\$11,400	\$12,500	\$18,400	\$17,500	\$13,100	\$61,500

(1) Included in the results for the fourth quarter of 2007 are adjustments related to the premium recognition curve and loss factor updates. These adjustments unfavorably impacted net operating income by \$4 million in the fourth quarter of 2007. For further details, see our fourth quarter 2007 financial supplement on our website at www.genworth.com.

(2)

Net operating income for our Australia platform adjusted for foreign exchange was \$40 million for the three months ended March 31, 2008. New insurance written for our Australia platform adjusted for foreign exchange was \$9,900 million for the three months ended March 31, 2008. (3)

#### Net Operating Income and Sales—Other International Mortgage Insurance

(amounts in millions)

	2008	_		2007		
	Q1	Q4 <sup>(1)</sup>	Q3	Q2	Q1	Total
REVENUES:						
Premiums	\$ 28	\$ 63	\$ 27	\$ 29	\$ 22	\$ 141
Net investment income	9	9	9	7	5	30
Net investment gains (losses)	—	_	—	(1)	-	(1)
Insurance and investment product fees and other	1	1	1			2
Total revenues	38	73	37	35	27	172
BENEFITS AND EXPENSES:						
Benefits and other changes in policy reserves	21	21	10	11	5	47
Acquisition and operating expenses, net of deferrals	17	27	18	18	18	81
Amortization of deferred acquisition costs and intangibles	1	2	2	1	1	6
Interest expense						
Total benefits and expenses	39	50	30	30	24	134
INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES	(1)	23	7	5	3	38
Provision (benefit) for income taxes	(1)	7	2	1		10
INCOME (LOSS) FROM CONTINUING OPERATIONS		16	5	4	3	28
ADJUSTMENT TO INCOME (LOSS) FROM CONTINUING OPERATIONS:						
Net investment (gains) losses, net of taxes and other adjustments			1			1
NET OPERATING INCOME <sup>(2)</sup>	\$	\$ 16	\$ 6	\$ 4	\$ 3	\$ 29
Effective tax rate (operating income)	154.3%	30.7%	30.2%	21.2%	-1.6%	27.0%
SALES:						
New Insurance Written (NIW):						
Flow	\$2,300	\$3,300	\$4,700	\$5,100	\$4,900	\$18,000
Bulk	700	900	800	400	3,800	5,900
Total Other International NIW <sup>(3)</sup>	\$3,000	\$4,200	\$5,500	\$5,500	\$8,700	\$23,900

Included in the results for the fourth quarter of 2007 are adjustments related to the premium recognition curve and loss factor updates. These adjustments favorably (1) impacted net operating income by \$14 million in the fourth quarter of 2007. For further details, see our fourth quarter 2007 financial supplement on our website at www.genworth.com.

Net operating loss for our Other International platform adjusted for foreign exchange was less than \$1 million for the three months ended March 31, 2008. New insurance written for our Other International platform adjusted for foreign exchange was \$2,700 million for the three months ended March 31, 2008. (2)

(3)

#### Selected Key Performance Measures—International Mortgage Insurance

(amounts in millions)

	2008	1		2007		
	Q1	Q4	Q3	Q2	Q1	Total
Net Premiums Written						
Canada	\$ 130	\$ 225	\$ 301	\$ 262	\$ 137	\$ 925
Australia	97	109	102	108	102	421
Other International	18	28	49	58	83	218
Total International Net Premiums Written	<u>\$ 245</u>	\$ 362	\$ 452	\$ 428	\$ 322	\$1,564
Loss Ratio <sup>(1)</sup>						
Canada	26%	6 18%			16%	18%
Australia	41%		49%			47%
Other International	71%		38%		24%	33%
Total International Loss Ratio	37%	6 29%	32%	31%	29%	30%
Expense Ratio <sup>(2)</sup>						
Canada	23%	13%	12%			11%
Australia	27%		18%			17%
Other International	104%		38%			40%
Total International Expense Ratio	31%	22%	16%	13%	16%	17%
Expense Ratio Adjusted for Canada Reclassification <sup>(3)</sup>						
Canada			9%		15%	11%
Total International Expense Ratio			14%	15%	18%	17%
Primary Insurance In-force						
Canada	\$185,000	\$187,900	\$172,400	\$150,000	\$119,700	
Australia	234,600	221,400	224,500	205,100	185,200	
Other International	72,400	68,500	65,000	59,800	56,000	
Total International Primary Insurance In-force	\$492,000	\$477,800	\$461,900	\$414,900	\$360,900	
Primary Risk In-force <sup>(4)</sup>						
Canada						
Flow	\$ 50,700	\$ 51,200	\$ 48,400	\$ 41,800	\$ 35,900	
Bulk	14,100	14,600	11,900	10,700	6,000	
Total Canada	64,800	65,800	60,300	52,500	41,900	
Australia						
Flow	71,600	67,200	68,200	64,100	59,300	
Bulk	10,500	10,300	10,400	7,700	5,500	
Total Australia	82,100	77,500	78,600	71,800	64,800	
Other International						
Flow	8,000	7,400	7,200	6,400	5,800	
Bulk	800	700	700	900	1,100	
Total Other International	8,800	8,100	7,900	7,300	6,900	
Total International Primary Risk In-force	\$155,700	\$151,400	\$146,800	\$131,600	\$113,600	

The loss and expense ratios included above are calculated using whole dollars and may be different than the ratios calculated using the rounded numbers included herein.

(1) The ratio of incurred losses and loss adjustment expense to net premiums earned. In determining the pricing of our mortgage insurance products, we develop a pricing loss ratio which uses industry and company loss experience over a number of years, which incorporates both favorable and unfavorable economic environments, differing coverage levels and varying capital requirements. Actual results may vary from pricing loss ratios for a number of reasons, which include differing economic conditions and actual individual product and lender performance. Pricing loss ratios for our international businesses are as follows: Canada 35-40%, Australia 25-35% and Europe 60-65%.

and Europe 60-65%. (2) The ratio of an insurer's general expenses to net premiums written. In our business, general expenses consist of acquisition and insurance expenses, net of deferrals, and amortization of DAC and intangibles. (3) Includes the impact of the adjustment referenced on page 33 related to the reclassification of guarantee fund fees from net investment income to acquisition and operating expenses, net of deferrals, in the third quarter of 2007

2007.
 (4) Our businesses in Australia, New Zealand and Canada currently provide 100% coverage on the majority of the loans we insure in those markets. For the purpose of representing our risk in-force, we have 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 that represents our highest expected average per-claim payment for any one underwriting year over the life of our businesses in Australia, New Zealand and Canada. This factor was 35% for all periods presented.

## Selected Key Performance Measures—International Mortgage Insurance—Canada

Primary Insurance	March 31, 2008	December 31, 2007	March 31, 2007
Insured loans in-force	1,080,874	1,066,171	829,498
Insured delinquent loans	2,410	2,046	1,615
Insured delinquency rate	0.22%	0.19%	0.19%
Flow Ioans in-force Flow delinquent Ioans Flow delinquency rate	815,980 2,198 0.27%	799,587 1,877 0.23%	681,599 1,486 0.22%
Bulk loans in-force	264,894	266,584	147,899
Bulk delinquent loans	212	169	129
Bulk delinquency rate	0.08%	0.06%	0.09%

% of Primary Risk In-force

Province and Territory	March 31, 2008	December 31, 2007
Ontario	49%	50%
British Columbia	16	16
Alberta	14	14
Quebec	13	14
lova Scotia	2	2
Saskatchewan	1	1
Manitoba	1	1
Jew Brunswick	1	1
All Other	3	1
Total	100%	100%
oan Amount (in CAD) <sup>(1)</sup>		
ver \$250K	33%	33%
over \$100K to \$250K	59	58
100K or Less	8	9
Total	<u>    100%</u>	100%
y Policy Year		
000 and Prior	9%	10%
001	3	3
002	6	6
003	7	8
004	11	11
005	12	13
006	16	16
007	32	33
008	4	
Total	100%	100%
verage Primary Loan Size (CAD in thousands) <sup>(1)</sup>	\$ 176	\$ 174

(1) Loan amount and size presented in Canadian dollars.

## Selected Key Performance Measures—International Mortgage Insurance—Australia

Primary Insurance	March 31, 2008	December 31, 2007	March 31, 2007
Insured loans in-force	1,406,731	1,390,016	1,347,923
Insured delinquent loans	4,571	4,671	3,682
Insured delinguency rate	0.32%	0.34%	0.27%
Flow loans in-force	1,222,667	1,201,975	1,229,280
Flow delinquent loans	4,489	4,611	3,617
Flow delinquency rate	0.37%	0.38%	0.29%
Bulk loans in-force	184,064	188,041	118,643
Bulk delinguent loans	82	60	65
Buik delinguency rate	0.04%	0.03%	0.05%
	0.0470	0.0570	0.0570
% of Primary Risk In-force	March 31,	December 31,	
State and Territory	2008	2007	
New South Wales	33%	34%	
Victoria	22	22	
Queensland	21	21	
Western Australia	10	9	
South Australia	5	5	
New Zealand	4	4	
Australian Capital Territory	2	2	
Tasmania	2	2	
Northern Territory	1	1	
Total	100%	100%	
Loan Amount (in AUD) <sup>(1)</sup>			
Over \$250K	53%	52%	
Over \$100K to \$250K	38	39	
STORE OF Less	9	9	
Total	100%	100%	
By Policy Year			
2000 and Prior	10%	10%	
2001	4	4	
2002	7	7	
2003	8	9	
2004	11	11	
2005	15	16	
2006	20	21	
2007	20	22	
2008	5		
Total	100%	100%	
Average Primary Loan Size (AUD in thousands) <sup>(1)</sup>	\$ 183	\$ 181	

(1) Loan amount and loan size presented in Australian dollars.

