# UNITED STATES
# SECURITIES AND EXCHANGE COMMISSION
**Washington, D.C. 20549**

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# FORM 8-K

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## CURRENT REPORT

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

**November 3, 2011**
**Date of Report**
**(Date of earliest event reported)**

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# GENWORTH FINANCIAL, INC.
**(Exact name of registrant as specified in its charter)**

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

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

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

**N/A**
**(Former name or former address, if changed since last report)**

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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 November 3, 2011, Genworth Financial, Inc. issued (1) a press release announcing its financial results for the quarter ended September 30, 2011, 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 September 30, 2011, 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 November 3, 2011. |
| 99.2 | Financial Supplement for the quarter ended September 30, 2011. |

## 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: November 3, 2011

By: /s/ Amy R. Corbin
Amy R. Corbin
Vice President and Controller
(Principal Accounting Officer)

## Exhibit Index

| Exhibit Number | Description of Exhibit |
| --- | --- |
| 99.1 | Press Release dated November 3, 2011. |
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News Release

6620 West Broad
Richmond, VA 23230

Genworth

**Genworth Financial Announces Third Quarter 2011 Results**
**Retirement And Protection Earnings Up Eight Percent**
**U.S. Mortgage Insurance Benefits From Loss Mitigation And New Business**
**Announces Plans To Pursue Minority Share IPO Of Australia Mortgage Insurance**

Richmond, VA (November 3, 2011) – Genworth Financial, Inc. (NYSE: GNW) today reported results for the third quarter of 2011. The company reported net income[1] of $29 million, or $0.06 per diluted share, compared with net income of $83 million, or $0.17 per diluted share, in the third quarter of 2010. Net operating income[2] for the third quarter of 2011 was $104 million, or $0.21 per diluted share, compared with net operating income of $29 million, or $0.06 per diluted share, in the third quarter of 2010.

"Third quarter reported earnings reflected improvement in Retirement and Protection and consistent overall international performance, excluding tax items," said Michael D. Fraizer, chairman and chief executive officer. "U.S. Mortgage Insurance losses declined due to good loss mitigation results, stability in the aging of loan delinquencies and higher levels of profitable new business. International capital generation remained strong while revenues slowed reflecting smaller origination markets. We continue to pursue and accelerate value-enhancing strategies to redeploy and optimize capital while maintaining appropriate risk buffers, including strategic management of new business levels and our plan to pursue a minority share IPO of our Australian mortgage insurance business."

1 Unless otherwise stated, all references in this press release to net income, net income per share, net operating income (loss), net operating income per share, book value, book value per share and stockholders' equity should be read as net income available to Genworth's common stockholders, net income available to Genworth's common stockholders per share, net operating income (loss) available to Genworth's common stockholders, net operating income available to Genworth's common stockholders per share, book value available to Genworth's common stockholders, book value available to Genworth's common stockholders per share and stockholders' equity available to Genworth's common stockholders, respectively.

2 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.

**Consolidated Net Income &**
**Net Operating Income**

| | Three months ended September 30 (Unaudited) | | | |
|---|---|---|---|---|
| | 2011 | | 2010 | |
| *(Amounts in millions, except per share)* | Total | Per diluted share | Total | Per diluted share |
| Net income | $ 29 | $ 0.06 | $ 83 | $ 0.17 |
| Net operating income | $ 104 | $ 0.21 | $ 29 | $ 0.06 |
| Weighted average diluted shares | 492.5 | | 493.9 | |
| Book value per share | $33.16 | | $30.64 | |
| Book value per share, excluding accumulated other comprehensive income (loss) | $25.27 | | $25.57 | |

Investment losses, net of tax and other adjustments, were $60 million[3] in the quarter compared to net investment gains of $54 million in the prior year.

Segment net operating income (loss) results are summarized in the table below:

**Segment Net Operating Income (Loss)**

| *(Amounts in millions)* | **Q3 11** | **Q3 10** |
|---|---|---|
| Retirement and Protection | $ 120 | $ 111 |
| International | 98 | 121 |
| U.S. Mortgage Insurance (U.S. MI) | (79) | (152) |

Net operating income (loss) excludes net investment gains (losses) and other adjustments, net of taxes. 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.

Unless specifically noted, in the discussion of International results, references to percentage changes exclude the impact of foreign exchange. Percentage changes, which include the impact of foreign exchange, are found in a table at the end of this press release. The impact of foreign exchange on net operating income in the third quarter of 2011 was a favorable $14 million versus the prior year.

3 Total net investment losses also included an additional $15 million for a contingent purchase price valuation adjustment associated with an earnout payment related to the 2010 acquisition of Altegris by the company.

**Australia Mortgage Insurance IPO**[4]

Genworth plans to pursue a minority initial public offering (IPO) of its Australian mortgage insurance business in the second quarter of 2012, subject to market conditions and regulatory review and approval. This move is part of a broader strategy to rebalance the business portfolio, support future growth opportunities for the Australian business with expanded access to the capital markets, maintain control positions of strategic mortgage insurance platforms in Australia and Canada, and together with other actions, free material capital for redeployment. The company anticipates selling up to 40 percent of its holdings, while maintaining a control position. In conjunction with this transaction, the company anticipates recording a tax charge in the fourth quarter of 2011 of up to $80 million related to the potential repatriation of earnings from this planned transaction.

**Retirement and Protection**

**Highlights**

- Total segment operating earnings and revenue[5] increased eight percent and six percent, respectively, driven by improved earnings in life insurance and increased investment income.
- Overall sales were up over the prior year with sales in life insurance moderating as a result of pricing actions.
- The next generation long term care (LTC) insurance offering was introduced with price increases from 9 to 20 percent. These offerings further adjust primarily for the low interest rate environment while also expanding wellness program and care coordination services.
- The company continued to expand its use of reinsurance across life and LTC as part of capital optimization strategies.

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

5 Operating revenue is a non-GAAP measure that excludes net investment gains (losses). Total segment operating revenue excludes net investment losses of $111 million and net investment gains of $57 million for the three months ended September 30, 2011 and 2010, respectively. Total segment revenue, including net investment gains (losses), decreased three percent for the same period. See the Use of Non-GAAP Measures section of this press release for additional information.

- The consolidated risk based capital (RBC) ratio is estimated to be 365 percent[6] down modestly on a sequential basis, primarily reflecting equity market impact on the run-off variable annuity block of business.
- The company completed the sale of its Medicare Supplement business on October 1st and results will no longer be included in consolidated or Retirement and Protection segment results.

6 Company estimate for the third quarter of 2011, due to timing of the filing of statutory statements.

**Retirement and Protection**
**Net Operating Income (Loss)**

| *(Amounts in millions)* | Q3 11 | Q3 10 |
|---|---|---|
| Life Insurance | $ 72 | $ 33 |
| Long Term Care | 31 | 44 |
| Wealth Management | 12 | 8 |
| Retirement Income | | |
| Spread-Based | 20 | 16 |
| Fee-Based | (15) | 10 |
| Total Retirement and Protection | **$ 120** | **$ 111** |

**Sales**

| *(Amounts in millions)* | Q3 11 | Q3 10 |
|---|---|---|
| Life Insurance | | |
| Term and Universal Life | $ 45 | $ 42 |
| Linked Benefits[7] | 20 | 14 |
| Excess Deposits | 40 | 26 |
| Long Term Care[7] | | |
| Individual | 54 | 38 |
| Group | — | 3 |
| Medicare Supplement | 16 | 12 |
| Wealth Management | | |
| Gross Flows | 1,565 | 1,354 |
| Net Flows | 446 | 461 |
| Retirement Income | | |
| Spread-Based[7] | 495 | 218 |
| Fee-Based | 35 | 151 |

7 The sales associated with the linked benefit product related to universal life insurance and single premium deferred annuities that were previously reported in the long term care business are being reflected in the life insurance and spread-based retirement income business, respectively, for comparative purposes.

**Assets Under Management**[8]

| *(Amounts in millions)* | Q3 11 | Q3 10 |
|---|---|---|
| Wealth Management | $24,613 | $21,160 |
| Retirement Income Spread-Based | 18,366 | 18,869 |
| Retirement Income Fee-Based | 8,155 | 8,624 |
| **Total Assets Under Management** | **$51,134** | **$48,653** |

Retirement and Protection earnings increased eight percent to $120 million, compared with $111 million a year ago.

Life insurance earnings were $72 million, compared with $33 million in the prior year. Current quarter earnings reflect a $16 million after-tax gain related to selective repurchase of notes secured by non-recourse funding obligations and $14 million of improved in-force performance primarily driven by improved term life insurance persistency. Sales growth moderated and was flat sequentially as pricing was raised for some products given factors such as the low interest rates and the company chose not to follow certain competitors' price reductions.

LTC earnings were $31 million, compared with $44 million in the prior year. Results in the current quarter reflect higher new claims and lower claim termination rates in older issued long term care insurance policies, partially offset by sound performance across the block of newer issued policies, as well as favorable valuation adjustments. The company is currently implementing a previously announced premium rate increase of approximately 18 percent on the majority of older issued policies. As of the end of this quarter, the company had received approvals for price increases in 38 states, which represent more than 60 percent of the targeted premiums. In August, the company introduced new individual long term care insurance offerings with prices 9 to 20 percent above the prices of previous offerings incorporating additional benefits which aid consumers while improving risk profiles. An acceleration of prior-generation product sales has been occurring as part of the transition to the new offering. Medicare Supplement earnings were $8 million in the quarter, up $4 million over the prior year. This is the last quarter that Medicare Supplement will be presented as part of the Retirement and Protection segment.

Wealth management earnings were $12 million, compared with $8 million in the prior year. The business continued to experience positive net flows of $446 million despite a challenging market as a result of fund offerings that are attractive in uncertain markets and investment in programs that support the advisor base. Assets under management (AUM) ended the quarter at $24.6 billion.

[8] Assets under management represent account values, net of reinsurance, and managed third-party assets.

Retirement income spread-based earnings were $20 million, compared to $16 million in the prior year. Results in the current quarter reflected strong investment income and favorable mortality in the single premium immediate annuity product line. Current quarter results included a $5 million unfavorable unlocking of deferred acquisition costs (DAC) primarily related to declining spreads. Sales in the quarter totaled $495 million primarily from opportunistic sales of reduced commission offerings to support targeted margins. Subsequent changes to interest crediting rates to further enhance margins and optimize capital deployment in the current low rate environment are expected to substantially decrease fixed annuity volume. Total spread-based AUM increased slightly sequentially to $18.4 billion.

Retirement income fee-based operating losses were $15 million, compared with $10 million of earnings the prior year. Variable annuity results were significantly impacted by declines and volatility in the equity markets, which accelerated DAC amortization, reduced variable annuity income and increased reserves. The company discontinued sales of new individual and group variable annuities in January 2011.

**International**

**Highlights**

- In Canada mortgage insurance, flow new insurance written (NIW) was up six percent[9] sequentially from seasonal variation and down four percent[9] year over year from a smaller market. The loss ratio was up three points sequentially and five points year over year to 36 percent.
- In Australia mortgage insurance, flow NIW was up four percent[9] sequentially and down three percent[9] year over year as the mortgage origination market showed some improvement from increased refinancing activity in the quarter but overall remains a smaller market. The loss ratio was flat sequentially at 48 percent. Australia also recorded an unfavorable tax charge of $16 million attributable to changes in uncertain tax positions associated with the company's initial public offering in 2004.
- Lifestyle protection pre-tax operating margin[2] improved approximately 100 basis points sequentially and has improved 400 basis points year to date over prior year margin from continued declines in new claim registrations as well as benefits from previously implemented price and distribution contract changes.

[9] Percent change excludes the impact of foreign exchange.

• Solid capital positions continue to be maintained across the lifestyle protection, Canadian and Australian businesses.

**International**
**Net Operating Income (Loss)**

| *(Amounts in millions)* | Q3 11 | Q3 10 |
|---|---|---|
| Mortgage Insurance | | |
| Canada | $ 39 | $ 44 |
| Australia | 41 | 48 |
| Other International | (7) | 1 |
| Lifestyle Protection | 25 | 28 |
| Total International | **$ 98** | **$ 121** |

**Sales**

| *(Amounts in billions)* | Q3 11 | Q3 10 |
|---|---|---|
| Mortgage Insurance (MI) | | |
| Flow | | |
| Canada | $ 6.8 | $ 6.7 |
| Australia | 7.1 | 6.1 |
| Other International | 0.5 | 0.7 |
| Bulk | | |
| Canada | 0.6 | 0.6 |
| Australia | 0.1 | 0.9 |
| Other International | 0.3 | — |
| **Total International MI** | **$ 15.4** | **$ 15.0** |
| **Lifestyle Protection** | **$ 0.4** | **$ 0.4** |

Reported international earnings, including tax items, decreased nineteen percent to $98 million, compared with $121 million a year ago. Excluding the unfavorable Australian tax charge of $16 million in the current quarter and the prior year lifestyle protection tax benefit of $7 million, reported international earnings were flat compared to prior year. International earnings, excluding foreign exchange, decreased 31 percent[9] compared to a year ago or 14 percent[9] adjusting for the two tax items, primarily driven by slowing revenues associated with smaller market sizes, increased losses in certain regions of Canada and Australia and higher interest expense.

Canadian operating earnings decreased 18 percent[9] from the prior year primarily from lower revenues, as larger in-force vintages gradually run-off, and increased losses in Alberta. The loss ratio in the quarter was 36 percent, up from 33 percent in the second quarter and increased five points from the prior year, driven by certain Alberta submarkets. Flow NIW in Canada decreased four percent[9] year over year despite increased account penetration reflecting a smaller mortgage origination market.

At quarter end, the Canada MI business had a regulatory capital ratio of 161 percent[6] and GAAP book value of $2.5 billion, of which $1.4 billion represented Genworth’s 57.5 percent ownership interest.

Excluding the unfavorable tax charge, Australia operating earnings decreased four percent[9] from the prior year due to increased delinquencies. The loss ratio in the quarter was 48 percent, flat with the prior quarter and up 10 points over the prior year, reflecting ongoing economic impacts from flooding in Queensland earlier in 2011 and continued pressure on certain consumers and small business owners from the combined impacts of higher interest rates, increased living costs, currency valuation and lower consumer spending. Flow NIW decreased three percent[9] compared to the prior year primarily reflecting share shifts among bank distributors.

At quarter end, the Australia MI business had a regulatory capital ratio of 157 percent[6] and GAAP book value of $2.0 billion.

Other international mortgage insurance operating results decreased $8 million from the prior year from lower revenue, higher taxes and increased losses primarily relating to Ireland.

Excluding the prior year tax benefit, lifestyle protection earnings were up five percent[9] from the prior year and flat sequentially as improved operating margins[2] associated with reductions in new claim registrations offset decreased revenues from lower new sales in smaller origination markets. Sales continue to be pressured by overall lower consumer lending and spending levels.

At quarter end, the lifestyle protection business had a regulatory capital ratio of approximately 297 percent[6] and GAAP book value of $1.3 billion.

**U.S. Mortgage Insurance**

**Highlights**

- Total flow delinquencies decreased 11 percent from prior year but increased one percent sequentially. New flow delinquencies declined approximately 14 percent from prior year but increased approximately 10 percent from the prior quarter reflecting normal seasonal development.
- Loss mitigation savings were $168 million in the quarter and $420 million year-to-date, with the business remaining on track to achieve the higher end of the targeted $400 to $500 million full year benefit.
- Flow NIW increased 13 percent from the prior year and 42 percent sequentially reflecting the continued shift from Federal Housing Administration (FHA) to private mortgage insurance solutions along with share reallocation from competitors exiting the market. Mortgage insurance penetration was up approximately two points year over year and one point from prior quarter.
- The consolidated risk-to-capital ratio as of September 30, 2011 is estimated to be 27.5:1[6].

**U.S. Mortgage Insurance**

| *(Amounts in millions)* | Q3 11 | Q3 10 |
|---|---|---|
| **Net Operating Loss** | **$ (79)** | **$ (152)** |

**Primary Sales**

| *(Amounts in billions)* | Q3 11 | Q3 10 |
|---|---|---|
| Flow | $ 2.7 | $ 2.4 |
| Bulk | — | 0.3 |
| **Total Primary Sales** | **$ 2.7** | **$ 2.7** |

U.S. MI had a $79 million net operating loss reflecting relatively stable delinquency aging, a seasonal increase in new delinquency development and flat sequential cures.

Total flow delinquencies decreased 11 percent from prior year but increased one percent sequentially. New flow delinquencies were down 14 percent from the prior year but increased 10 percent sequentially from normal seasonal increases. The flow average reserve per delinquency remained relatively flat sequentially at $28,800, down slightly from $29,200 in the second quarter driven by modest mix changes in new and existing delinquencies. Paid claims increased four percent from the prior year driven by a 28 percent decline in claim counts partially offset by a decline in captive benefits of $156 million. Sequentially, paid claims increased 24 percent as the captive paid claim benefit declined by $43 million and claim counts increased nine percent.

Loss mitigation activities associated primarily with loan modifications resulted in $168 million of savings in the quarter, an increase from $130 million in the second quarter.

Flow NIW increased 13 percent over the prior year and 42 percent sequentially reflecting the continued shift of the market presence of the FHA and fewer competitors. Flow persistency was flat at 86 percent on a sequential basis. The company's market share is estimated to have increased on average from approximately 15 percent to 16 percent. In addition, the Home Affordable Refinance Program (HARP) accounted for about $571 million of insurance that is treated as a modification of the coverage on existing insurance in force rather than NIW.

The combined U.S. MI statutory risk-to-capital ratio is estimated to be 27.5:1[6] at the end of the third quarter and 30.7:1[6] for Genworth Mortgage Insurance Corporation (GEMICO), the company's primary mortgage insurance company. GEMICO currently maintains waivers or other authorizations from 46 states that permit the company to continue writing new business while its risk-to-capital ratio exceeds 25.0:1. Additionally, the company has separately capitalized and licensed legal entities to write new business for states where waivers are not in place. Currently, three states are being written out of Genworth Residential Mortgage Assurance Corporation (GRMAC), a subsidiary of GEMICO.

**Investments**

Investment income declined, with net investment income of $842 million, compared to $881 million in the second quarter. The core yield[2] was unchanged sequentially at 4.7 percent.

Net income in the quarter included $60 million of net investment losses, which were net of tax and DAC amortization of $29 million, and also included a $15 million related change in the contingent purchase price valuation associated with an earnout payment related to the acquisition of Altegris in 2010. After-tax net investment losses were $88 million and primarily included:

- $50 million of derivative unrealized losses primarily related to hedges associated with living benefit guarantees in the closed variable annuity block,

- $37 million of unrealized losses related to securitization entities, primarily associated with losses on credit derivatives embedded in certain bond holdings,
- $34 million of net other-than-temporary impairments and
- trading gains of $30 million.

Net unrealized investment gains were $1.5 billion, net of tax and other items, as of September 30, 2011, compared with $587 million as of September 30, 2010 and $236 million as of June 30, 2011. The fixed maturity securities portfolio had gross unrealized investment gains of $4.9 billion compared with $3.7 billion as of September 30, 2010 and gross unrealized investment losses of $1.4 billion compared with $1.6 billion as of September 30, 2010.

**Corporate and Other**

Corporate and Other's net operating loss was $35 million, compared with $51 million in the prior year quarter driven primarily from higher tax benefits. On a pre-tax operating basis, the loss increased by $18 million year over year.

**Holding Company**

Genworth's holding company ended the quarter with $699 million of cash and highly liquid securities, up $32 million sequentially. The company continues to expect at least $350 million in dividends from the International segment on a full year basis. The holding company targets maintaining cash balances of at least two times its annual debt service expense. The company has $222 million of debt maturities in 2012 and no debt maturities in 2013.

**Adoption of New Accounting Pronouncement**

In October 2010, the FASB issued new accounting guidance related to accounting for costs associated with acquiring or renewing insurance contracts. This new accounting guidance will be effective on January 1, 2012. The company expects that this new guidance, when implemented, will reduce GAAP retained earnings and stockholders' equity by approximately $1.3 billion to $1.6 billion, subject to other adjustments. When adopted in 2012, the company expects to defer fewer costs and record lower amortization resulting in decreased earnings, and the company plans to provide an update on the estimated impact on the earnings call for the fourth quarter. The implementation will have no impact on statutory surplus.

**About Genworth Financial**

Genworth Financial, Inc. (NYSE: GNW) is a leading Fortune 500 insurance holding company that is dedicated to helping people secure their financial lives, families and futures. Genworth has leadership positions in offerings that assist consumers in protecting themselves, investing for the future and planning for retirement — including life insurance, long term care insurance, financial protection coverages, and independent advisor-based wealth management — and mortgage insurance that helps consumers achieve homeownership while assisting lenders in managing their risk and capital.

Genworth has approximately 6,500 employees and operates through three segments: Retirement and Protection, U.S. Mortgage Insurance and International. 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. From time to time, Genworth releases important information via postings on its corporate website. Accordingly, investors and other interested parties are encouraged to enroll to receive automatic email alerts and Really Simple Syndication (RSS) feeds regarding new postings. Enrollment information is found under the "Investors" section of Genworth.com.

**Conference Call and Financial Supplement Information**

This press release and the third quarter 2011 financial supplement are now posted on the company's website. Additional information regarding U.S. mortgage insurance and investments is also posted on the company's website, http://investor.genworth.com. Investors are encouraged to review all of these materials.

Genworth will conduct a conference call on November 4, 2011 at 9 a.m. (ET) to discuss the quarter's results. The conference call will be accessible via telephone and the Internet. The dial-in number for Genworth's November 4 conference call is 888 427.9376 or 719 325.2302 (outside the U.S.). 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 888 203.1112 or 719 457.0820 (outside the U.S.); passcode 4736400, through November 18, 2011.

**Use of Non-GAAP Measures**

This press release includes the non-GAAP financial measure entitled "net operating income (loss)." The chief operating decision maker evaluates segment performance and allocates resources on the basis of net operating income (loss) available to Genworth Financial, Inc.'s common stockholders. The company defines net operating income (loss) available to Genworth Financial, Inc.'s common stockholders as income (loss) from continuing operations excluding net income attributable to noncontrolling interests, after-tax net investment gains (losses) and other adjustments and infrequent or unusual non-operating items. This metric excludes net investment gains (losses) and infrequent or unusual non-operating items because the company does not consider them to be related to the operating performance of the company's segments and Corporate and Other activities. A component of the company's net investment gains (losses) is the result of impairments, the size and timing of which can vary significantly depending on market credit cycles. In addition, the size and timing of other investment gains (losses) can be subject to the company's discretion and are influenced by market opportunities, as well as asset-liability matching considerations. Infrequent or unusual non-operating items are also excluded from net operating income (loss) available to Genworth Financial, Inc.'s common stockholders if, in the company's opinion, they are not indicative of overall operating trends. While some of these items may be significant components of net income (loss) available to Genworth Financial, Inc.'s common stockholders in accordance with GAAP, the company believes that net operating income (loss) available to Genworth Financial, Inc.'s common stockholders and measures that are derived from or incorporate net operating income (loss) available to Genworth Financial, Inc.'s common stockholders, including net operating income (loss) available to Genworth Financial, Inc.'s common stockholders per common share on a basic and diluted basis, are appropriate measures that are useful to investors because they identify the income (loss) attributable to the ongoing operations of the business. However, net operating income (loss) available to Genworth Financial, Inc.'s common stockholders and net operating income (loss) available to Genworth Financial, Inc.'s common stockholders per common share on a basic and diluted basis are not substitutes for net income (loss) available to Genworth Financial, Inc.'s common stockholders or net income (loss) available to Genworth Financial, Inc.'s common stockholders per common share on a basic and diluted basis determined in accordance with GAAP. In addition, the company's definition of net operating income (loss) available to Genworth Financial, Inc.'s common stockholders may differ from the definitions used by other companies. There were no infrequent or unusual non-operating items excluded from net operating income (loss) available to Genworth Financial, Inc.'s common stockholders during the periods presented. The tables at the end of this press release reflect net operating income (loss) as determined in accordance with accounting guidance related to segment reporting and a reconciliation of net operating income (loss) of the company's segments and Corporate and Other activities to net income available to Genworth Financial, Inc.'s common stockholders for the three months ended September 30, 2011 and 2010.

This press release includes the non-GAAP financial measure entitled "operating revenue." The company defines operating revenue as revenue excluding net investment gains (losses). The company believes that operating revenue and measures that are derived from or incorporate operating revenue, is an appropriate measure that is useful to investors because it identifies the revenue attributable to the ongoing operations of the business. However, operating revenue is not a substitute for revenue determined in accordance with GAAP. In addition, the company's definition of operating revenue may differ from the definitions used by other companies.

This press release also includes the non-GAAP measure entitled "operating margin" related to the lifestyle protection business. The company defines operating margin as income (loss) from continuing operations before income taxes excluding net investment gains (losses) divided by total revenues excluding net investment gains (losses). Management believes that this analysis of operating margin enhances the understanding of the lifestyle protection business. However, operating margin as defined by the company should not be viewed as a substitute for GAAP margin. In addition, the company's definition of operating margin may differ from the definitions used by other companies.

This press release includes 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. In addition, the company's definition of core yield may differ from the definitions used by other companies. A reconciliation of core yield to reported GAAP yield is included in a table at the end of this press release.

**Definition of Selected Operating Performance Measures**

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

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

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

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

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

**Cautionary Note Regarding Forward-Looking Statements**

This 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 downturns and volatility in global economies and equity and credit markets, downgrades in the company’s financial strength or credit ratings, interest rate fluctuations and levels, adverse capital and credit market conditions, the valuation of fixed maturity, equity and trading securities, defaults, downgrades or other events impacting the value of the company’s fixed maturity securities portfolio, defaults on the company’s commercial mortgage loans or the mortgage loans underlying the company’s investments in commercial mortgage-backed securities and volatility in performance, goodwill impairments, default by counterparties to reinsurance arrangements or derivative instruments, an adverse change in risk based capital and other regulatory requirements, insufficiency of reserves, legal constraints on dividend distributions by the company’s subsidiaries, competition, availability, affordability and adequacy of reinsurance, loss of key distribution partners, regulatory restrictions on the company's operations and changes in applicable laws and regulations, legal or regulatory investigations or actions, the failure or any compromise of the security of the company's computer systems, the occurrence of natural or man-made disasters or a pandemic, the effect of the enactment of the Dodd-Frank Wall Street Reform and Consumer Protection Act, changes in the accounting standards issued by the Financial Accounting Standards Board or other standard-setting bodies and impairments of or valuation allowances against the company's deferred tax assets;

- *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, reputational risks as a result of rate increases on certain in force long term care insurance products, medical advances, such as genetic research and diagnostic imaging, and related legislation, unexpected changes in persistency rates, ability to continue to implement actions to mitigate the impact of statutory reserve requirements and the failure of demand for long term care insurance to increase;
- *Risks relating to the company's International segment*, including political and economic instability or changes in government policies, foreign exchange rate fluctuations, unexpected changes in unemployment rates, unexpected increases in mortgage insurance default rates or severity of defaults, the significant portion of high loan to value insured international mortgage loans which generally result in more and larger claims than lower loan-to-value ratios, competition with government owned and government sponsored enterprises offering mortgage insurance and changes in regulations;
- *Risks relating to the company's U.S. Mortgage Insurance segment*, including increases in mortgage insurance default rates, failure to meet, or have waived to the extent needed, the minimum statutory capital requirements and hazardous financial condition standards, uncertain results of continued investigations of insured U.S. mortgage loans, possible rescissions of coverage and the results of objections to the company's rescissions, the extent to which loan modifications and other similar programs may provide benefits to the company, unexpected changes in unemployment and underemployment rates, further deterioration in economic conditions or a further decline in home prices, problems associated with foreclosure process defects that may defer claim payments, changes to the role or structure of Federal National Mortgage Association (Fannie Mae) and Federal Home Loan Mortgage Corporation (Freddie Mac), competition with government owned and government sponsored enterprises offering mortgage insurance, changes in regulations that affect the U.S. mortgage insurance business,

the influence of Fannie Mae, Freddie Mac and a small number of large mortgage lenders and investors, decreases in the volume of high loan to value mortgage originations or increases in mortgage insurance cancellations, increases in the use of alternatives to private mortgage insurance and reductions by lenders in the level of coverage they select, the impact of the use of reinsurance with reinsurance companies affiliated with mortgage lending customers, legal actions under the Real Estate Settlement Procedures Act of 1974 and potential liabilities in connection with the company's U.S. contract underwriting services;

- *Other risks*, including the risk that adverse market or other conditions might delay or impede the planned IPO of the company's mortgage insurance business in Australia, the possibility that in certain circumstances the company will be obligated to make payments to General Electric Company (GE) under the tax matters agreement with GE even if the company's corresponding tax savings are never realized and payments could be accelerated in the event of certain changes in control and provisions of the company's certificate of incorporation and bylaws and the tax matters agreement with GE may discourage takeover attempts and business combinations that stockholders might consider in their best interests; and
- *Risks relating to the company's common stock,* including the suspension of dividends and stock price fluctuations.

