

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

FORM 8-K

CURRENT REPORT

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

**October 30, 2012
Date of Report
(Date of earliest event reported)**



GENWORTH FINANCIAL, INC.

(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction
of incorporation)

001-32195
(Commission
File Number)

33-1073076
(I.R.S. Employer
Identification No.)

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

23230
(Zip Code)

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

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

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

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Item 2.02 Results of Operations and Financial Condition.

On October 30, 2012, Genworth Financial, Inc. issued (1) a press release announcing its financial results for the quarter ended September 30, 2012, 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, 2012, 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:

<u>Exhibit Number</u>	<u>Description of Exhibit</u>
99.1	Press Release dated October 30, 2012.
99.2	Financial Supplement for the quarter ended September 30, 2012.

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: October 30, 2012

By: /s/ Kelly L. Groh

Kelly L. Groh
Vice President and Controller
(Principal Accounting Officer)

Exhibit Index

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News Release

6620 West Broad Street
Richmond, VA 23230



Genworth Financial Announces Third Quarter 2012 Results
Net Operating Income Increases To \$121 Million
U.S. Mortgage Insurance Incurred Losses Flat Sequentially
\$136 Million Dividends Paid From Operating Companies To Holding Company
U.S. Life Companies Seek To Complete Second Life Block Transaction In Fourth Quarter 2012

Richmond, VA (October 30, 2012) – Genworth Financial, Inc. (NYSE: GNW) today reported results for the third quarter of 2012. The company reported net income of \$34 million, or \$0.07 per diluted share, compared with a net loss of \$16 million, or \$0.03 per diluted share, in the third quarter of 2011. Net operating income² for the third quarter of 2012 was \$121 million, or \$0.25 per diluted share, compared with net operating income of \$62 million, or \$0.13 per diluted share, in the third quarter of 2011.

“Steady improvement in our operating results in the Global Mortgage Insurance Division and stable underlying performance in the Insurance and Wealth Management Division increased total net operating income both year over year and sequentially again this quarter. Dividends continue to provide liquidity to the holding company,” said Martin P. Klein, acting chief executive officer and chief financial officer. “We are committed to improving business performance and generating capital as we rebuild shareholder value.”

¹ Unless otherwise stated, all references in this press release to net income (loss), net income (loss) 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 (loss) available to Genworth’s common stockholders, net income (loss) available to Genworth’s common stockholders per share, net operating income available to Genworth’s common stockholders, net operating income (loss) 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 (Loss) &
Net Operating Income**

**Three months ended September 30
(Unaudited)**

	2012		2011	
	Total	Per diluted share	Total	Per diluted share
<i>(Amounts in millions, except per share)</i>				
Net income (loss)	\$ 34	\$ 0.07	\$ (16)	\$ (0.03)
Net operating income	\$ 121	\$ 0.25	\$ 62	\$ 0.13
Weighted average diluted shares	493.9		490.8	
Book value per share	\$33.40		\$30.09	
Book value per share, excluding accumulated other comprehensive income (loss)	\$22.78		\$22.15	

Net investment losses, net of tax and other adjustments, were \$1 million in the quarter compared to \$78 million in the prior year.

During the third quarter of 2012, the company completed its annual goodwill impairment analysis. As a result of the impact of the continued challenging economic environment in Europe on the analysis, the company recorded an after-tax goodwill impairment of all of the goodwill related to the International Protection segment of \$86 million. There were no other charges to income as a result of the annual goodwill impairment testing.

In the third quarter of 2012, the company revised its definition of net operating income (loss) available to Genworth Financial, Inc.'s common stockholders to exclude goodwill impairments to better reflect the basis on which the performance of its business is internally assessed and to reflect management's opinion that it is not indicative of overall operating trends. All prior periods presented have been re-presented to reflect this new definition.