# Selected Key Performance Measures—International Mortgage Insurance (dollar amounts in millions)

Risk In-force by Loan-To-Value Ratio <sup>(1)</sup>	March 31, 2008			De	per 31, 2007			
	Primary	Flow	Bulk	Primary	Flow	B	ulk	
Canada <sup>(2)</sup>								
95.01% and above	\$20,108	\$20,108	\$    —	\$20,141	\$20,141	\$	—	
90.01% to 95.00%	17,471	17,468	3	17,731	17,728		3	
80.01% to 90.00%	11,568	11,084	484	11,686	11,306		380	
80.00% and below	15,592	2,012	13,580	16,229	2,039	14	,190	
Total Canada	\$64,739	\$50,672	\$14,067	\$65,787	\$51,214	\$14	,573	
Australia								
95.01% and above	\$ 8,773	\$ 8,772	\$ 1	\$ 7,697	\$ 7,696	\$	1	
90.01% to 95.00%	13,949	13,933	16	13,156	13,140		16	
80.01% to 90.00%	19,849	19,681	168	18,831	18,667		164	
80.00% and below	39,544	29,223	10,321	37,804	27,721	10	,083	
Total Australia	\$82,115	\$71,609	\$10,506	\$77,488	\$67,224	\$10	,264	
Other International								
95.01% and above	\$ 2,692	\$ 2,607	\$ 85	\$ 2,432	\$ 2,356	\$	76	
90.01% to 95.00%	3,288	3,190	98	3,007	2,918		89	
80.01% to 90.00%	2,604	2,083	521	2,448	1,968		480	
80.00% and below	236	157	79	235	162		73	
Total Other International	\$ 8,820	\$ 8,037	\$ 783	\$ 8,122	\$ 7,404	\$	718	

(1) (2) Loan amount in loan-to-value ratio calculation includes capitalized premiums, where applicable. The December 31, 2007 amounts have been re-presented to include capitalized premiums.

Net Operating Income and Sales—Payment Protection Insurance (amounts in millions)

	2000	2007				
	2008 Q1	Q4	Q3	Q2	Q1	Total
REVENUES:	<u>v</u>	<u>Q</u> 4	Q3	Q2	<u>ų</u>	Total
Premiums	\$ 362	\$ 347	\$ 364	\$ 314	\$ 320	\$1.345
Net investment income	46	47	40	44	32	163
Net investment gains (losses)	_	(2)	(1)	(2)	_	(5)
Insurance and investment product fees and other	10	6	7	7	5	25
Total revenues	418	398	410	363	357	1,528
BENEFITS AND EXPENSES:						
Benefits and other changes in policy reserves	72	60	60	51	58	229
Acquisition and operating expenses, net of deferrals	200	199	218	183	181	781
Amortization of deferred acquisition costs and intangibles	87	84	83	75	77	319
Interest expense	6	7	5	10	3	25
Total benefits and expenses	365	350	366	319	319 38	1,354
INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES	53	48	44	44	38	174
Provision for income taxes	15	13	15	10	9	47
INCOME FROM CONTINUING OPERATIONS	38	35	29	34	29	127
ADJUSTMENT TO INCOME FROM CONTINUING OPERATIONS:						
Net investment (gains) losses, net of taxes and other adjustments		1	1	1		3
NET OPERATING INCOME <sup>(1)</sup>	\$ 38	\$ 36	\$ 30	\$ 35	\$ 29	\$ 130
Effective tax rate (operating income)	28.2%	27.8%	35.1%	23.3%	22.8%	27.5%
SALES:						
Payment Protection:						
Traditional indemnity premiums	\$ 334	\$ 362	\$ 378	\$ 584	\$ 364	\$1,688
Premium equivalents for administrative services only business	35	33	44	40	50	167
Reinsurance premiums assumed accounted for under the deposit method	270	253	232	244	172	901
Total Payment Protection <sup>(2)</sup>	639	648	654	868	586	2,756
Mexico operations	21	22	19	18	19	78
Total Sales	\$ 660	\$ 670	\$ 673	\$ 886	\$ 605	\$2,834
SALES BY REGION:						
Payment Protection						
Established European Regions						
Western region	\$ 130	\$ 129	\$ 173	\$ 175	\$ 198	\$ 675
Central region	153	150	157	146	122	575
Southern region	137	152	127	145	112	536
Nordic region New Markets	85 56	78 61	73 50	77 43	68 34	296 188
Structured Deals <sup>(3)</sup>	78	78	74	282	52	486
Total Payment Protection	639	648	654	868	586	2,756
Mexico operations	21	22	19	18	19	78
Total Sales	\$ 660	\$ 670	\$ 673	\$ 886	\$ 605	\$2,834

Net operating income adjusted for foreign exchange for our payment protection insurance business was \$33 million for the three months ended March 31, 2008. Sales adjusted for foreign exchange for our payment protection insurance business was \$579 million for the three months ended March 31, 2008. Structured deals represent in-force blocks of business acquired through reinsurance arrangements and ongoing reciprocal arrangements in place with certain clients. (1) (2) (3)

## U.S. Mortgage Insurance

Net Operating Income and Sales—U.S. Mortgage Insurance (amounts in millions)

2008 2007 Total Q1 Q4 Q3 Q2 Q1 **REVENUES:** 137 Premiums \$ 183 \$ 171 \$ 159 \$ 148 \$ \$ 615 Net investment income 37 36 38 36 37 147 Net investment gains (losses) 5 1 6 1 Insurance and investment product fees and other 8 12 8 10 7 37 Total revenues 229 224 206 194 181 805 BENEFITS AND EXPENSES: Benefits and other changes in policy reserves 259 186 123 60 52 421 Acquisition and operating expenses, net of deferrals 32 37 35 30 34 131 Amortization of deferred acquisition costs and intangibles 9 7 10 8 8 33 Total benefits and expenses 305 228 163 102 92 585 INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES 43 92 89 220 (76) (4) Provision (benefit) for income taxes (41)(4) 3 26 24 49 INCOME (LOSS) FROM CONTINUING OPERATIONS (35) 40 66 65 171 ADJUSTMENT TO INCOME (LOSS) FROM CONTINUING OPERATIONS: Net investment (gains) losses, net of taxes and other adjustments (1) (3) (1) (4) NET OPERATING INCOME (LOSS) (36) (3) 39 66 65 167 \$ \$ \$ \$ 53.9% 65.2% 7.1% 28.2% 27.1% 22.0% Effective tax rate (operating income) SALES: New Insurance Written (NIW): Flow \$ 6,900 \$15,000 \$16,000 \$13,200 \$10,800 \$46,900 2,800 22,200 Bulk 100 2,200 11,100 6,100 100 100 100 100 500 Pool 200 Total U.S. Mortgage NIW \$15,200 \$18,300 \$16,100 \$22,100 \$13,100 \$69,600

Growth Metrics—U.S. Mortgage Insurance (dollar amounts in millions)

			7 2005							
		008 Q1		)4	Q3		2007 Q2		01	Total
Net Premiums Written	\$	202	\$		\$ 10	7	\$ 152	\$	140	\$ 647
New Risk Written	φ	202	¢	100	\$ 10	,	φ 1 <i>3</i> 2	ф	140	\$ 047
Flow	\$	3,768	\$ 4	4,117	\$ 3,33	30	\$ 2,658	\$	1,695	\$11,800
Bulk		4		55		32	380		198	715
Total Primary		3,772	4	4,172	3,41	2	3,038		1,893	12,515
Pool		5		6	ĺ.	5	7		3	21
Total New Risk Written	\$	3,777	\$ 4	4,178	\$ 3,41	7	\$ 3,045	\$	1,896	\$12,536
Primary Insurance In-force		6,700	-		\$144,80	-	\$135,500	_	20,500	
Risk In-force	\$10	0,700	<i><b>Q</b>157</i>	,000	\$144,00		\$155,500	φ1.	20,200	
Flow	\$ 3	2,398	\$ 29	9,817	\$ 26,68	37	\$ 24,442	\$ 2	23,013	
Bulk		1,481	1	,487	1,43	6	1,354		978	
Total Primary	3	3,879	31	1,304	28,12	23	25,796		23,991	
Pool		383		393	4	4	428		436	
Total Risk In-force	\$ 3	4,262	\$ 31	1,697	\$ 28,53	37	\$ 26,224	\$ 2	24,427	
Loss Metrics—U.S. Mortgage Insurance						-				
Paid Claims										
Flow	\$	79	\$		\$ 4	19	\$ 40	\$	38	\$ 191
Bulk		5		1		-	1			2
Total Primary		84		65	4	19	41		38	193
Pool						-				
Total Paid Claims	\$	84	\$	65	\$ 4	19	\$ 41	\$	38	\$ 193
Average Paid Claim (in thousands)	\$	42.4	\$	39.2	\$ 35	.8	\$ 32.5	\$	32.2	
Number of Primary Delinquencies										
Flow	3	8,316	35	5,489	27,60	)9	22,970	2	21,804	
Bulk <sup>(5)</sup>		8,210	5	5,470	3,14	17	2,086		1,566	
Average Reserve Per Delinquency (in thousands)										
Flow	\$	15.8	\$	12.4	\$ 12		\$ 11.4	\$	11.3	
Bulk <sup>(5)</sup>		6.8	•	5.1		.4	3.1	•	2.1	<b>*</b> • • • •
Beginning Reserves	\$	467	\$		\$ 27		\$ 251	\$	237	\$ 237 (193)
Paid claims Increase (decrease) in reserves		(84) 278		(65) 187	12	19) 24	(41) 60		(38) 52	423
Ending Reserves	\$	661	\$	467	\$ 34	_	\$ 270	\$	251	\$ 467
Loss Ratio <sup>(1)</sup>	<u>-</u>	142%		109%		78%	41%	<u> </u>	38%	68%
Coss Kallo		1.270		10970		070	41/0	,	5670	0870
GAAP Basis Expense Ratio <sup>(2)</sup>		25%		25%		25%	28%	,	29%	27%
Adjusted Expense Ratio <sup>(6)</sup>		23%		23%		24%	27%		29%	25%
Flow Persistency		83%		85%		32%	78%		78%	2070
Gross written premiums ceded to captives/total direct written premiums		20%		21%	1	21%	22%		22%	
Risk to Capital Ratio (3)	]	12.4:1	1	1.3:1	9.2	:1	8.8:1		8.8:1	
Average primary loan size (in thousands)	\$	166	\$	164	\$ 10	50				
Primary risk in-force subject to captives	φ	58%	φ	60%		51%				
Primary risk in force subjects deputies		95%		95%		95%				
Interest only risk in-force with initial reset > 5 years		94%		94%		93%				
Primary risk in-force with potential to reset in 2008 <sup>(4)</sup>		1.4%		1.6%	2	.0%				
Primary risk in-force with potential to reset in 2009 <sup>(4)</sup>		1.6%		0.0%		.0%				
Think in force with potential to reset in 2007	L			0.070	0	.570				

The loss and expense ratios included above are calculated using whole dollars and may be different than the ratios calculated using the rounded numbers included herein.