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

# # #

**Contact Information**:

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georgette.nicholas@genworth.com

Media: Al Orendorff, 804 662.2534
alfred.orendorff@genworth.com

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

| | Three months ended September 30, 2011 | Three months ended September 30, 2010 |
|---|---|---|
| Revenues: | | |
| Premiums | $1,461 | $1,447 |
| Net investment income | 842 | 815 |
| Net investment gains (losses) | (157) | 105 |
| Insurance and investment product fees and other | 375 | 300 |
| Total revenues | 2,521 | 2,667 |
| Benefits and expenses: | | |
| Benefits and other changes in policy reserves | 1,457 | 1,502 |
| Interest credited | 194 | 212 |
| Acquisition and operating expenses, net of deferrals | 510 | 472 |
| Amortization of deferred acquisition costs and intangibles | 190 | 227 |
| Interest expense | 124 | 114 |
| Total benefits and expenses | 2,475 | 2,527 |
| Income before income taxes | 46 | 140 |
| Provision (benefit) for income taxes | (19) | 18 |
| Net income | 65 | 122 |
| Less: net income attributable to noncontrolling interests | 36 | 39 |
| Net income available to Genworth Financial, Inc.’s common stockholders | $ 29 | $ 83 |
| Net income available to Genworth Financial, Inc.’s common stockholders per common share: | | |
| Basic | $ 0.06 | $ 0.17 |
| Diluted | $ 0.06 | $ 0.17 |
| Weighted-average common shares outstanding: | | |
| Basic | 490.8 | 489.5 |
| Diluted | 492.5 | 493.9 |

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

| | Three months ended September 30, 2011 | Three months ended September 30, 2010 |
|---|---|---|
| Net operating income (loss): | | |
| Retirement and Protection segment | $ 120 | $ 111 |
| International segment | 98 | 121 |
| U.S. Mortgage Insurance segment | (79) | (152) |
| Corporate and Other | (35) | (51) |
| Net operating income | 104 | 29 |
| Adjustment to net operating income: | | |
| Net investment gains (losses), net of taxes and other adjustments | (75) | 54 |
| Net income available to Genworth Financial, Inc.'s common stockholders | 29 | 83 |
| Add: net income attributable to noncontrolling interests | 36 | 39 |
| Net income | $ 65 | $ 122 |
| Net income available to Genworth Financial, Inc.'s common stockholders per common share: | | |
| Basic | $ 0.06 | $ 0.17 |
| Diluted | $ 0.06 | $ 0.17 |
| Net operating income per common share: | | |
| Basic | $ 0.21 | $ 0.06 |
| Diluted | $ 0.21 | $ 0.06 |
| Weighted-average common shares outstanding: | | |
| Basic | 490.8 | 489.5 |
| Diluted | 492.5 | 493.9 |

**Condensed Consolidated Balance Sheets**
**(Amounts in millions)**

| | September 30, 2011 | December 31, 2010 |
|---|---|---|
| Assets | | |
| Cash, cash equivalents and invested assets | $ 76,803 | $ 72,302 |
| Deferred acquisition costs | 7,359 | 7,256 |
| Intangible assets | 626 | 741 |
| Goodwill | 1,326 | 1,329 |
| Reinsurance recoverable | 16,976 | 17,191 |
| Deferred tax and other assets | 1,002 | 1,910 |
| Separate account assets | 9,794 | 11,666 |
| Total assets | $ 113,886 | $ 112,395 |
| Liabilities and stockholders' equity | | |
| Liabilities: | | |
| Future policy benefits | $ 31,745 | $ 30,717 |
| Policyholder account balances | 26,480 | 26,978 |
| Liability for policy and contract claims | 7,379 | 6,933 |
| Unearned premiums | 4,210 | 4,541 |
| Deferred tax and other liabilities | 8,508 | 7,706 |
| Borrowings related to securitization entities | 414 | 494 |
| Non-recourse funding obligations | 3,280 | 3,437 |
| Long-term borrowings | 4,708 | 4,952 |
| Separate account liabilities | 9,794 | 11,666 |
| Total liabilities | 96,518 | 97,424 |
| Stockholders' equity: | | |
| Common stock | 1 | 1 |
| Additional paid-in capital | 12,117 | 12,095 |
| Accumulated other comprehensive income (loss): | | |
| Net unrealized investment gains (losses): | | |
| Net unrealized gains (losses) on securities not other-than-temporarily impaired | 1,579 | 21 |
| Net unrealized gains (losses) on other-than-temporarily impaired securities | (126) | (121) |
| Net unrealized investment gains (losses) | 1,453 | (100) |
| Derivatives qualifying as hedges | 1,960 | 924 |
| Foreign currency translation and other adjustments | 459 | 668 |
| Total accumulated other comprehensive income (loss) | 3,872 | 1,492 |
| Retained earnings | 2,988 | 2,973 |
| Treasury stock, at cost | (2,700) | (2,700) |
| Total Genworth Financial, Inc.'s stockholders' equity | 16,278 | 13,861 |
| Noncontrolling interests | 1,090 | 1,110 |
| Total stockholders' equity | 17,368 | 14,971 |
| Total liabilities and stockholders' equity | $ 113,886 | $ 112,395 |

**Impact of Foreign Exchange on Operating Results[10]**
**Three months ended September 30, 2011**

| | Percentages Including Foreign Exchange | Percentages Excluding Foreign Exchange[11] |
|---|---|---|
| **International:** | | |
| Total operating income | (19)% | (31)% |
| Total operating income excluding 3Q11 tax charge and 3Q10 tax benefit | — % | (14)% |
| **Canada Mortgage Insurance (MI):** | | |
| Net operating income | (11)% | (18)% |
| Flow new insurance written | 1% | (4)% |
| Flow new insurance written (3Q11 vs. 2Q11) | 6% | 6% |
| **Australia MI:** | | |
| Net operating income | (15)% | (33)% |
| Net operating income excluding 3Q11 tax charge | 19% | (4)% |
| Flow new insurance written | 16% | (3)% |
| Flow new insurance written (3Q11 vs. 2Q11) | 6% | 4% |
| **Lifestyle Protection Insurance:** | | |
| Net operating income | (11)% | (21)% |
| Net operating income excluding 3Q10 tax benefit | 19% | 5% |

10 All percentages are comparing the third quarter of 2011 to the third quarter of 2010 unless otherwise stated.
11 The impact of foreign exchange was calculated using the comparable prior period exchange rates.

## Reconciliation of Core Yield to Reported Yield

| | For the three months ended September 30, 2011 |
|---|---|
| **(Assets – amounts in billions)** | |
| Reported Total Invested Assets and Cash | $ 76.1 |
| Subtract: | |
| Securities lending | 0.2 |
| Unrealized gains (losses) | 5.7 |
| Derivative counterparty collateral | 1.7 |
| Adjusted end of period invested assets | $ 68.5 |
| Average Invested Assets Used in Reported Yield Calculation | $ 68.5 |
| Subtract: | |
| Restricted commercial mortgage loans and other invested assets related to securitization entities[12] | 0.4 |
| Average Invested Assets Used in Core Yield Calculation | $ 68.1 |
| **(Income – amounts in millions)** | |
| Reported Net Investment Income | $ 842 |
| Subtract: | |
| Bond calls and commercial mortgage loan prepayments | 8 |
| Reinsurance[13] | 21 |
| Other non-core items[14] | 3 |
| Restricted commercial mortgage loans and other invested assets related to securitization entities[12] | 8 |
| Core Net Investment Income | $ 802 |
| Reported Yield | 4.92% |
| Core Yield | 4.71% |

12 Represents the incremental assets and investment income related to restricted commercial mortgage loans and other invested assets.
13 Represents imputed investment income related to reinsurance agreements in the lifestyle protection insurance business.
14 Includes mark-to-market adjustment on assets supporting executive deferred compensation and various other immaterial items.

Exhibit 99.2

# Third Quarter Financial Supplement

September 30, 2011

Genworth

# GENWORTH FINANCIAL, INC.
# FINANCIAL SUPPLEMENT
# THIRD QUARTER 2011

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**Note:**
Unless otherwise noted, references in this financial supplement to net income (loss), net income (loss) per share, net operating income (loss), net operating income (loss) per share, book value and book value per common share should be read as net income (loss) available to Genworth Financial, Inc.'s common stockholders, net income (loss) available to Genworth Financial, Inc.'s common stockholders per share, net operating income (loss) available to Genworth Financial, Inc.'s common stockholders, net operating income (loss) available to Genworth Financial, Inc.'s common stockholders per share, book value available to Genworth Financial, Inc.'s common stockholders and book value available to Genworth Financial, Inc.'s common stockholders per share, respectively.

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2011**

Dear Investor,

In the U.S. Mortgage Insurance segment, the company provided additional details related to paid claims and reserves that can be found on page 47.

Once again, thank you for your continued interest in Genworth Financial.

Please feel free to call with any questions or comments.

Regards,

Georgette Nicholas
Investor Relations
804 662.2248

**Use of Non-GAAP Measures**

This financial supplement includes the non-GAAP [(1)] financial measure entitled “net operating income (loss).” The chief operating decision maker evaluates segment performance and allocates resources on the basis of net operating income (loss) available to Genworth Financial, Inc.’s common stockholders. The company defines net operating income (loss) available to Genworth Financial, Inc.’s common stockholders as income (loss) from continuing operations excluding net income attributable to noncontrolling interests, after-tax net investment gains (losses) and other adjustments and infrequent or unusual non-operating items. The company excludes net investment gains (losses) and infrequent or unusual non-operating items because the company does not consider them to be related to the operating performance of the company’s segments and Corporate and Other activities. A component of the company’s net investment gains (losses) is the result of impairments, the size and timing of which can vary significantly depending on market credit cycles. In addition, the size and timing of other investment gains (losses) can be subject to the company’s discretion and are influenced by market opportunities, as well as asset-liability matching considerations. Infrequent or unusual non-operating items are also excluded from net operating income (loss) available to Genworth Financial, Inc.’s common stockholders if, in the company’s opinion, they are not indicative of overall operating trends. While some of these items may be significant components of net income (loss) available to Genworth Financial, Inc.’s common stockholders in accordance with GAAP, the company believes that net operating income (loss) available to Genworth Financial, Inc.’s common stockholders and measures that are derived from or incorporate net operating income (loss) available to Genworth Financial, Inc.’s common stockholders, including net operating income (loss) available to Genworth Financial, Inc.’s common stockholders per common share on a basic and diluted basis, are appropriate measures that are useful to investors because they identify the income (loss) attributable to the ongoing operations of the business. However, net operating income (loss) available to Genworth Financial, Inc.’s common stockholders and net operating income (loss) available to Genworth Financial, Inc.’s common stockholders per common share on a basic and diluted basis are not substitutes for net income (loss) available to Genworth Financial, Inc.’s common stockholders or net income (loss) available to Genworth Financial, Inc.’s common stockholders per common share on a basic and diluted basis determined in accordance with GAAP. In addition, the company’s definition of net operating income (loss) available to Genworth Financial, Inc.’s common stockholders may differ from the definitions used by other companies. There were no infrequent or unusual non-operating items excluded from net operating income (loss) available to Genworth Financial, Inc.’s common stockholders during the periods presented other than a $106 million tax benefit related to separation from the company’s former parent recorded in the first quarter of 2010. The table on page 8 of this financial supplement reflects net operating income (loss) as determined in accordance with accounting guidance related to segment reporting, and a reconciliation of net operating income (loss) of the company’s segments and Corporate and Other activities to net income (loss) available to Genworth Financial, Inc.’s common stockholders for the three and nine months ended September 30, 2011 and 2010. The financial supplement includes other non-GAAP measures management believes enhances the understanding and comparability of performance by highlighting underlying business activity and profitability drivers. These additional non-GAAP measures are on pages 66 through 69 of this financial supplement.

**Selected Operating Performance Measures**

This financial supplement contains selected operating performance measures including “sales,” “assets under management” and “insurance in-force” or “risk in-force” which are commonly used in the insurance and investment industries as measures of operating performance.

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

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

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

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

(1) U.S. Generally Accepted Accounting Principles

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2011**

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

| Balance Sheet Data | September 30, 2011 | June 30, 2011 | March 31, 2011 | December 31, 2010 | September 30, 2010 |
|---|---|---|---|---|---|
| Total Genworth Financial, Inc.'s stockholders' equity, excluding accumulated other comprehensive income | $ 12,406 | $ 12,370 | $ 12,457 | $ 12,369 | $ 12,518 |
| Total accumulated other comprehensive income | 3,872 | 2,062 | 1,620 | 1,492 | 2,484 |
| Total Genworth Financial, Inc.'s stockholders' equity | $ 16,278 | $ 14,432 | $ 14,077 | $ 13,861 | $ 15,002 |
| Book value per common share | $ 33.16 | $ 29.41 | $ 28.70 | $ 28.31 | $ 30.64 |
| Book value per common share, excluding accumulated other comprehensive income | $ 25.27 | $ 25.21 | $ 25.40 | $ 25.26 | $ 25.57 |
| Common shares outstanding as of the balance sheet date | 490.9 | 490.7 | 490.5 | 489.7 | 489.6 |

| | Twelve months ended | | | | |
|---|---|---|---|---|---|
| Twelve Month Rolling Average ROE | September 30, 2011 | June 30, 2011 | March 31, 2011 | December 31, 2010 | September 30, 2010 |
| GAAP Basis ROE | -1.2% | -0.7% | 0.4% | 1.1% | 2.7% |
| Operating ROE(1) | -0.1% | -0.7% | 0.9% | 1.0% | 2.8% |

| | Three months ended | | | | |
|---|---|---|---|---|---|
| Quarterly Average ROE | September 30, 2011 | June 30, 2011 | March 31, 2011 | December 31, 2010 | September 30, 2010 |
| GAAP Basis ROE | 0.9% | -3.1% | 2.6% | -5.2% | 2.6% |
| Operating ROE(1) | 3.4% | -2.4% | 3.2% | -4.3% | 0.9% |

| Basic and Diluted Shares | Three months ended September 30, 2011 | Nine months ended September 30, 2011 |
|---|---|---|
| Weighted-average shares used in basic earnings per common share calculations | 490.8 | 490.5 |
| Potentially dilutive securities: | | |
| Stock options, restricted stock units and stock appreciation rights | 1.7 | 3.2 |
| Weighted-average shares used in diluted earnings per common share calculations | 492.5 | 493.7 |

(1) See page 66 herein for a reconciliation of GAAP Basis ROE to Operating ROE.

# Third Quarter Results

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2011**

**Net Income**
**(amounts in millions)**

| | Three months ended September 30, | | Nine months ended September 30, | |
|---|---|---|---|---|
| | 2011 | 2010 | 2011 | 2010 |
| **REVENUES:** | | | | |
| Premiums | $ 1,461 | $1,447 | $4,353 | $4,387 |
| Net investment income | 842 | 815 | 2,553 | 2,403 |
| Net investment gains (losses) | (157) | 105 | (225) | (104) |
| Insurance and investment product fees and other | 375 | 300 | 1,063 | 812 |
| Total revenues | 2,521 | 2,667 | 7,744 | 7,498 |
| **BENEFITS AND EXPENSES:** | | | | |
| Benefits and other changes in policy reserves | 1,457 | 1,502 | 4,538 | 4,157 |
| Interest credited | 194 | 212 | 599 | 636 |
| Acquisition and operating expenses, net of deferrals | 510 | 472 | 1,524 | 1,446 |
| Amortization of deferred acquisition costs and intangibles | 190 | 227 | 572 | 590 |
| Interest expense | 124 | 114 | 385 | 338 |
| Total benefits and expenses | 2,475 | 2,527 | 7,618 | 7,167 |
| **INCOME BEFORE INCOME TAXES** | 46 | 140 | 126 | 331 |
| Provision (benefit) for income taxes | (19) | 18 | 5 | (80) |
| *Effective tax rate* | *-41.3%* | *12.9%* | *4.0%* | *-24.2%* |
| **NET INCOME** | 65 | 122 | 121 | 411 |
| Less: net income attributable to noncontrolling interests | 36 | 39 | 106 | 108 |
| **NET INCOME AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | $ 29 | $ 83 | $ 15 | $ 303 |

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

| | | Three months ended September 30, 2011 | Three months ended September 30, 2010 | Nine months ended September 30, 2011 | Nine months ended September 30, 2010 |
|---|---|---|---|---|---|
| **Retirement and Protection:** | | | | | |
| Wealth Management | | $ 12 | $ 8 | $ 35 | $ 29 |
| Retirement Income | | 5 | 26 | 63 | 85 |
| Life Insurance | | 72 | 33 | 196 | 102 |
| Long-Term Care | | 31 | 44 | 102 | 131 |
| **Total Retirement and Protection** | | 120 | 111 | 396 | 347 |
| **International:** | | | | | |
| International Mortgage Insurance | —Canada | 39 | 44 | 121 | 130 |
| | —Australia | 41 | 48 | 147 | 150 |
| | —Other | (7) | 1 | (14) | (15) |
| Lifestyle Protection Insurance | | 25 | 28 | 75 | 52 |
| **Total International** | | 98 | 121 | 329 | 317 |
| **U.S. Mortgage Insurance** | | (79) | (152) | (413) | (228) |
| **Corporate and Other** | | (35) | (51) | (184) | (175) |
| **NET OPERATING INCOME** | | 104 | 29 | 128 | 261 |
| **ADJUSTMENTS TO NET OPERATING INCOME:** | | | | | |
| Net investment gains (losses), net of taxes and other adjustments[1] | | (75) | 54 | (113) | (64) |
| Net tax benefit related to separation from the company's former parent | | — | — | — | 106 |
| **NET INCOME AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | | 29 | 83 | 15 | 303 |
| Add: net income attributable to noncontrolling interests | | 36 | 39 | 106 | 108 |
| **NET INCOME** | | $ 65 | $ 122 | $ 121 | $ 411 |
| **Earnings Per Share Data:** | | | | | |
| Net income available to Genworth Financial, Inc.'s common stockholders per common share | | | | | |
| Basic | | $ 0.06 | $ 0.17 | $ 0.03 | $ 0.62 |
| Diluted | | $ 0.06 | $ 0.17 | $ 0.03 | $ 0.61 |
| Net operating income per common share | | | | | |
| Basic | | $ 0.21 | $ 0.06 | $ 0.26 | $ 0.53 |
| Diluted | | $ 0.21 | $ 0.06 | $ 0.26 | $ 0.53 |
| Weighted-average shares outstanding | | | | | |
| Basic | | 490.8 | 489.5 | 490.5 | 489.1 |
| Diluted | | 492.5 | 493.9 | 493.7 | 493.9 |

(1) See page 64 for details on net investment gains (losses), net of taxes and other adjustments.

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

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $1,461 | $1,455 | $1,437 | $4,353 | $1,467 | $1,447 | $1,470 | $1,470 | $ 5,854 |
| Net investment income | 842 | 881 | 830 | 2,553 | 863 | 815 | 823 | 765 | 3,266 |
| Net investment gains (losses) | (157) | (40) | (28) | (225) | (39) | 105 | (139) | (70) | (143) |
| Insurance and investment product fees and other | 375 | 359 | 329 | 1,063 | 300 | 300 | 256 | 256 | 1,112 |
| Total revenues | 2,521 | 2,655 | 2,568 | 7,744 | 2,591 | 2,667 | 2,410 | 2,421 | 10,089 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 1,457 | 1,672 | 1,409 | 4,538 | 1,837 | 1,502 | 1,340 | 1,315 | 5,994 |
| Interest credited | 194 | 204 | 201 | 599 | 205 | 212 | 211 | 213 | 841 |
| Acquisition and operating expenses, net of deferrals | 510 | 514 | 500 | 1,524 | 519 | 472 | 499 | 475 | 1,965 |
| Amortization of deferred acquisition costs and intangibles | 190 | 197 | 185 | 572 | 166 | 227 | 179 | 184 | 756 |
| Interest expense | 124 | 134 | 127 | 385 | 119 | 114 | 109 | 115 | 457 |
| Total benefits and expenses | 2,475 | 2,721 | 2,422 | 7,618 | 2,846 | 2,527 | 2,338 | 2,302 | 10,013 |
| **INCOME (LOSS) BEFORE INCOME TAXES** | 46 | (66) | 146 | 126 | (255) | 140 | 72 | 119 | 76 |
| Provision (benefit) for income taxes | (19) | (6) | 30 | 5 | (129) | 18 | (5) | (93) | (209) |
| **NET INCOME (LOSS)** | 65 | (60) | 116 | 121 | (126) | 122 | 77 | 212 | 285 |
| Less: net income attributable to noncontrolling interests | 36 | 36 | 34 | 106 | 35 | 39 | 35 | 34 | 143 |
| **NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | $ 29 | $ (96) | $ 82 | $ 15 | $ (161) | $ 83 | $ 42 | $ 178 | $ 142 |
| **Earnings (Loss) Per Share Data:** | | | | | | | | | |
| Net income (loss) available to Genworth Financial, Inc.'s common stockholders per common share | | | | | | | | | |
| Basic | $ 0.06 | $ (0.20) | $ 0.17 | $ 0.03 | $ (0.33) | $ 0.17 | $ 0.09 | $ 0.36 | $ 0.29 |
| Diluted | $ 0.06 | $ (0.20) | $ 0.17 | $ 0.03 | $ (0.33) | $ 0.17 | $ 0.08 | $ 0.36 | $ 0.29 |
| Weighted-average shares outstanding | | | | | | | | | |
| Basic | 490.8 | 490.6 | 490.1 | 490.5 | 489.6 | 489.5 | 489.1 | 488.8 | 489.3 |
| Diluted | 492.5 | 490.6 | 494.4 | 493.7 | 489.6 | 493.9 | 494.2 | 493.5 | 493.9 |

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2011**

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

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **Retirement and Protection:** | | | | | | | | | |
| Wealth Management | $ 12 | $ 13 | $ 10 | $ 35 | $ 11 | $ 8 | $ 10 | $ 11 | $ 40 |
| Retirement Income | 5 | 33 | 25 | 63 | 42 | 26 | 25 | 34 | 127 |
| Life Insurance | 72 | 72 | 52 | 196 | 42 | 33 | 32 | 37 | 144 |
| Long-Term Care | 31 | 31 | 40 | 102 | 43 | 44 | 47 | 40 | 174 |
| **Total Retirement and Protection** | 120 | 149 | 127 | 396 | 138 | 111 | 114 | 122 | 485 |
| **International:** | | | | | | | | | |
| International Mortgage Insurance —Canada | 39 | 31 | 51 | 121 | 46 | 44 | 45 | 41 | 176 |
| —Australia | 41 | 54 | 52 | 147 | 55 | 48 | 59 | 43 | 205 |
| —Other | (7) | (3) | (4) | (14) | (3) | 1 | (11) | (5) | (18) |
| Lifestyle Protection Insurance | 25 | 25 | 25 | 75 | 19 | 28 | 12 | 12 | 71 |
| **Total International** | 98 | 107 | 124 | 329 | 117 | 121 | 105 | 91 | 434 |
| **U.S. Mortgage Insurance** | (79) | (253) | (81) | (413) | (352) | (152) | (40) | (36) | (580) |
| **Corporate and Other** | (35) | (77) | (72) | (184) | (38) | (51) | (61) | (63) | (213) |
| **NET OPERATING INCOME (LOSS)** | 104 | (74) | 98 | 128 | (135) | 29 | 118 | 114 | 126 |
| **ADJUSTMENTS TO NET OPERATING INCOME (LOSS):** | | | | | | | | | |
| Net investment gains (losses), net of taxes and other adjustments | (75) | (22) | (16) | (113) | (26) | 54 | (76) | (42) | (90) |
| Net tax benefit related to separation from the company's former parent | — | — | — | — | — | — | — | 106 | 106 |
| **NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | 29 | (96) | 82 | 15 | (161) | 83 | 42 | 178 | 142 |
| Add: net income attributable to noncontrolling interests | 36 | 36 | 34 | 106 | 35 | 39 | 35 | 34 | 143 |
| **NET INCOME (LOSS)** | $ 65 | $ (60) | $ 116 | $ 121 | $ (126) | $ 122 | $ 77 | $ 212 | $ 285 |
| **Earnings (Loss) Per Share Data:** | | | | | | | | | |
| Net income (loss) available to Genworth Financial, Inc.'s common stockholders per common share | | | | | | | | | |
| Basic | $ 0.06 | $ (0.20) | $ 0.17 | $ 0.03 | $ (0.33) | $ 0.17 | $ 0.09 | $ 0.36 | $ 0.29 |
| Diluted | $ 0.06 | $ (0.20) | $ 0.17 | $ 0.03 | $ (0.33) | $ 0.17 | $ 0.08 | $ 0.36 | $ 0.29 |
| Net operating income (loss) per common share | | | | | | | | | |
| Basic | $ 0.21 | $ (0.15) | $ 0.20 | $ 0.26 | $ (0.28) | $ 0.06 | $ 0.24 | $ 0.23 | $ 0.26 |
| Diluted | $ 0.21 | $ (0.15) | $ 0.20 | $ 0.26 | $ (0.28) | $ 0.06 | $ 0.24 | $ 0.23 | $ 0.25 |
| Weighted-average shares outstanding | | | | | | | | | |
| Basic | 490.8 | 490.6 | 490.1 | 490.5 | 489.6 | 489.5 | 489.1 | 488.8 | 489.3 |
| Diluted | 492.5 | 490.6 | 494.4 | 493.7 | 489.6 | 493.9 | 494.2 | 493.5 | 493.9 |

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2011**

**Consolidated Balance Sheets**
**(amounts in millions)**

| | September 30, 2011 | June 30, 2011 | March 31, 2011 | December 31, 2010 | September 30, 2010 |
|---|---|---|---|---|---|
| **ASSETS** | | | | | |
| Investments: | | | | | |
| Fixed maturity securities available-for-sale, at fair value | $ 57,816 | $ 56,221 | $ 54,998 | $ 55,183 | $ 56,356 |
| Equity securities available-for-sale, at fair value | 354 | 374 | 355 | 332 | 223 |
| Commercial mortgage loans | 6,271 | 6,432 | 6,600 | 6,718 | 6,929 |
| Restricted commercial mortgage loans related to securitization entities | 430 | 457 | 485 | 507 | 522 |
| Policy loans | 1,556 | 1,542 | 1,480 | 1,471 | 1,480 |
| Other invested assets | 5,626 | 3,301 | 3,752 | 3,854 | 5,320 |
| Restricted other invested assets related to securitization entities | 377 | 379 | 376 | 372 | 378 |
| Total investments | 72,430 | 68,706 | 68,046 | 68,437 | 71,208 |
| Cash and cash equivalents | 3,648 | 2,831 | 3,742 | 3,132 | 3,598 |
| Accrued investment income | 725 | 693 | 794 | 733 | 760 |
| Deferred acquisition costs | 7,359 | 7,362 | 7,334 | 7,256 | 7,055 |
| Intangible assets | 626 | 692 | 713 | 741 | 647 |
| Goodwill | 1,326 | 1,333 | 1,331 | 1,329 | 1,321 |
| Reinsurance recoverable | 16,976 | 16,999 | 17,102 | 17,191 | 17,223 |
| Other assets | 1,002 | 988 | 883 | 810 | 958 |
| Deferred tax asset | — | 1,291 | 1,188 | 1,100 | 867 |
| Separate account assets | 9,794 | 11,452 | 11,807 | 11,666 | 11,063 |
| Total assets | $ 113,886 | $112,347 | $112,940 | $ 112,395 | $ 114,700 |

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2011**

**Consolidated Balance Sheets**
**(amounts in millions)**

| | September 30, 2011 | June 30, 2011 | March 31, 2011 | December 31, 2010 | September 30, 2010 |
|---|---|---|---|---|---|
| **LIABILITIES AND STOCKHOLDERS' EQUITY** | | | | | |
| Liabilities: | | | | | |
| Future policy benefits | $ 31,745 | $ 31,177 | $ 30,872 | $ 30,717 | $ 30,758 |
| Policyholder account balances | 26,480 | 26,115 | 26,399 | 26,978 | 27,714 |
| Liability for policy and contract claims | 7,379 | 7,327 | 6,959 | 6,933 | 6,448 |
| Unearned premiums | 4,210 | 4,563 | 4,529 | 4,541 | 4,492 |
| Other liabilities | 6,755 | 5,637 | 6,189 | 6,085 | 6,949 |
| Borrowings related to securitization entities | 414 | 452 | 489 | 494 | 502 |
| Non-recourse funding obligations | 3,280 | 3,374 | 3,431 | 3,437 | 3,437 |
| Short-term borrowings | — | — | — | — | 730 |
| Long-term borrowings | 4,708 | 4,755 | 5,347 | 4,952 | 4,373 |
| Deferred tax liability | 1,753 | 1,937 | 1,689 | 1,621 | 2,163 |
| Separate account liabilities | 9,794 | 11,452 | 11,807 | 11,666 | 11,063 |
| Total liabilities | 96,518 | 96,789 | 97,711 | 97,424 | 98,629 |
| Stockholders' equity: | | | | | |
| Common stock | 1 | 1 | 1 | 1 | 1 |
| Additional paid-in capital | 12,117 | 12,110 | 12,101 | 12,095 | 12,084 |
| Accumulated other comprehensive income: | | | | | |
| Net unrealized investment gains (losses): | | | | | |
| Net unrealized gains on securities not other-than-temporarily impaired | 1,579 | 352 | 77 | 21 | 730 |
| Net unrealized gains (losses) on other-than-temporarily impaired securities | (126) | (116) | (114) | (121) | (143) |
| Net unrealized investment gains (losses) | 1,453 | 236 | (37) | (100) | 587 |
| Derivatives qualifying as hedges | 1,960 | 943 | 864 | 924 | 1,354 |
| Foreign currency translation and other adjustments | 459 | 883 | 793 | 668 | 543 |
| Total accumulated other comprehensive income | 3,872 | 2,062 | 1,620 | 1,492 | 2,484 |
| Retained earnings | 2,988 | 2,959 | 3,055 | 2,973 | 3,133 |
| Treasury stock, at cost | (2,700) | (2,700) | (2,700) | (2,700) | (2,700) |
| Total Genworth Financial, Inc.'s stockholders' equity | 16,278 | 14,432 | 14,077 | 13,861 | 15,002 |
| Noncontrolling interests | 1,090 | 1,126 | 1,152 | 1,110 | 1,069 |
| Total stockholders' equity | 17,368 | 15,558 | 15,229 | 14,971 | 16,071 |
| Total liabilities and stockholders' equity | $ 113,886 | $112,347 | $112,940 | $ 112,395 | $ 114,700 |

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2011

**Consolidated Balance Sheet by Segment**
**(amounts in millions)**

| | September 30, 2011 | | | | |
|---|---|---|---|---|---|
| | Retirement and Protection | International | U.S. Mortgage Insurance | Corporate and Other(1) | Total |
| **ASSETS** | | | | | |
| Cash and investments | $ 54,723 | $ 11,003 | $ 2,775 | $ 8,302 | $ 76,803 |
| Deferred acquisition costs and intangible assets | 8,453 | 762 | 55 | 41 | 9,311 |
| Reinsurance recoverable | 16,677 | 38 | 260 | 1 | 16,976 |
| Deferred tax and other assets | 549 | 290 | 70 | 93 | 1,002 |
| Separate account assets | 9,794 | — | — | — | 9,794 |
| Total assets | $ 90,196 | $ 12,093 | $ 3,160 | $ 8,437 | $113,886 |
| **LIABILITIES AND STOCKHOLDERS' EQUITY** | | | | | |
| Liabilities: | | | | | |
| Future policy benefits | $ 31,745 | $ — | $ — | $ — | $ 31,745 |
| Policyholder account balances | 22,631 | 17 | — | 3,832 | 26,480 |
| Liability for policy and contract claims | 4,243 | 649 | 2,486 | 1 | 7,379 |
| Unearned premiums | 598 | 3,501 | 111 | — | 4,210 |
| Non-recourse funding obligations | 3,380 | — | — | (100) | 3,280 |
| Deferred tax and other liabilities | 5,316 | 1,200 | (650) | 2,642 | 8,508 |
| Borrowings and capital securities | — | 543 | — | 4,579 | 5,122 |
| Separate account liabilities | 9,794 | — | — | — | 9,794 |
| Total liabilities | 77,707 | 5,910 | 1,947 | 10,954 | 96,518 |
| Stockholders' equity: | | | | | |
| Allocated equity, excluding accumulated other comprehensive income (loss) | 8,979 | 4,440 | 1,193 | (2,206) | 12,406 |
| Allocated accumulated other comprehensive income (loss) | 3,510 | 653 | 20 | (311) | 3,872 |
| Total Genworth Financial, Inc.'s stockholders' equity | 12,489 | 5,093 | 1,213 | (2,517) | 16,278 |
| Noncontrolling interests | — | 1,090 | — | — | 1,090 |
| Total stockholders' equity | 12,489 | 6,183 | 1,213 | (2,517) | 17,368 |
| Total liabilities and stockholders' equity | $ 90,196 | $ 12,093 | $ 3,160 | $ 8,437 | $113,886 |

(1) Includes inter-segment eliminations and non-strategic products.