 $^{(1)}\;$  The ratio of incurred losses and loss adjustment expense to net premiums earned.

(2) The ratio of an insurer's general expenses to net earned premiums. In our business, general expenses consist of acquisition and insurance expenses, net of deferrals, and amortization of DAC and intangibles.

(3) Certain states limit a private mortgage insurer's risk in-force to 25 times the total of the insurer's surplus plus the statutory contingent reserve, commonly known as the "risk to capital" requirement. The risk to capital ratio for our U.S. mortgage insurance business was computed as of the beginning of the period indicated.

(4) Represents < 5 year adjustable rate mortgages with 2% annual adjustment cap.

(5) The reserve per delinquency calculation includes loans where we were in a secondary loss position for which no reserve has been established due to an existing deductible. Excluding these loans, the number of delinquencies for bulk loans were as follows:

Q1	Q4	Q3	Q2	Q1
3,768	2,404	1,338	881	554

(6) The ratio of an insurer's general expenses to net written premiums. In our business, general expenses consist of acquisition and insurance expenses, net of deferrals, and amortization of DAC and intangibles.

### Portfolio Quality Metrics-U.S. Mortgage Insurance

	2008	2007			
	Q1	Q4	Q3	Q2	Q1
Risk In-force by Credit Quality <sup>(1)</sup>					
Primary by FICO Scores >679 (%)	60%	59%	59%	59%	60%
Primary by FICO Scores 620-679	31%	32%	32%	32%	32%
Primary by FICO Scores 575-619	7%	7%	7%	7%	6%
Primary by FICO Scores <575	2%	2%	2%	2%	2%
Flow by FICO Scores >679 (%)	59%	58%	58%	58%	58%
Flow by FICO Scores 620-679	32%	33%	33%	33%	33%
Flow by FICO Scores 575-619	7%	7%	7%	7%	7%
Flow by FICO Scores <575	2%	2%	2%	2%	2%
Bulk by FICO Scores >679 (%)	84%	83%	83%	84%	83%
Bulk by FICO Scores 620-679	14%	15%	15%	15%	15%
Bulk by FICO Scores 575-619	1%	1%	1%	1%	1%
Bulk by FICO Scores <575	1%	1%	1%	0%	1%
Primary A minus and sub-prime	13%	13%	13%	12%	12%
Primary Loans					
Insured loans in-force	1,001,430	963,218	905,412	858,550	800,110
Insured delinquent loans	46,526	40,959	30,756	25,056	23,370
Insured delinquency rate	4.65%	4.25%	3.40%	2.92%	2.92%
Flow loans in-force	812,061	769,481	715,970	674,730	646,004
Flow delinquent loans	38,316	35,489	27,609	22,970	21,804
Flow delinquency rate	4.72%	4.61%	3.86%	3.40%	3.38%
	100.270	102 525	100.440	102.020	154.106
Bulk loans in-force	189,369	193,737	189,442	183,820	154,106
Bulk delinquent loans <sup>(2)</sup>	8,210	5,470	3,147	2,086	1,566
Bulk delinquency rate	4.34%	2.82%	1.66%	1.13%	1.02%
A minus and sub-prime loans in-force	112,383	109,262	100,512	89,023	79,405
A minus and sub-prime delinquent loans	13,254	12,863	9,632	7,646	6,875
A minus and sub-prime delinquency rate	11.79%	11.77%	9.58%	8.59%	8.66%
Pool Loans	10.526	10.001	01 110	20 (52	20.074
Insured loans in-force	19,536	19,081	21,118	20,653	20,074
Pool delinquent loans	415	428	442	398	415
Pool delinquency rate	2.12%	2.24%	2.09%	1.93%	2.07%

 $^{(1)}$   $\,$  Loans with unknown FICO scores are included in the 620-679 category

(2) Includes loans where we were in a secondary loss position for which no reserve has been established due to an existing deductible. Excluding these loans, bulk delinquent loans were as follows:

·	Q1	Q4	Q3	Q2	Q1	
	3,768	2,404	1,338	881	554	



#### Portfolio Quality Metrics-U.S. Mortgage Insurance

	March 31	, 2008	December 3	31, 2007	March 31, 2007			
	% of Primary Risk In-force	Primary Delinquency Rate	% of Primary Risk In-force	Primary Delinquency Rate	% of Primary Risk In-force	Primary Delinquency Rate		
By Region								
Southeast <sup>(1)</sup>	25%	6.16%	24%	5.48%	26%	3.14%		
South Central <sup>(2)</sup>	17	3.77%	16	3.63%	17	2.91%		
Northeast <sup>(3)</sup>	13	3.97%	13	3.99%	13	3.16%		
North Central <sup>(4)</sup>	11	3.89%	12	3.71%	12	2.62%		
Pacific <sup>(5)</sup>	11	5.11%	11	3.51%	8	1.52%		
Great Lakes <sup>(6)</sup>	8	5.51%	9	5.60%	10	4.44%		
Plains <sup>(7)</sup>	6	2.91%	6	2.87%	6	2.31%		
Mid-Atlantic <sup>(8)</sup>	5	3.70%	5	3.23%	4	2.07%		
New England <sup>(9)</sup>	4	4.21%	4	3.81%	4	2.63%		
Total	100%	4.65%	100%	4.25%	100%	2.92%		
By State								
Florida	9%	9.61%	9%	7.04%	9%	2.33%		
Texas	7%	3.62%	7%	3.80%	7%	3.44%		
New York	6%	3.07%	6%	3.18%	6%	2.43%		
California	6%	6.63%	5%	4.24%	4%	1.20%		
Illinois	5%	4.37%	5%	4.06%	5%	2.93%		
Georgia	4%	5.88%	4%	5.91%	4%	4.01%		
North Carolina	4%	3.89%	4%	4.16%	4%	3.50%		
Pennsylvania	4%	4.56%	4%	4.73%	4%	4.11%		
New Jersey	3%	4.95%	3%	4.51%	3%	3.19%		
Ohio	3%	5.16%	3%	5.35%	4%	4.70%		

Alabama, Arkansas, Florida, Georgia, Mississippi, North Carolina, South Carolina and Tennessee Arizona, Colorado, Louisiana, New Mexico, Oklahoma, Texas and Utah New Jersey, New York and Pennsylvania Illinois, Minnesota, Missouri and Wisconsin Alaska, California, Hawaii, Nevada, Oregon and Washington Indiana, Kentucky, Michigan and Ohio Idaho, Iowa, Kansas, Montana, Nebraska, North Dakota, South Dakota and Wyoming Delaware, Maryland, Virginia, Washington D.C. and West Virginia Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont (1)

(2)

(3)

(4)

(5)

(6)

(7)

(8) (9)

## Portfolio Quality Metrics—U.S. Mortgage Insurance (amounts in millions)

	March 31, 2008	Dec	cember 31, 2007	March 31, 2007
Primary risk-in-force lender concentration (by original applicant)	\$33,879	\$	31,304	\$23,991
Top 10 lenders	15,042		12,987	9,168
Top 20 lenders	18,938		16,766	11,988
Loan-to-value ratio				
95.01% and above	\$ 9,274	\$	8,845	\$ 5,812
90.01% to 95.00%	11,049		9,999	8,137
80.01% to 90.00%	12,184		11,086	9,148
80.00% and below	1,372		1,374	894
Total	\$33,879	\$	31,304	\$23,991
Loan grade				
Prime	\$29,629	\$	27,240	\$21,233
A minus and sub-prime	4,250		4,064	2,758
Total	\$33,879	\$	31,304	\$23,991
		-	;	
Loan type <sup>(1)</sup> Fixed rate mortgage				
Flow	\$31,247	\$	28,616	\$21,749
Bulk	813	φ	813	583
Adjustable rate mortgage	015		015	505
Flow	1,151		1,201	1,264
Bulk	668		674	395
Total	\$33,879	\$	31,304	\$23,991
	\$55,677	Ψ	51,501	<i>\(\phi\)</i>
Type of documentation Alt-A				
Flow	\$ 1,526	\$	1,566	\$ 1,375
Bulk	371	φ	372	211
Standard <sup>(2)</sup>	571		512	211
Flow	30,872		28,251	21,638
Bulk	1.110		1,115	767
Total	\$33,879	\$	31,304	\$23,991
	\$55,077	φ	51,504	\$23,771
Mortgage term	¢ 292	¢	259	¢ 200
15 years and under	\$ 383	\$	358	\$ 398
More than 15 years	33,496		30,946	23,593
Total	\$33,879	\$	31,304	\$23,991

(1) For loan type in this table, any loan with an interest rate that is fixed for an initial term of five years or more is categorized as a fixed rate mortgage.

(2) Standard includes loans with reduced or different documentation requirements that meet specifications of GSE approved underwriting systems with historical and expected default rates consistent with our standard portfolio.