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2011

**Consolidated Balance Sheet by Segment**
**(amounts in millions)**

| | June 30, 2011 | | | | |
|---|---|---|---|---|---|
| | Retirement and Protection | International | U.S. Mortgage Insurance | Corporate and Other(1) | Total |
| **ASSETS** | | | | | |
| Cash and investments | $ 50,066 | $ 11,603 | $ 2,822 | $ 7,739 | $ 72,230 |
| Deferred acquisition costs and intangible assets | 8,488 | 805 | 53 | 41 | 9,387 |
| Reinsurance recoverable | 16,656 | 67 | 276 | — | 16,999 |
| Deferred tax and other assets | 457 | 359 | 897 | 566 | 2,279 |
| Separate account assets | 11,452 | — | — | — | 11,452 |
| Total assets | $ 87,119 | $ 12,834 | $ 4,048 | $ 8,346 | $112,347 |
| **LIABILITIES AND STOCKHOLDERS' EQUITY** | | | | | |
| Liabilities: | | | | | |
| Future policy benefits | $ 31,177 | $ — | $ — | $ — | $ 31,177 |
| Policyholder account balances | 21,963 | 18 | — | 4,134 | 26,115 |
| Liability for policy and contract claims | 4,110 | 710 | 2,506 | 1 | 7,327 |
| Unearned premiums | 589 | 3,867 | 107 | — | 4,563 |
| Non-recourse funding obligations | 3,474 | — | — | (100) | 3,374 |
| Deferred tax and other liabilities | 3,853 | 1,194 | 199 | 2,328 | 7,574 |
| Borrowings and capital securities | — | 591 | — | 4,616 | 5,207 |
| Separate account liabilities | 11,452 | — | — | — | 11,452 |
| Total liabilities | 76,618 | 6,380 | 2,812 | 10,979 | 96,789 |
| Stockholders' equity: | | | | | |
| Allocated equity, excluding accumulated other comprehensive income (loss) | 9,136 | 4,335 | 1,262 | (2,363) | 12,370 |
| Allocated accumulated other comprehensive income (loss) | 1,365 | 993 | (26) | (270) | 2,062 |
| Total Genworth Financial, Inc.'s stockholders' equity | 10,501 | 5,328 | 1,236 | (2,633) | 14,432 |
| Noncontrolling interests | — | 1,126 | — | — | 1,126 |
| Total stockholders' equity | 10,501 | 6,454 | 1,236 | (2,633) | 15,558 |
| Total liabilities and stockholders' equity | $ 87,119 | $ 12,834 | $ 4,048 | $ 8,346 | $112,347 |

(1) Includes inter-segment eliminations and non-strategic products.

**Deferred Acquisition Costs Rollforward**
**(amounts in millions)**

| | Retirement and Protection | International | U.S. Mortgage Insurance | Corporate and Other | Total |
|---|---|---|---|---|---|
| Unamortized balance as of June 30, 2011 | $ 6,948 | $ 622 | $ 41 | $ 2 | $7,613 |
| Costs deferred | 178 | 53 | 6 | — | 237 |
| Amortization, net of interest accretion[1] | (86) | (58) | (4) | — | (148) |
| Impact of foreign currency translation | — | (48) | — | — | (48) |
| Unamortized balance as of September 30, 2011 | 7,040 | 569 | 43 | 2 | 7,654 |
| Effect of accumulated net unrealized investment (gains) losses | (295) | — | — | — | (295) |
| Balance as of September 30, 2011 | $ 6,745 | $ 569 | $ 43 | $ 2 | $7,359 |

(1) Amortization, net of interest accretion, includes $(39) million of amortization related to net investment gains (losses) for the policyholder account balances.

## Quarterly Results by Segment

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2011

## Net Operating Income (Loss) by Segment
(amounts in millions)

| Three months ended September 30, 2011 | Retirement and Protection | | | | | International | | | | | U.S. Mortgage Insurance | Corporate and Other (1) | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Wealth Management | Retirement Income | Life Insurance | Long-Term Care | Total | Mortgage Insurance—Canada | Mortgage Insurance—Australia | Other Mortgage Insurance | Lifestyle Protection Insurance | Total | | | |
| **REVENUES:** | | | | | | | | | | | | | |
| Premiums | $ — | $ 22 | $ 215 | $ 602 | $ 839 | $ 153 | $ 105 | $ 15 | $ 209 | $ 482 | $ 140 | $ — | $1,461 |
| Net investment income | — | 266 | 132 | 246 | 644 | 51 | 49 | 3 | 38 | 141 | 29 | 28 | 842 |
| Net investment gains (losses) | — | (134) | (4) | 27 | (111) | 3 | 30 | (1) | (2) | 30 | 2 | (78) | (157) |
| Insurance and investment product fees and other | 115 | 55 | 189 | 16 | 375 | — | — | — | — | — | — | — | 375 |
| Total revenues | 115 | 209 | 532 | 891 | 1,747 | 207 | 184 | 17 | 245 | 653 | 171 | (50) | 2,521 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | | | | | |
| Benefits and other changes in policy reserves | — | 128 | 258 | 663 | 1,049 | 57 | 51 | 11 | 37 | 156 | 251 | 1 | 1,457 |
| Interest credited | — | 103 | 59 | — | 162 | — | — | — | — | — | — | 32 | 194 |
| Acquisition and operating expenses, net of deferrals | 95 | 32 | 43 | 114 | 284 | 24 | 15 | 12 | 137 | 188 | 37 | 1 | 510 |
| Amortization of deferred acquisition costs and intangibles | 1 | 45 | 38 | 36 | 120 | 13 | 12 | 1 | 36 | 62 | 4 | 4 | 190 |
| Interest expense | — | — | 26 | 1 | 27 | 5 | 4 | — | 6 | 15 | — | 82 | 124 |
| Total benefits and expenses | 96 | 308 | 424 | 814 | 1,642 | 99 | 82 | 24 | 216 | 421 | 292 | 120 | 2,475 |
| **INCOME (LOSS) BEFORE INCOME TAXES** | 19 | (99) | 108 | 77 | 105 | 108 | 102 | (7) | 29 | 232 | (121) | (170) | 46 |
| Provision (benefit) for income taxes | 7 | (45) | 38 | 28 | 28 | 32 | 41 | — | 6 | 79 | (44) | (82) | (19) |
| **NET INCOME (LOSS)** | 12 | (54) | 70 | 49 | 77 | 76 | 61 | (7) | 23 | 153 | (77) | (88) | 65 |
| Less: net income attributable to noncontrolling interests | — | — | — | — | — | 36 | — | — | — | 36 | — | — | 36 |
| **NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | 12 | (54) | 70 | 49 | 77 | 40 | 61 | (7) | 23 | 117 | (77) | (88) | 29 |
| **ADJUSTMENT TO NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:** | | | | | | | | | | | | | |
| Net investment (gains) losses, net of taxes and other adjustments | — | 59 | 2 | (18) | 43 | (1) | (20) | — | 2 | (19) | (2) | 53 | 75 |
| **NET OPERATING INCOME (LOSS)** | $ 12 | $ 5 | $ 72 | $ 31 | $ 120 | $ 39 | $ 41 | $ (7) | $ 25 | $ 98 | $ (79) | $ (35) | $ 104 |
| *Effective tax rate (operating income (loss))* (2) | *38.9%* | *146.4%* | *35.0%* | *35.5%* | *29.8%* | *31.8%* | *44.0%* | *-4.3%* | *23.8%* | *37.4%* | *36.7%* | *60.4%* | *8.2%* |

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

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2011

## Net Operating Income (Loss) by Segment
(amounts in millions)

| Three months ended September 30, 2010 | Retirement and Protection | | | | | International | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Wealth Management | Retirement Income | Life Insurance | Long-Term Care | Total | Mortgage Insurance — Canada | Mortgage Insurance — Australia | Other Mortgage Insurance | Lifestyle Protection Insurance | Total | U.S. Mortgage Insurance | Corporate and Other[(1)] | Total |
| **REVENUES:** | | | | | | | | | | | | | |
| Premiums | $ — | $ 42 | $ 226 | $ 577 | $ 845 | $ 148 | $ 75 | $ 12 | $ 218 | $ 453 | $ 149 | $ — | $1,447 |
| Net investment income | — | 276 | 122 | 232 | 630 | 48 | 38 | 3 | 32 | 121 | 28 | 36 | 815 |
| Net investment gains (losses) | — | 75 | (13) | (5) | 57 | 4 | 1 | 1 | 2 | 8 | 15 | 25 | 105 |
| Insurance and investment product fees and other | 89 | 54 | 120 | 15 | 278 | — | 1 | 5 | 6 | 12 | 3 | 7 | 300 |
| Total revenues | 89 | 447 | 455 | 819 | 1,810 | 200 | 115 | 21 | 258 | 594 | 195 | 68 | 2,667 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | | | | | |
| Benefits and other changes in policy reserves | — | 149 | 239 | 602 | 990 | 46 | 29 | 8 | 37 | 120 | 391 | 1 | 1,502 |
| Interest credited | — | 111 | 62 | 1 | 174 | — | — | — | — | — | — | 38 | 212 |
| Acquisition and operating expenses, net of deferrals | 73 | 35 | 39 | 107 | 254 | 24 | 17 | 12 | 139 | 192 | 28 | (2) | 472 |
| Amortization of deferred acquisition costs and intangibles | 1 | 60 | 52 | 46 | 159 | 11 | 9 | — | 39 | 59 | 6 | 3 | 227 |
| Interest expense | — | — | 26 | — | 26 | 4 | — | — | 7 | 11 | — | 77 | 114 |
| Total benefits and expenses | 74 | 355 | 418 | 756 | 1,603 | 85 | 55 | 20 | 222 | 382 | 425 | 117 | 2,527 |
| **INCOME (LOSS) BEFORE INCOME TAXES** | 15 | 92 | 37 | 63 | 207 | 115 | 60 | 1 | 36 | 212 | (230) | (49) | 140 |
| Provision (benefit) for income taxes | 7 | 29 | 13 | 23 | 72 | 31 | 12 | — | 6 | 49 | (89) | (14) | 18 |
| **NET INCOME (LOSS)** | 8 | 63 | 24 | 40 | 135 | 84 | 48 | 1 | 30 | 163 | (141) | (35) | 122 |
| Less: net income attributable to noncontrolling interests | — | — | — | — | — | 39 | — | — | — | 39 | — | — | 39 |
| **NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | 8 | 63 | 24 | 40 | 135 | 45 | 48 | 1 | 30 | 124 | (141) | (35) | 83 |
| **ADJUSTMENT TO NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:** | | | | | | | | | | | | | |
| Net investment (gains) losses, net of taxes and other adjustments | — | (37) | 9 | 4 | (24) | (1) | — | — | (2) | (3) | (11) | (16) | (54) |
| **NET OPERATING INCOME (LOSS)** | $ 8 | $ 26 | $ 33 | $ 44 | $ 111 | $ 44 | $ 48 | $ 1 | $ 28 | $ 121 | $ (152) | $ (51) | $ 29 |
| *Effective tax rate (operating income (loss))* | *47.1%* | *26.1%* | *34.9%* | *35.5%* | *34.4%* | *29.0%* | *20.1%* | *15.8%* | *14.8%* | *22.5%* | *38.2%* | *31.2%* | *-407.6%* |

(1) Includes inter-segment eliminations and non-strategic products.

# GENWORTH FINANCIAL, INC.
# FINANCIAL SUPPLEMENT
# THIRD QUARTER 2011

## Net Operating Income (Loss) by Segment
## (amounts in millions)

| | Retirement and Protection | | | | | International | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Nine months ended September 30, 2011 | Wealth Management | Retirement Income | Life Insurance | Long-Term Care | Total | Mortgage Insurance—Canada | Mortgage Insurance—Australia | Other Mortgage Insurance | Lifestyle Protection Insurance | Total | U.S. Mortgage Insurance | Corporate and Other (1) | Total |
| **REVENUES:** | | | | | | | | | | | | | |
| Premiums | $ — | $ 62 | $ 659 | $ 1,758 | $2,479 | $ 466 | $ 296 | $ 41 | $ 647 | $1,450 | $ 424 | $ — | $4,353 |
| Net investment income | — | 804 | 403 | 725 | 1,932 | 149 | 138 | 10 | 139 | 436 | 88 | 97 | 2,553 |
| Net investment gains (losses) | — | (177) | (19) | 11 | (185) | 8 | 32 | 1 | 1 | 42 | 4 | (86) | (225) |
| Insurance and investment product fees and other | 339 | 172 | 502 | 30 | 1,043 | — | 1 | 5 | 9 | 15 | 2 | 3 | 1,063 |
| Total revenues | 339 | 861 | 1,545 | 2,524 | 5,269 | 623 | 467 | 57 | 796 | 1,943 | 518 | 14 | 7,744 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | | | | | |
| Benefits and other changes in policy reserves | — | 357 | 763 | 1,922 | 3,042 | 167 | 140 | 28 | 104 | 439 | 1,056 | 1 | 4,538 |
| Interest credited | — | 312 | 191 | — | 503 | — | — | — | — | — | — | 96 | 599 |
| Acquisition and operating expenses, net of deferrals | 279 | 116 | 113 | 323 | 831 | 72 | 48 | 35 | 436 | 591 | 106 | (4) | 1,524 |
| Amortization of deferred acquisition costs and intangibles | 3 | 123 | 117 | 106 | 349 | 41 | 36 | 2 | 122 | 201 | 12 | 10 | 572 |
| Interest expense | — | — | 77 | 2 | 79 | 17 | 4 | — | 35 | 56 | — | 250 | 385 |
| Total benefits and expenses | 282 | 908 | 1,261 | 2,353 | 4,804 | 297 | 228 | 65 | 697 | 1,287 | 1,174 | 353 | 7,618 |
| **INCOME (LOSS) BEFORE INCOME TAXES** | 57 | (47) | 284 | 171 | 465 | 326 | 239 | (8) | 99 | 656 | (656) | (339) | 126 |
| Provision (benefit) for income taxes | 22 | (31) | 100 | 62 | 153 | 96 | 71 | 5 | 24 | 196 | (246) | (98) | 5 |
| **NET INCOME (LOSS)** | 35 | (16) | 184 | 109 | 312 | 230 | 168 | (13) | 75 | 460 | (410) | (241) | 121 |
| Less: net income attributable to noncontrolling interests | — | — | — | — | — | 106 | — | — | — | 106 | — | — | 106 |
| **NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | 35 | (16) | 184 | 109 | 312 | 124 | 168 | (13) | 75 | 354 | (410) | (241) | 15 |
| **ADJUSTMENT TO NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:** | | | | | | | | | | | | | |
| Net investment (gains) losses, net of taxes and other adjustments | — | 79 | 12 | (7) | 84 | (3) | (21) | (1) | — | (25) | (3) | 57 | 113 |
| **NET OPERATING INCOME (LOSS)** | $ 35 | $ 63 | $ 196 | $ 102 | $ 396 | $ 121 | $ 147 | $ (14) | $ 75 | $ 329 | $ (413) | $ (184) | $ 128 |
| *Effective tax rate (operating income (loss))* | *39.1%* | *14.6%* | *35.3%* | *36.2%* | *33.3%* | *30.8%* | *29.6%* | *-54.5%* | *24.5%* | *30.6%* | *37.5%* | *26.9%* | *17.4%* |

(1) Includes inter-segment eliminations and non-strategic products.

## Net Operating Income (Loss) by Segment
### (amounts in millions)

| | Retirement and Protection | | | | | International | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Nine months ended September 30, 2010** | **Wealth Management** | **Retirement Income** | **Life Insurance** | **Long-Term Care** | **Total** | **Mortgage Insurance—Canada** | **Mortgage Insurance—Australia** | **Other Mortgage Insurance** | **Lifestyle Protection Insurance** | **Total** | **U.S. Mortgage Insurance** | **Corporate and Other (1)** | **Total** |
| **REVENUES:** | | | | | | | | | | | | | |
| Premiums | $ — | $ 110 | $ 687 | $ 1,694 | $2,491 | $ 446 | $ 245 | $ 41 | $ 720 | $1,452 | $ 444 | $ — | $4,387 |
| Net investment income | — | 833 | 347 | 674 | 1,854 | 140 | 113 | 10 | 117 | 380 | 89 | 80 | 2,403 |
| Net investment gains (losses) | — | (34) | (46) | 1 | (79) | 8 | 1 | 3 | 6 | 18 | 16 | (59) | (104) |
| Insurance and investment product fees and other | 259 | 159 | 333 | 29 | 780 | (1) | 2 | 6 | 10 | 17 | 8 | 7 | 812 |
| Total revenues | 259 | 1,068 | 1,321 | 2,398 | 5,046 | 593 | 361 | 60 | 853 | 1,867 | 557 | 28 | 7,498 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | | | | | |
| Benefits and other changes in policy reserves | — | 424 | 707 | 1,765 | 2,896 | 151 | 102 | 42 | 162 | 457 | 803 | 1 | 4,157 |
| Interest credited | — | 338 | 183 | 3 | 524 | — | — | — | — | — | — | 112 | 636 |
| Acquisition and operating expenses, net of deferrals | 211 | 106 | 115 | 304 | 736 | 69 | 47 | 34 | 450 | 600 | 95 | 15 | 1,446 |
| Amortization of deferred acquisition costs and intangibles | 3 | 104 | 140 | 121 | 368 | 36 | 27 | 3 | 132 | 198 | 13 | 11 | 590 |
| Interest expense | — | — | 76 | 1 | 77 | 4 | — | — | 40 | 44 | — | 217 | 338 |
| Total benefits and expenses | 214 | 972 | 1,221 | 2,194 | 4,601 | 260 | 176 | 79 | 784 | 1,299 | 911 | 356 | 7,167 |
| **INCOME (LOSS) BEFORE INCOME TAXES** | 45 | 96 | 100 | 204 | 445 | 333 | 185 | (19) | 69 | 568 | (354) | (328) | 331 |
| Provision (benefit) for income taxes | 16 | 26 | 30 | 73 | 145 | 92 | 35 | (6) | 13 | 134 | (137) | (222) | (80) |
| **NET INCOME (LOSS)** | 29 | 70 | 70 | 131 | 300 | 241 | 150 | (13) | 56 | 434 | (217) | (106) | 411 |
| Less: net income attributable to noncontrolling interests | — | — | — | — | — | 108 | — | — | — | 108 | — | — | 108 |
| **NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | 29 | 70 | 70 | 131 | 300 | 133 | 150 | (13) | 56 | 326 | (217) | (106) | 303 |
| **ADJUSTMENTS TO NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:** | | | | | | | | | | | | | |
| Net investment (gains) losses, net of taxes and other adjustments | — | 15 | 32 | — | 47 | (3) | — | (2) | (4) | (9) | (11) | 37 | 64 |
| Net tax benefit related to separation from the company's former parent | — | — | — | — | — | — | — | — | — | — | — | (106) | (106) |
| **NET OPERATING INCOME (LOSS)** | $ 29 | $ 85 | $ 102 | $ 131 | $ 347 | $ 130 | $ 150 | $ (15) | $ 52 | $ 317 | $ (228) | $ (175) | $ 261 |
| *Effective tax rate (operating income (loss))* | *35.8%* | *28.1%* | *31.8%* | *35.6%* | *32.8%* | *27.4%* | *19.0%* | *30.7%* | *17.4%* | *21.9%* | *38.4%* | *35.4%* | *7.1%* |

(1) Includes inter-segment eliminations and non-strategic products.

# Retirement and Protection

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2011

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

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 839 | $ 822 | $ 818 | $2,479 | $ 835 | $ 845 | $ 822 | $ 824 | $3,326 |
| Net investment income | 644 | 660 | 628 | 1,932 | 651 | 630 | 630 | 594 | 2,505 |
| Net investment gains (losses) | (111) | (46) | (28) | (185) | (57) | 57 | (69) | (67) | (136) |
| Insurance and investment product fees and other | 375 | 348 | 320 | 1,043 | 290 | 278 | 260 | 242 | 1,070 |
| Total revenues | 1,747 | 1,784 | 1,738 | 5,269 | 1,719 | 1,810 | 1,643 | 1,593 | 6,765 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 1,049 | 1,004 | 989 | 3,042 | 1,020 | 990 | 961 | 945 | 3,916 |
| Interest credited | 162 | 173 | 168 | 503 | 171 | 174 | 176 | 174 | 695 |
| Acquisition and operating expenses, net of deferrals | 284 | 274 | 273 | 831 | 269 | 254 | 252 | 230 | 1,005 |
| Amortization of deferred acquisition costs and intangibles | 120 | 118 | 111 | 349 | 88 | 159 | 104 | 105 | 456 |
| Interest expense | 27 | 26 | 26 | 79 | 27 | 26 | 29 | 22 | 104 |
| Total benefits and expenses | 1,642 | 1,595 | 1,567 | 4,804 | 1,575 | 1,603 | 1,522 | 1,476 | 6,176 |
| **INCOME BEFORE INCOME TAXES** | 105 | 189 | 171 | 465 | 144 | 207 | 121 | 117 | 589 |
| Provision for income taxes | 28 | 66 | 59 | 153 | 41 | 72 | 40 | 33 | 186 |
| **NET INCOME** | 77 | 123 | 112 | 312 | 103 | 135 | 81 | 84 | 403 |
| **ADJUSTMENT TO NET INCOME:** | | | | | | | | | |
| Net investment (gains) losses, net of taxes and other adjustments | 43 | 26 | 15 | 84 | 35 | (24) | 33 | 38 | 82 |
| **NET OPERATING INCOME** | $ 120 | $ 149 | $ 127 | $ 396 | $ 138 | $ 111 | $ 114 | $ 122 | $ 485 |
| *Effective tax rate (operating income)* | *29.8%* | *34.7%* | *34.9%* | *33.3%* | *31.0%* | *34.4%* | *33.4%* | *30.7%* | *32.3%* |

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2011

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

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ — | $ — | $ — | $ — | $ — | $ — | $ — | $ — | $ — |
| Net investment income | — | — | — | — | — | — | — | — | — |
| Net investment gains (losses) | — | — | — | — | — | — | — | — | — |
| Insurance and investment product fees and other | 115 | 114 | 110 | 339 | 93 | 89 | 89 | 81 | 352 |
| Total revenues | 115 | 114 | 110 | 339 | 93 | 89 | 89 | 81 | 352 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | — | — | — | — | — | — | — | — | — |
| Interest credited | — | — | — | — | — | — | — | — | — |
| Acquisition and operating expenses, net of deferrals | 95 | 92 | 92 | 279 | 76 | 73 | 72 | 66 | 287 |
| Amortization of deferred acquisition costs and intangibles | 1 | 1 | 1 | 3 | 1 | 1 | 1 | 1 | 4 |
| Interest expense | — | — | — | — | — | — | — | — | — |
| Total benefits and expenses | 96 | 93 | 93 | 282 | 77 | 74 | 73 | 67 | 291 |
| **INCOME BEFORE INCOME TAXES** | 19 | 21 | 17 | 57 | 16 | 15 | 16 | 14 | 61 |
| Provision for income taxes | 7 | 8 | 7 | 22 | 5 | 7 | 6 | 3 | 21 |
| **NET INCOME** | 12 | 13 | 10 | 35 | 11 | 8 | 10 | 11 | 40 |
| **ADJUSTMENT TO NET INCOME:** | | | | | | | | | |
| Net investment (gains) losses, net of taxes and other adjustments | — | — | — | — | — | — | — | — | — |
| **NET OPERATING INCOME** | $ 12 | $ 13 | $ 10 | $ 35 | $ 11 | $ 8 | $ 10 | $ 11 | $ 40 |
| *Effective tax rate (operating income)* | *38.9%* | *36.4%* | *42.3%* | *39.1%* | *30.3%* | *47.1%* | *36.0%* | *23.7%* | *34.4%* |
| **SALES:** | | | | | | | | | |
| **Sales by Distribution Channel:** | | | | | | | | | |
| Independent Producers | $ 1,395 | $ 1,622 | $ 1,785 | $ 4,802 | $ 1,334 | $ 1,189 | $ 1,195 | $ 1,265 | $ 4,983 |
| Dedicated Sales Specialists | 170 | 185 | 273 | 628 | 248 | 165 | 167 | 210 | 790 |
| Total Sales | $ 1,565 | $ 1,807 | $ 2,058 | $ 5,430 | $ 1,582 | $ 1,354 | $ 1,362 | $ 1,475 | $ 5,773 |
| **ASSETS UNDER MANAGEMENT:** | | | | | | | | | |
| Beginning of period | $25,930 | $25,551 | $24,740 | $24,740 | $21,160 | $19,548 | $20,037 | $18,865 | $18,865 |
| Gross flows | 1,565 | 1,807 | 2,058 | 5,430 | 1,582 | 1,354 | 1,362 | 1,475 | 5,773 |
| Redemptions | (1,119) | (1,143) | (1,703) | (3,965) | (936) | (893) | (926) | (971) | (3,726) |
| Net flows | 446 | 664 | 355 | 1,465 | 646 | 461 | 436 | 504 | 2,047 |
| Market performance | (1,763) | (285) | 456 | (1,592) | 745 | 1,151 | (925) | 668 | 1,639 |
| Acquisition(1) | — | — | — | — | 2,189 | — | — | — | 2,189 |
| End of period | $24,613 | $25,930 | $25,551 | $24,613 | $24,740 | $21,160 | $19,548 | $20,037 | $24,740 |

Wealth Management results represent Genworth Financial Wealth Management, Inc., Genworth Financial Investment Services, Inc., Genworth Financial Trust Company, Centurion Financial Advisers, Inc., Quantavis Consulting, Inc. and the Altegris companies.

(1) On December 31, 2010, the company acquired the operating assets of Altegris Capital, LLC (“Altegris”). Altegris provides a platform of alternative investments including hedge funds and managed futures products.