Portfolio Quality Metrics—U.S. Mortgage Insurance (dollar amounts in millions)

	As of March 31, 2008									
		Prim	ary Insurance		Primary Risk					
Policy Year	Average Rate		In-force	Percent of Total	In-force	Percent of Total				
1997 and Prior	8.13%	\$	1,830	1.1%	\$ 453	1.3%				
1998	7.15%		772	0.5	203	0.6				
1999	7.31%		919	0.6	232	0.7				
2000	8.15%		604	0.4	148	0.4				
2001	7.40%		2,083	1.2	525	1.5				
2002	6.59%		5,193	3.1	1,266	3.7				
2003	5.64%		20,355	12.2	3,415	10.1				
2004	5.85%		11,046	6.6	2,392	7.1				
2005	5.97%		16,423	9.8	4,056	12.0				
2006	6.64%		29,628	17.8	5,645	16.7				
2007	6.77%		62,857	37.7	11,797	34.8				
2008	6.31%		14,963	9.0	3,747	11.1				
Total portfolio		\$	166,673	100.0%	\$ 33,879	100.0%				

Occupancy and Property Type	As of March 31, 2008	As of December 31, 2007
Occupancy Status % of Primary Risk In-force		
Primary residence	92.4%	92.3%
Second home	4.2	4.1
Non-owner occupied	3.4	3.6
Total	100.0%	100.0%
Property Type % of Primary Risk In-force		
Single family detached	85.5%	85.6%
Condominium	10.8	10.7
Multi-family and other	3.7	3.7
Total	100.0%	100.0%

# Other Metrics—U.S. Mortgage Insurance Bulk Risk-in-Force (dollar amounts in millions)

	March 31, 2008		ember 31, 2007	ember 30, 2007
GSE Alt-A				
Risk in-force	\$ 428	\$	428	\$ 383
Average FICO score	718		719	718
Loan-to-value ratio	79%		79%	79%
Standard documentation <sup>(1)</sup>	28%		28%	26%
Stop loss	97%		97%	96%
Deductible	85%		85%	83%
Portfolio				
Risk in-force	\$ 565	\$	570	\$ 571
Average FICO score	723		724	724
Loan-to-value ratio	76%		76%	77%
Standard documentation	97%		97%	97%
Stop loss	100%		100%	100%
Deductible	27%		27%	27%
FHLB				
Risk in-force	\$ 385	\$	382	\$ 380
Average FICO score	743		743	743
Loan-to-value ratio	68%		68%	68%
Standard documentation	88%		88%	88%
Stop loss	96%		96%	97%
Deductible	100%		100%	100%
Other				
Risk in-force	\$ 103	\$	107	\$ 102
Average FICO score	717		727	671
Loan-to-value ratio	93%		94%	88%
Standard documentation	99%		100%	100%
Stop loss	9%		11%	4%
Deductible	—		_	_
Total Bulk Risk In-force	\$ 1,481	\$	1,487	\$ 1,436

Standard documentation includes loans with reduced or different documentation requirements that meet specifications of GSE approved underwriting systems with historical and expected default rates consistent with our standard portfolio. (1)

#### Aggregate Book Year Analysis Provided to Illustrate Directional Progression Toward Captive Attachment<sup>1)</sup>

				March 31, 2008						Decemb	er 31, 2007					
Book Year <sup>(2)</sup>	Original Book RIF (B)	Progression to Attachment Point		Current RIF (B)									urrent IF (B)	Incuri	to Date ed Losses MM)	Captive Benefit (MM)
		0-50%	\$	0.5	\$	10		\$		\$	16					
		50-75%		1.6		72			1.5		56					
		75-99%		0.2		11			0.4		15					
		Attached		0.3	_	20		_	0.0		2					
2005 Total	\$ 4.4		\$	2.6	\$	113	\$ 1	\$	2.7	\$	89	\$ —				
		0-50%	\$	0.5	\$	11		\$	0.7	\$	10					
		50-75%		0.3		8			1.8		55					
		75-99%		0.5		23			0.8		31					
		Attached		2.0		113		_	0.1		5					
2006 Total	\$ 4.2		\$	3.3	\$	155	17	\$	3.4	\$	101	1				
		0-50%	\$	4.3	\$	77			6.9		56					
		50-75%		1.0		23			0.0		_					
		75-99%		0.8		25			0.0							
		Attached		0.5	_	22			0.0							
2007 Total	\$ 7.0		\$	6.6	\$	147	1	\$	6.9	\$	56					
Captive Benefit in Quarter (MM)							\$ 19					\$ 1				

Data presented in aggregate for all trusts. Actual trust attachment and exit points will vary by individual lender contract. For purposes of this illustration, incurred losses (1) equals change in reserves plus paid claims. The information presented excludes quota share captive reinsurance data. Progress toward captive attachment is determined at a lender level for each book year by dividing ever to date incurred losses by original RIF for that book year. Book year figures may include loans from additional periods pursuant to reinsurance agreement terms and conditions.

(2)

## **Corporate and Other**

Net Operating Loss—Corporate and Other<sup>(1)</sup>

(amounts in millions)

	2008			2007		
	Q1	Q4	Q3	Q2	Q1	Total
REVENUES:						
Premiums	\$ 5	\$4	\$8	\$5	\$ 7	\$ 24
Net investment income	20	23	12	15	15	65
Net investment gains (losses)	(10)	(3)	(11)	(1)	—	(15)
Insurance and investment product fees and other	2	(3)		(1)	2	(2)
Total revenues	17	21	9	18	24	72
BENEFITS AND EXPENSES:						
Benefits and other changes in policy reserves	—	—	_	1	—	1
Acquisition and operating expenses, net of deferrals <sup>2</sup> )	6	17	9	10	21	57
Amortization of deferred acquisition costs and intangibles <sup>2)</sup>	2	1	2	1	14	18
Interest expense	58	60	59	63	60	242
Total benefits and expenses	66	78	70	75	95	318
LOSS FROM CONTINUING OPERATIONS BEFORE INCOME TAXES	(49)	(57)	(61)	(57)	(71)	(246)
Benefit from income taxes		(19)	(21)	(20)	(24)	(84)
LOSS FROM CONTINUING OPERATIONS	(49)	(38)	(40)	(37)	(47)	(162)
ADJUSTMENTS TO LOSS FROM CONTINUING OPERATIONS:						
Net investment (gains) losses, net of taxes and other adjustments	7	1	6	_	—	7
Expenses related to reorganization, net of taxes					14	14
NET OPERATING LOSS	\$ (42)	<u>\$ (37</u> )	<u>\$ (34</u> )	<u>\$ (37</u> )	<u>\$ (33</u> )	<u>\$(141)</u>
Effective tax rate (operating income)		29.9%	35.2%	34.1%	33.7%	33.2%

(1)

Includes inter-segment eliminations. Includes pretax reorganization costs for an impairment of internal-use software of \$13 million and \$8 million of severance and other employee termination related expenses in the first quarter of 2007. (2)

# ADDITIONAL FINANCIAL DATA

		Investments S (amounts in n										
		(	March 31	, 2008	Decembe	· 31, 2007	September 3	30, 2007	June 30,	2007	March 31	1,2007
			Carrying		Carrying		Carrying	% of	Carrying		Carrying	% of
			Amount	Total	Amount	Total	Amount	Total	Amount	Total	Amount	Total
Composition of Investment Portf- Fixed maturity securities:	5110											
Investment grade:												
Public fixed maturities			\$ 25,968	35%	\$ 26,16	6 35%	\$ 25,684	35%	\$ 24,721	34%	\$ 24,915	35%
Private fixed maturies			10,001	14	10,42		10,712	15	10,692	15	10,657	15
Mortgage-backed (MBS):	Residential mortgage-backed securities		2,772	4	3,26	0 5	3,807	5	3,794	5	3,811	5
Commerical mortgage-backed se	curities		4,751	6	5,14		5,397	7	5,480	8	5,708	8
Asset-backed (ABS):	Residential mortgage-backed securities		1,290	2	1,63		1,927	3	2,395	3	2,187	3
Other non-residential collateral			3,358	5	3,59		3,423	5	3,327	5	2,807	4
Tax exempt			2,215	3	2,22		2,153	3	2,369	3	2,212	3
Non-investment grade fixed matu Equity securities:	inties		2,676	4	2,70	5 4	2,672	4	2,789	4	2,816	4
Common stocks and mutual fund	0		34		4	7 —	62	_	58		53	_
Preferred stocks	5		360	-	31		185	_	143	_	147	_
Commercial mortgage loans			8,822	12	8,95		8,839	12	8,798	12	8,508	12
Policy loans			1,654	2	1,65		1,650	2	1,635	2	1,494	2
Cash, cash equivalents and short-	term investments		3,873	5	3,16		3,149	4	2,968	4	2,261	3
Securities lending			2,443	3	2,39	7 3	2,279	3	2,161	3	2,179	3
Other invested assets:	Limited partnerships (1)		690	1	63	2 1	554	1	424	1	357	1
Derivatives:	r · · · · · · · · · · · ·					-		-				
LTC forward starting swap -	cash flow		901	1	65		372	1	223		394	1
Other cash flow			62	—	1		9	—	3	—	6	—
Fair value			173	—	8		33	—	4	—	19	—
Equity index options - non-c	qualified		212	1	12		72		25	—	26	
Other non-qualified			39	—	2		10	—	5	—	8	—
Trading portfolio			236		25		254	—	135	—	111	
Counterparty collateral			664	1	37		217	—	89	—	336	1
Other <sup>(2)</sup>			78		4				364	1	315	
Total invested assets and cash			\$ 73,272	100%	\$ 73,89	1 100%	\$ 73,460	100%	\$ 72,602	100%	\$ 71,327	100%
Public Fixed Maturities—Cred	it Quality:											
NAIC Designation	Rating Agency Equivalent Designation											
1	Aaa		\$ 12,275	32%	\$ 13,13	3 33%	\$ 13,245	33%	\$ 12,452	31%	\$ 11,776	30%
1	Aa		6,804	17	6,81		7,141	18	7,176	18	6,392	16
1	А		11,155	29	11,36		11,247	28	11,746	29	12,267	31
2	Baa		6,671	18	6,79		6,713	17	6,605	17	7,315	18
3	Ba		1,210	3	1,21		1,258	3	1,237	3	1,325	3
4	В		508	1	53		565	1	655	2	635	2
5	Caa and lower		68	_	4		32	_	19 7	_	49 9	—
o Not rated	In or near default Not rated		12	—		6 —	3	_	/	_	9	—
Not fated			E 20 702	1000/	¢ 20.00	- 100%	E 40 204	1000/	E 20.007	1000/	\$ 39.768	1000
	Total public fixed maturities		\$ 38,703	100%	\$ 39,89	6 100%	\$ 40,204	100%	\$ 39,897	100%	\$ 39,768	100%
Private Fixed Maturities—Cree	<u>lit</u> Quality:											
NAIC Designation	Rating Agency Equivalent Designation											
1	Aaa		\$ 2,656	19%	\$ 2,91			18%		17%		15%
1	Aa		2,054	14	2,12		2,300	15	2,463	16	2,278	15
1	А		3,542	25	3,85		4,079	26	4,095	26	4,335	28
2	Baa		5,198	36	5,44		5,568	36	5,535	35	5,603	37
3	Ba		758	5	78		702	4	744	5	658	4
4	B		69	1	7		79 27	1	90 30	1	102 30	1
	Caa and lower		28	_	2	6 — 5 —	6	_		_	30	_
5	In an maan dafaxilt		4	_			0	_	0	_	1	_
6	In or near default		10		1	4					1	100%
	Not rated		19		1 15.25		e 15.571	1000/	6 15 (70	1000/	0 15 245	
6			19 \$ 14,328	100%	1 \$ 15,25		<u> </u>	100%	\$ 15,670	100%	\$ 15,345	100/
6	Not rated						<u>\$ 15,571</u>	100%	\$ 15,670	100%	\$ 15,345	100/
6 Not rated (1) Limited partnerships by type:	Not rated Total private fixed maturities				\$ 15,25			100%	\$ 15,670	100%		
6 Not rated (1) Limited partnerships by type: Distressed Bond and Equity Func	Not rated Total private fixed maturities		<u>\$ 14,328</u> \$ 155		<u>\$ 15,25</u> \$ 15	8 <u>100</u> %	\$ 135	<u>100</u> %	\$ 133	100%	\$ 130	
6 Not rated (1) Limited partnerships by type: Distressed Bond and Equity Func Real Estate	Not rated Total private fixed maturities		\$ 14,328 \$ 155 272		\$ 15,25 \$ 15 23	8 <u>100</u> % 3 7	\$ 135 209		\$ 133 116	100%	\$ 130 88	
6 Not rated (1) Limited partnerships by type: Distressed Bond and Equity Func Real Estate Infrastructure	Not rated Total private fixed maturities		\$ 14,328 \$ 155 272 121		\$ 15,25 \$ 15 23 10	8 100% 3 7 4	\$ 135 209 92		\$ 133 116 72	100%	\$ 130 88 30	
6 Not rated (1) Limited partnerships by type: Distressed Bond and Equity Func Real Estate Infrastructure Private Equity	Not rated Total private fixed maturities		\$ 14,328 \$ 155 272 121 67		\$ 15,25 \$ 15 23 10 6	8 100% 3 7 4 7	\$ 135 209 92 63		\$ 133 116 72 67	100%	\$ 130 88 30 73	
6 Not rated ( <sup>1)</sup> Limited partnerships by type: Distressed Bond and Equity Func Real Estate Infrastructure Private Equity Mezzanine	Not rated Total private fixed maturities		\$ 14,328 \$ 155 272 121 67 48		\$ 15,25 \$ 15 23 10 6 4	8 100% 3 7 4 7 4	\$ 135 209 92 63 33		\$ 133 116 72 67 16	100%	\$ 130 88 30 73 13	
6 Not rated (1) Limited partnerships by type: Distressed Bond and Equity Func Real Estate Infrastructure Private Equity Mezzanine Strategic Equity	Not rated Total private fixed maturities		\$ 14,328 \$ 155 272 121 67 48 11		\$ 15,25 \$ 15 23 10 6 4	8 <u>100</u> % 3 7 4 7 4 1	\$ 135 209 92 63 33 13		\$ 133 116 72 67 16 13	100%	\$ 130 88 30 73 13 15	
6 Not rated (1) Limited partnerships by type: Distressed Bond and Equity Func Real Estate Infrastructure Private Equity Mezzanine Strategic Equity Strategic Funds	Not rated Total private fixed maturities		\$ 155 272 121 67 48 11 7		\$ 15,25 \$ 15 23 10 6 4 1	8 100%	\$ 135 209 92 63 33 13 7		\$ 133 116 72 67 16	100%	\$ 130 88 30 73 13	
6 Not rated ( <sup>1)</sup> Limited partnerships by type: Distressed Bond and Equity Func Real Estate Infrastructure Private Equity Mezzanine Strategic Equity	Not rated Total private fixed maturities		\$ 14,328 \$ 155 272 121 67 48 11		\$ 15,25 \$ 15 23 10 6 4 1	8 <u>100</u> % 3 7 4 7 4 1 7 9	\$ 135 209 92 63 33 13		\$ 133 116 72 67 16 13	100%	\$ 130 88 30 73 13 15	