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2011**

**Net Operating Income—Retirement Income**
**(amounts in millions)**

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 22 | $ 20 | $ 20 | $ 62 | $ 45 | $ 42 | $ 32 | $ 36 | $ 155 |
| Net investment income | 266 | 271 | 267 | 804 | 278 | 276 | 281 | 276 | 1,111 |
| Net investment gains (losses) | (134) | (23) | (20) | (177) | (20) | 75 | (66) | (43) | (54) |
| Insurance and investment product fees and other | 55 | 57 | 60 | 172 | 56 | 54 | 53 | 52 | 215 |
| Total revenues | 209 | 325 | 327 | 861 | 359 | 447 | 300 | 321 | 1,427 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 128 | 113 | 116 | 357 | 139 | 149 | 139 | 136 | 563 |
| Interest credited | 103 | 104 | 105 | 312 | 109 | 111 | 114 | 113 | 447 |
| Acquisition and operating expenses, net of deferrals | 32 | 35 | 49 | 116 | 39 | 35 | 36 | 35 | 145 |
| Amortization of deferred acquisition costs and intangibles | 45 | 41 | 37 | 123 | 36 | 60 | 25 | 19 | 140 |
| Interest expense | — | — | — | — | — | — | — | — | — |
| Total benefits and expenses | 308 | 293 | 307 | 908 | 323 | 355 | 314 | 303 | 1,295 |
| **INCOME (LOSS) BEFORE INCOME TAXES** | (99) | 32 | 20 | (47) | 36 | 92 | (14) | 18 | 132 |
| Provision (benefit) for income taxes | (45) | 9 | 5 | (31) | 6 | 29 | (7) | 4 | 32 |
| **NET INCOME (LOSS)** | (54) | 23 | 15 | (16) | 30 | 63 | (7) | 14 | 100 |
| **ADJUSTMENT TO NET INCOME (LOSS):** | | | | | | | | | |
| Net investment (gains) losses, net of taxes and other adjustments | 59 | 10 | 10 | 79 | 12 | (37) | 32 | 20 | 27 |
| **NET OPERATING INCOME** | $ 5 | $ 33 | $ 25 | $ 63 | $ 42 | $ 26 | $ 25 | $ 34 | $ 127 |
| *Effective tax rate (operating income)* | *146.4%* | *29.2%* | *28.0%* | *14.6%* | *24.7%* | *26.1%* | *26.0%* | *31.1%* | *27.0%* |

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2011**

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

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ — | $— | $ — | $ — | $— | $ — | $ — | $ — | $— |
| Net investment income | 5 | 4 | 5 | 14 | 5 | 5 | 4 | 4 | 18 |
| Net investment gains (losses) | (92) | (13) | (7) | (112) | (9) | 70 | (19) | (15) | 27 |
| Insurance and investment product fees and other | 53 | 56 | 58 | 167 | 55 | 52 | 51 | 50 | 208 |
| Total revenues | (34) | 47 | 56 | 69 | 51 | 127 | 36 | 39 | 253 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 27 | 8 | 6 | 41 | 6 | 10 | 12 | 9 | 37 |
| Interest credited | 2 | 3 | 2 | 7 | 2 | 2 | 3 | 2 | 9 |
| Acquisition and operating expenses, net of deferrals | 18 | 20 | 30 | 68 | 21 | 19 | 20 | 18 | 78 |
| Amortization of deferred acquisition costs and intangibles | 28 | 16 | 11 | 55 | 7 | 32 | 20 | (2) | 57 |
| Interest expense | — | — | — | — | — | — | — | — | — |
| Total benefits and expenses | 75 | 47 | 49 | 171 | 36 | 63 | 55 | 27 | 181 |
| **INCOME (LOSS) BEFORE INCOME TAXES** | (109) | — | 7 | (102) | 15 | 64 | (19) | 12 | 72 |
| Provision (benefit) for income taxes | (47) | (3) | — | (50) | (2) | 20 | (9) | 1 | 10 |
| **NET INCOME (LOSS)** | (62) | 3 | 7 | (52) | 17 | 44 | (10) | 11 | 62 |
| **ADJUSTMENT TO NET INCOME (LOSS):** | | | | | | | | | |
| Net investment (gains) losses, net of taxes and other adjustments | 47 | 6 | 4 | 57 | 4 | (34) | 10 | 6 | (14) |
| **NET OPERATING INCOME (LOSS)** | $ (15) | $ 9 | $ 11 | $ 5 | $ 21 | $ 10 | $— | $ 17 | $ 48 |
| *Effective tax rate (operating income (loss))* | *58.7%* | *3.6%* | *15.1%* | *134.8%* | *4.3%* | *10.9%* | *90.0%* | *22.4%* | *5.1%* |
| **SALES:** | | | | | | | | | |
| **Sales by Product:** | | | | | | | | | |
| Income Distribution Series[(1)] | $ 27 | $ 32 | $ 114 | $ 173 | $211 | $ 126 | $ 139 | $ 170 | $646 |
| Traditional Variable Annuities[(2)] | 8 | 10 | 20 | 38 | 43 | 25 | 30 | 35 | 133 |
| **Total Sales** | $ 35 | $ 42 | $ 134 | $ 211 | $254 | $ 151 | $ 169 | $ 205 | $779 |
| **Sales by Distribution Channel:** | | | | | | | | | |
| Financial Intermediaries | $ 29 | $ 37 | $ 126 | $ 192 | $240 | $ 141 | $ 158 | $ 195 | $734 |
| Independent Producers | 2 | 3 | 2 | 7 | 4 | 3 | 5 | 5 | 17 |
| Dedicated Sales Specialists | 4 | 2 | 6 | 12 | 10 | 7 | 6 | 5 | 28 |
| **Total Sales** | $ 35 | $ 42 | $ 134 | $ 211 | $254 | $ 151 | $ 169 | $ 205 | $779 |

(1) The Income Distribution Series products are comprised of the deferred and immediate variable annuity products with rider options, that provide guaranteed income benefits including guaranteed minimum withdrawal benefits and certain types of guaranteed annuitization benefits. These products do not include fixed single premium immediate annuities or deferred annuities, which may also serve income distribution needs.

(2) The traditional variable annuities include products that provide the potential for tax deferred growth on the policyholder's premium. These products do not provide the opportunity for a living benefit through guaranteed minimum withdrawal benefits; however, similar to the Income Distribution Series products, they do provide a variety of guaranteed minimum death benefit options.

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2011

**Selected Operating Performance Measures—Retirement Income—Fee-Based**
**(amounts in millions)**

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **Income Distribution Series** | | | | | | | | | |
| Account value, beginning of the period | $6,606 | $6,687 | $6,590 | $6,590 | $6,334 | $5,964 | $6,135 | $5,943 | $5,943 |
| Deposits | 30 | 33 | 117 | 180 | 214 | 131 | 141 | 173 | 659 |
| Surrenders, benefits and product charges | (171) | (171) | (185) | (527) | (157) | (131) | (150) | (127) | (565) |
| Net flows | (141) | (138) | (68) | (347) | 57 | — | (9) | 46 | 94 |
| Interest credited and investment performance | (317) | 57 | 165 | (95) | 199 | 370 | (162) | 146 | 553 |
| Account value, end of the period | 6,148 | 6,606 | 6,687 | 6,148 | 6,590 | 6,334 | 5,964 | 6,135 | 6,590 |
| **Traditional Variable Annuities** | | | | | | | | | |
| Account value, net of reinsurance, beginning of the period | 2,012 | 2,096 | 2,078 | 2,078 | 1,993 | 1,879 | 2,048 | 2,016 | 2,016 |
| Deposits | 4 | 3 | 17 | 24 | 36 | 20 | 25 | 27 | 108 |
| Surrenders, benefits and product charges | (73) | (100) | (88) | (261) | (72) | (68) | (70) | (65) | (275) |
| Net flows | (69) | (97) | (71) | (237) | (36) | (48) | (45) | (38) | (167) |
| Interest credited and investment performance | (208) | 13 | 89 | (106) | 121 | 162 | (124) | 70 | 229 |
| Account value, net of reinsurance, end of the period | 1,735 | 2,012 | 2,096 | 1,735 | 2,078 | 1,993 | 1,879 | 2,048 | 2,078 |
| **Variable Life Insurance** | | | | | | | | | |
| Account value, beginning of the period | 314 | 319 | 313 | 313 | 297 | 279 | 303 | 298 | 298 |
| Deposits | 3 | 3 | 3 | 9 | 3 | 3 | 3 | 3 | 12 |
| Surrenders, benefits and product charges | (12) | (11) | (11) | (34) | (9) | (10) | (8) | (10) | (37) |
| Net flows | (9) | (8) | (8) | (25) | (6) | (7) | (5) | (7) | (25) |
| Interest credited and investment performance | (33) | 3 | 14 | (16) | 22 | 25 | (19) | 12 | 40 |
| Account value, end of the period | 272 | 314 | 319 | 272 | 313 | 297 | 279 | 303 | 313 |
| **Total Retirement Income—Fee-Based** | $8,155 | $8,932 | $9,102 | $8,155 | $8,981 | $8,624 | $8,122 | $8,486 | $8,981 |

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2011**

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

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 22 | $ 20 | $ 20 | $ 62 | $ 45 | $ 42 | $ 32 | $ 36 | $ 155 |
| Net investment income | 261 | 267 | 262 | 790 | 273 | 271 | 277 | 272 | 1,093 |
| Net investment gains (losses) | (42) | (10) | (13) | (65) | (11) | 5 | (47) | (28) | (81) |
| Insurance and investment product fees and other | 2 | 1 | 2 | 5 | 1 | 2 | 2 | 2 | 7 |
| Total revenues | 243 | 278 | 271 | 792 | 308 | 320 | 264 | 282 | 1,174 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 101 | 105 | 110 | 316 | 133 | 139 | 127 | 127 | 526 |
| Interest credited | 101 | 101 | 103 | 305 | 107 | 109 | 111 | 111 | 438 |
| Acquisition and operating expenses, net of deferrals | 14 | 15 | 19 | 48 | 18 | 16 | 16 | 17 | 67 |
| Amortization of deferred acquisition costs and intangibles | 17 | 25 | 26 | 68 | 29 | 28 | 5 | 21 | 83 |
| Interest expense | — | — | — | — | — | — | — | — | — |
| Total benefits and expenses | 233 | 246 | 258 | 737 | 287 | 292 | 259 | 276 | 1,114 |
| **INCOME BEFORE INCOME TAXES** | 10 | 32 | 13 | 55 | 21 | 28 | 5 | 6 | 60 |
| Provision for income taxes | 2 | 12 | 5 | 19 | 8 | 9 | 2 | 3 | 22 |
| **NET INCOME** | 8 | 20 | 8 | 36 | 13 | 19 | 3 | 3 | 38 |
| **ADJUSTMENT TO NET INCOME:** | | | | | | | | | |
| Net investment (gains) losses, net of taxes and other adjustments | 12 | 4 | 6 | 22 | 8 | (3) | 22 | 14 | 41 |
| **NET OPERATING INCOME** | $ 20 | $ 24 | $ 14 | $ 58 | $ 21 | $ 16 | $ 25 | $ 17 | $ 79 |
| *Effective tax rate (operating income)* | *31.4%* | *35.8%* | *35.6%* | *34.3%* | *37.8%* | *33.4%* | *34.6%* | *38.3%* | *36.0%* |
| **SALES:** | | | | | | | | | |
| **Sales by Product:** | | | | | | | | | |
| Single Premium Immediate Annuities | $ 49 | $ 52 | $ 57 | 158 | $ 79 | $ 82 | $ 72 | $ 68 | $ 301 |
| Fixed Annuities[(1)] | 446 | 272 | 109 | 827 | 110 | 136 | 91 | 39 | 376 |
| **Total Sales** | $ 495 | $ 324 | $ 166 | $ 985 | $ 189 | $ 218 | $ 163 | $ 107 | $ 677 |
| **Sales by Distribution Channel:** | | | | | | | | | |
| Financial Intermediaries | $ 411 | $ 243 | $ 108 | $ 762 | $ 114 | $ 103 | $ 78 | $ 60 | $ 355 |
| Independent Producers | 82 | 79 | 55 | 216 | 70 | 108 | 79 | 44 | 301 |
| Dedicated Sales Specialists | 2 | 2 | 3 | 7 | 5 | 7 | 6 | 3 | 21 |
| **Total Sales**[(1)] | $ 495 | $ 324 | $ 166 | $ 985 | $ 189 | $ 218 | $ 163 | $ 107 | $ 677 |
| **PREMIUMS BY PRODUCT:** | | | | | | | | | |
| Single Premium Immediate Annuities | $ 22 | $ 20 | $ 20 | $ 62 | $ 45 | $ 42 | $ 32 | $ 36 | $ 155 |
| **Total Premiums** | $ 22 | $ 20 | $ 20 | $ 62 | $ 45 | $ 42 | $ 32 | $ 36 | $ 155 |

In the first quarter of 2011, the company began reporting the results of the linked-benefits product for single premium deferred annuities in the spread-based retirement income business. The linked-benefits product for single premium deferred annuities was previously reported in the long-term care insurance business. The amounts associated with this product were not material and the prior period amounts in the financial statements have not been re-presented.

(1) The sales for the linked-benefits product were previously reported in the long-term care insurance business in 2010 but have been reflected in this business for comparability purposes.

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2011

**Selected Operating Performance Measures—Retirement Income—Spread-Based**
**(amounts in millions)**

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **Fixed Annuities** | | | | | | | | | |
| Account value, beginning of the period | $10,582 | $10,660 | $10,819 | $10,819 | $10,972 | $11,117 | $11,234 | $11,409 | $11,409 |
| Deposits | 450 | 275 | 120 | 845 | 108 | 136 | 92 | 41 | 377 |
| Surrenders, benefits and product charges | (345) | (441) | (368) | (1,154) | (353) | (376) | (304) | (312) | (1,345) |
| Net flows | 105 | (166) | (248) | (309) | (245) | (240) | (212) | (271) | (968) |
| Interest credited | 88 | 88 | 89 | 265 | 92 | 95 | 95 | 96 | 378 |
| Account value, end of the period | 10,775 | 10,582 | 10,660 | 10,775 | 10,819 | 10,972 | 11,117 | 11,234 | 10,819 |
| **Single Premium Immediate Annuities** | | | | | | | | | |
| Account value, beginning of the period | 6,384 | 6,411 | 6,528 | 6,528 | 6,783 | 6,529 | 6,593 | 6,675 | 6,675 |
| Premiums and deposits | 77 | 85 | 85 | 247 | 102 | 116 | 100 | 95 | 413 |
| Surrenders, benefits and product charges | (245) | (253) | (256) | (754) | (261) | (251) | (251) | (265) | (1,028) |
| Net flows | (168) | (168) | (171) | (507) | (159) | (135) | (151) | (170) | (615) |
| Interest credited | 80 | 82 | 83 | 245 | 84 | 85 | 87 | 88 | 344 |
| Effect of accumulated net unrealized investment gains (losses) | 186 | 59 | (29) | 216 | (180) | 304 | — | — | 124 |
| Account value, end of the period | 6,482 | 6,384 | 6,411 | 6,482 | 6,528 | 6,783 | 6,529 | 6,593 | 6,528 |
| **Structured Settlements** | | | | | | | | | |
| Account value, net of reinsurance, beginning of the period | 1,113 | 1,113 | 1,113 | 1,113 | 1,114 | 1,115 | 1,115 | 1,115 | 1,115 |
| Surrenders, benefits and product charges | (18) | (14) | (15) | (47) | (16) | (16) | (15) | (14) | (61) |
| Net flows | (18) | (14) | (15) | (47) | (16) | (16) | (15) | (14) | (61) |
| Interest credited | 14 | 14 | 15 | 43 | 15 | 15 | 15 | 14 | 59 |
| Account value, net of reinsurance, end of the period | 1,109 | 1,113 | 1,113 | 1,109 | 1,113 | 1,114 | 1,115 | 1,115 | 1,113 |
| **Total Retirement Income—Spread-Based** | $18,366 | $18,079 | $18,184 | $18,366 | $18,460 | $18,869 | $18,761 | $18,942 | $18,460 |

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2011

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

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 215 | $ 222 | $ 222 | $ 659 | $ 217 | $ 226 | $ 232 | $ 229 | $ 904 |
| Net investment income | 132 | 141 | 130 | 403 | 131 | 122 | 119 | 106 | 478 |
| Net investment gains (losses) | (4) | (15) | — | (19) | (15) | (13) | (7) | (26) | (61) |
| Insurance and investment product fees and other | 189 | 170 | 143 | 502 | 124 | 120 | 109 | 104 | 457 |
| Total revenues | 532 | 518 | 495 | 1,545 | 457 | 455 | 453 | 413 | 1,778 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 258 | 247 | 258 | 763 | 246 | 239 | 240 | 228 | 953 |
| Interest credited | 59 | 69 | 63 | 191 | 60 | 62 | 61 | 60 | 243 |
| Acquisition and operating expenses, net of deferrals | 43 | 41 | 29 | 113 | 40 | 39 | 39 | 37 | 155 |
| Amortization of deferred acquisition costs and intangibles | 38 | 41 | 38 | 117 | 38 | 52 | 43 | 45 | 178 |
| Interest expense | 26 | 25 | 26 | 77 | 26 | 26 | 28 | 22 | 102 |
| Total benefits and expenses | 424 | 423 | 414 | 1,261 | 410 | 418 | 411 | 392 | 1,631 |
| **INCOME BEFORE INCOME TAXES** | 108 | 95 | 81 | 284 | 47 | 37 | 42 | 21 | 147 |
| Provision for income taxes | 38 | 33 | 29 | 100 | 15 | 13 | 14 | 3 | 45 |
| **NET INCOME** | 70 | 62 | 52 | 184 | 32 | 24 | 28 | 18 | 102 |
| **ADJUSTMENT TO NET INCOME:** | | | | | | | | | |
| Net investment losses, net of taxes and other adjustments | 2 | 10 | — | 12 | 10 | 9 | 4 | 19 | 42 |
| **NET OPERATING INCOME** | $ 72 | $ 72 | $ 52 | $ 196 | $ 42 | $ 33 | $ 32 | $ 37 | $ 144 |
| *Effective tax rate (operating income)* | *35.0%* | *35.4%* | *35.5%* | *35.3%* | *32.2%* | *34.9%* | *34.6%* | *25.9%* | *31.9%* |
| **SALES:** | | | | | | | | | |
| **Sales by Product:** | | | | | | | | | |
| Term Life | $ 1 | $ — | $ — | $ 1 | $ — | $ 1 | $ 4 | $ 14 | $ 19 |
| Term Universal Life | 34 | 36 | 31 | 101 | 31 | 31 | 24 | 10 | 96 |
| Universal Life: | | | | | | | | | |
| Annualized First-Year Deposits | 10 | 9 | 11 | 30 | 10 | 10 | 9 | 8 | 37 |
| Linked-Benefits(1) | 20 | 25 | 23 | 68 | 14 | 14 | 11 | 11 | 50 |
| Excess Deposits | 40 | 35 | 36 | 111 | 33 | 26 | 27 | 20 | 106 |
| **Sales by Distribution Channel:** | | | | | | | | | |
| Financial Intermediaries | $ 12 | $ 14 | $ 14 | $ 40 | $ 8 | $ 9 | $ 7 | $ 6 | $ 30 |
| Independent Producers | 92 | 88 | 85 | 265 | 79 | 72 | 67 | 56 | 274 |
| Dedicated Sales Specialist | 1 | 3 | 2 | 6 | 1 | 1 | 1 | 1 | 4 |
| **Total Sales**(1) | $ 105 | $ 105 | $ 101 | $ 311 | $ 88 | $ 82 | $ 75 | $ 63 | $ 308 |

In the first quarter of 2011, the company began reporting the results of the linked-benefits product for universal life insurance in the life insurance business. The linked-benefits product for universal life insurance was previously reported in the long-term care insurance business. The amounts associated with this product were not material and the prior period amounts in the financial statements have not been re-presented.

(1) The sales for the linked-benefits product were previously reported in the long-term care insurance business in 2010 but have been reflected in this business for comparability purposes.

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2011

**Life Insurance In-Force**
**(amounts in millions)**

| | 2011 | | | 2010 | | | |
|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | 4Q | 3Q | 2Q | 1Q |
| **Term life insurance** | | | | | | | |
| Life insurance in-force, net of reinsurance | $442,481 | $447,336 | $452,116 | $457,079 | $465,275 | $468,098 | $472,696 |
| Life insurance in-force before reinsurance | $572,895 | $580,113 | $587,545 | $595,259 | $603,606 | $612,284 | $620,108 |
| **Term universal life insurance** | | | | | | | |
| Life insurance in-force, net of reinsurance | $ 87,238 | $ 73,569 | $ 58,371 | $ 45,256 | $ 31,761 | $ 17,754 | $ 5,453 |
| Life insurance in-force before reinsurance | $ 87,896 | $ 74,107 | $ 58,811 | $ 45,562 | $ 31,935 | $ 17,820 | $ 5,456 |
| **Universal and whole life insurance** | | | | | | | |
| Life insurance in-force, net of reinsurance | $ 44,395 | $ 44,207 | $ 44,131 | $ 43,867 | $ 43,797 | $ 43,743 | $ 43,712 |
| Life insurance in-force before reinsurance | $ 50,993 | $ 50,884 | $ 50,855 | $ 50,602 | $ 50,632 | $ 50,617 | $ 50,655 |
| **Total life insurance** | | | | | | | |
| Life insurance in-force, net of reinsurance | $574,114 | $565,112 | $554,618 | $546,202 | $540,833 | $529,595 | $521,861 |
| Life insurance in-force before reinsurance | $711,784 | $705,104 | $697,211 | $691,423 | $686,173 | $680,721 | $676,219 |

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2011

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

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 602 | $ 580 | $ 576 | $1,758 | $ 573 | $ 577 | $ 558 | $ 559 | $2,267 |
| Net investment income | 246 | 248 | 231 | 725 | 242 | 232 | 230 | 212 | 916 |
| Net investment gains (losses) | 27 | (8) | (8) | 11 | (22) | (5) | 4 | 2 | (21) |
| Insurance and investment product fees and other | 16 | 7 | 7 | 30 | 17 | 15 | 9 | 5 | 46 |
| Total revenues | 891 | 827 | 806 | 2,524 | 810 | 819 | 801 | 778 | 3,208 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 663 | 644 | 615 | 1,922 | 635 | 602 | 582 | 581 | 2,400 |
| Interest credited | — | — | — | — | 2 | 1 | 1 | 1 | 5 |
| Acquisition and operating expenses, net of deferrals | 114 | 106 | 103 | 323 | 114 | 107 | 105 | 92 | 418 |
| Amortization of deferred acquisition costs and intangibles | 36 | 35 | 35 | 106 | 13 | 46 | 35 | 40 | 134 |
| Interest expense | 1 | 1 | — | 2 | 1 | — | 1 | — | 2 |
| Total benefits and expenses | 814 | 786 | 753 | 2,353 | 765 | 756 | 724 | 714 | 2,959 |
| **INCOME BEFORE INCOME TAXES** | 77 | 41 | 53 | 171 | 45 | 63 | 77 | 64 | 249 |
| Provision for income taxes | 28 | 16 | 18 | 62 | 15 | 23 | 27 | 23 | 88 |
| **NET INCOME** | 49 | 25 | 35 | 109 | 30 | 40 | 50 | 41 | 161 |
| **ADJUSTMENT TO NET INCOME:** | | | | | | | | | |
| Net investment (gains) losses, net of taxes and other adjustments | (18) | 6 | 5 | (7) | 13 | 4 | (3) | (1) | 13 |
| **NET OPERATING INCOME** | $ 31 | $ 31 | $ 40 | $ 102 | $ 43 | $ 44 | $ 47 | $ 40 | $ 174 |
| *Effective tax rate (operating income)* | *35.5%* | *37.4%* | *35.8%* | *36.2%* | *35.3%* | *35.5%* | *35.4%* | *35.9%* | *35.5%* |
| **SALES:** | | | | | | | | | |
| **Sales by Distribution Channel:** | | | | | | | | | |
| Financial Intermediaries | $ 6 | $ 5 | $ 5 | $ 16 | $ 4 | $ 5 | $ 3 | $ 4 | $ 16 |
| Independent Producers | 34 | 31 | 29 | 94 | 23 | 21 | 18 | 16 | 78 |
| Dedicated Sales Specialist | 14 | 14 | 12 | 40 | 12 | 12 | 13 | 11 | 48 |
| Total Individual Long-Term Care | 54 | 50 | 46 | 150 | 39 | 38 | 34 | 31 | 142 |
| Group Long-Term Care | — | 2 | 2 | 4 | 3 | 3 | 3 | 8 | 17 |
| Medicare Supplement and Other A&H | 16 | 17 | 17 | 50 | 23 | 12 | 11 | 17 | 63 |
| **Total Sales** (1) | $ 70 | $ 69 | $ 65 | $ 204 | $ 65 | $ 53 | $ 48 | $ 56 | $ 222 |
| **LOSS RATIOS:** | | | | | | | | | |
| **Total Long-Term Care** | | | | | | | | | |
| Net Earned Premiums | $ 514 | $ 495 | $ 492 | $1,501 | $ 492 | $ 494 | $ 480 | $ 479 | $1,945 |
| Loss Ratio (2) | 71.4% | 70.4% | 64.5% | 68.8% | 72.8% | 66.6% | 64.6% | 64.6% | 67.2% |
| Gross Benefits Ratio (3) | 118.0% | 117.3% | 110.6% | 115.4% | 118.3% | 110.8% | 108.9% | 107.8% | 111.5% |
| **Medicare Supplement and A&H** (4) | | | | | | | | | |
| Net Earned Premiums | $ 88 | $ 85 | $ 84 | $ 257 | $ 81 | $ 82 | $ 79 | $ 80 | $ 322 |
| Loss Ratio (2) | 67.5% | 71.3% | 85.3% | 74.6% | 65.1% | 65.9% | 76.7% | 79.7% | 71.8% |

In the first quarter of 2011, the company began reporting the results of the linked-benefits product for universal life insurance and single premium deferred annuities in the life insurance and spread-based retirement income businesses, respectively. The linked-benefits product was previously reported in the long-term care insurance business. The amounts associated with this product were not material and the prior period amounts in the financial statements have not been re-presented.

(1) The sales associated with linked-benefits products related to universal life insurance and single premium deferred annuities that were previously reported in the long-term care insurance business are being reflected in the life insurance and spread-based retirement income businesses, respectively, for comparability purposes.

(2) The loss ratio for the long-term care insurance products was calculated by dividing benefits and other changes in policy reserves less tabular interest on reserves less loss adjustment expenses by net earned premiums.

(3) The gross benefits ratio for the long-term care insurance products was calculated by dividing the benefits and other changes in policy reserves by net earned premiums.

(4) Net earned premiums and loss ratios for Medicare Supplement and A&H did not include the linked-benefits product in 2010.

# International

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2011**

**Net Operating Income—International**
**(amounts in millions)**

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 482 | $ 491 | $ 477 | $1,450 | $ 481 | $ 453 | $ 495 | $ 504 | $1,933 |
| Net investment income | 141 | 152 | 143 | 436 | 129 | 121 | 127 | 132 | 509 |
| Net investment gains | 30 | 6 | 6 | 42 | 2 | 8 | 1 | 9 | 20 |
| Insurance and investment product fees and other | — | 9 | 6 | 15 | 5 | 12 | (1) | 6 | 22 |
| Total revenues | 653 | 658 | 632 | 1,943 | 617 | 594 | 622 | 651 | 2,484 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 156 | 142 | 141 | 439 | 129 | 120 | 163 | 174 | 586 |
| Acquisition and operating expenses, net of deferrals | 188 | 205 | 198 | 591 | 198 | 192 | 205 | 203 | 798 |
| Amortization of deferred acquisition costs and intangibles | 62 | 72 | 67 | 201 | 69 | 59 | 67 | 72 | 267 |
| Interest expense | 15 | 22 | 19 | 56 | 15 | 11 | 10 | 23 | 59 |
| Total benefits and expenses | 421 | 441 | 425 | 1,287 | 411 | 382 | 445 | 472 | 1,710 |
| **INCOME BEFORE INCOME TAXES** | 232 | 217 | 207 | 656 | 206 | 212 | 177 | 179 | 774 |
| Provision for income taxes | 79 | 71 | 46 | 196 | 53 | 49 | 35 | 50 | 187 |
| **NET INCOME** | 153 | 146 | 161 | 460 | 153 | 163 | 142 | 129 | 587 |
| Less: net income attributable to noncontrolling interests | 36 | 36 | 34 | 106 | 35 | 39 | 35 | 34 | 143 |
| **NET INCOME AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | 117 | 110 | 127 | 354 | 118 | 124 | 107 | 95 | 444 |
| **ADJUSTMENT TO NET INCOME AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:** | | | | | | | | | |
| Net investment (gains) losses, net of taxes and other adjustments | (19) | (3) | (3) | (25) | (1) | (3) | (2) | (4) | (10) |
| **NET OPERATING INCOME**[1] | $ 98 | $ 107 | $ 124 | $ 329 | $ 117 | $ 121 | $ 105 | $ 91 | $ 434 |
| *Effective tax rate (operating income)* | *37.4%* | *34.3%* | *19.9%* | *30.6%* | *23.7%* | *22.5%* | *16.5%* | *26.6%* | *22.4%* |

(1) Net operating income adjusted for foreign exchange as compared to the prior year period for the International segment was $84 million and $295 million for the three and nine months ended September 30, 2011, respectively.

**Net Operating Income and Sales—International Mortgage Insurance—Canada**
**(amounts in millions)**

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 153 | $ 157 | $ 156 | $ 466 | $ 154 | $ 148 | $ 151 | $ 147 | $ 600 |
| Net investment income | 51 | 50 | 48 | 149 | 48 | 48 | 47 | 45 | 188 |
| Net investment gains (losses) | 3 | 2 | 3 | 8 | 1 | 4 | (1) | 5 | 9 |
| Insurance and investment product fees and other | — | — | — | — | — | — | (1) | — | (1) |
| Total revenues | 207 | 209 | 207 | 623 | 203 | 200 | 196 | 197 | 796 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 57 | 51 | 59 | 167 | 49 | 46 | 49 | 56 | 200 |
| Acquisition and operating expenses, net of deferrals | 24 | 25 | 23 | 72 | 27 | 24 | 23 | 22 | 96 |
| Amortization of deferred acquisition costs and intangibles | 13 | 14 | 14 | 41 | 12 | 11 | 13 | 12 | 48 |
| Interest expense | 5 | 6 | 6 | 17 | 4 | 4 | — | — | 8 |
| Total benefits and expenses | 99 | 96 | 102 | 297 | 92 | 85 | 85 | 90 | 352 |
| **INCOME BEFORE INCOME TAXES** | 108 | 113 | 105 | 326 | 111 | 115 | 111 | 107 | 444 |
| Provision for income taxes | 32 | 45 | 19 | 96 | 30 | 31 | 31 | 30 | 122 |
| **NET INCOME** | 76 | 68 | 86 | 230 | 81 | 84 | 80 | 77 | 322 |
| Less: net income attributable to noncontrolling interests | 36 | 36 | 34 | 106 | 35 | 39 | 35 | 34 | 143 |
| **NET INCOME AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | 40 | 32 | 52 | 124 | 46 | 45 | 45 | 43 | 179 |
| **ADJUSTMENT TO NET INCOME AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:** | | | | | | | | | |
| Net investment (gains) losses, net of taxes and other adjustments | (1) | (1) | (1) | (3) | — | (1) | — | (2) | (3) |
| **NET OPERATING INCOME**(1) | $ 39 | $ 31 | $ 51 | $ 121 | $ 46 | $ 44 | $ 45 | $ 41 | $ 176 |
| *Effective tax rate (operating income)* | *31.8%* | *49.7%* | *9.1%* | *30.8%* | *24.3%* | *29.0%* | *26.5%* | *26.7%* | *26.6%* |
| **SALES:** | | | | | | | | | |
| **New Insurance Written (NIW)** | | | | | | | | | |
| Flow | $6,800 | $6,400 | $4,400 | $17,600 | $5,600 | $6,700 | $6,700 | $4,000 | $23,000 |
| Bulk | 600 | 1,500 | 1,100 | 3,200 | 900 | 600 | 300 | 1,800 | 3,600 |
| **Total Canada NIW**(2) | $7,400 | $7,900 | $5,500 | $20,800 | $6,500 | $7,300 | $7,000 | $5,800 | $26,600 |

(1) Net operating income for the Canadian platform adjusted for foreign exchange as compared to the prior year period was $36 million and $113 million for the three and nine months ended September 30, 2011, respectively.