(2) Effective September 30, 2007, the Canadian guarantee fund has been reclassified prospectively to fixed maturities. The balance as of September 30, 2007 was \$455 million.

Fixed Maturities Summary (amounts in millions)

(amo	ounts in m	illions)									
	M	larch 31,	2008	December 3	1, 2007	September 3	0, 2007	June 30, 2	2007	March 31	, 2007
	Es	timated	% of	Estimated	% of	Estimated	% of	Estimated	% of	Estimated	% of
	Fa	ir Value	Total	Fair Value	Total	Fair Value	Total	Fair Value	Total	Fair Value	Total
Fixed Maturities—Security Sector:											
U.S. government, agencies & government sponsored entities	\$	529	1%	\$ 594	1%	\$ 645	1%	\$ 632	1%	\$ 516	1%
Tax exempt		2,217	4	2,228	4	2,155	4	2,371	4	2,220	4
Foreign government <sup>(1)</sup>		2.699	5	2,432	4	2.294	4	1.725	3	1,736	3
U.S. corporate		22,974	44	23,563	43	23,540	42	24,064	44	25,013	
Foreign corporate		12,320	23	12,579	23	12,465	22	11,657	21	10,993	
Mortgage-backed (MBS): Residential mortgage-backed securities		2,773	5	3,262	6	3,808	7	3,794	7	3,877	7
Commercial mortgage-backed securities		4,853	9	5,263	9	5,513	10	5,600	10	5,762	10
Asset-backed (ABS): Residential mortgage-backed securities		1,307	3	1,640	3	1,930	4	2,397	4	2,187	4
Other non-residential collateral		3,359	6	3,593	7	3,425	6	3,327	6	2,809	5
Total fixed maturities <sup>(2)</sup>	\$	53,031	100%	\$ 55,154	100%	\$ 55,775	100%	\$ 55,567	100%	\$ 55,113	100%
Corporate Bond Holdings—Industry Sector:											
Investment Grade:											
Finance and insurance	\$	11,923	36%	\$ 12,203	36%	\$ 12,605	37%	\$ 12,542	37%	\$ 12,759	38%
Utilities and energy		6,170	19	6,174	18	5,962	18	5,885	18	6,139	18
Consumer—non cyclical		3,581	11	3,750	11	3,640	11	3,494	10	3,747	
Consumer—cyclical		1,817	5	1,874	6	1,893	6	1,860	6	2,205	
Capital goods		1,767	5	1,811	5	1,826	5	1,728	5	2,006	
Industrial		1,444	4	1,520	4	1,455	4	1,413	4	1,458	
Technology and communications		1,931	6	1,986	6	1,992	6	2,032	6	2,101	6
Transportation		1,230	4	1,237	4	1,200	3	1,059	3	1,132	
Other		3,402	10	3,534	10	3,386	10	3,589	11	2,315	
Subtotal	\$	33,265	100%	\$ 34,089	100%	\$ 33,959	100%	\$ 33,602	100%	\$ 33,862	100%
Non-Investment Grade:											
Finance and insurance	\$	232	11%		13%		10%		11%		
Utilities and energy		212	11	186	9	214	11	227	11	231	
Consumer—non cyclical		412	20	427	21	459	23	394	19	463	
Consumer—cyclical		316	16	337	17	340	17	346	16	298	
Capital goods		146	7	142	7	112	5	136	6	136	
Industrial Technologies and a second		257 350	13 17	220 391	11 19	231 401	11 20	268 381	13 18	276 378	
Technology and communications Transportation		66	3	591	3	68	3	71	3	104	
Other		38	2	19	_	9	_	72	3	7	
Subtotal	\$	2,029	100%	\$ 2,053	100%			\$ 2,119	100%	\$ 2,144	·
Total	\$	35,294	100%	\$ 36,142	100%	\$ 36,005	100%	\$ 35,721	100%	\$ 36,006	100%
Fixed Maturities—Contractual Maturity Dates:											
Due in one year or less	\$	2,211	4%	\$ 2,278	4%		4%	\$ 2,059	4%	\$ 2,192	4%
Due after one year through five years		12,026	23	11,434	21	11,330	20	10,639	19	10,487	
Due after five years through ten years		9,215	17	9,441	17	9,758	18	9,732	18	9,999	
Due after ten years		17,287	33	18,243	33	17,966	32	18,019	32	17,800	32
Subtotal		40,739	77	41,396	75	41,099	74	40,449	73	40,478	73
Mortgage and asset-backed		12,292	23	13,758	25	14,676	26	15,118	27	14,635	27
Total fixed maturities	\$	53,031	100%	\$ 55,154	100%		100%	\$ 55,567	100%	\$ 55,113	
										-	_

Effective September 30, 2007, the Canadian guarantee fund has been reclassified prospectively to fixed maturities. The balance as of September 30, 2007 was \$455 million.
 The following table sets forth the fair value of our fixed maturities by pricing source as of the date indicated:

# Additional Information on Mortgage-backed and Asset-backed Securities Collateralized by Sub-prime Residential Mortgage Loans (amounts in millions)

#### Estimated Fair Value by Vintage and Rating as of March 31, 2008:

	200	2004 and		First Half	Second Half			
S&P Rating	Р	rior	2005	2006	2006	2007	2008	Total <sup>(1)</sup>
AAA	\$	119	\$124	\$ 88	\$ 148	\$ 62	\$—	\$ 541
AA		36	102	23	7	54		222
Subtotal		155	226	111	155	116	_	763
A		95	120	62	30	—	—	307
BBB		32	27			_	—	59
BB		1	2	1	—	—	—	4
В		1	1	4	—	—	—	6
Caa and lower			3	4				7
Total	\$	284	\$379	\$ 182	\$ 185	\$116	\$—	\$ 1,146
			_			_		

Our sub-prime securities are principally backed by first lien mortgages. We do not have a significant exposure to second liens or option adjustable rate mortgages. We do not have any material exposure to mezzanine CDOs. We do not have any exposure to net interest margin deals, highly leveraged transactions or CDO-squared investments.