(2) New insurance written for the Canadian platform adjusted for foreign exchange as compared to the prior year period was $7,000 million and $19,600 million for the three and nine months ended September 30, 2011, respectively.

**Net Operating Income and Sales—International Mortgage Insurance—Australia**
**(amounts in millions)**

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 105 | $ 98 | $ 93 | $ 296 | $ 92 | $ 75 | $ 86 | $ 84 | $ 337 |
| Net investment income | 49 | 46 | 43 | 138 | 41 | 38 | 38 | 37 | 154 |
| Net investment gains | 30 | 2 | — | 32 | 2 | 1 | — | — | 3 |
| Insurance and investment product fees and other | — | 1 | — | 1 | — | 1 | — | 1 | 2 |
| Total revenues | 184 | 147 | 136 | 467 | 135 | 115 | 124 | 122 | 496 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 51 | 47 | 42 | 140 | 33 | 29 | 37 | 36 | 135 |
| Acquisition and operating expenses, net of deferrals | 15 | 17 | 16 | 48 | 19 | 17 | 14 | 16 | 66 |
| Amortization of deferred acquisition costs and intangibles | 12 | 12 | 12 | 36 | 10 | 9 | 9 | 9 | 37 |
| Interest expense | 4 | — | — | 4 | — | — | — | — | — |
| Total benefits and expenses | 82 | 76 | 70 | 228 | 62 | 55 | 60 | 61 | 238 |
| **INCOME BEFORE INCOME TAXES** | 102 | 71 | 66 | 239 | 73 | 60 | 64 | 61 | 258 |
| Provision for income taxes | 41 | 16 | 14 | 71 | 16 | 12 | 5 | 18 | 51 |
| **NET INCOME** | 61 | 55 | 52 | 168 | 57 | 48 | 59 | 43 | 207 |
| Less: net income attributable to noncontrolling interests | — | — | — | — | — | — | — | — | — |
| **NET INCOME AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | 61 | 55 | 52 | 168 | 57 | 48 | 59 | 43 | 207 |
| **ADJUSTMENT TO NET INCOME AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:** | | | | | | | | | |
| Net investment (gains) losses, net of taxes and other adjustments | (20) | (1) | — | (21) | (2) | — | — | — | (2) |
| **NET OPERATING INCOME**[1] | $ 41 | $ 54 | $ 52 | $ 147 | $ 55 | $ 48 | $ 59 | $ 43 | $ 205 |
| *Effective tax rate (operating income)* | *44.0%* | *22.2%* | *21.7%* | *29.6%* | *21.0%* | *20.1%* | *8.2%* | *29.4%* | *19.5%* |
| **SALES:** | | | | | | | | | |
| **New Insurance Written (NIW)** | | | | | | | | | |
| Flow | $7,100 | $6,700 | $5,500 | $19,300 | $5,900 | $6,100 | $6,000 | $6,700 | $24,700 |
| Bulk | 100 | 2,300 | 1,000 | 3,400 | 1,500 | 900 | 1,200 | 700 | 4,300 |
| **Total Australia NIW**[2] | $7,200 | $9,000 | $6,500 | $22,700 | $7,400 | $7,000 | $7,200 | $7,400 | $29,000 |

(1) Net operating income for the Australian platform adjusted for foreign exchange as compared to the prior year period was $32 million and $125 million for the three and nine months ended September 30, 2011, respectively.

(2) New insurance written for the Australian platform adjusted for foreign exchange as compared to the prior year period was $6,000 million and $19,500 million for the three and nine months ended September 30, 2011, respectively.

**Net Operating Income (Loss) and Sales—Other International Mortgage Insurance**
**(amounts in millions)**

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 15 | $ 13 | $ 13 | $ 41 | $ 16 | $ 12 | $ 14 | $ 15 | $ 57 |
| Net investment income | 3 | 3 | 4 | 10 | 3 | 3 | 4 | 3 | 13 |
| Net investment gains (losses) | (1) | 1 | 1 | 1 | — | 1 | — | 2 | 3 |
| Insurance and investment product fees and other | — | 4 | 1 | 5 | 1 | 5 | — | 1 | 7 |
| Total revenues | 17 | 21 | 19 | 57 | 20 | 21 | 18 | 21 | 80 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 11 | 9 | 8 | 28 | 13 | 8 | 20 | 14 | 55 |
| Acquisition and operating expenses, net of deferrals | 12 | 12 | 11 | 35 | 9 | 12 | 11 | 11 | 43 |
| Amortization of deferred acquisition costs and intangibles | 1 | — | 1 | 2 | 2 | — | 2 | 1 | 5 |
| Interest expense | — | — | — | — | — | — | — | — | — |
| Total benefits and expenses | 24 | 21 | 20 | 65 | 24 | 20 | 33 | 26 | 103 |
| **INCOME (LOSS) BEFORE INCOME TAXES** | (7) | — | (1) | (8) | (4) | 1 | (15) | (5) | (23) |
| Provision (benefit) for income taxes | — | 2 | 3 | 5 | (1) | — | (5) | (1) | (7) |
| **NET INCOME (LOSS)** | (7) | (2) | (4) | (13) | (3) | 1 | (10) | (4) | (16) |
| Less: net income attributable to noncontrolling interests | — | — | — | — | — | — | — | — | — |
| **NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | (7) | (2) | (4) | (13) | (3) | 1 | (10) | (4) | (16) |
| **ADJUSTMENT TO NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:** | | | | | | | | | |
| Net investment (gains) losses, net of taxes and other adjustments | — | (1) | — | (1) | — | — | (1) | (1) | (2) |
| **NET OPERATING INCOME (LOSS)**(1) | $ (7) | $ (3) | $ (4) | $ (14) | $ (3) | $ 1 | $ (11) | $ (5) | $ (18) |
| *Effective tax rate (operating income (loss))* | *-4.3%* | *-514.6%* | *-113.4%* | *-54.5%* | *35.5%* | *15.8%* | *31.0%* | *28.8%* | *31.5%* |
| **SALES:** | | | | | | | | | |
| **New Insurance Written (NIW)** | | | | | | | | | |
| Flow | $500 | $ 600 | $ 500 | $1,600 | $ 600 | $ 700 | $ 700 | $ 700 | $2,700 |
| Bulk | 300 | 300 | 200 | 800 | 1,600 | — | — | — | 1,600 |
| **Total Other International NIW**(2) | $800 | $ 900 | $ 700 | $2,400 | $2,200 | $ 700 | $ 700 | $ 700 | $4,300 |

(1) Net operating income (loss) for the Other International platform adjusted for foreign exchange as compared to the prior year period was $(6) million and $(13) million for the three and nine months ended September 30, 2011, respectively.

(2) New insurance written for the Other International platform adjusted for foreign exchange as compared to the prior year period was $700 million and $2,300 million for the three and nine months ended September 30, 2011, respectively.

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

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **Net Premiums Written** | | | | | | | | | |
| Canada | $ 164 | $ 155 | $ 101 | $ 420 | $ 131 | $ 160 | $ 153 | $ 90 | $ 534 |
| Australia | 92 | 90 | 61 | 243 | 65 | 63 | 65 | 64 | 257 |
| Other International[1] | 5 | 12 | 10 | 27 | 9 | 10 | — | 9 | 28 |
| Total International Net Premiums Written | $ 261 | $ 257 | $ 172 | $ 690 | $ 205 | $ 233 | $ 218 | $ 163 | $ 819 |
| **Loss Ratio**[2] | | | | | | | | | |
| Canada | 36% | 33% | 38% | 36% | 32% | 31% | 32% | 38% | 33% |
| Australia | 48% | 48% | 45% | 47% | 37% | 38% | 42% | 44% | 40% |
| Other International | 85% | 59% | 62% | 69% | 81% | 69% | 136% | 93% | 96% |
| Total International Loss Ratio | 43% | 40% | 42% | 42% | 37% | 35% | 42% | 43% | 39% |
| **GAAP Basis Expense Ratio**[3] | | | | | | | | | |
| Canada | 24% | 24% | 24% | 24% | 25% | 24% | 24% | 23% | 24% |
| Australia | 27% | 29% | 30% | 29% | 32% | 33% | 28% | 30% | 31% |
| Other International[1] | 95% | 94% | 87% | 92% | 74% | 97% | 86% | 82% | 84% |
| Total International GAAP Basis Expense Ratio | 29% | 30% | 29% | 29% | 31% | 31% | 29% | 29% | 30% |
| **Adjusted Expense Ratio**[4] | | | | | | | | | |
| Canada | 22% | 25% | 37% | 27% | 29% | 23% | 23% | 38% | 27% |
| Australia | 30% | 32% | 46% | 35% | 45% | 39% | 37% | 39% | 40% |
| Other International[1] | 280% | 108% | 114% | 139% | 118% | 124% | NM[6] | 129% | 170% |
| Total International Adjusted Expense Ratio | 30% | 31% | 45% | 34% | 38% | 31% | 33% | 44% | 36% |
| **Primary Insurance In-Force** | | | | | | | | | |
| Canada | $250,200 | $264,700 | $256,700 | | $246,300 | $234,400 | $220,400 | $225,400 | |
| Australia | 264,300 | 296,200 | 284,600 | | 283,500 | 267,100 | 233,100 | 254,400 | |
| Other International[1] | 33,600 | 37,000 | 36,200 | | 34,300 | 33,900 | 30,600 | 35,700 | |
| Total International Primary Insurance In-Force | $548,100 | $597,900 | $577,500 | | $564,100 | $535,400 | $484,100 | $515,500 | |
| **Primary Risk In-Force**[5] | | | | | | | | | |
| Canada | | | | | | | | | |
| Flow | $ 70,600 | $ 74,400 | $ 72,200 | | $ 69,300 | $ 65,500 | $ 61,300 | $ 62,400 | |
| Bulk | 16,900 | 18,200 | 17,700 | | 16,900 | 16,500 | 15,800 | 16,500 | |
| Total Canada | 87,500 | 92,600 | 89,900 | | 86,200 | 82,000 | 77,100 | 78,900 | |
| Australia | | | | | | | | | |
| Flow | 83,300 | 93,200 | 90,000 | | 88,900 | 83,500 | 73,000 | 79,400 | |
| Bulk | 9,200 | 10,500 | 9,600 | | 10,400 | 10,000 | 8,600 | 9,600 | |
| Total Australia | 92,500 | 103,700 | 99,600 | | 99,300 | 93,500 | 81,600 | 89,000 | |
| Other International | | | | | | | | | |
| Flow[1] | 4,400 | 4,800 | 4,700 | | 4,500 | 4,500 | 4,000 | 4,700 | |
| Bulk | 400 | 500 | 500 | | 400 | 200 | 300 | 300 | |
| Total Other International | 4,800 | 5,300 | 5,200 | | 4,900 | 4,700 | 4,300 | 5,000 | |
| Total International Primary Risk In-Force | $184,800 | $201,600 | $194,700 | | $190,400 | $180,200 | $163,000 | $172,900 | |

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

(1) Includes the impact of settlements and cancelled insurance contracts, primarily with lenders in Europe. Primary insurance-force and primary flow risk in-force adjusted for the impact of quota share reinsurance in Europe were $32,800 million and $4,400 million, respectively as of September 30, 2011.

(2) The ratio of incurred losses and loss adjustment expense to net earned premiums. In determining the pricing of the mortgage insurance products, the company develops a pricing loss ratio which uses industry and company loss experience over a number of years, which incorporate 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. New business pricing loss ratios for the international businesses were as follows for all periods: Canada 35%-40%, Australia 25%-35% and Europe 40%-45%.

(3) The ratio of an insurer’s general expenses to net earned premiums. In the business, general expenses consist of acquisition and operating expenses, net of deferrals, and amortization of deferred acquisition costs (DAC) and intangibles.

(4) The ratio of an insurer’s general expenses to net premiums written. In the business, general expenses consist of acquisition and operating expenses, net of deferrals, and amortization of DAC and intangibles.

(5) The businesses in Australia, New Zealand and Canada currently provide 100% coverage on the majority of the loans the company insures in those markets. For the purpose of representing the risk in-force, the company has computed an “effective risk in-force” amount which recognizes that the loss on any particular loan will be reduced by the net proceeds received upon sale of the property. Effective risk in-force has been calculated by applying to insurance in-force a factor that represents the highest expected average per-claim payment for any one underwriting year over the life of the businesses in Australia, New Zealand and Canada. This factor was 35% for all periods presented.

(6) “NM” is defined as not meaningful for increases or decreases greater than 500%.

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

| Primary Insurance | September 30, 2011 | June 30, 2011 | March 31, 2011 | December 31, 2010 | September 30, 2010 |
|---|---|---|---|---|---|
| Insured loans in-force | 1,346,546 | 1,326,690 | 1,301,973 | 1,287,153 | 1,272,984 |
| Insured delinquent loans | 2,868 | 3,281 | 3,454 | 3,401 | 3,139 |
| Insured delinquency rate | 0.21% | 0.25% | 0.27% | 0.26% | 0.25% |
| Flow loans in-force | 1,049,959 | 1,029,844 | 1,011,823 | 1,000,254 | 983,809 |
| Flow delinquent loans | 2,594 | 2,956 | 3,113 | 3,117 | 2,897 |
| Flow delinquency rate | 0.25% | 0.29% | 0.31% | 0.31% | 0.29% |
| Bulk loans in-force | 296,587 | 296,846 | 290,150 | 286,899 | 289,175 |
| Bulk delinquent loans | 274 | 325 | 341 | 284 | 242 |
| Bulk delinquency rate | 0.09% | 0.11% | 0.12% | 0.10% | 0.08% |

| Loss Metrics | September 30, 2011 | June 30, 2011 | March 31, 2011 | December 31, 2010 | September 30, 2010 |
|---|---|---|---|---|---|
| **Beginning Reserves** | $ 174 | $ 200 | $ 202 | $ 202 | $ 208 |
| Paid claims | (74) | (79) | (66) | (56) | (58) |
| Increase in reserves | 56 | 52 | 59 | 50 | 46 |
| Impact of changes in foreign exchange rates | (14) | 1 | 5 | 6 | 6 |
| **Ending Reserves** | $ 142 | $ 174 | $ 200 | $ 202 | $ 202 |

| Province and Territory | September 30, 2011 % of Primary Risk In-Force | September 30, 2011 Primary Delinquency Rate | June 30, 2011 % of Primary Risk In-Force | June 30, 2011 Primary Delinquency Rate | September 30, 2010 % of Primary Risk In-Force | September 30, 2010 Primary Delinquency Rate |
|---|---|---|---|---|---|---|
| Ontario | 46% | 0.13% | 46% | 0.17% | 47% | 0.17% |
| British Columbia | 16 | 0.27% | 16 | 0.31% | 16 | 0.27% |
| Alberta | 16 | 0.46% | 16 | 0.53% | 15 | 0.58% |
| Quebec | 15 | 0.22% | 15 | 0.23% | 15 | 0.21% |
| Nova Scotia | 2 | 0.24% | 2 | 0.29% | 2 | 0.25% |
| Saskatchewan | 2 | 0.16% | 2 | 0.15% | 2 | 0.13% |
| Manitoba | 1 | 0.10% | 1 | 0.12% | 1 | 0.09% |
| New Brunswick | 1 | 0.28% | 1 | 0.23% | 1 | 0.32% |
| All Other | 1 | 0.07% | 1 | 0.11% | 1 | 0.14% |
| Total | 100% | 0.21% | 100% | 0.25% | 100% | 0.25% |
| **By Policy Year** | | | | | | |
| 2003 and prior | 18% | 0.03% | 18% | 0.04% | 20% | 0.03% |
| 2004 | 8 | 0.08% | 8 | 0.09% | 8 | 0.09% |
| 2005 | 8 | 0.13% | 8 | 0.15% | 9 | 0.16% |
| 2006 | 9 | 0.26% | 10 | 0.32% | 11 | 0.36% |
| 2007 | 19 | 0.40% | 19 | 0.48% | 22 | 0.51% |
| 2008 | 11 | 0.57% | 12 | 0.66% | 13 | 0.59% |
| 2009 | 7 | 0.34% | 7 | 0.35% | 8 | 0.18% |
| 2010 | 12 | 0.17% | 12 | 0.14% | 9 | 0.02% |
| 2011 | 8 | 0.02% | 6 | 0.01% | — | — % |
| Total | 100% | 0.21% | 100% | 0.25% | 100% | 0.25% |

**Selected Key Performance Measures—International Mortgage Insurance—Canada**
**(Canadian dollar amounts in millions)**

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **Paid Claims** | | | | | | | | | |
| Flow | $ 70 | $ 75 | $ 64 | $ 209 | $ 56 | $ 60 | $ 53 | $ 61 | $ 230 |
| Bulk | 2 | 2 | 1 | 5 | — | 1 | 1 | 1 | 3 |
| **Total Paid Claims** | $ 72 | $ 77 | $ 65 | $ 214 | $ 56 | $ 61 | $ 54 | $ 62 | $ 233 |
| **Average Paid Claim (in thousands)** | $ 80.5 | $ 82.3 | $ 77.0 | | $ 78.6 | $ 71.6 | $ 62.6 | $ 69.8 | |
| **Average Reserve Per Delinquency (in thousands)** | $ 51.5 | $ 51.0 | $ 56.2 | | $ 58.9 | $ 66.1 | $ 68.5 | $ 65.2 | |
| **Loss Metrics** | | | | | | | | | |
| **Beginning Reserves** | $ 167 | $ 194 | $ 200 | | $ 207 | $ 221 | $ 226 | $ 229 | |
| Paid claims | (72) | (77) | (65) | | (56) | (61) | (54) | (62) | |
| Increase in reserves | 53 | 50 | 59 | | 49 | 47 | 49 | 59 | |
| **Ending Reserves** | $ 148 | $ 167 | $ 194 | | $ 200 | $ 207 | $ 221 | $ 226 | |
| **Loan Amount** | | | | | | | | | |
| Over $550K | 4% | 4% | 4% | | 4% | 4% | 4% | 3% | |
| $400K to $550K | 8 | 8 | 8 | | 8 | 7 | 7 | 7 | |
| $250K to $400K | 30 | 29 | 29 | | 28 | 29 | 28 | 28 | |
| $100K to $250K | 52 | 52 | 52 | | 53 | 53 | 54 | 55 | |
| $100K or Less | 6 | 7 | 7 | | 7 | 7 | 7 | 7 | |
| Total | 100% | 100% | 100% | | 100% | 100% | 100% | 100% | |
| **Average Primary Loan Size (in thousands)** | $ 194 | $ 192 | $ 191 | | $ 190 | $ 189 | $ 187 | $ 186 | |

All amounts presented in Canadian dollars.

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

| Primary Insurance | September 30, 2011 | June 30, 2011 | March 31, 2011 | December 31, 2010 | September 30, 2010 |
|---|---|---|---|---|---|
| Insured loans in-force | 1,428,328 | 1,453,012 | 1,453,554 | 1,468,773 | 1,467,660 |
| Insured delinquent loans | 8,465 | 8,193 | 7,557 | 7,062 | 7,112 |
| Insured delinquency rate | 0.59% | 0.56% | 0.52% | 0.48% | 0.48% |
| Flow loans in-force | 1,280,741 | 1,301,648 | 1,307,167 | 1,304,337 | 1,301,004 |
| Flow delinquent loans | 8,209 | 7,995 | 7,387 | 6,872 | 6,979 |
| Flow delinquency rate | 0.64% | 0.61% | 0.57% | 0.53% | 0.54% |
| Bulk loans in-force | 147,587 | 151,364 | 146,387 | 164,436 | 166,656 |
| Bulk delinquent loans | 256 | 198 | 170 | 190 | 133 |
| Bulk delinquency rate | 0.17% | 0.13% | 0.12% | 0.12% | 0.08% |

| Loss Metrics | September 30, 2011 | June 30, 2011 | March 31, 2011 | December 31, 2010 | September 30, 2010 |
|---|---|---|---|---|---|
| **Beginning Reserves** | $ 248 | $ 224 | $ 206 | $ 188 | $ 164 |
| Paid claims | (26) | (32) | (26) | (27) | (27) |
| Increase in reserves | 50 | 47 | 42 | 33 | 29 |
| Impact of changes in foreign exchange rates | (25) | 9 | 2 | 12 | 22 |
| **Ending Reserves** | $ 247 | $ 248 | $ 224 | $ 206 | $ 188 |

| | September 30, 2011 | | June 30, 2011 | | September 30, 2010 | |
|---|---|---|---|---|---|---|
| State and Territory | % of Primary Risk In-Force | Primary Delinquency Rate | % of Primary Risk In-Force | Primary Delinquency Rate | % of Primary Risk In-Force | Primary Delinquency Rate |
| New South Wales | 31% | 0.60% | 31% | 0.60% | 32% | 0.57% |
| Victoria | 23 | 0.42% | 23 | 0.41% | 23 | 0.37% |
| Queensland | 22 | 0.84% | 23 | 0.74% | 22 | 0.55% |
| Western Australia | 11 | 0.59% | 10 | 0.54% | 10 | 0.42% |
| South Australia | 6 | 0.52% | 6 | 0.50% | 6 | 0.43% |
| New Zealand | 2 | 1.12% | 2 | 1.18% | 2 | 1.12% |
| Australian Capital Territory | 2 | 0.14% | 2 | 0.14% | 2 | 0.09% |
| Tasmania | 2 | 0.40% | 2 | 0.37% | 2 | 0.29% |
| Northern Territory | 1 | 0.27% | 1 | 0.26% | 1 | 0.14% |
| Total | 100% | 0.59% | 100% | 0.56% | 100% | 0.48% |
| **By Policy Year** | | | | | | |
| 2003 and prior | 19% | 0.10% | 20% | 0.11% | 20% | 0.10% |
| 2004 | 6 | 0.42% | 6 | 0.43% | 7 | 0.37% |
| 2005 | 8 | 0.58% | 9 | 0.60% | 10 | 0.50% |
| 2006 | 11 | 0.85% | 12 | 0.79% | 13 | 0.70% |
| 2007 | 13 | 1.22% | 13 | 1.16% | 14 | 1.03% |
| 2008 | 12 | 1.50% | 12 | 1.35% | 13 | 1.12% |
| 2009 | 14 | 0.83% | 14 | 0.71% | 15 | 0.41% |
| 2010 | 10 | 0.18% | 10 | 0.12% | 8 | 0.03% |
| 2011 | 7 | 0.01% | 4 | 0.02% | — | — % |
| Total | 100% | 0.59% | 100% | 0.56% | 100% | 0.48% |

**Selected Key Performance Measures—International Mortgage Insurance—Australia**
**(Australian dollar amounts in millions)**

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **Paid Claims** | | | | | | | | | |
| Flow | $ 25 | $ 29 | $ 26 | $ 80 | $ 28 | $ 31 | $ 60 | $ 51 | $170 |
| Bulk | — | 1 | — | 1 | — | 1 | — | — | 1 |
| **Total Paid Claims** | $ 25 | $ 30 | $ 26 | $ 81 | $ 28 | $ 32 | $ 60 | $ 51 | $171 |
| **Average Paid Claim (in thousands)** | $62.4 | $75.9 | $71.2 | | $68.1 | $61.5 | $74.2 | $66.8 | |
| **Average Reserve Per Delinquency (in thousands)** | $30.0 | $28.2 | $28.5 | | $28.4 | $27.3 | $27.2 | $29.1 | |
| **Loss Metrics** | | | | | | | | | |
| **Beginning Reserves** | $ 232 | $ 216 | $ 201 | | $ 195 | $ 194 | $ 212 | $ 225 | |
| Paid claims | (25) | (30) | (26) | | (28) | (32) | (60) | (51) | |
| Increase in reserves | 48 | 46 | 41 | | 34 | 33 | 42 | 38 | |
| **Ending Reserves** | $ 255 | $ 232 | $ 216 | | $ 201 | $ 195 | $ 194 | $ 212 | |
| **Loan Amount** | | | | | | | | | |
| Over $550K | 11% | 11% | 11% | | 11% | 10% | 10% | 10% | |
| $400K to $550K | 15 | 14 | 14 | | 14 | 14 | 14 | 14 | |
| $250K to $400K | 36 | 36 | 36 | | 35 | 35 | 35 | 34 | |
| $100K to $250K | 31 | 32 | 32 | | 33 | 34 | 34 | 34 | |
| $100K or Less | 7 | 7 | 7 | | 7 | 7 | 7 | 8 | |
| Total | 100% | 100% | 100% | | 100% | 100% | 100% | 100% | |
| **Average Primary Loan Size (in thousands)** | $ 191 | $ 190 | $ 189 | | $ 188 | $ 188 | $ 187 | $ 187 | |

All amounts presented in Australian dollars.

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

| Risk In-Force by Loan-To-Value Ratio (1) | September 30, 2011 | | | June 30, 2011 | | |
|---|---|---|---|---|---|---|
| | Primary | Flow | Bulk | Primary | Flow | Bulk |
| Canada | | | | | | |
| 95.01% and above | $30,595 | $30,595 | $ — | $ 32,030 | $32,030 | $ — |
| 90.01% to 95.00% | 23,144 | 23,142 | 3 | 24,612 | 24,609 | 3 |
| 80.01% to 90.00% | 15,789 | 14,203 | 1,586 | 16,534 | 14,889 | 1,645 |
| 80.00% and below | 18,027 | 2,677 | 15,350 | 19,476 | 2,847 | 16,629 |
| Total Canada | $87,555 | $70,617 | $16,938 | $ 92,652 | $74,376 | $18,276 |
| Australia | | | | | | |
| 95.01% and above | $15,399 | $15,398 | $ 1 | $ 16,782 | $16,782 | $ 1 |
| 90.01% to 95.00% | 19,367 | 19,358 | 9 | 21,618 | 21,608 | 10 |
| 80.01% to 90.00% | 23,557 | 23,462 | 95 | 26,733 | 26,627 | 106 |
| 80.00% and below | 34,186 | 25,056 | 9,131 | 38,520 | 28,155 | 10,365 |
| Total Australia | $92,509 | $83,274 | $ 9,235 | $103,653 | $93,171 | $10,482 |
| Other International(2) | | | | | | |
| 95.01% and above | $ 859 | $ 859 | $ — | $ 969 | $ 969 | $ — |
| 90.01% to 95.00% | 2,173 | 2,106 | 67 | 2,369 | 2,288 | 81 |
| 80.01% to 90.00% | 1,454 | 1,149 | 305 | 1,659 | 1,293 | 366 |
| 80.00% and below | 298 | 259 | 39 | 332 | 285 | 47 |
| Total Other International | $ 4,783 | $ 4,372 | $ 411 | $ 5,329 | $ 4,835 | $ 494 |

Amounts may not total due to rounding.

(1) Loan amount in loan-to-value ratio calculation includes capitalized premiums, where applicable.

(2) Other International flow and primary risk in-force as of September 30, 2011, included $46 million of risk in-force in Europe ceded under quota share reinsurance agreement.

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2011

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

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 209 | $ 223 | $ 215 | $ 647 | $ 219 | $ 218 | $ 244 | $ 258 | $ 939 |
| Net investment income | 38 | 53 | 48 | 139 | 37 | 32 | 38 | 47 | 154 |
| Net investment gains (losses) | (2) | 1 | 2 | 1 | (1) | 2 | 2 | 2 | 5 |
| Insurance and investment product fees and other | — | 4 | 5 | 9 | 4 | 6 | — | 4 | 14 |
| Total revenues | 245 | 281 | 270 | 796 | 259 | 258 | 284 | 311 | 1,112 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 37 | 35 | 32 | 104 | 34 | 37 | 57 | 68 | 196 |
| Acquisition and operating expenses, net of deferrals | 137 | 151 | 148 | 436 | 143 | 139 | 157 | 154 | 593 |
| Amortization of deferred acquisition costs and intangibles | 36 | 46 | 40 | 122 | 45 | 39 | 43 | 50 | 177 |
| Interest expense | 6 | 16 | 13 | 35 | 11 | 7 | 10 | 23 | 51 |
| Total benefits and expenses | 216 | 248 | 233 | 697 | 233 | 222 | 267 | 295 | 1,017 |
| **INCOME BEFORE INCOME TAXES** | 29 | 33 | 37 | 99 | 26 | 36 | 17 | 16 | 95 |
| Provision for income taxes | 6 | 8 | 10 | 24 | 8 | 6 | 4 | 3 | 21 |
| **NET INCOME** | 23 | 25 | 27 | 75 | 18 | 30 | 13 | 13 | 74 |
| Less: net income attributable to noncontrolling interests | — | — | — | — | — | — | — | — | — |
| **NET INCOME AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | 23 | 25 | 27 | 75 | 18 | 30 | 13 | 13 | 74 |
| **ADJUSTMENT TO NET INCOME AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:** | | | | | | | | | |
| Net investment (gains) losses, net of taxes and other adjustments | 2 | — | (2) | — | 1 | (2) | (1) | (1) | (3) |
| **NET OPERATING INCOME**(1) | $ 25 | $ 25 | $ 25 | $ 75 | $ 19 | $ 28 | $ 12 | $ 12 | $ 71 |
| *Effective tax rate (operating income)* | *23.8%* | *23.3%* | *26.3%* | *24.5%* | *31.1%* | *14.8%* | *24.8%* | *14.9%* | *21.7%* |
| **SALES:** | | | | | | | | | |
| Lifestyle Protection Insurance | | | | | | | | | |
| Traditional indemnity premiums | $ 252 | $ 270 | $ 240 | $ 762 | $ 230 | $ 232 | $ 220 | $ 263 | $ 945 |
| Premium equivalents for administrative services only business | 5 | 6 | 6 | 17 | 6 | 5 | 4 | 4 | 19 |
| Reinsurance premiums assumed accounted for under the deposit method | 181 | 193 | 177 | 551 | 191 | 201 | 200 | 170 | 762 |
| **Total Sales**(2) | $ 438 | $ 469 | $ 423 | $1,330 | $ 427 | $ 438 | $ 424 | $ 437 | $1,726 |
| **SALES BY REGION:** | | | | | | | | | |
| Lifestyle Protection Insurance | | | | | | | | | |
| Established European Regions | | | | | | | | | |
| Western Region | $ 121 | $ 124 | $ 128 | $ 373 | $ 132 | $ 128 | $ 126 | $ 166 | $ 552 |
| Southern Region | 112 | 136 | 117 | 365 | 116 | 122 | 109 | 100 | 447 |
| Nordic region | 98 | 101 | 85 | 284 | 82 | 86 | 86 | 82 | 336 |
| Structured Deals(3) | 97 | 103 | 89 | 289 | 87 | 85 | 93 | 78 | 343 |
| Other Countries | 10 | 5 | 4 | 19 | 10 | 17 | 10 | 11 | 48 |
| **Total Sales** | $ 438 | $ 469 | $ 423 | $1,330 | $ 427 | $ 438 | $ 424 | $ 437 | $1,726 |
| **Loss Ratio** | 17% | 16% | 15% | 16% | 16% | 17% | 23% | 26% | 21% |

The loss ratio included above was calculated using whole dollars and may be different than the ratio calculated using the rounded numbers included herein.