## Estimated Fair Value by Vintage and Rating as of December 31, 2007:

	2004 and		First Half	Second Half		
S&P Rating	Prior	2005	2006	2006	2007	Total
ААА	\$ 163	\$166	\$ 130	\$ 198	\$102	\$ 759
AA	61	112	52	13	91	329
Subtotal	224	278	182	211	193	1,088
A	87	147	81	4	—	319
BBB	30	41	1	_	_	72
BB	4	1		—	—	5
В		1	1	—	_	2
Caa and lower		_				
Total	\$ 345	\$468	\$ 265	\$ 215	\$193	\$1,486

#### Net Unrealized Losses by Vintage and Rating as of March 31, 2008:

	2004 and							
S&P Rating	Pr	ior	2005	2006	2006	2007	2008	Total
AAA	\$	(6)	\$ (11)	\$ (11)	\$ (24)	\$ (21)	\$—	\$ (73)
АА		(10)	(34)	(35)	(13)	(126)		(218)
Subtotal		(16)	(45)	(46)	(37)	(147)	_	(291)
A		(30)	(99)	(109)	(13)	_		(251)
BBB		(6)	(20)	_	—	_	_	(26)
BB		(1)	(2)	(2)	_	_	_	(5)
В		(1)	_	(5)	—	_	_	(6)
Caa and lower			(1)				_	(1)
Total	\$	(54)	\$(167)	\$ (162)	\$ (50)	\$(147)	<b>\$</b> —	\$(580)

Our fixed maturity portfolio includes residential mortgage-backed and asset-backed securities collateralized by sub-prime residential mortgage loans. The following table sets forth the fair value of these sub-prime investments by pricing source as of the date indicated: (1)

	March 31	, 2008
	Estimated Fair Value	% of Total
Priced via independent pricing services	\$ 1,076	94%
Priced via broker expectations	68	6
Priced via internally developed matrices	2	
Total sub-prime investments	<u>\$ 1,146</u>	100%

## Additional Information on Mortgage-backed and Asset-backed Securities Collateralized by Alt-A Residential Mortgage Loans

(amounts in millions)

Estimated Fair Value by Vintage and Rating as of March 31, 2008:

	2004 and		First Half	Second Half			
S&P Rating	Prior	2005	2006	2006	2007	2008	Total <sup>(1)</sup>
AAA	\$ 135	\$167	\$ 106	\$ 46	\$ 83	\$—	\$ 537
AA	20	187	54	1	4	_	266
Subtotal	155	354	160	47	87	—	803
A	45	57	27	2	—	—	131
BBB	3	6	7	—	—	—	16
В	_	—	1	_	—	—	1
Caa and lower		1					1
Total	\$ 203	\$418	\$ 195	\$ 49	\$ 87	<u>\$</u>	\$ 952

#### Estimated Fair Value by Vintage and Rating as of December 31, 2007:

	2004 and		First Half	Second Half		
S&P Rating	Prior	2005	2006	2006	2007	Total
AAA	\$ 214	\$262	\$ 126	\$ 36	\$ 81	\$ 719
AA	32	274	99		18	423
Subtotal	246	536	225	36	99	1,142
A	71	130	61	10	2	274
BBB	10	15	6	_	—	31
В	—	—	1	_	_	1
Caa and lower		1			_	1
Total	\$ 327	\$682	\$ 293	\$ 46	\$101	\$1,449

Net Unrealized Losses by Vintage and Rating as of March 31, 2008:

	200	4 and		First H	alf	Second H	alf			
S&P Rating	P	rior	2005	2006		5 2006		2007	2008	Total
AAA	\$	(14)	\$ (32)	\$	(17)	\$	(12)	\$ (34)	\$—	\$(109)
AA		(9)	(70)		(32)		(4)	(1)		(116)
Subtotal		(23)	(102)		(49)		(16)	(35)	_	(225)
Α		(8)	(37)		(17)	-	_	—	—	(62)
BBB		(4)	(9)		(8)	-	_	—	—	(21)
В		—	—		_	-	_	—	—	—
Caa and lower		_	_		_	-	_			
Total	\$	(35)	\$(148)	\$	(74)	\$	(16)	\$(35)	\$	\$(308)

(1) Our fixed maturity portfolio includes residential mortgage-backed and asset-backed securities collateralized by Alt-A residential mortgage loans. The following table sets forth the fair value of these Alt-A investments by pricing source as of the date indicated:

	March 3	1, 2008
	Estimated Fair Value	% of Total
Priced via independent pricing services	\$ 774	81%
Priced via broker expectations	169	18
Priced via internally developed matrices	9	1
Total Alt-A investments	\$ 952	100%

#### Additional Information on Commercial Mortgage-backed Securities

(amounts in millions)

Estimated Fair Value by Vintage and Rating as of March 31, 2008:

	2004 and					
S&P Rating	Prior	2005	2006	2007	2008	Total <sup>(1)</sup>
AAA	\$ 2,164	\$297	\$ 605	\$524	\$—	\$ 3,590
AA	83	88	248	141	_	560
Subtotal	2,247	385	853	665	—	4,150
A	82	59	117	113	—	371
BBB	100	24	69	37	_	230
BB	49	2	_	_	_	51
В	22	_	_	_	_	22
Caa and lower	5	_	23	_	_	28
In or near default	1	_	—		—	1
Total	\$ 2,506	\$470	\$1,062	\$815	\$—	\$ 4,853

Estimated Fair Value by Vintage and Rating as of December 31, 2007:

		2004 and				
S&	P Rating	Prior	2005	2006	2007	Total
	AAA	\$ 2,225	\$311	\$ 631	\$579	\$3,746
	AA	113	102	301	160	676
	Subtotal	2,338	413	932	739	4,422
	А	112	64	142	131	449
	BBB	117	35	81	44	277
	BB	54	4	_	—	58
	В	27	_	_	_	27
	Caa and lower	5	—	24	—	29
	In or near default	1	—			1
	Total	\$ 2,654	\$516	\$1,179	\$914	\$5,263

Net Unrealized Losses by Vintage and Rating as of March 31, 2008:

	2004 and					
S&P Rating	Prior	2005	2006	2007	2008	Total
AAA	\$ (5)	\$ (39)	\$ (49)	\$ (59)	\$—	\$(152)
AA	(10)	(21)	(41)	(34)	_	(106)
Subtotal	(15)	(60)	(90)	(93)	—	(258)
A	(20)	(18)	(32)	(35)	_	(105)
BBB	(20)	(11)	(16)	(13)	_	(60)
BB	(2)	(2)	_			(4)
В	(1)	—	_	_	_	(1)
Caa and lower	1	—	(2)			(1)
In or near default						
Total	\$ (57)	\$(91)	\$(140)	\$(141)	\$—	<u>\$(429</u> )

(1) Our fixed maturity portfolio includes commercial mortgage-backed securities. As of March 31, 2008, 64% of our commercial mortgage-backed securities related to loans with fixed interest rates, and 36% related to loans with floating interest rates. The average original loan-to-value ratio for commercial mortgage-backed securities included in our fixed maturity portfolio is 53%.

The following table sets forth the fair value of these investments by pricing source as of the date indicated:

	March 31,	, 2008
	Estimated Fair Value	% of Total
Priced via independent pricing services	\$ 4,128	Total 85 %
Priced via broker expectations	621	13
Priced via internally developed matrices	104	2
Total commercial mortgage backed securities	\$ 4,853	100 %

Commercial Mortgage Loans Summary (amounts in millions)

	(amounts in milli	iounts in millions)									
	March	31, 2008	3	December 31	2007	September 30	, 2007	June 30,	2007	March 31	, 2007
	Carryin	g %	of	Carrying	% of	Carrying	% of	Carrying	% of	Carrying	% of
Summary of Commercial Mortgage Loans	Amoun	t Tot	al	Amount	Total	Amount	Total	Amount	Total	Amount	Total
Geographic Region			- [								
Pacific	\$ 2,32	3 2	26%	\$ 2,339	26%	\$ 2,317	26%	\$ 2,333	26%	\$ 2,303	27%
South Atlantic	2,02		23	2,057	23	2,073	23	1,967	22	1,870	22
Middle Atlantic	1,15		13	1,226	14	1,110	13	1,122	13	1,124	13
East North Central	85		10	874	10	872	10	860	10	858	10
Mountain	79		9	794	9	790	9	764	9	821	10
West South Central	39		5	409	4	388	4	369	4	344	4
West North Central	46		5	464	5	468	5	551	7	549	7
East South Central	29		3	296	3	316	4	293	3	292	3
New England	52	28	6	514	6	522	6	553	6	360	4
Subtotal	8,83	5 10	00%	8,973	100%	8,856	100%	8,812	100%	8,521	100%
Allowance for losses	(2	21)		(26)		(21)		(18)		(17)	1
Unamortized fees and costs		8		6		4		4		4	
Total	\$ 8,82	2		\$ 8,953		\$ 8,839		\$ 8,798		\$ 8,508	
Property Type		-									
Office	\$ 2,37	1 2	27%	\$ 2,454	27%	\$ 2,422	27%	\$ 2,463	28%	\$ 2,364	28%
Industrial	2,29	2 2	26	2,326	26	2,322	26	2,315	26	2,258	27
Retail	2,47	6 2	27	2,465	27	2,438	28	2,369	27	2,238	26
Apartments	1,03	1 1	12	1,054	12	975	11	962	11	972	11
Mixed use/other	66	55	8	674	8	699	8	703	8	689	8
Subtotal	8,83	5 10	00%	8,973	100%	8,856	100%	8,812	100%	8,521	100%
Allowance for losses	(2	21)	_	(26)		(21)		(18)		(17)	, <u> </u>
Unamortized fees and costs		8		6		4		4		4	
Total	\$ 8,82	22		\$ 8,953		\$ 8,839		\$ 8,798		\$ 8,508	
	Principa	ա %։	of	Principal	% of	Principal	% of	Principal	% of	Principal	% of
	Balance			Balance	Total	Balance	Total	Balance	Total	Balance	Total
Loan Size			-								
Under \$5 million	\$ 3,63	41 4	41%	\$ 3,671	41%	\$ 3,691	42%		42%		42%
\$5 million but less than \$10 million	2,08		24	2,073	23	2,064	23	2,039	23	1,944	23
\$10 million but less than \$20 million	1,63		18	1,646	18	1,635	19	1,636	19	1,674	20
\$20 million but less than \$30 million	43		5	442	5	485	5	490	5	461	5
\$30 million and over	1,05	5 1	12	1,116	13	981	11	963	11	859	10
Subtotal	8,82	27 10	00%	8,948	100%	8,856	100%	8,812	100%	8,521	100%
Net premium/discount		8		25							
Total	\$ 8,83	5	l	\$ 8,973		\$ 8,856		\$ 8,812		\$ 8,521	
	March 3 2008	1,		December 31, 2007		September 30, 2007		June 30, 2007		March 31, 2007	
Allowance for Losses on Commercial Mortgage Loans											
Beginning balance	\$ 2	26		\$ 21		\$ 18		\$ 17		\$ 15	
Provisions	_	-		5		3		1		2	
Releases		(5)		_		_		_		_	
Ending balance		21		\$ 26		\$ 21		\$ 18		\$ 17	
<i>a b b b b b b b b b b</i>		=						. 10			

Commercial Mortgage Loan Information by Vintage (loan amounts in millions)

As of March 31, 2008

Loan year	Total lo balanc		nquent balance	Number of loans	Number of delinquent loans	rage balance per loan	Average balance per delinquent loan	Average loan- to- value <sup>(1)</sup>
2004 and prior	\$ 3,4	498	\$ _	1,282	_	\$ 3	NA	39%
2005	1,8	818	_	346	_	5	NA	50%
2006	1,6	673	_	310	—	5	NA	41%
2007	1,7	710	_	235	_	7	NA	29%
2008	I	128	_	91	_	1	NA	57%
Total	\$ 8,8	827	\$ _	2,264	_	\$ 4	NA	39%

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(1) Represents loan-to-value at origination.

General Account GAAP Net Investment Income Yields (amounts in millions)

	2008			2007		
	Q1	Q4	Q3	Q2	Q1	Total
GAAP Net Investment Income						
Fixed maturities—taxable	\$ 764	\$ 802	\$ 821	\$ 792	\$ 774	\$3,189
Fixed maturities—non-taxable	25	25	26	26	25	102
Commercial mortgage loans	143	142	142	134	130	548
Equity securities	10	11	6	7	7	31
Other invested assets	18	19	11	17	6	53
Limited partnerships <sup>(1)</sup>	6	9	26	5	4	44
Policy loans	39	38	36	36	34	144
Cash, cash equivalents and short-term investments	25	32	28	32	27	119
Gross investment income before expenses and fees	1,030	1,078	1,096	1,049	1,007	4,230
Expenses and fees	(28)	(25)	(22)	(25)	(23)	(95)
Net investment income	\$1,002	\$1,053	\$1,074	\$1,024	<u>\$ 984</u>	\$4,135
Annualized Yields						
Fixed maturities—taxable	5.7%	5.9%	6.1%	6.0%	5.9%	6.0%
Fixed maturities—non-taxable	4.6%	4.6%	4.8%	4.6%	4.8%	4.7%
Commercial mortgage loans	6.4%	6.4%	6.4%	6.2%	6.2%	6.3%
Equity securities	11.2%	16.0%	13.4%	16.1%	15.2%	14.5%
Other invested assets	10.9%	16.6%	9.8%	13.9%	5.5%	11.2%
Limited partnerships <sup>(1)</sup>	3.3%	5.9%	21.2%	4.9%	5.3%	9.9%
Policy loans	9.4%	9.2%	9.0%	9.2%	9.0%	9.1%
Cash, cash equivalents and short-term investments	2.9%	4.0%	3.6%	5.0%	4.6%	4.2%
Gross investment income before expenses and fees	5.8%	6.0%	6.2%	6.0%	5.9%	6.0%
Expenses and fees	-0.2%	<u>-0.1</u> %	-0.1%	-0.1%	-0.1%	-0.1%
Net investment income	5.6%	<u>5.9</u> %	6.1%	<u>5.9</u> %	5.8%	5.9%

Yields for fixed maturities and equity securities are based on amortized cost and cost, respectively. Yields for securities lending activity, which is included in other invested assets, are calculated net of the corresponding securities lending liability.

(1) Limited partnership investments are equity-based and do not have fixed returns by period.

# Net Investment Gains (Losses), Net of Taxes and Other Adjustments—Detail (amounts in millions)

	2008 Q1	2007 Q4
Net Investment Gains (Losses), Net of Taxes and Other Adjustments		
Net realized gains (losses) on available-for-sale securities:		
U.S. corporate fixed maturities	\$ (1)	\$ 1
Foreign government	2	_
Mortgage-backed (MBS) fixed maturities		(5)
Asset-backed (ABS) fixed maturities	—	(1)
Equity securities	1	2
Total net realized gains (losses) on available-for-sale securities	2	(3)
Impairments:		
Public corporate fixed maturities	(32)	(19)
Limited partnerships		(1)
Equity securities	—	(3)
Alt-A residential mortgage-backed securities		
A	(20)	(7)
BBB	(10)	(7)
Below BBB	(17)	(8)
Sub-prime residential mortgage-backed securities		
AA	(2)	(18)
A	(3)	
BBB	(8)	(19)
Below BBB	(15)	(34)
Commercial mortgage-backed securities (CMBS)		
A	(3)	—
BBB	(1)	_
Below BBB	(3)	_
Prime residential mortgage-backed securities	(5)	
ABBB	(5)	—
BBB Other mortgage-backed securities	(1)	(7)
	(1)	(7)
Total impairments	(121)	(123)
Net unrealized gains (losses) on trading securities	(5)	(7)
Derivative instruments	(22)	(3)
Bank loans	(2)	
Commercial mortgage loans held-for-sale market valuation allowance	1	(3)
Net investment gains (losses), net of taxes	(147)	(139)
DAC and other intangible amortization related to net investment gains (losses)	19	5
Net investment gains (losses), net of taxes and other adjustments	\$(128)	\$(134)

# **RECONCILIATIONS OF NON-GAAP MEASURES**

**Reconciliation of Operating ROE** (amounts in millions)

			Тพ	elve m	onths ended		
Twelve Month Rolling Average ROE	March 31, 2008	De	cember 31, 2007	Sep	tember 30, 2007	June 30, 2007	March 31, 2007
GAAP Basis ROE		_					
Net income for the twelve months ended <sup>(1)</sup>	\$ 1,012	\$	1,220	\$	1,415	\$ 1,380	\$ 1,318
Quarterly average stockholders' equity, excluding accumulated other comprehensive income (loss) <sup>(2)</sup> GAAP Basis ROE <sup>(1)</sup> divided by <sup>(2)</sup>	\$12,549 8.1%	\$	12,431 9.8%	\$	12,310 11.5%	\$12,181 11.3%	\$12,046 10.9%
Operating ROE							
Net operating income for the twelve months ended <sup>1)</sup>	\$ 1,277	\$	1,373	\$	1,414	\$ 1,343	\$ 1,320
Quarterly average stockholders' equity, excluding accumulated other comprehensive income							
$(loss)^{(2)}$	\$12,549	\$	12,431	\$	12,310	\$12,181	\$12,046
Operating ROE <sup>(1)</sup> divided by <sup>(2)</sup>	10.2%		11.0%		11.5%	11.0%	11.0%

The twelve months ended information is derived by adding the four quarters of net income and net operating income from page 9 herein. (1)

Quarterly average stockholders' equity, excluding accumulated other comprehensive income (loss), is derived by averaging ending stockholders' equity, excluding (2)accumulated other comprehensive income (loss), but including equity related to discontinued operations, for the most recent five quarters.

				TI	iree m	onths ended				
Quarterly Average ROE		· · · ·		ý <b>1</b>					arch 31, 2007	
GAAP Basis ROE										
Net income for the period ended <sup>3)</sup>	\$	116	\$	178	\$	339	\$	379	\$	324
Average stockholders' equity for the period, excluding accumulated other comprehensive income (loss) <sup>(4)</sup> Annualized GAAP Quarterly Basis ROE <sup>(3)</sup> divided by <sup>(4)</sup>	\$12	2,756 3.6%	\$	12,686 5.6%	\$	12,518 10.8%	\$12,	,307 12.3%	\$ 1	12,185 10.6%
Operating ROE										
Net operating income for the period ended <sup>3)</sup>	\$	244	\$	314	\$	368	\$	351	\$	340
Average stockholders' equity for the period, excluding accumulated other comprehensive income (loss) <sup>(4)</sup>	\$12	2,756	\$	12,686	\$	12,518	\$12,		\$1	12,185
Annualized Operating Quarterly Basis ROE (3) divided by(4)		7.7%		9.9%		11.8%		11.4%		11.2%

(3)

Net income and net operating income from page 9 herein. Quarterly average stockholders' equity, excluding accumulated other comprehensive income (loss), is derived by averaging ending stockholders' equity, excluding (4) accumulated other comprehensive income (loss), but including equity related to discontinued operations.

#### Non-GAAP Definition for Operating ROE

The company references the non-GAAP financial measure entitled "operating return on equity" or "operating ROE." The company defines operating ROE as net operating income divided by average ending stockholders' equity, excluding accumulated other comprehensive income (loss) (AOCI) in average ending 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 divided by average ending stockholders' equity.

Reconciliation of Expense Ratio (amounts in millions)

	2008			2007		
	Q1	Q4	Q3	Q2	Q1	Total
GAAP Basis Expense Ratio						
Acquisition and operating expenses, net of deferrals <sup>(1)</sup>	\$ 528	\$ 551	\$ 540	\$ 495	\$ 489	\$ 2,075
Total revenues <sup>(2)</sup>	\$2,753	\$2,775	\$2,875	\$2,765	\$2,710	\$11,125
Expense ratio <sup>(1)</sup> divided by <sup>(2)</sup>	19.2%	19.9%	18.8%	17.9%	18.0%	18.7%
GAAP Basis, As Adjusted – Expense Ratio						
Acquisition and operating expenses, net of deferrals	\$ 528	\$ 551	\$ 540	\$ 495	\$ 489	\$ 2,075
Less wealth management	67	70	69	65	60	264
Less payment protection insurance business	200	199	218	183	181	781
Less expenses related to reorganization <sup>(a)</sup>					8	8
Adjusted acquisition and operating expenses, net of deferrals <sup>3)</sup>	\$ 261	\$ 282	\$ 253	\$ 247	\$ 240	\$ 1,022
Total revenues	\$2,753	\$2,775	\$2,875	\$2,765	\$2,710	\$11,125
Less wealth management	87	90	88	82	76	336
Less payment protection insurance business	418	398	410	363	357	1,528
Less net investment gains (losses)	(226)	(214)	(48)	(51)	(19)	(332)
Adjusted total revenues <sup>(4)</sup>	\$2,474	\$2,501	\$2,425	\$2,371	\$2,296	\$ 9,593
Adjusted expense ratio <sup>(3)</sup> divided by <sup>(4)</sup>	10.5%	<u>11.3</u> %	10.4%	10.4%	10.5%	10.7%

#### Non-GAAP Definition for Expense Ratio

The company references the non-GAAP financial measure entitled "expense ratio" as a measure of productivity. The company defines expense ratio as acquisition and operating expenses, net of deferrals, divided by total revenues, excluding the effects of the company's wealth management and payment protection Insurance businesses. The wealth management and payment protection insurance businesses are excluded from this ratio as their expense bases are comprised of varying levels of non-deferrable acquisition costs. Management believes that the expense ratio analysis enhances understanding of the productivity of the company. However, the expense ratio as defined by the company should not be viewed as a substitute for GAAP acquisition and operating expenses, net of deferrals, divided by total revenues.