(1) Net operating income adjusted for foreign exchange as compared to the prior year period for the lifestyle protection insurance business was $22 million and $70 million for the three and nine months ended September 30, 2011, respectively.

(2) Sales adjusted for foreign exchange as compared to the prior year period for the lifestyle protection insurance business were $391 million and $1,256 million for the three and nine months ended September 30, 2011, respectively.

(3) Structured deals represent in-force blocks of business acquired through reinsurance arrangements and ongoing reciprocal arrangements in place with certain clients.

# U.S. Mortgage Insurance

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2011

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

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 140 | $ 142 | $ 142 | $ 424 | $ 151 | $ 149 | $ 153 | $ 142 | $ 595 |
| Net investment income | 29 | 26 | 33 | 88 | 27 | 28 | 31 | 30 | 116 |
| Net investment gains (losses) | 2 | 1 | 1 | 4 | 17 | 15 | (3) | 4 | 33 |
| Insurance and investment product fees and other | — | 1 | 1 | 2 | 2 | 3 | — | 5 | 10 |
| Total revenues | 171 | 170 | 177 | 518 | 197 | 195 | 181 | 181 | 754 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 251 | 526 | 279 | 1,056 | 688 | 391 | 216 | 196 | 1,491 |
| Acquisition and operating expenses, net of deferrals | 37 | 35 | 34 | 106 | 36 | 28 | 33 | 34 | 131 |
| Amortization of deferred acquisition costs and intangibles | 4 | 4 | 4 | 12 | 6 | 6 | 4 | 3 | 19 |
| Total benefits and expenses | 292 | 565 | 317 | 1,174 | 730 | 425 | 253 | 233 | 1,641 |
| **LOSS BEFORE INCOME TAXES** | (121) | (395) | (140) | (656) | (533) | (230) | (72) | (52) | (887) |
| Benefit for income taxes | (44) | (143) | (59) | (246) | (191) | (89) | (29) | (19) | (328) |
| **NET LOSS** | (77) | (252) | (81) | (410) | (342) | (141) | (43) | (33) | (559) |
| **ADJUSTMENT TO NET LOSS:** | | | | | | | | | |
| Net investment (gains) losses, net of taxes and other adjustments | (2) | (1) | — | (3) | (10) | (11) | 3 | (3) | (21) |
| **NET OPERATING LOSS** | $ (79) | $ (253) | $ (81) | $ (413) | $ (352) | $ (152) | $ (40) | $ (36) | $ (580) |
| *Effective tax rate (operating loss)* | *36.7%* | *36.0%* | *42.4%* | *37.5%* | *35.9%* | *38.2%* | *40.8%* | *36.5%* | *36.9%* |
| **SALES:** | | | | | | | | | |
| **New Insurance Written (NIW)** | | | | | | | | | |
| Flow | $2,700 | $1,900 | $2,000 | $6,600 | $2,600 | $2,400 | $2,100 | $1,500 | $8,600 |
| Bulk | — | — | 400 | 400 | 600 | 300 | 100 | 200 | 1,200 |
| **Total U.S. Mortgage Insurance NIW** | $2,700 | $1,900 | $2,400 | $7,000 | $3,200 | $2,700 | $2,200 | $1,700 | $9,800 |

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

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **Net Premiums Written** | $ 143 | $ 145 | $ 142 | $ 430 | $ 151 | $ 148 | $ 152 | $ 142 | $ 593 |
| **New Risk Written** | | | | | | | | | |
| Flow | $ 653 | $ 461 | $ 439 | $1,553 | $ 565 | $ 552 | $ 480 | $ 335 | $1,932 |
| Bulk | — | — | 27 | 27 | 36 | 16 | 5 | 8 | 65 |
| Total Primary | 653 | 461 | 466 | 1,580 | 601 | 568 | 485 | 343 | 1,997 |
| Pool | — | — | — | — | — | — | — | — | — |
| **Total New Risk Written** | $ 653 | $ 461 | $ 466 | $1,580 | $ 601 | $ 568 | $ 485 | $ 343 | $1,997 |
| **Primary Insurance In-Force** | $119,200 | $120,900 | $123,300 | | $125,900 | $129,100 | $131,900 | $134,800 | |
| **Risk In-Force** | | | | | | | | | |
| Flow | $ 27,206 | $ 27,489 | $ 27,984 | | $ 28,498 | $ 29,199 | $ 29,836 | $ 30,206 | |
| Bulk | 534 | 540 | 559 | | 539 | 519 | 509 | 523 | |
| Total Primary | 27,740 | 28,029 | 28,543 | | 29,037 | 29,718 | 30,345 | 30,729 | |
| Pool | 271 | 278 | 288 | | 297 | 308 | 314 | 322 | |
| **Total Risk In-Force** | $ 28,011 | $ 28,307 | $ 28,831 | | $ 29,334 | $ 30,026 | $ 30,659 | $ 31,051 | |
| **Primary Risk In-Force Subject To Captives** | 36% | 38% | 41% | | 43% | 45% | 47% | 48% | |
| **Primary Risk In-Force That Is GSE Conforming** | 96% | 96% | 96% | | 96% | 96% | 96% | 96% | |
| **GAAP Basis Expense Ratio** (1) | 30% | 27% | 27% | 28% | 28% | 22% | 25% | 26% | 25% |
| **Adjusted Expense Ratio** (2) | 29% | 27% | 27% | 27% | 28% | 23% | 25% | 26% | 25% |
| **Flow Persistency** | 86% | 86% | 86% | | 82% | 84% | 88% | 86% | |
| **Gross Written Premiums Ceded To Captives/Total Direct Written Premiums** | 14% | 15% | 17% | | 18% | 19% | 18% | 20% | |
| **Risk To Capital Ratio** (3) | 27.5:1 | 25.0:1 | 25.0:1 | | 21.9:1 | 17.8:1 | 15.1:1 | 14.9:1 | |
| **Average Primary Loan Size (in thousands)** | $ 163 | $ 162 | $ 162 | | $ 161 | $ 161 | $ 161 | $ 160 | |
| **Estimated Savings For Loss Mitigation Activities** (4) | $ 168 | $ 130 | $ 122 | $ 420 | $ 126 | $ 158 | $ 217 | $ 233 | $ 734 |

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

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

(2) The ratio of an insurer's general expenses to net written premiums. In the business, general expenses consist of acquisition and operating 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 policyholders' surplus plus the statutory contingency reserve, commonly known as the "risk to capital" requirement. The U.S. mortgage insurance business maintains new business writing flexibility in all states, supported by risk-to-capital waivers in 46 states in its primary writing entity, with the remaining four states written out of other available entities. The current period risk to capital ratio is an estimate due to the timing of the filing of statutory statements.

(4) Loss mitigation activities include rescissions, cancellations, borrower loan modifications, repayment plans, lender- and borrower-titled pre-sales, claims administration and other loan workouts. Estimated savings for rescissions represent the reduction in carried loss reserves, net of premium refunds and reinstatement of prior rescissions. Estimated savings for loan modifications and other cure related loss mitigation actions represent the reduction in carried loss reserves. For non-cure related actions, including pre-sales, the estimated savings represent the difference between the full claim obligation and the actual amount paid.

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2011

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

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **Paid Claims** | | | | | | | | | |
| Flow | | | | | | | | | |
| Direct | $ 256 | $ 239 | $ 315 | $ 810 | $ 386 | $ 369 | $ 237 | $ 244 | $ 1,236 |
| Assumed(1) | 25 | 32 | 30 | 87 | 34 | 34 | 28 | 30 | 126 |
| Ceded | (39) | (83) | (109) | (231) | (170) | (196) | (99) | (75) | (540) |
| Loss adjustment expenses | 11 | 11 | 13 | 35 | 13 | 17 | 21 | 20 | 71 |
| Total Flow | 253 | 199 | 249 | 701 | 263 | 224 | 187 | 219 | 893 |
| Bulk | (2) | 3 | 3 | 4 | 4 | 19 | 48 | 209 | 280 |
| Total Primary | 251 | 202 | 252 | 705 | 267 | 243 | 235 | 428 | 1,173 |
| Pool | 1 | 1 | 1 | 3 | 1 | — | 1 | — | 2 |
| **Total Paid Claims** | $ 252 | $ 203 | $ 253 | $ 708 | $ 268 | $ 243 | $ 236(7) | $ 428(9) | $ 1,175 |
| **Average Paid Claim (in thousands)** | $ 46.9 | $ 40.8 | $ 39.7 | | $ 34.2 | $ 32.8 | $ 42.6(8) | $ 84.7(10) | |
| **Average Direct Paid Claim (in thousands)** (2) | $ 49.1 | $ 49.7 | $ 50.8 | | $ 51.1 | $ 51.2 | $ 49.3 | $ 49.6 | |
| **Average Reserve Per Delinquency (in thousands)** | | | | | | | | | |
| Flow | $ 28.8 | $ 29.2 | $ 25.4 | | $ 24.3 | $ 20.4 | $ 19.5 | $ 19.2 | |
| Bulk loans with established reserve | 24.0 | 23.7 | 19.9 | | 20.6 | 15.7 | 12.8 | 21.7 | |
| Bulk loans with no reserve (3) | — | — | — | | — | — | — | — | |
| **Reserves:** | | | | | | | | | |
| Flow direct case | $ 2,227 | $ 2,256 | $ 1,995 | | $ 2,048 | $ 1,736 | $ 1,666 | $ 1,724 | |
| Bulk direct case | 36 | 35 | 34 | | 33 | 23 | 18 | 42 | |
| Assumed(1) | 64 | 64 | 67 | | 72 | 73 | 73 | 67 | |
| All other (4) | 159 | 151 | 124 | | 129 | 141 | 195 | 183 | |
| **Total Reserves** | $ 2,486 | $ 2,506 | $ 2,220 | | $ 2,282 | $ 1,973 | $ 1,952 | $ 2,016 | |
| **Beginning Reserves** | $ 2,506 | $ 2,220 | $ 2,282 | $ 2,282 | $ 1,973 | $ 1,952 | $ 2,016 | $ 2,289 | $ 2,289 |
| Paid claims | (292) | (286) | (362) | (940) | (438) | (439) | (335)(7) | (503)(9) | (1,715) |
| Increase in reserves | 272 | 572 | 300 | 1,144 | 747 | 460 | 271 (7) | 230 (9) | 1,708 |
| **Ending Reserves** | $ 2,486 | $ 2,506 | $ 2,220 | $ 2,486 | $ 2,282 | $ 1,973 | $ 1,952 | $ 2,016 | $ 2,282 |
| **Beginning Reinsurance Recoverable**(5) | $ 226 | $ 264 | $ 351 | $ 351 | $ 463 | $ 591 | $ 634 | $ 674 | $ 674 |
| Ceded paid claims | (40) | (83) | (109) | (232) | (170) | (196) | (99) | (75) | (540) |
| Increase in recoverable | 21 | 45 | 22 | 88 | 58 | 68 | 56 | 35 | 217 |
| **Ending Reinsurance Recoverable** | $ 207 | $ 226 | $ 264 | $ 207 | $ 351 | $ 463 | $ 591 | $ 634 | $ 351 |
| **Loss Ratio**(6) | 181% | 369% | 197% | 249% | 457% | 263% | 141% | 138% | 251% |

The loss ratio included above was calculated using whole dollars and may be different than the ratio calculated using the rounded numbers included herein.

(1) Assumed is comprised of reinsurance arrangements with state governmental housing finance agencies.
(2) Average direct paid claim excludes loss adjustment expenses, the impact of reinsurance and negotiated servicer and GSE settlements.
(3) Reserves were not established on loans where the company was in a secondary loss position due to an existing deductible and the company believes currently have no risk for claim.
(4) Other includes loss adjustment expenses, pool and incurred but not reported reserves.
(5) Reinsurance recoverable excludes ceded unearned premium recoveries and amounts for which cash proceeds have not yet been received.
(6) The ratio of incurred losses and loss adjustment expense to net earned premiums. Excluding the GSE Alt-A business settlements in the first and second quarters of 2010, the loss ratio was 253% for the twelve months ended December 31, 2010 and 144% and 141% for the three months ended June 30, 2010 and March 31, 2010, respectively.
(7) Net paid claims and change in reserves include the impact of settlements that the company reached during the second quarter of 2010 with a GSE counterparty regarding certain bulk Alt-A business and with a servicer regarding rescissions.
(8) Excluding the GSE Alt-A business and the servicer settlements in the second quarter of 2010, the average paid claim was approximately $45,800 in the second quarter of 2010.
(9) In the first quarter of 2010, the company reached a settlement with a GSE counterparty regarding certain bulk Alt-A business. Net paid claims included $180 million and the change in reserves included a decrease of $185 million related to this settlement.
(10) Excluding the GSE Alt-A business settlement in the first quarter of 2010, the average paid claim was approximately $49,100 in the first quarter of 2010.

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

| | 2011 3Q | 2011 2Q | 2011 1Q | 2011 Total | 2010 4Q | 2010 3Q | 2010 2Q | 2010 1Q | 2010 Total |
|---|---|---|---|---|---|---|---|---|---|
| **Number of Primary Delinquencies** | | | | | | | | | |
| Flow | 84,910 | 84,442 | 85,758 | | 92,225 | 95,567 | 98,771 | 102,389 | |
| Bulk loans with established reserve | 1,604 | 1,569 | 1,814 | | 1,713 | 1,607 | 1,510 | 2,155 | |
| Bulk loans with no reserve (1) | 1,506 | 1,453 | 1,446 | | 1,457 | 1,439 | 1,478 | 2,560 | |
| Total Number of Primary Delinquencies | 88,020 | 87,464 | 89,018 | | 95,395 | 98,613 | 101,759 | 107,104 | |
| **Beginning Number of Primary Delinquencies** | 87,464 | 89,018 | 95,395 | 95,395 | 98,613 | 101,759 | 107,104 | 122,279 | 122,279 |
| New delinquencies | 23,493 | 21,272 | 23,866 | 68,631 | 25,771 | 27,180 | 26,034 | 31,126 | 110,111 |
| Delinquency cures | (17,595) | (17,908) | (23,908) | (59,411) | (21,199) | (22,923) | (25,868) | (41,272)(2) | (111,262) |
| Paid claims | (5,342) | (4,918) | (6,335) | (16,595) | (7,790) | (7,403) | (5,511) | (5,029) | (25,733) |
| **Ending Number of Primary Delinquencies** | 88,020 | 87,464 | 89,018 | 88,020 | 95,395 | 98,613 | 101,759 | 107,104 | 95,395 |
| **Composition of Cures** | | | | | | | | | |
| Reported delinquent and cured-intraquarter | 3,181 | 2,670 | 5,195 | | 2,525 | 1,914 | 2,462 | 4,704 | |
| Number of missed payments delinquent prior to cure: | | | | | | | | | |
| 3 payments or less | 8,520 | 8,953 | 11,454 | | 10,365 | 10,393 | 11,845 | 15,423 | |
| 4 - 11 payments | 3,584 | 4,146 | 5,183 | | 5,763 | 7,691 | 8,883 | 15,189 | |
| 12 payments or more | 2,310 | 2,139 | 2,076 | | 2,546 | 2,925 | 2,678 | 5,956 | |
| **Total** | 17,595 | 17,908 | 23,908 | | 21,199 | 22,923 | 25,868 | 41,272(2) | |
| **Primary Delinquencies by Missed Payment Status** | | | | | | | | | |
| 3 payments or less | 22,444 | 21,125 | 20,920 | | 25,131 | 26,292 | 26,374 | 28,646 | |
| 4 - 11 payments | 25,055 | 26,969 | 31,070 | | 34,639 | 37,180 | 42,993 | 49,663 | |
| 12 payments or more | 40,521 | 39,370 | 37,028 | | 35,625 | 35,141 | 32,392 | 28,795 | |
| **Primary Delinquencies** | 88,020 | 87,464 | 89,018 | | 95,395 | 98,613 | 101,759 | 107,104 | |

| Flow Delinquencies and Percentage Reserved by Payment Status | September 30, 2011 Delinquencies | Direct Case Reserves(3) | Risk In-Force | Reserves as % of Risk In-Force |
|---|---|---|---|---|
| 3 payments or less in default | 21,458 | $ 201 | $ 854 | 24% |
| 4 - 11 payments in default | 24,252 | 646 | 1,082 | 60% |
| 12 payments or more in default | 39,200 | 1,380 | 1,925 | 72% |
| **Total** | 84,910 | $ 2,227 | $ 3,861 | 58% |

| Flow Delinquencies and Percentage Reserved by Payment Status | December 31, 2010 Delinquencies | Direct Case Reserves(3) | Risk In-Force | Reserves as % of Risk In-Force |
|---|---|---|---|---|
| 3 payments or less in default | 24,104 | $ 152 | $ 959 | 16% |
| 4 - 11 payments in default | 33,635 | 754 | 1,546 | 49% |
| 12 payments or more in default | 34,486 | 1,142 | 1,757 | 65% |
| **Total** | 92,225 | $ 2,048 | $ 4,262 | 48% |

(1) Reserves were not established on loans where the company was in a secondary loss position due to an existing deductible and the company believes currently have no risk for claim.
(2) In the first quarter of 2010, the company reached a settlement with a GSE counterparty regarding certain bulk Alt-A business. Delinquency cures included approximately 10,100 cures related to this settlement.
(3) Direct flow case reserves exclude loss adjustment expenses, incurred but not reported and reinsurance reserves.

**Portfolio Quality Metrics—U.S. Mortgage Insurance**

| | 2011 | | | 2010 | | | |
|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | 4Q | 3Q | 2Q | 1Q |
| **Risk In-Force by Credit Quality**(1) | | | | | | | |
| Primary by FICO Scores >679 | 67% | 67% | 66% | 66% | 65% | 65% | 64% |
| Primary by FICO Scores 620-679 | 26% | 26% | 27% | 27% | 27% | 27% | 28% |
| Primary by FICO Scores 575-619 | 5% | 5% | 5% | 5% | 6% | 6% | 6% |
| Primary by FICO Scores <575 | 2% | 2% | 2% | 2% | 2% | 2% | 2% |
| | | | | | | | |
| Flow by FICO Scores >679 | 67% | 66% | 66% | 66% | 65% | 65% | 64% |
| Flow by FICO Scores 620-679 | 26% | 27% | 27% | 27% | 27% | 27% | 28% |
| Flow by FICO Scores 575-619 | 5% | 5% | 5% | 5% | 6% | 6% | 6% |
| Flow by FICO Scores <575 | 2% | 2% | 2% | 2% | 2% | 2% | 2% |
| | | | | | | | |
| Bulk by FICO Scores >679 | 89% | 89% | 89% | 89% | 88% | 88% | 87% |
| Bulk by FICO Scores 620-679 | 9% | 9% | 9% | 9% | 10% | 10% | 11% |
| Bulk by FICO Scores 575-619 | 1% | 1% | 1% | 1% | 1% | 1% | 1% |
| Bulk by FICO Scores <575 | 1% | 1% | 1% | 1% | 1% | 1% | 1% |
| | | | | | | | |
| Primary A minus | 5% | 5% | 5% | 5% | 5% | 5% | 5% |
| Primary Sub-prime(2) | 5% | 5% | 5% | 5% | 5% | 5% | 5% |
| | | | | | | | |
| **Primary Loans** | | | | | | | |
| Primary loans in-force | 733,383 | 746,740 | 763,439 | 781,024 | 802,090 | 821,617 | 840,618 |
| Primary delinquent loans | 88,020 | 87,464 | 89,018 | 95,395 | 98,613 | 101,759 | 107,104 |
| Primary delinquency rate | 12.00% | 11.71% | 11.66% | 12.21% | 12.29% | 12.39% | 12.74% |
| | | | | | | | |
| Flow loans in-force | 648,242 | 658,251 | 673,276 | 687,964 | 705,754 | 723,301 | 735,564 |
| Flow delinquent loans | 84,910 | 84,442 | 85,758 | 92,225 | 95,567 | 98,771 | 102,389 |
| Flow delinquency rate | 13.10% | 12.83% | 12.74% | 13.41% | 13.54% | 13.66% | 13.92% |
| | | | | | | | |
| Bulk loans in-force | 85,141 | 88,489 | 90,163 | 93,060 | 96,336 | 98,316 | 105,054 |
| Bulk delinquent loans | 3,110 | 3,022 | 3,260 | 3,170 | 3,046 | 2,988 | 4,715 |
| Bulk delinquency rate | 3.65% | 3.42% | 3.62% | 3.41% | 3.16% | 3.04% | 4.49% |
| | | | | | | | |
| A minus and sub-prime loans in-force | 71,097 | 73,211 | 75,421 | 77,822 | 80,774 | 83,859 | 86,185 |
| A minus and sub-prime delinquent loans | 20,347 | 20,284 | 20,656 | 22,827 | 23,882 | 24,867 | 26,387 |
| A minus and sub-prime delinquency rate | 28.62% | 27.71% | 27.39% | 29.33% | 29.57% | 29.65% | 30.62% |
| | | | | | | | |
| **Pool Loans** | | | | | | | |
| Pool loans in-force | 16,574 | 16,943 | 17,421 | 17,880 | 18,759 | 19,473 | 19,907 |
| Pool delinquent loans | 957 | 931 | 913 | 989 | 939 | 831 | 783 |
| Pool delinquency rate | 5.77% | 5.49% | 5.24% | 5.53% | 5.01% | 4.27% | 3.93% |

(1) Loans with unknown FICO scores are included in the 620-679 category.
(2) Excludes loans classified as A minus.

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

| | September 30, 2011 | | | June 30, 2011 | | | September 30, 2010 | | |
|---|---|---|---|---|---|---|---|---|---|
| | % of Total Reserves(1) | % of Primary Risk In-Force | Primary Delinquency Rate | % of Total Reserves(1) | % of Primary Risk In-Force | Primary Delinquency Rate | % of Total Reserves(1) | % of Primary Risk In-Force | Primary Delinquency Rate |
| **By Region** | | | | | | | | | |
| Southeast(2) | 35% | 22% | 16.80% | 35% | 22% | 16.37% | 34% | 23% | 16.94% |
| South Central(3) | 11 | 16 | 9.95% | 12 | 16 | 9.90% | 14 | 16 | 11.19% |
| Northeast(4) | 12 | 14 | 12.30% | 12 | 14 | 11.71% | 9 | 14 | 11.15% |
| North Central(5) | 12 | 12 | 11.79% | 11 | 12 | 11.36% | 11 | 11 | 11.52% |
| Pacific(6) | 13 | 11 | 12.99% | 13 | 11 | 13.29% | 15 | 11 | 15.13% |
| Great Lakes(7) | 7 | 9 | 8.83% | 7 | 9 | 8.49% | 7 | 9 | 8.99% |
| Plains(8) | 3 | 6 | 7.80% | 3 | 6 | 7.75% | 3 | 6 | 7.96% |
| New England(9) | 3 | 5 | 10.81% | 3 | 5 | 10.36% | 3 | 5 | 11.04% |
| Mid-Atlantic(10) | 4 | 5 | 10.37% | 4 | 5 | 10.12% | 4 | 5 | 10.80% |
| Total | 100% | 100% | 12.00% | 100% | 100% | 11.71% | 100% | 100% | 12.29% |
| **By State** | | | | | | | | | |
| Florida | 24% | 7% | 28.93% | 24% | 7% | 28.35% | 24% | 8% | 28.59% |
| Texas | 3% | 7% | 7.84% | 3% | 7% | 7.61% | 3% | 7% | 8.83% |
| New York | 5% | 7% | 10.28% | 5% | 7% | 9.71% | 4% | 7% | 9.34% |
| California | 6% | 6% | 11.62% | 7% | 5% | 12.24% | 7% | 5% | 15.16% |
| Illinois | 7% | 5% | 16.54% | 7% | 5% | 15.90% | 7% | 5% | 15.66% |
| Georgia | 4% | 4% | 14.76% | 4% | 4% | 14.70% | 4% | 4% | 16.88% |
| North Carolina | 3% | 4% | 11.55% | 3% | 4% | 10.93% | 2% | 4% | 11.25% |
| New Jersey | 5% | 4% | 18.20% | 5% | 4% | 17.73% | 4% | 4% | 16.54% |
| Pennsylvania | 2% | 4% | 11.47% | 2% | 4% | 10.81% | 2% | 4% | 10.48% |
| Ohio | 2% | 3% | 8.39% | 2% | 3% | 8.00% | 2% | 3% | 7.83% |

(1) Total reserves were $2,486 million, $2,506 million and $1,973 million as of September 30, 2011, June 30, 2011 and September 30, 2010, respectively.
(2) Alabama, Arkansas, Florida, Georgia, Mississippi, North Carolina, South Carolina and Tennessee.
(3) Arizona, Colorado, Louisiana, New Mexico, Oklahoma, Texas and Utah.
(4) New Jersey, New York and Pennsylvania.
(5) Illinois, Minnesota, Missouri and Wisconsin.
(6) Alaska, California, Hawaii, Nevada, Oregon and Washington.
(7) Indiana, Kentucky, Michigan and Ohio.
(8) Idaho, Iowa, Kansas, Montana, Nebraska, North Dakota, South Dakota and Wyoming.
(9) Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont.
(10) Delaware, Maryland, Virginia, Washington D.C. and West Virginia.

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

| Primary Risk In-Force: | September 30, 2011 | % of Total | June 30, 2011 | % of Total | September 30, 2010 | % of Total |
|---|---|---|---|---|---|---|
| Lender concentration (by original applicant) | $ 27,740 | | $ 28,029 | | $ 29,718 | |
| Top 10 lenders | 13,774 | | 14,000 | | 15,079 | |
| Top 20 lenders | 15,717 | | 15,982 | | 17,211 | |
| Loan-to-value ratio | | | | | | |
| 95.01% and above | $ 6,960 | 25% | $ 7,065 | 25% | $ 7,435 | 25% |
| 90.01% to 95.00% | 9,712 | 35 | 9,740 | 35 | 10,287 | 35 |
| 80.01% to 90.00% | 10,595 | 38 | 10,747 | 38 | 11,540 | 39 |
| 80.00% and below | 473 | 2 | 477 | 2 | 456 | 1 |
| Total | $ 27,740 | 100% | $ 28,029 | 100% | $ 29,718 | 100% |
| Loan grade | | | | | | |
| Prime | $ 25,087 | 90% | $ 25,296 | 90% | $ 26,705 | 90% |
| A minus and sub-prime | 2,653 | 10 | 2,733 | 10 | 3,013 | 10 |
| Total | $ 27,740 | 100% | $ 28,029 | 100% | $ 29,718 | 100% |
| Loan type(1) | | | | | | |
| First mortgages | | | | | | |
| Fixed rate mortgage | | | | | | |
| Flow | $ 26,657 | 96% | $ 26,914 | 96% | $ 28,539 | 96% |
| Bulk | 513 | 2 | 519 | 2 | 497 | 2 |
| Adjustable rate mortgage | | | | | | |
| Flow | 549 | 2 | 575 | 2 | 660 | 2 |
| Bulk | 21 | — | 21 | — | 22 | — |
| Second mortgages | — | — | — | — | — | — |
| Total | $ 27,740 | 100% | $ 28,029 | 100% | $ 29,718 | 100% |
| Type of documentation | | | | | | |
| Alt-A | | | | | | |
| Flow | $ 777 | 3% | $ 807 | 3% | $ 918 | 3% |
| Bulk | 39 | — | 39 | — | 42 | — |
| Standard(2) | | | | | | |
| Flow | 26,429 | 95 | 26,682 | 95 | 28,281 | 95 |
| Bulk | 495 | 2 | 501 | 2 | 477 | 2 |
| Total | $ 27,740 | 100% | $ 28,029 | 100% | $ 29,718 | 100% |
| Mortgage term | | | | | | |
| 15 years and under | $ 490 | 2% | $ 462 | 2% | $ 386 | 1% |
| More than 15 years | 27,250 | 98 | 27,567 | 98 | 29,332 | 99 |
| Total | $ 27,740 | 100% | $ 28,029 | 100% | $ 29,718 | 100% |

(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 delinquency rates consistent with historical and expected delinquency rates consistent with the company's standard portfolio.

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

| | September 30, 2011 | | | | | |
|---|---|---|---|---|---|---|
| Policy Year | Average Rate(1) | % of Total Reserves(2) | Primary Insurance In-Force | % of Total | Primary Risk In-Force | % of Total |
| 2000 and prior | 7.83% | 1.3% | $ 1,770 | 1.5% | $ 453 | 1.6% |
| 2001 | 7.60% | 0.7 | 895 | 0.8 | 225 | 0.8 |
| 2002 | 6.65% | 1.5 | 2,171 | 1.8 | 538 | 2.0 |
| 2003 | 5.65% | 3.7 | 8,887 | 7.5 | 1,501 | 5.4 |
| 2004 | 5.88% | 4.3 | 5,684 | 4.8 | 1,299 | 4.7 |
| 2005 | 5.98% | 12.6 | 9,344 | 7.8 | 2,414 | 8.7 |
| 2006 | 6.48% | 19.5 | 12,687 | 10.6 | 3,111 | 11.2 |
| 2007 | 6.55% | 39.7 | 28,226 | 23.7 | 6,962 | 25.1 |
| 2008 | 6.14% | 16.0 | 26,138 | 21.9 | 6,498 | 23.4 |
| 2009 | 5.08% | 0.4 | 7,655 | 6.4 | 1,347 | 4.9 |
| 2010 | 4.66% | 0.3 | 8,875 | 7.4 | 1,837 | 6.6 |
| 2011 | 4.58% | — | 6,914 | 5.8 | 1,555 | 5.6 |
| Total | 6.04% | 100.0% | $ 119,246 | 100.0% | $ 27,740 | 100.0% |

| Occupancy and Property Type | September 30, 2011 | June 30, 2011 |
|---|---|---|
| Occupancy Status % of Primary Risk In-Force | | |
| Primary residence | 93.8% | 93.8% |
| Second home | 3.9 | 3.9 |
| Non-owner occupied | 2.3 | 2.3 |
| Total | 100.0% | 100.0% |
| Property Type % of Primary Risk In-Force | | |
| Single family detached | 85.9% | 85.8% |
| Condominium and co-operative | 11.3 | 11.4 |
| Multi-family and other | 2.8 | 2.8 |
| Total | 100.0% | 100.0% |

(1) Average Annual Mortgage Interest Rate
(2) Total reserves were $2,486 million as of September 30, 2011.

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

| Primary Risk In-Force | FICO > 679 | | | FICO 620 - 679 (1) | | | FICO < 620 | | | Total | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 2011 | | | 2011 | | | 2011 | | | 2011 | | |
| | 3Q | 2Q | 1Q | 3Q | 2Q | 1Q | 3Q | 2Q | 1Q | 3Q | 2Q | 1Q |
| Total Primary Risk In-Force | $18.6 | $18.7 | $18.9 | $ 7.2 | $ 7.3 | $ 7.6 | $ 1.9 | $ 2.0 | $ 2.0 | $27.7 | $28.0 | $28.5 |
| Delinquency rate (2) | 7.5% | 7.4% | 7.4% | 19.3% | 18.7% | 18.5% | 29.1% | 28.1% | 27.8% | 12.0% | 11.7% | 11.7% |
| 2011 policy year | 1.4 | $ 0.8 | $ 0.5 | $ 0.2 | $ 0.1 | $ — | $ — | $ — | $ — | $ 1.6 | $ 0.9 | $ 0.5 |
| Delinquency rate | — % | — % | — % | 0.1% | 0.1% | — % | 1.8% | 2.8% | — % | 0.0% | — % | — % |
| 2010 policy year | $ 1.7 | $ 1.8 | $ 1.8 | $ 0.1 | $ 0.1 | $ 0.1 | $ — | $ — | $ — | $ 1.8 | $ 1.9 | $ 1.9 |
| Delinquency rate | 0.2% | 0.1% | 0.1% | 0.6% | 0.4% | 0.3% | 2.8% | 2.8% | 1.8% | 0.2% | 0.1% | 0.1% |
| 2009 policy year | $ 1.2 | $ 1.3 | $ 1.3 | $ 0.1 | $ 0.1 | $ 0.1 | $ — | $ — | $ — | $ 1.3 | $ 1.4 | $ 1.4 |
| Delinquency rate | 0.6% | 0.5% | 0.4% | 2.6% | 1.8% | 1.8% | 9.8% | 6.6% | 5.6% | 0.7% | 0.5% | 0.5% |
| 2008 policy year | $ 5.0 | $ 5.1 | $ 5.2 | $ 1.3 | $ 1.3 | $ 1.4 | $ 0.2 | $ 0.3 | $ 0.3 | $ 6.5 | $ 6.7 | $ 6.9 |
| Delinquency rate | 6.9% | 6.5% | 6.3% | 15.6% | 14.9% | 14.7% | 25.2% | 24.9% | 24.7% | 9.3% | 8.9% | 8.7% |
| 2007 policy year | $ 3.9 | $ 4.0 | $ 4.2 | $ 2.3 | $ 2.3 | $ 2.4 | $ 0.8 | $ 0.8 | $ 0.8 | $ 7.0 | $ 7.1 | $ 7.4 |
| Delinquency rate | 13.1% | 12.8% | 12.6% | 23.4% | 22.7% | 22.6% | 33.9% | 32.7% | 32.5% | 18.9% | 18.3% | 18.2% |
| 2006 policy year | $ 1.8 | $ 1.8 | $ 1.9 | $ 1.0 | $ 1.1 | $ 1.1 | $ 0.3 | $ 0.3 | $ 0.3 | $ 3.1 | $ 3.2 | $ 3.3 |
| Delinquency rate | 14.1% | 13.9% | 13.6% | 23.4% | 22.5% | 22.4% | 30.4% | 29.0% | 28.8% | 18.9% | 18.3% | 18.0% |
| 2005 and prior policy year | $ 3.6 | $ 3.9 | $ 4.0 | $ 2.2 | $ 2.3 | $ 2.5 | $ 0.6 | $ 0.6 | $ 0.6 | $ 6.4 | $ 6.8 | $ 7.1 |
| Delinquency rate | 8.3% | 7.8% | 7.5% | 18.3% | 17.4% | 16.9% | 24.9% | 23.9% | 23.5% | 12.7% | 11.9% | 11.6% |
| Fixed rate mortgage | $18.3 | $18.4 | $18.6 | $ 7.0 | $ 7.1 | $ 7.4 | $ 1.9 | $ 1.9 | $ 1.9 | $27.2 | $27.4 | $27.9 |
| Delinquency rate | 7.3% | 7.1% | 7.1% | 19.1% | 18.5% | 18.3% | 28.9% | 27.9% | 27.6% | 11.7% | 11.4% | 11.4% |
| Adjustable rate mortgage | $ 0.3 | $ 0.3 | $ 0.3 | $ 0.2 | $ 0.2 | $ 0.2 | $ — | $ 0.1 | $ 0.1 | $ 0.5 | $ 0.6 | $ 0.6 |
| Delinquency rate | 24.8% | 25.0% | 24.8% | 29.4% | 28.1% | 27.4% | 38.0% | 36.3% | 36.1% | 27.6% | 27.1% | 26.7% |
| Loan-to-value > 95% | $ 3.8 | $ 3.8 | $ 3.8 | $ 2.4 | $ 2.5 | $ 2.6 | $ 0.8 | $ 0.8 | $ 0.8 | $ 7.0 | $ 7.1 | $ 7.2 |
| Delinquency rate | 9.6% | 9.4% | 9.3% | 21.6% | 20.8% | 20.7% | 32.5% | 31.4% | 31.3% | 16.7% | 16.2% | 16.1% |
| Alt-A (3) | $ 0.6 | $ 0.6 | $ 0.6 | $ 0.2 | $ 0.2 | $ 0.3 | $ — | $ — | $ — | $ 0.8 | $ 0.8 | $ 0.9 |
| Delinquency rate | 19.0% | 18.7% | 18.8% | 33.0% | 32.9% | 32.7% | 33.6% | 33.3% | 34.7% | 23.3% | 23.0% | 23.0% |
| Interest only and option ARMs | $ 1.3 | $ 1.4 | $ 1.4 | $ 0.5 | $ 0.5 | $ 0.5 | $ 0.1 | $ 0.1 | $ 0.1 | $ 1.9 | $ 2.0 | $ 2.0 |
| Delinquency rate | 26.9% | 26.9% | 26.9% | 37.5% | 37.2% | 37.3% | 43.3% | 43.5% | 42.7% | 30.4% | 30.3% | 30.3% |

(1) Loans with unknown FICO scores are included in the 620 - 679 category.
(2) Delinquency rate represents the number of lender reported delinquencies divided by the number of remaining policies consistent with mortgage insurance practices.
(3) Alt-A consists of loans with reduced documentation or verification of income or assets and a higher historical and expected delinquency rate than standard documentation loans.

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

| | September 30, 2011 | June 30, 2011 | September 30, 2010 |
|---|---|---|---|
| **GSE Alt-A** | | | |
| Risk in-force | $ 26 | $ 27 | $ 29 |
| Average FICO score | 732 | 732 | 733 |
| Loan-to-value ratio | 81% | 81% | 81% |
| Standard documentation[1] | 12% | 11% | 11% |
| Stop loss | 100% | 100% | 100% |
| Deductible | — % | — % | — % |
| **FHLB** | | | |
| Risk in-force | $ 441 | $ 442 | $ 413 |
| Average FICO score | 757 | 757 | 755 |
| Loan-to-value ratio | 75% | 75% | 75% |
| Standard documentation[1] | 97% | 97% | 97% |
| Stop loss | 94% | 94% | 91% |
| Deductible | 100% | 100% | 100% |
| **Other** | | | |
| Risk in-force | $ 67 | $ 71 | $ 77 |
| Average FICO score | 690 | 692 | 692 |
| Loan-to-value ratio | 92% | 92% | 92% |
| Standard documentation[1] | 96% | 97% | 97% |
| Stop loss | 6% | 8% | 9% |
| Deductible | — % | — % | — % |
| **Total Bulk Risk In-Force** | $ 534 | $ 540 | $ 519 |

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

## Aggregate Book Year Analysis Provided to Illustrate Directional Progression Toward Captive Attachment(1)

| | | | September 30, 2011 | | | June 30, 2011 | | | March 31, 2011 | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Book Year(2) | Original Book Risk In-Force ($B)(3) | Progression To Attachment Point | Current Risk In-Force ($B) | Ever-To-Date Incurred Losses ($MM)(3) | Captive Benefits ($MM) | Current Risk In-Force ($B) | Ever-To-Date Incurred Losses ($MM)(3) | Captive Benefits ($MM) | Current Risk In-Force ($B) | Ever-To-Date Incurred Losses ($MM)(3) | Captive Benefits ($MM) |
| 2004 | | 0%-50% | $ — | $ 2 | | $ — | $ 2 | | $ — | $ 4 | |
| 2004 | | 50%-75% | 0.1 | 13 | | 0.1 | 10 | | 0.2 | 29 | |
| 2004 | | 75%-99% | 0.2 | 51 | | 0.3 | 52 | | 0.2 | 31 | |
| 2004 | | Attached | 0.3 | 71 | | 0.3 | 71 | | 0.3 | 44 | |
| 2004 Total | $ 3.1 | | $ 0.6 | $ 137 | $ 2 | $ 0.7 | $ 135 | $ 13 | $ 0.7 | $ 108 | $ 2 |
| 2005 | | 0%-50% | $ — | $ 1 | | $ — | $ 1 | | $ — | $ 1 | |
| 2005 | | 50%-75% | — | — | | — | — | | — | — | |
| 2005 | | 75%-99% | — | — | | — | — | | — | 1 | |
| 2005 | | Attached | 0.9 | 301 | | 1.0 | 296 | | 1.5 | 451 | |
| 2005 Total | $ 2.5 | | $ 0.9 | $ 302 | 7 | $ 1.0 | $ 297 | 1 | $ 1.5 | $ 453 | 2 |
| 2006 | | 0%-50% | $ — | $ 1 | | $ — | $ 1 | | $ — | $ 1 | |
| 2006 | | 50%-75% | — | — | | — | — | | — | — | |
| 2006 | | 75%-99% | — | 1 | | — | 1 | | — | — | |
| 2006 | | Attached | 0.9 | 393 | | 1.0 | 384 | | 1.6 | 640 | |
| 2006 Total | $ 2.2 | | $ 0.9 | $ 395 | 2 | $ 1.0 | $ 386 | 10 | $ 1.6 | $ 641 | 9 |
| 2007 | | 0%-50% | $ — | $ 1 | | $ — | $ 1 | | $ — | $ 1 | |
| 2007 | | 50%-75% | — | — | | — | — | | — | — | |
| 2007 | | 75%-99% | — | — | | — | — | | — | 1 | |
| 2007 | | Attached | 1.8 | 707 | | 1.9 | 683 | | 3.4 | 1,133 | |
| 2007 Total | $ 3.2 | | $ 1.8 | $ 708 | 4 | $ 1.9 | $ 684 | 2 | $ 3.4 | $ 1,135 | 4 |
| 2008 | | 0%-50% | $ — | $ 1 | | $ 0.1 | $ 1 | | $ 0.3 | $ 8 | |
| 2008 | | 50%-75% | 0.2 | 13 | | 0.2 | 12 | | 0.2 | 8 | |
| 2008 | | 75%-99% | 0.1 | 4 | | 0.1 | 5 | | 0.1 | 4 | |
| 2008 | | Attached | 0.8 | 163 | | 0.8 | 156 | | 1.3 | 161 | |
| 2008 Total | $ 1.8 | | $ 1.1 | $ 181 | 5 | $ 1.2 | $ 174 | 19 | $ 1.9 | $ 181 | 4 |
| Captive Benefits In Quarter ($MM) | | | | | $ 20 | | | $ 45 | | | $ 21 |

(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, ever-to-date incurred losses equal current reserves plus ever-to-date 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 risk in-force for that book year.

(2) Book year amounts may include loans from additional periods pursuant to reinsurance agreement terms and conditions.

(3) Original book risk in-force and ever-to-date incurred losses include amounts for active captive books only.

# Corporate and Other

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2011**

**Net Operating Loss—Corporate and Other**[1]
**(amounts in millions)**

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ — | $ — | $ — | $ — | $ — | $ — | $ — | $ — | $ — |
| Net investment income | 28 | 43 | 26 | 97 | 56 | 36 | 35 | 9 | 136 |
| Net investment gains (losses) | (78) | (1) | (7) | (86) | (1) | 25 | (68) | (16) | (60) |
| Insurance and investment product fees and other | — | 1 | 2 | 3 | 3 | 7 | (3) | 3 | 10 |
| Total revenues | (50) | 43 | 21 | 14 | 58 | 68 | (36) | (4) | 86 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 1 | — | — | 1 | — | 1 | — | — | 1 |
| Interest credited | 32 | 31 | 33 | 96 | 34 | 38 | 35 | 39 | 146 |
| Acquisition and operating expenses, net of deferrals | 1 | — | (5) | (4) | 16 | (2) | 9 | 8 | 31 |
| Amortization of deferred acquisition costs and intangibles | 4 | 3 | 3 | 10 | 3 | 3 | 4 | 4 | 14 |
| Interest expense | 82 | 86 | 82 | 250 | 77 | 77 | 70 | 70 | 294 |
| Total benefits and expenses | 120 | 120 | 113 | 353 | 130 | 117 | 118 | 121 | 486 |
| **LOSS BEFORE INCOME TAXES** | (170) | (77) | (92) | (339) | (72) | (49) | (154) | (125) | (400) |
| Benefit for income taxes | (82) | — | (16) | (98) | (32) | (14) | (51) | (157) | (254) |
| **NET INCOME (LOSS)** | (88) | (77) | (76) | (241) | (40) | (35) | (103) | 32 | (146) |
| **ADJUSTMENTS TO NET INCOME (LOSS):** | | | | | | | | | |
| Net investment (gains) losses, net of taxes and other adjustments | 53 | — | 4 | 57 | 2 | (16) | 42 | 11 | 39 |
| Net tax benefit related to separation from the company's former parent | — | — | — | — | — | — | — | (106) | (106) |
| **NET OPERATING LOSS** | $ (35) | $ (77) | $ (72) | $ (184) | $ (38) | $ (51) | $ (61) | $ (63) | $ (213) |
| *Effective tax rate (operating loss)* | *60.4%* | *-0.2%* | *16.4%* | *26.9%* | *44.0%* | *31.2%* | *30.6%* | *42.1%* | *37.2%* |
| **Guaranteed Investment Contracts, Funding Agreements Backing Notes and Funding Agreements:** | | | | | | | | | |
| Account value, beginning of period | $3,043 | $3,317 | $3,717 | $ 3,717 | $4,094 | $4,441 | $4,372 | $4,502 | $ 4,502 |
| Deposits | — | — | — | — | 262 | 79 | 152 | — | 493 |
| Surrenders and benefits | (341) | (312) | (435) | (1,088) | (680) | (477) | (124) | (171) | (1,452) |
| Net flows | (341) | (312) | (435) | (1,088) | (418) | (398) | 28 | (171) | (959) |
| Interest credited | 24 | 28 | 33 | 85 | 36 | 41 | 43 | 43 | 163 |
| Foreign currency translation | (9) | 10 | 2 | 3 | 5 | 10 | (2) | (2) | 11 |
| Account value, end of period | $2,717 | $3,043 | $3,317 | $ 2,717 | $3,717 | $4,094 | $4,441 | $4,372 | $ 3,717 |

(1) Includes inter-segment eliminations and non-strategic products.

# Additional Financial Data

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2011**

**Investments Summary**
**(amounts in millions)**

| | September 30, 2011 | | June 30, 2011 | | March 31, 2011 | | December 31, 2010 | | September 30, 2010 | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Carrying Amount | % of Total | Carrying Amount | % of Total | Carrying Amount | % of Total | Carrying Amount | % of Total | Carrying Amount | % of Total |
| **Composition of Investment Portfolio** | | | | | | | | | | |
| Fixed maturity securities: | | | | | | | | | | |
| Investment grade: | | | | | | | | | | |
| Public fixed maturity securities | $ 34,689 | 46% | $ 33,127 | 46% | $ 31,912 | 45% | $ 31,781 | 45% | $ 32,379 | 43% |
| Private fixed maturity securities | 9,309 | 12 | 9,213 | 13 | 9,188 | 13 | 9,239 | 13 | 9,458 | 13 |
| Residential mortgage-backed securities[1] | 4,747 | 6 | 4,280 | 6 | 3,841 | 5 | 3,760 | 5 | 3,640 | 5 |
| Commercial mortgage-backed securities | 3,139 | 4 | 3,280 | 5 | 3,329 | 5 | 3,361 | 5 | 3,379 | 5 |
| Other asset-backed securities | 2,030 | 3 | 1,984 | 3 | 2,126 | 3 | 2,287 | 3 | 2,345 | 3 |
| Tax-exempt | 693 | 1 | 865 | 1 | 924 | 1 | 1,026 | 1 | 1,263 | 2 |
| Non-investment grade fixed maturity securities | 3,209 | 4 | 3,472 | 5 | 3,678 | 5 | 3,729 | 5 | 3,892 | 5 |
| Equity securities: | | | | | | | | | | |
| Common stocks and mutual funds | 284 | — | 263 | — | 232 | — | 215 | — | 90 | — |
| Preferred stocks | 70 | — | 111 | — | 123 | — | 117 | — | 133 | — |
| Commercial mortgage loans | 6,271 | 8 | 6,432 | 9 | 6,600 | 9 | 6,718 | 9 | 6,929 | 9 |
| Restricted commercial mortgage loans related to securitization entities | 430 | 1 | 457 | 1 | 485 | 1 | 507 | 1 | 522 | 1 |
| Policy loans | 1,556 | 2 | 1,542 | 2 | 1,480 | 2 | 1,471 | 2 | 1,480 | 2 |
| Cash, cash equivalents and short-term investments | 3,822 | 5 | 2,986 | 4 | 3,940 | 6 | 3,271 | 5 | 3,800 | 5 |
| Securities lending | 204 | — | 554 | 1 | 811 | 1 | 772 | 1 | 702 | 1 |
| Other invested assets: Limited partnerships[2] | 355 | 1 | 346 | — | 339 | — | 340 | — | 365 | — |
| Derivatives: | | | | | | | | | | |
| LTC forward starting swap—cash flow | 1,515 | 2 | 264 | — | 169 | — | 222 | — | 821 | 1 |
| Other cash flow | — | — | — | — | 192 | — | 205 | — | 188 | — |
| Fair value | 93 | — | 116 | — | 113 | — | 130 | — | 147 | — |
| Equity index options—non-qualified | 62 | — | 39 | — | 32 | — | 33 | — | 61 | — |
| LTC swaptions—non-qualified | — | — | — | — | — | — | — | — | 8 | — |
| Other non-qualified | 745 | 1 | 401 | 1 | 395 | 1 | 457 | 1 | 458 | 1 |
| Trading portfolio | 639 | 1 | 607 | 1 | 667 | 1 | 677 | 1 | 701 | 1 |
| Counterparty collateral | 1,733 | 2 | 705 | 1 | 745 | 1 | 794 | 2 | 1,586 | 2 |
| Restricted other invested assets related to securitization entities | 377 | 1 | 379 | 1 | 376 | 1 | 372 | 1 | 378 | 1 |
| Other | 106 | — | 114 | — | 91 | — | 85 | — | 81 | — |
| Total invested assets and cash | $ 76,078 | 100% | $ 71,537 | 100% | $ 71,788 | 100% | $ 71,569 | 100% | $ 74,806 | 100% |
| **Public Fixed Maturity Securities—Credit Quality:** | | | | | | | | | | |
| **Rating Agency Designation** | | | | | | | | | | |
| AAA | $ 17,035 | 38% | $ 16,253 | 37% | $ 15,607 | 37% | $ 15,797 | 37% | $ 16,138 | 37% |
| AA | 5,038 | 11 | 5,007 | 12 | 4,912 | 11 | 4,947 | 12 | 5,054 | 12 |
| A | 12,499 | 28 | 11,870 | 27 | 11,363 | 27 | 11,322 | 26 | 11,679 | 27 |
| BBB | 8,721 | 19 | 8,374 | 19 | 8,311 | 20 | 8,224 | 19 | 8,370 | 19 |
| BB | 1,206 | 3 | 1,257 | 3 | 1,358 | 3 | 1,451 | 4 | 1,464 | 3 |
| B | 233 | — | 279 | 1 | 309 | 1 | 292 | 1 | 348 | 1 |
| CCC and lower | 449 | 1 | 485 | 1 | 525 | 1 | 493 | 1 | 477 | 1 |
| Total public fixed maturity securities | $ 45,181 | 100% | $ 43,525 | 100% | $ 42,385 | 100% | $ 42,526 | 100% | $ 43,530 | 100% |
| **Private Fixed Maturity Securities—Credit Quality:** | | | | | | | | | | |
| **Rating Agency Designation** | | | | | | | | | | |
| AAA | $ 1,305 | 10% | $ 1,372 | 11% | $ 1,339 | 11% | $ 1,490 | 12% | $ 1,589 | 12% |
| AA | 1,072 | 9 | 989 | 8 | 964 | 8 | 929 | 7 | 1,010 | 8 |
| A | 4,087 | 32 | 3,967 | 31 | 4,089 | 32 | 4,018 | 32 | 4,069 | 32 |
| BBB | 4,850 | 39 | 4,917 | 39 | 4,735 | 37 | 4,727 | 37 | 4,555 | 36 |
| BB | 974 | 8 | 1,063 | 8 | 1,102 | 9 | 1,077 | 9 | 1,185 | 9 |
| B | 168 | 1 | 170 | 1 | 175 | 1 | 259 | 2 | 269 | 2 |
| CCC and lower | 179 | 1 | 218 | 2 | 209 | 2 | 157 | 1 | 149 | 1 |
| Total private fixed maturity securities | $ 12,635 | 100% | $ 12,696 | 100% | $ 12,613 | 100% | $ 12,657 | 100% | $ 12,826 | 100% |

(1) The company does not have any material exposure to residential mortgage-backed securities collateralized debt obligations (CDOs).

(2) Limited partnerships by type:

| | September 30, 2011 | June 30, 2011 | March 31, 2011 | December 31, 2010 | September 30, 2010 |
|---|---|---|---|---|---|
| Real estate | $ 173 | $ 162 | $ 156 | $ 155 | $ 177 |
| Infrastructure | 119 | 122 | 115 | 116 | 112 |
| Other | 63 | 62 | 68 | 69 | 76 |
| Total limited partnerships | $ 355 | $ 346 | $ 339 | $ 340 | $ 365 |

# GENWORTH FINANCIAL, INC.
# FINANCIAL SUPPLEMENT
# THIRD QUARTER 2011

## Fixed Maturity Securities Summary
## (amounts in millions)

| | September 30, 2011 | | June 30, 2011 | | March 31, 2011 | | December 31, 2010 | | September 30, 2010 | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Fair Value | % of Total | Fair Value | % of Total | Fair Value | % of Total | Fair Value | % of Total | Fair Value | % of Total |
| **Fixed Maturity Securities—Security Sector:** | | | | | | | | | | |
| U.S. government, agencies and government-sponsored enterprises | $ 4,825 | 8% | $ 3,682 | 6% | $ 3,414 | 6% | $ 3,705 | 7% | $ 3,922 | 7% |
| Tax-exempt | 693 | 1 | 865 | 1 | 928 | 2 | 1,030 | 2 | 1,271 | 2 |
| Foreign government | 2,165 | 4 | 2,389 | 4 | 2,359 | 4 | 2,369 | 4 | 2,352 | 4 |
| U.S. corporate | 25,368 | 44 | 24,047 | 43 | 23,753 | 43 | 23,967 | 43 | 24,525 | 44 |
| Foreign corporate | 13,705 | 24 | 14,428 | 26 | 13,937 | 25 | 13,498 | 25 | 13,815 | 24 |
| Residential mortgage-backed securities | 5,380 | 9 | 4,983 | 9 | 4,600 | 9 | 4,455 | 8 | 4,334 | 8 |
| Commercial mortgage-backed securities | 3,543 | 6 | 3,721 | 7 | 3,756 | 7 | 3,743 | 7 | 3,757 | 7 |
| Other asset-backed securities | 2,137 | 4 | 2,106 | 4 | 2,251 | 4 | 2,416 | 4 | 2,380 | 4 |
| Total fixed maturity securities | $ 57,816 | 100% | $ 56,221 | 100% | $ 54,998 | 100% | $ 55,183 | 100% | $ 56,356 | 100% |
| **Corporate Bond Holdings—Industry Sector:** | | | | | | | | | | |
| Investment Grade: | | | | | | | | | | |
| Finance and insurance | $ 8,119 | 22% | $ 8,253 | 23% | $ 8,234 | 23% | $ 8,025 | 23% | $ 8,425 | 23% |
| Utilities and energy | 8,608 | 23 | 8,175 | 22 | 7,950 | 22 | 7,977 | 23 | 8,123 | 23 |
| Consumer—non-cyclical | 4,569 | 12 | 4,250 | 12 | 4,148 | 12 | 4,071 | 11 | 4,210 | 12 |
| Consumer—cyclical | 1,976 | 5 | 1,830 | 5 | 1,773 | 5 | 1,760 | 5 | 1,808 | 5 |
| Capital goods | 2,485 | 7 | 2,282 | 6 | 2,191 | 6 | 2,163 | 6 | 2,107 | 6 |
| Industrial | 1,995 | 5 | 1,902 | 5 | 1,850 | 5 | 1,789 | 5 | 1,531 | 4 |
| Technology and communications | 2,443 | 7 | 2,377 | 6 | 2,250 | 6 | 2,192 | 6 | 2,221 | 6 |
| Transportation | 1,403 | 4 | 1,305 | 4 | 1,284 | 4 | 1,324 | 4 | 1,344 | 4 |
| Other | 5,580 | 15 | 6,074 | 17 | 5,852 | 17 | 5,861 | 17 | 6,023 | 17 |
| Subtotal | 37,178 | 100% | 36,448 | 100% | 35,532 | 100% | 35,162 | 100% | 35,792 | 100% |
| Non-Investment Grade: | | | | | | | | | | |
| Finance and insurance | 375 | 20% | 425 | 21% | 441 | 21% | 512 | 22% | 637 | 25% |
| Utilities and energy | 322 | 17 | 294 | 15 | 282 | 13 | 242 | 10 | 249 | 10 |
| Consumer—non-cyclical | 166 | 9 | 209 | 10 | 218 | 10 | 266 | 12 | 282 | 11 |
| Consumer—cyclical | 106 | 5 | 123 | 6 | 163 | 8 | 175 | 8 | 202 | 8 |
| Capital goods | 335 | 17 | 318 | 16 | 325 | 15 | 374 | 16 | 400 | 16 |
| Industrial | 318 | 17 | 356 | 17 | 369 | 17 | 362 | 16 | 400 | 15 |
| Technology and communications | 168 | 9 | 183 | 9 | 225 | 10 | 238 | 10 | 240 | 9 |
| Transportation | 88 | 5 | 95 | 5 | 95 | 4 | 97 | 4 | 99 | 4 |
| Other | 17 | 1 | 24 | 1 | 40 | 2 | 37 | 2 | 39 | 2 |
| Subtotal | 1,895 | 100% | 2,027 | 100% | 2,158 | 100% | 2,303 | 100% | 2,548 | 100% |
| Total | $ 39,073 | 100% | $ 38,475 | 100% | $ 37,690 | 100% | $ 37,465 | 100% | $ 38,340 | 100% |
| **Fixed Maturity Securities—Contractual Maturity Dates:** | | | | | | | | | | |
| Due in one year or less | $ 2,720 | 5% | $ 2,857 | 5% | $ 2,379 | 4% | $ 2,707 | 5% | $ 2,613 | 4% |
| Due after one year through five years | 11,172 | 19 | 12,103 | 22 | 12,248 | 22 | 12,423 | 22 | 12,562 | 22 |
| Due after five years through ten years | 10,612 | 18 | 10,031 | 18 | 9,678 | 18 | 9,232 | 17 | 9,454 | 17 |
| Due after ten years | 22,252 | 39 | 20,420 | 36 | 20,086 | 37 | 20,207 | 37 | 21,256 | 38 |
| Subtotal | 46,756 | 81 | 45,411 | 81 | 44,391 | 81 | 44,569 | 81 | 45,885 | 81 |
| Mortgage and asset-backed securities | 11,060 | 19 | 10,810 | 19 | 10,607 | 19 | 10,614 | 19 | 10,471 | 19 |
| Total fixed maturity securities | $ 57,816 | 100% | $ 56,221 | 100% | $ 54,998 | 100% | $ 55,183 | 100% | $ 56,356 | 100% |