(a) Includes severance and other employee related expenses associated with our reorganization announced in the first quarter of 2007.

Reconciliation of Core Premiums (amounts in millions)

	2008		2007				
	Q1	Q4	Q3	Q2	Q1	Total	
Reported premiums	\$1,717	\$1,670	\$1,600	\$1,549	\$1,511	\$6,330	
Less retirement income—spread-based premiums	167	135	118	151	154	558	
Less impact of changes in foreign exchange rates	25						
Core premiums	\$1,909	\$1,805	\$1,718	\$1,700	\$1,665	\$6,888	
Reported premium percentage change from prior year	13.6%						
Core premium percentage change from prior year	14.7%						

#### **Non-GAAP Definition for Core Premiums**

The company references the non-GAAP financial measure entitled "core premiums" as a measure of premium growth. The company defines core premiums as earned premiums less premiums from our retirement income—spread-based business and the impact of changes in foreign exchange rates. The retirement income—spread-based premiums are excluded in this measure primarily because these are single premiums and are not an indication of future premiums. The impact of changes in foreign exchange rates are excluded in this measure to present periods on a comparable exchange rate. Management believes that analysis of core premiums enhances understanding of premium growth of the company. However, core premiums as defined by the company should not be viewed as a substitute for GAAP earned premiums.

#### **Reconciliation of Core Yield**

		2008			2007		
	(Assets - amounts in billions)	Q1	Q4	Q3	Q2	Q1	Total
	Reported—Total Invested Assets and Cash	\$ 73.3	\$ 73.9	\$ 73.5	\$ 72.6	\$71.3	\$ 73.9
	Subtract:						
	Securities lending	2.4	2.4	2.3	2.2	2.2	2.4
	Unrealized gains (losses)	(1.6)	(0.3)	(0.3)	(0.2)	1.0	(0.3)
	Derivative counterparty collateral	0.7	0.4	0.2	0.1	0.3	0.4
	Adjusted end-of-period invested assets	\$ 71.8	\$ 71.4	\$ 71.3	\$ 70.5	\$67.8	\$ 71.4
(A)	Average Invested Assets used in Reported and Core Yield Calculation	\$ 71.6	\$ 71.4	\$ 70.9	\$ 69.2	\$67.5	\$ 69.6
	Subtract: portfolios supporting floating and short-term products	14.1	14.1	14.2	13.4	12.2	13.5
<b>(B)</b>	Average Invested Assets used in Core Yield (excl. Floating & Short-Term) Calculation	\$ 57.5	\$ 57.3	\$ 56.7	\$ 55.8	\$55.3	\$ 56.1
	(Income - amounts in millions)						
(C)	Reported - Net Investment Income	\$1,002	\$1,053	\$1,074	\$1,024	\$ 984	\$4,135
	Subtract:						
	Bond calls and commercial mortgage loan prepayments	12	6	14	22	10	52
	Reinsurance and reclassification <sup>(1)</sup>	15	15	26	18	9	68
	Other non-core items <sup>(2)</sup>	(1)	5	1	1	6	13
(D)	Core Net Investment Income	976	1,027	1,033	983	959	4,002
	Subtract: investment income from portfolios supporting floating and short-term products	164	205	209	196	180	790
(E)	Core Net Investment Income (excl. Floating and Short-Term)	\$ 812	\$ 822	\$ 824	\$ 787	\$ 779	\$3,212
(C) / (A)	Reported Yield	5.60%	5.90%	6.06%	5.92%	5.84%	5.94%
(D) / (A)	Core Yield <sup>(3)</sup>	5.45%	5.75%	5.83%	5.69%	5.69%	5.75%
(E) / (B)	Core Yield (excl. Floating and Short-Term) <sup>3)</sup>	5.65%	5.74%	5.81%	5.65%	5.64%	5.72%

Notes:-Columns may not add due to rounding.

have been annualized.

Yields

#### Non-GAAP Definition for Core Yield

The company 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 those items that are not recurring in nature. 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.

(1) Represents imputed investment income related to a reinsurance agreement in our payment protection business. The third quarter of 2007 reflects an expense reclassification of \$16 million from net investment income to acquisition and operating expenses, net of deferrals. The reclassification is associated with exit fee accruals for the guarantee fund that the Canadian government requires us to maintain in the event of insolvency. Prior periods were not restated as the adjustment is immaterial to the current period and all prior periods.

(2) Includes consent fees, return of investment and various other immaterial items.

(3) Beginning in 2007, limited partnership assets and investment income were allocated to the operating segments from Corporate and Other. The core yield calculation has been adjusted to include limited partnership assets and investment income to reflect the diversified portfolio strategy used to support the retirement and protection business liabilities.

# **CORPORATE INFORMATION**

#### **Industry Ratings**

Our principal life insurance subsidiaries are rated by A.M. Best, Standard and Poors (S&P), Moody's and Fitch as follows:

Company	A.M. Best	S&P	Moody's	Fitch
Genworth Life Insurance Company	A+	AA-	Aa3	AA-
Genworth Life Insurance Company (short term rating)	Not rated	A-1+	P-1	Not rated
Genworth Life and Annuity Insurance Company	A+	AA-	Aa3	AA-
Genworth Life and Annuity Insurance Company (short term rating)	Not rated	A-1+	P-1	Not rated
Genworth Life Insurance Company of New York	A+	AA-	Aa3	AA-
Continental Life Insurance Company of Brentwood, Tennessee	А	Not rated	Not rated	Not rated

Our mortgage insurance subsidiaries are rated by S&P, Moody's and Fitch as follows:

<u>Company</u>	S&P	Moody's	Fitch
Genworth Mortgage Insurance Corporation	AA	Aa2	AA
Genworth Financial Mortgage Insurance Pty. Limited	AA	Aa2	AA
Genworth Financial Mortgage Insurance Limited	AA	Aa2	AA
Genworth Residential Mortgage Insurance Corporation of NC	AA	Aa2	AA
Genworth Financial Assurance Corporation	Not rated	Aa2	AA
Genworth Financial Mortgage Insurance Company Canada <sup>(1)</sup>	AA	Not rated	Not rated
Genworth Seguros de Credito a la Vivienda S.A. de C.V.	mxAAA	Aaa.mx	AAA(mex)

(1) Genworth Financial Mortgage Insurance Company Canada is also rated "AA" by Dominion Bond Rating Service (DBRS).

The A.M. Best, S&P, Moody's and Fitch ratings are not designed to be, and do not serve as, measures of protection or valuation offered to investors. These financial strength ratings should not be relied on with respect to making an investment in our securities.

A.M. Best states that its "A+" (Superior) rating is assigned to those companies that have, in its opinion, a superior ability to meet their ongoing obligations to policyholders. The "A+" (Superior) rating is the second-highest of fifteen ratings assigned by A.M. Best, which range from "A++" to "F."

S&P states that an insurer rated "AA" (Very Strong) has very strong financial security characteristics that outweigh any vulnerabilities, and is highly likely to have the ability to meet financial commitments. The "AA" range is the second-highest of the four ratings ranges that meet these criteria, and also is the second-highest of nine financial strength rating ranges assigned by S&P, which range from "AAA" to "R." A plus (+) or minus (-) shows relative standing in a rating category. Accordingly, the "AA" and "AA-" ratings are the third- and fourth-highest of S&P's 21 ratings categories. The short-term "A-1" rating is the highest rating and shows the capacity to meet financial commitments is strong. Within this category, the designation of a plus sign (+) indicates capacity to meet its financial commitments is extremely strong. An obligor rated "mxAAA" has a very strong capacity to meet its financial commitments relative to that of other Mexican obligors. The "mxAAA" rating is the highest enterprise credit rating assigned on S&P's CaVal national scale.

#### **Industry Ratings (continued)**

Moody's states that insurance companies rated "Aa" (Excellent) offer excellent financial security. Moody's states that companies in this group constitute what are generally known as high-grade companies. The "Aa" range is the second-highest of nine financial strength rating ranges assigned by Moody's, which range from "Aaa" to "C." Numeric modifiers are used to refer to the ranking within the group, with 1 being the highest and 3 being the lowest. Accordingly, the "Aa2" and "Aa3" ratings are the third-and fourth-highest of Moody's 21 ratings categories. Short-term rating "P-1" is the highest rating and shows superior ability for repayment of short-term debt obligations. Issuers or issues rated "Aaa.mx" demonstrate the strongest creditworthiness relative to other issuers in Mexico.

Fitch states that "AA" (Very Strong) rated insurance companies are viewed as possessing very strong capacity to meet policyholder and contract obligations, risk factors are modest, and the impact of any adverse business and economic factors is expected to be very small. The "AA" rating category is the second-highest of eight financial strength rating categories, which range from "AAA" to "C." The symbol (+) or (-) may be appended to a rating to indicate the relative position of a credit within a rating category. These suffixes are not added to ratings in the "AAA" category or to ratings below the "CCC" category. Accordingly, the "AA" and "AA-" ratings are the third- and fourth-highest of Fitch's 21 ratings categories. The "AAA(mex)" rating denotes the highest rating assigned within the scale for Mexico. The rating is assigned to the policyholder obligations of the "best" insurance entities relative to all other issuers or issues in Mexico, across all industries and obligation types.

DBRS states that long-term debt rated "AA" is of superior credit quality, and protection of interest and principal is considered high. In many cases they differ from long-term debt rated "AAA" only to a small degree. Given the extremely restrictive definition DBRS has for the "AAA" category, entities rated "AA" are also considered to be strong credits, typically exemplifying above-average strength in key areas of consideration and unlikely to be significantly affected by reasonably foreseeable events.

A.M. Best, S&P, Moody's, Fitch and DBRS review their ratings periodically and we cannot assure you that we will maintain our current ratings in the future. Other agencies may also rate our company or our insurance subsidiaries on a solicited or an unsolicited basis.

#### **About Genworth Financial**

Genworth is a leading financial security company meeting the retirement, longevity and lifestyle protection, investment and mortgage insurance needs of more than 15 million customers, with a presence in more than 25 countries. For more information, visit www.genworth.com.

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