**Commercial Mortgage Loans Summary**
**(amounts in millions)**

| | September 30, 2011 | | June 30, 2011 | | March 31, 2011 | | December 31, 2010 | | September 30, 2010 | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Carrying Amount | % of Total | Carrying Amount | % of Total | Carrying Amount | % of Total | Carrying Amount | % of Total | Carrying Amount | % of Total |
| **Geographic Region** | | | | | | | | | | |
| South Atlantic | $ 1,624 | 27% | $ 1,624 | 25% | $ 1,577 | 24% | $ 1,583 | 23% | $ 1,593 | 23% |
| Pacific | 1,598 | 25 | 1,615 | 25 | 1,746 | 26 | 1,769 | 26 | 1,857 | 27 |
| Middle Atlantic | 810 | 13 | 865 | 13 | 880 | 13 | 937 | 14 | 935 | 13 |
| East North Central | 568 | 9 | 577 | 9 | 603 | 9 | 612 | 9 | 657 | 9 |
| Mountain | 500 | 8 | 516 | 8 | 527 | 8 | 540 | 8 | 591 | 9 |
| New England | 390 | 6 | 422 | 7 | 480 | 7 | 482 | 7 | 484 | 7 |
| West North Central | 344 | 5 | 349 | 5 | 355 | 5 | 369 | 6 | 374 | 5 |
| West South Central | 329 | 5 | 348 | 5 | 305 | 5 | 297 | 4 | 306 | 4 |
| East South Central | 158 | 2 | 169 | 3 | 181 | 3 | 183 | 3 | 189 | 3 |
| Subtotal | 6,321 | 100% | 6,485 | 100% | 6,654 | 100% | 6,772 | 100% | 6,986 | 100% |
| Allowance for losses | (54) | | (57) | | (58) | | (59) | | (62) | |
| Unamortized fees and costs | 4 | | 4 | | 4 | | 5 | | 5 | |
| Total | $ 6,271 | | $ 6,432 | | $ 6,600 | | $ 6,718 | | $ 6,929 | |
| **Property Type** | | | | | | | | | | |
| Retail | $ 1,889 | 30% | $ 1,912 | 30% | $ 1,976 | 30% | $ 1,974 | 29% | $ 2,015 | 29% |
| Industrial | 1,736 | 28 | 1,753 | 27 | 1,745 | 26 | 1,788 | 26 | 1,861 | 27 |
| Office | 1,647 | 26 | 1,757 | 27 | 1,822 | 27 | 1,850 | 27 | 1,897 | 27 |
| Apartments | 708 | 11 | 718 | 11 | 700 | 11 | 725 | 11 | 776 | 11 |
| Mixed use/other | 341 | 5 | 345 | 5 | 411 | 6 | 435 | 7 | 437 | 6 |
| Subtotal | 6,321 | 100% | 6,485 | 100% | 6,654 | 100% | 6,772 | 100% | 6,986 | 100% |
| Allowance for losses | (54) | | (57) | | (58) | | (59) | | (62) | |
| Unamortized fees and costs | 4 | | 4 | | 4 | | 5 | | 5 | |
| Total | $ 6,271 | | $ 6,432 | | $ 6,600 | | $ 6,718 | | $ 6,929 | |
| **Allowance for Losses on Commercial Mortgage Loans** | | | | | | | | | | |
| Beginning balance | $ 57 | | $ 58 | | $ 59 | | $ 62 | | $ 70 | |
| Provision | — | | 3 | | — | | 7 | | 5 | |
| Release | (3) | | (4) | | (1) | | (10) | | (13) | |
| Ending balance | $ 54 | | $ 57 | | $ 58 | | $ 59 | | $ 62 | |

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2011

**Commercial Mortgage Loans Summary**
**(amounts in millions)**

| Loan Size | September 30, 2011 Principal Balance | September 30, 2011 % of Total | June 30, 2011 Principal Balance | June 30, 2011 % of Total | March 31, 2011 Principal Balance | March 31, 2011 % of Total | December 31, 2010 Principal Balance | December 31, 2010 % of Total | September 30, 2010 Principal Balance | September 30, 2010 % of Total |
|---|---|---|---|---|---|---|---|---|---|---|
| Under $5 million | $ 2,810 | 45% | $ 2,883 | 44% | $ 2,851 | 43% | $ 2,881 | 43% | $ 2,928 | 42% |
| $5 million but less than $10 million | 1,600 | 25 | 1,597 | 25 | 1,546 | 23 | 1,576 | 23 | 1,623 | 23 |
| $10 million but less than $20 million | 1,199 | 19 | 1,168 | 18 | 1,215 | 18 | 1,234 | 18 | 1,316 | 19 |
| $20 million but less than $30 million | 305 | 5 | 350 | 5 | 296 | 5 | 299 | 4 | 300 | 4 |
| $30 million and over | 407 | 6 | 487 | 8 | 747 | 11 | 786 | 12 | 819 | 12 |
| Subtotal | 6,321 | 100% | 6,485 | 100% | 6,655 | 100% | 6,776 | 100% | 6,986 | 100% |
| Net premium/discount | — | | — | | (1) | | (4) | | — | |
| Total | $ 6,321 | | $ 6,485 | | $ 6,654 | | $ 6,772 | | $ 6,986 | |

**Commercial Mortgage Loan Information by Vintage as of September 30, 2011**
**(loan amounts in millions)**

| Loan Year | Total Recorded Investment (1) | Number of Loans | Average Balance Per Loan | Loan-To-Value(2) | Delinquent Principal Balance | Number of Delinquent Loans | Average Balance Per Delinquent Loan |
|---|---|---|---|---|---|---|---|
| 2004 and prior | $ 1,908 | 816 | $ 2 | 50% | $ 13 | 6 | $ 2 |
| 2005 | 1,397 | 307 | $ 5 | 64% | 3 | 1 | $ 3 |
| 2006 | 1,244 | 274 | $ 5 | 71% | 16 | 1 | $ 16 |
| 2007 | 1,203 | 185 | $ 6 | 71% | — | 1 | $ — |
| 2008 | 269 | 56 | $ 5 | 75% | 4 | 1 | $ 4 |
| 2009 | — | — | $ — | — % | — | — | $ — |
| 2010 | 102 | 17 | $ 6 | 63% | — | — | $ — |
| 2011 | 198 | 35 | $ 6 | 65% | — | — | $ — |
| Total | $ 6,321 | 1,690 | $ 4 | 63% | $ 36 | 10 | $ 4 |

(1) Total recorded investment reflects the balance sheet carrying value gross of related allowance and the unamortized balance of loan origination fees and costs.
(2) Represents weighted-average loan-to-value as of September 30, 2011.

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2011**

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

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **GAAP Net Investment Income** | | | | | | | | | |
| Fixed maturity securities—taxable | $ 669 | $ 693 | $ 670 | $2,032 | $ 689 | $ 658 | $ 646 | $ 626 | $2,619 |
| Fixed maturity securities—non-taxable | 8 | 10 | 11 | 29 | 13 | 14 | 16 | 16 | 59 |
| Commercial mortgage loans | 89 | 92 | 92 | 273 | 93 | 95 | 99 | 104 | 391 |
| Restricted commercial mortgage loans related to securitization entities | 11 | 9 | 10 | 30 | 9 | 10 | 10 | 10 | 39 |
| Equity securities | 3 | 10 | 3 | 16 | 3 | 4 | 5 | 2 | 14 |
| Other invested assets | 31 | 38 | 30 | 99 | 32 | 23 | 29 | 32 | 116 |
| Limited partnerships | 11 | 17 | 4 | 32 | 11 | 1 | 10 | (34) | (12) |
| Restricted other invested assets related to securitization entities | — | — | — | — | — | 1 | — | 1 | 2 |
| Policy loans | 30 | 30 | 29 | 89 | 29 | 28 | 28 | 27 | 112 |
| Cash, cash equivalents and short-term investments | 12 | 6 | 6 | 24 | 6 | 6 | 4 | 5 | 21 |
| Gross investment income before expenses and fees | 864 | 905 | 855 | 2,624 | 885 | 840 | 847 | 789 | 3,361 |
| Expenses and fees | (22) | (24) | (25) | (71) | (22) | (25) | (24) | (24) | (95) |
| Net investment income | $ 842 | $ 881 | $ 830 | $2,553 | $ 863 | $ 815 | $ 823 | $ 765 | $3,266 |
| **Annualized Yields** | | | | | | | | | |
| Fixed maturity securities—taxable | 5.0% | 5.2% | 5.0% | 5.0% | 5.2% | 5.0% | 5.0% | 4.9% | 5.0% |
| Fixed maturity securities—non-taxable | 3.8% | 4.1% | 4.2% | 4.1% | 4.2% | 4.3% | 4.3% | 4.3% | 4.3% |
| Commercial mortgage loans | 5.6% | 5.6% | 5.5% | 5.6% | 5.5% | 5.4% | 5.5% | 5.8% | 5.6% |
| Restricted commercial mortgage loans related to securitization entities | 10.1% | 7.8% | 7.6% | 8.5% | 7.3% | 7.6% | 7.3% | 7.3% | 7.4% |
| Equity securities | 3.4% | 11.7% | 3.2% | 6.1% | 4.0% | 6.8% | 11.8% | 6.6% | 6.7% |
| Other invested assets | 13.4% | 15.8% | 11.7% | 13.6% | 12.1% | 13.3% | 17.3% | 15.0% | 14.0% |
| Limited partnerships[1] | 12.6% | 19.9% | 5.1% | 12.6% | 12.3% | 1.0% | 10.6% | -34.0% | -3.4% |
| Restricted other invested assets related to securitization entities | 0.2% | 0.2% | 0.3% | 0.2% | 0.3% | 0.3% | 0.3% | 1.0% | 0.5% |
| Policy loans | 7.7% | 7.9% | 8.0% | 7.8% | 8.0% | 7.6% | 7.7% | 7.7% | 7.8% |
| Cash, cash equivalents and short-term investments | 1.4% | 0.7% | 0.7% | 0.9% | 0.7% | 0.5% | 0.3% | 0.4% | 0.5% |
| Gross investment income before expenses and fees | 5.0% | 5.3% | 5.0% | 5.1% | 5.1% | 4.8% | 4.9% | 4.6% | 4.9% |
| Expenses and fees | -0.1% | -0.2% | -0.2% | -0.1% | -0.1% | -0.1% | -0.1% | -0.2% | -0.1% |
| Net investment income | 4.9% | 5.1% | 4.8% | 5.0% | 5.0% | 4.7% | 4.8% | 4.4% | 4.8% |

Yields for fixed maturity securities 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.

# GENWORTH FINANCIAL, INC.
# FINANCIAL SUPPLEMENT
# THIRD QUARTER 2011

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

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| Net realized gains (losses) on available-for-sale securities: | | | | | | | | | |
| Fixed maturity securities: | | | | | | | | | |
| U.S. corporate | $ 4 | $ 1 | $ (3) | $ 2 | $ (1) | $ 3 | $ 4 | $ (6) | $ — |
| U.S. government, agencies and government-sponsored enterprises | 1 | — | 3 | 4 | — | 1 | — | (4) | (3) |
| Foreign corporate | 17 | (8) | (1) | 8 | 2 | 3 | 16 | 2 | 23 |
| Foreign government | 3 | 2 | — | 5 | (3) | 3 | — | (2) | (2) |
| Tax-exempt | 1 | (1) | — | — | 2 | (2) | (3) | 4 | 1 |
| Mortgage-backed securities | (2) | (1) | (2) | (5) | (1) | (7) | (5) | (3) | (16) |
| Asset-backed securities | — | (1) | — | (1) | (6) | (1) | — | (1) | (8) |
| Equity securities | — | 1 | 2 | 3 | 7 | — | 1 | — | 8 |
| Foreign exchange | (1) | 1 | — | — | — | 1 | (1) | — | — |
| Total net realized gains (losses) on available-for-sale securities | 23 | (6) | (1) | 16 | — | 1 | 12 | (10) | 3 |
| Impairments: | | | | | | | | | |
| Sub-prime residential mortgage-backed securities | (1) | (3) | (6) | (10) | (5) | (3) | (1) | (16) | (25) |
| Alt-A residential mortgage-backed securities: | (2) | (2) | (4) | (8) | (4) | (9) | (13) | (8) | (34) |
| Total sub-prime and Alt-A residential mortgage-backed securities | (3) | (5) | (10) | (18) | (9) | (12) | (14) | (24) | (59) |
| Prime residential mortgage-backed securities | (3) | (2) | (3) | (8) | (2) | (4) | (3) | (6) | (15) |
| Other asset-backed securities | — | — | — | — | — | — | (9) | (10) | (19) |
| Commercial mortgage-backed securities | (1) | (4) | — | (5) | (1) | (2) | (1) | (1) | (5) |
| Corporate fixed maturity securities | (27) | — | (9) | (36) | (10) | (6) | — | (3) | (19) |
| Financial hybrid securities | — | — | — | — | — | — | — | (4) | (4) |
| Limited partnerships | — | (1) | — | (1) | — | — | (2) | (4) | (6) |
| Commercial mortgage loans | — | (4) | (1) | (5) | (2) | (1) | (3) | — | (6) |
| Total impairments | (34) | (16) | (23) | (73) | (24) | (25) | (32) | (52) | (133) |
| Net unrealized gains (losses) on trading securities | 7 | 9 | 7 | 23 | (4) | 14 | (2) | 4 | 12 |
| Derivative instruments | (50) | (10) | (6) | (66) | 1 | 61 | (25) | (5) | 32 |
| Bank loans | — | — | — | — | (1) | 1 | 4 | 3 | 7 |
| Limited partnerships | — | — | — | — | — | (1) | (2) | (1) | (4) |
| Commercial mortgage loans held-for-sale market valuation allowance | 2 | 1 | (1) | 2 | 1 | (4) | (13) | (3) | (19) |
| Contingent purchase price valuation change | (15) | (1) | — | (16) | — | — | — | — | — |
| Net gains (losses) related to securitization entities | (37) | (3) | 6 | (34) | 2 | 20 | (31) | 7 | (2) |
| Other | 1 | — | — | 1 | — | — | — | 11 | 11 |
| Net investment gains (losses), net of taxes | (103) | (26) | (18) | (147) | (25) | 67 | (89) | (46) | (93) |
| Adjustment for DAC and other intangible amortization and certain benefit reserves, net of taxes | 29 | 4 | 3 | 36 | (1) | (12) | 13 | 5 | 5 |
| Adjustment for net investment (gains) losses attributable to noncontrolling interests, net of taxes | (1) | — | (1) | (2) | — | (1) | — | (1) | (2) |
| Net investment gains (losses), net of taxes and other adjustments | $ (75) | $ (22) | $ (16) | $(113) | $ (26) | $ 54 | $ (76) | $ (42) | $ (90) |

# Reconciliations of Non-GAAP Measures

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

| Twelve Month Rolling Average ROE | Twelve months ended September 30, 2011 | June 30, 2011 | March 31, 2011 | December 31, 2010 | September 30, 2010 |
|---|---|---|---|---|---|
| **GAAP Basis ROE** | | | | | |
| Net income (loss) available to Genworth Financial, Inc.'s common stockholders for the twelve months ended[1] | $ (146) | $ (92) | $ 46 | $ 142 | $ 343 |
| Quarterly average Genworth Financial, Inc.'s stockholders' equity, excluding accumulated other comprehensive income (loss)[2] | $ 12,424 | $12,463 | $12,498 | $ 12,494 | $ 12,499 |
| GAAP Basis ROE[1] divided by[2] | -1.2% | -0.7% | 0.4% | 1.1% | 2.7% |
| **Operating ROE** | | | | | |
| Net operating income (loss) for the twelve months ended[1] | $ (7) | $ (82) | $ 110 | $ 126 | $ 355 |
| Quarterly average Genworth Financial, Inc.'s stockholders' equity, excluding accumulated other comprehensive income (loss)[2] | $ 12,424 | $12,463 | $12,498 | $ 12,494 | $ 12,499 |
| Operating ROE[1] divided by[2] | -0.1% | -0.7% | 0.9% | 1.0% | 2.8% |

| Quarterly Average ROE | Three months ended September 30, 2011 | June 30, 2011 | March 31, 2011 | December 31, 2010 | September 30, 2010 |
|---|---|---|---|---|---|
| **GAAP Basis ROE** | | | | | |
| Net income (loss) available to Genworth Financial, Inc.'s common stockholders for the period ended[3] | $ 29 | $ (96) | $ 82 | $ (161) | $ 83 |
| Average Genworth Financial, Inc.'s stockholders' equity for the period, excluding accumulated other comprehensive income (loss)[4] | $ 12,388 | $12,414 | $12,413 | $ 12,444 | $ 12,559 |
| Annualized GAAP Quarterly Basis ROE[3] divided by[4] | 0.9% | -3.1% | 2.6% | -5.2% | 2.6% |
| **Operating ROE** | | | | | |
| Net operating income (loss) for the period ended[3] | $ 104 | $ (74) | $ 98 | $ (135) | $ 29 |
| Quarterly average Genworth Financial, Inc.'s stockholders' equity for the period, excluding accumulated other comprehensive income (loss)[4] | $ 12,388 | $12,414 | $12,413 | $ 12,444 | $ 12,559 |
| Annualized Operating Quarterly Basis ROE[3] divided by[4] | 3.4% | -2.4% | 3.2% | -4.3% | 0.9% |

**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 (loss) divided by average ending Genworth Financial, Inc.'s stockholders' equity, excluding accumulated other comprehensive income (loss) in average ending Genworth Financial, Inc.'s stockholders equity. Management believes that analysis of operating ROE enhances understanding of the efficiency with which the company deploys its capital. However, operating ROE as defined by the company should not be viewed as a substitute for GAAP net income (loss) available to Genworth Financial, Inc.'s common stockholders divided by average ending Genworth Financial, Inc.'s stockholders' equity.

(1) The twelve months ended information is derived by adding the four quarters of net income (loss) available to Genworth Financial, Inc.'s common stockholders and net operating income (loss) from page 10 herein.
(2) Quarterly average Genworth Financial, Inc.'s stockholders' equity, excluding accumulated other comprehensive income (loss), is derived by averaging ending Genworth Financial, Inc.'s stockholders' equity, excluding accumulated other comprehensive income (loss) for the most recent five quarters.
(3) Net income (loss) available to Genworth Financial, Inc.'s common stockholders and net operating income (loss) from page 10 herein.
(4) Quarterly average Genworth Financial, Inc.'s stockholders' equity, excluding accumulated other comprehensive income (loss), is derived by averaging ending Genworth Financial, Inc.'s stockholders' equity, excluding accumulated other comprehensive income (loss).

**Reconciliation of Expense Ratio**
**(amounts in millions)**

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **GAAP Basis Expense Ratio** | | | | | | | | | |
| Acquisition and operating expenses, net of deferrals(1) | $ 510 | $ 514 | $ 500 | $1,524 | $ 519 | $ 472 | $ 499 | $ 475 | $ 1,965 |
| Total revenues(2) | $2,521 | $2,655 | $2,568 | $7,744 | $2,591 | $2,667 | $2,410 | $2,421 | $10,089 |
| Expense ratio (1) divided by (2) | 20.2% | 19.4% | 19.5% | 19.7% | 20.0% | 17.7% | 20.7% | 19.6% | 19.5% |
| **GAAP Basis, As Adjusted—Expense Ratio** | | | | | | | | | |
| Acquisition and operating expenses, net of deferrals | $ 510 | $ 514 | $ 500 | $1,524 | $ 519 | $ 472 | $ 499 | $ 475 | $ 1,965 |
| Less wealth management business | 95 | 92 | 92 | 279 | 76 | 73 | 72 | 66 | 287 |
| Less lifestyle protection insurance business | 137 | 151 | 148 | 436 | 143 | 139 | 157 | 154 | 593 |
| Adjusted acquisition and operating expenses, net of deferrals(3) | $ 278 | $ 271 | $ 260 | $ 809 | $ 300 | $ 260 | $ 270 | $ 255 | $ 1,085 |
| Total revenues | $2,521 | $2,655 | $2,568 | $7,744 | $2,591 | $2,667 | $2,410 | $2,421 | $10,089 |
| Less wealth management business | 115 | 114 | 110 | 339 | 93 | 89 | 89 | 81 | 352 |
| Less lifestyle protection insurance business | 245 | 281 | 270 | 796 | 259 | 258 | 284 | 311 | 1,112 |
| Less net investment gains (losses) | (155) | (41) | (30) | (226) | (38) | 103 | (141) | (72) | (148) |
| Adjusted total revenues(4) | $2,316 | $2,301 | $2,218 | $6,835 | $2,277 | $2,217 | $2,178 | $2,101 | $ 8,773 |
| Adjusted expense ratio (3) divided by (4) | 12.0% | 11.8% | 11.7% | 11.8% | 13.2% | 11.7% | 12.4% | 12.1% | 12.4% |

**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 lifestyle protection insurance businesses. The wealth management and lifestyle 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.

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2011**

**Reconciliation of Core Premiums**
**(amounts in millions)**

| | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| Reported premiums | $1,461 | $1,455 | $1,437 | $4,353 | $1,467 | $1,447 | $1,470 | $1,470 | $5,854 |
| Less retirement income—spread-based premiums | 22 | 20 | 20 | 62 | 45 | 42 | 32 | 36 | 155 |
| Less impact of changes in foreign exchange rates | 54 | 44 | 10 | 108 | (7) | (11) | 25 | 68 | 75 |
| Core premiums | $1,385 | $1,391 | $1,407 | $4,183 | $1,429 | $1,416 | $1,413 | $1,366 | $5,624 |
| Reported premium percentage change from prior year | 1.0% | -1.0% | -2.2% | -0.8% | -3.7% | -3.0% | -2.1% | -2.1% | -2.7% |
| Core premium percentage change from prior year | -2.2% | -1.6% | 3.0% | -0.3% | 1.3% | -5.9% | -9.2% | -13.3% | -7.0% |

**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 the 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

| | | 2011 | | | | 2010 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | **(Assets—amounts in billions)** | **3Q** | **2Q** | **1Q** | **Total** | **4Q** | **3Q** | **2Q** | **1Q** | **Total** |
| | **Reported—Total Invested Assets and Cash** | $76.1 | $71.5 | $71.8 | $ 76.1 | $71.6 | $74.8 | $71.8 | $69.3 | $ 71.6 |
| | Subtract: | | | | | | | | | |
| | Securities lending | 0.2 | 0.6 | 0.8 | 0.2 | 0.8 | 0.7 | 0.7 | 0.6 | 0.8 |
| | Unrealized gains (losses) | 5.7 | 1.7 | 1.2 | 5.7 | 1.3 | 3.8 | 1.7 | (0.9) | 1.3 |
| | Derivative counterparty collateral | 1.7 | 0.7 | 0.7 | 1.7 | 0.8 | 1.6 | 1.1 | 0.6 | 0.8 |
| | **Adjusted end of period invested assets** | $68.5 | $68.5 | $69.1 | $ 68.5 | $68.7 | $68.7 | $68.3 | $69.0 | $ 68.7 |
| **(A)** | **Average Invested Assets Used in Reported Yield Calculation** | $68.5 | $68.8 | $68.9 | $ 68.7 | $68.7 | $68.6 | $68.7 | $68.9 | $ 68.6 |
| | Subtract: | | | | | | | | | |
| | Restricted commercial mortgage loans and other invested assets related to securitization entities | 0.4 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.6 | 0.6 |
| **(B)** | **Average Invested Assets Used in Core Yield Calculation** | 68.1 | 68.3 | 68.4 | 68.3 | 68.2 | 68.1 | 68.2 | 68.3 | 68.0 |
| | Subtract: | | | | | | | | | |
| | Portfolios supporting floating products and non-recourse funding obligations (1) | 8.1 | 8.3 | 8.6 | 8.3 | 9.1 | 9.4 | 9.3 | 9.3 | 9.2 |
| **(C)** | **Average Invested Assets Used in Core Yield (excl. Floating and Non-Recourse Funding) Calculation** | $60.0 | $60.0 | $59.8 | $ 60.0 | $59.1 | $58.7 | $58.9 | $59.0 | $ 58.8 |
| | **(Income—amounts in millions)** | | | | | | | | | |
| **(D)** | **Reported—Net Investment Income** | $ 842 | $ 881 | $ 830 | $2,553 | $ 863 | $ 815 | $ 823 | $ 765 | $3,266 |
| | Subtract: | | | | | | | | | |
| | Bond calls and commercial mortgage loan prepayments | 8 | 16 | 8 | 32 | 13 | 8 | — | 7 | 28 |
| | Reinsurance(2) | 21 | 36 | 32 | 89 | 20 | 14 | 21 | 29 | 84 |
| | Other non-core items (3) | 3 | 15 | 2 | 20 | 31 | 6 | 7 | — | 44 |
| | Restricted commercial mortgage loans and other invested assets related to securitization entities | 8 | 5 | 7 | 20 | 7 | 7 | 7 | 8 | 29 |
| **(E)** | **Core Net Investment Income** | 802 | 809 | 781 | 2,392 | 792 | 780 | 788 | 721 | 3,081 |
| | Subtract: | | | | | | | | | |
| | Investment income from portfolios supporting floating products and non-recourse funding obligations (1) | 33 | 37 | 34 | 104 | 33 | 34 | 28 | 2 | 97 |
| **(F)** | **Core Net Investment Income (excl. Floating and Non-Recourse Funding)** | $ 769 | $ 772 | $ 747 | $2,288 | $ 759 | $ 746 | $ 760 | $ 719 | $2,984 |
| **(D) / (A)** | **Reported Yield** | 4.92% | 5.12% | 4.82% | 4.95% | 5.02% | 4.75% | 4.79% | 4.44% | 4.76% |
| **(E) / (B)** | **Core Yield** | 4.71% | 4.74% | 4.57% | 4.67% | 4.65% | 4.58% | 4.62% | 4.22% | 4.52% |
| **(F) / (C)** | **Core Yield (excl. Floating and Non-Recourse Funding)** | 5.13% | 5.15% | 5.00% | 5.09% | 5.14% | 5.08% | 5.16% | 4.87% | 5.07% |

Notes: Columns may not add due to rounding.
Yields have been annualized.

**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) Floating products refer to institutional products and the non-recourse funding obligations that support certain term and universal life insurance reserves in the company’s life insurance business.
(2) Represents imputed investment income related to reinsurance agreements in the lifestyle protection insurance business.
(3) Includes mark-to-market adjustment on assets supporting executive deferred compensation and various other immaterial items.

# Corporate Information

## Financial Strength Ratings

The company's principal life insurance subsidiaries are rated in terms of financial strength by Standard & Poor's Financial Services LLC ("S&P"), Moody's Investors Service, Inc. ("Moody's"), A.M. Best Company, Inc. ("A.M. Best") and Fitch Ratings ("Fitch") as follows:

| Company | S&P | Moody's | A.M. Best | Fitch |
|---|---|---|---|---|
| Genworth Life Insurance Company | A | A2 | A | A- |
| Genworth Life Insurance Company (short-term rating) | A-1 | P-1 | Not rated | Not rated |
| Genworth Life and Annuity Insurance Company | A | A2 | A | A- |
| Genworth Life and Annuity Insurance Company (short-term rating) | A -1 | P-1 | Not rated | Not rated |
| Genworth Life Insurance Company of New York | A | A2 | A | A- |
| Continental Life Insurance Company of Brentwood, Tennessee | Not rated | Not rated | A- | A- |
| American Continental Insurance Company | Not rated | Not rated | A- | Not rated |

The company's principal mortgage insurance subsidiaries are rated in terms of financial strength by S&P and Moody's as follows:

| Company | S&P | Moody's |
|---|---|---|
| Genworth Mortgage Insurance Corporation | BB- | Ba1 |
| Genworth Residential Mortgage Insurance Corporation of NC | BB- | Ba1 |
| Genworth Financial Mortgage Insurance Pty. Limited (Australia) | AA- | A1 |
| Genworth Financial Mortgage Insurance Limited (Europe) | BBB | Not rated |
| Genworth Financial Mortgage Insurance Company Canada[1] | AA- | Not rated |
| Genworth Seguros de Credito a la Vivienda S.A. de C.V. | mxAA | Aa3.mx |

The company's principal lifestyle protection insurance subsidiaries are rated in terms of financial strength by S&P as follows:

| Company | S&P |
|---|---|
| Financial Assurance Company Limited | A- |
| Financial Insurance Company Limited | A- |

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

The S&P, Moody's, A.M. Best, Fitch and DBRS ratings included 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 the company's securities.

**Financial Strength Ratings (continued)**

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. Insurers rated “A” (Strong), “BBB” (Good) or “BB” (Marginal) have strong, good, or marginal financial security characteristics, respectively. The “AA,” “A”, “BBB” and “BB” ranges are the second-, third-, fourth- and fifth-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. These suffixes are not added to ratings in the “AAA” category or to ratings below the “CCC” category. Accordingly, the “AA-,” “A,” “A-,” “BBB” and “BB-” ratings are the fourth-, sixth-, seventh-, ninth- and thirteenth-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. An obligor rated “mxAA” has a very strong capacity to meet its financial commitments relative to that of other Mexican obligors. The “mxAA” rating is the second-highest enterprise credit rating assigned on S&P’s CaVal national scale.

Moody’s states that insurance companies rated “A” (Good) offer good financial security and those rated “Ba” (Questionable) offer questionable financial security. The “A” (Good) and “Ba” (Questionable) ranges are the third- and fifth-highest, respectively, 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. These modifiers are not added to ratings in the “Aaa” category or to ratings below the “Caa” category. Accordingly, the “A1,” “A2,” “Ba1”, ratings are the fifth-, sixth-, and eleventh-highest, respectively, of Moody’s 21 ratings categories. The short-term rating “P-1” is the highest rating and shows superior ability for repayment of short-term debt obligations. Issuers or issues rated “Aa.mx” demonstrate very strong creditworthiness relative to other issuers in Mexico.

A.M. Best states that the “A” (Excellent) and “A-” (Excellent) ratings are assigned to those companies that have, in its opinion, an excellent ability to meet their ongoing insurance obligations. The “A” (Excellent) and “A-” (Excellent) ratings are the third- and fourth-highest, respectively, of 15 ratings assigned by A.M. Best, which range from “A++” to “F.”

Fitch states that “A” (Strong) rated insurance companies are viewed as possessing strong capacity to meet policyholder and contract obligations. The “A” rating category is the third-highest of nine 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 “B” category. Accordingly, the “A-” rating is the seventh-highest of Fitch’s 19 ratings categories.

DBRS states that long-term obligations rated “AA” are of superior credit quality. The capacity for the payment of financial obligations is considered high and unlikely to be significantly variable to future events. Credit quality differs from “AAA” only to a small degree.

S&P, Moody’s, A.M. Best, Fitch and DBRS review their ratings periodically and the company cannot assure you that it will maintain the current ratings in the future. Other agencies may also rate the company or its 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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