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

Net Operating Income (Loss) <i>(Amounts in millions)</i>	Q3 12	Q2 12	Q3 11
Insurance and Wealth Management Division:			
U.S. Life Insurance	\$ 86	\$ 64	\$ 102
International Protection	8	3	22
Wealth Management	10	12	12
Total Insurance and Wealth Management Division	104	79	136
Global Mortgage Insurance Division:			
International Mortgage Insurance	94	76	68
U.S. Mortgage Insurance (U.S. MI)	(38)	(25)	(79)
Total Global Mortgage Insurance Division	56	51	(11)
Corporate and Runoff Division:			
Runoff	9	(6)	(7)
Corporate and Other	(48)	(44)	(56)
Total Corporate and Runoff Division	(39)	(50)	(63)

Net operating income (loss) excludes net investment gains (losses), goodwill impairments, gains (losses) on the sale of businesses and other adjustments, net of taxes. A reconciliation of net operating income (loss) of segments and Corporate and Other activities to net income (loss) is included at the end of this press release.

Unless specifically noted in the discussion of results for the International Protection and International Mortgage Insurance segments, 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 2012 was an \$8 million unfavorable impact versus the prior year and a \$2 million unfavorable impact versus the prior quarter.

Insurance and Wealth Management Division

Insurance and Wealth Management Division net operating income was \$104 million, compared with \$79 million in the prior quarter and \$136 million a year ago.

Insurance and Wealth Management Division Net Operating Income <i>(Amounts in millions)</i>	Q3 12	Q2 12	Q3 11
U.S. Life Insurance			
Life Insurance	\$ 22	\$ 30	\$ 64
Long Term Care	45	14	17
Fixed Annuities	19	20	21
Total U.S. Life Insurance	86	64	102
International Protection	8	3	22
Wealth Management	10	12	12
Total Insurance and Wealth Management	\$ 104	\$ 79	\$ 136

Sales³		Q3 12	Q2 12	Q3 11
<i>(Amounts in millions)</i>				
U.S. Life Insurance				
Life Insurance				
Term Life		\$ 1	\$ —	\$ 1
Term Universal Life		19	32	33
Universal Life		15	19	14
Linked Benefits		3	3	2
Long Term Care				
Individual		63	53	54
Group		6	7	—
Fixed Annuities		487	336	495
International Protection		366	417	438
Wealth Management				
Gross Flows		1,099	1,228	1,565
Net Flows		(254)	(245)	446
Assets Under Management⁴				
<i>(Amounts in millions)</i>		Q3 12	Q2 12	Q3 11
Fixed Annuities		\$18,677	\$18,437	\$18,366
Wealth Management		22,633	22,320	24,613

U.S. Life Insurance Segment

Highlights

- U.S. Life Insurance segment net operating income increased sequentially to \$86 million and was down from \$102 million in the prior year.
- Effective October 22, 2012, the company announced changes to its life insurance portfolio designed to update and expand its product offerings and further adjust pricing to reflect the current low interest rate market environment and recent regulatory changes affecting reserve requirements. The company is launching a new traditional term life insurance product which will replace Colony Term Universal Life. In addition, the company is streamlining its guaranteed universal life insurance portfolio and repricing GenGuard UL.
- The consolidated risk-based capital (RBC) ratio is estimated to be approximately 420 percent⁵, up from 405 percent at the end of the second quarter of 2012 from favorable taxes and positive statutory income, partially offset by an extraordinary cash dividend of \$50 million which was paid to the holding company, bringing the year-to-date dividends from the proceeds from the 2011 sale of the Medicare supplement business to \$150 million.
- The company seeks to complete its second life block transaction in the fourth quarter of 2012. The transaction is expected to generate in excess of \$100 million in initial after-tax capital benefits for the U.S. life insurance companies and will be recorded in the statutory results in the fourth quarter of 2012 and a GAAP net loss of \$6 million was recorded in the current quarter.

³ In the first quarter of 2012, the company changed its presentation for life insurance sales to a premium equivalent basis. The prior period amounts have been re-presented to reflect sales for term universal and universal life insurance products as annualized first-year deposits plus five percent of excess deposits and 10 percent of premium deposits for linked-benefits products.

⁴ Assets under management represent account values, net of reinsurance, and managed third-party assets.

⁵ Company estimate for the third quarter of 2012, due to timing of the filing of statutory statements.

Life insurance net operating income was \$22 million, compared with \$30 million in the prior quarter and \$64 million in the prior year. Results in the quarter included a \$9 million unfavorable impact from the unlocking of interest assumptions impacting reserves and deferred acquisition costs (DAC) and a \$6 million unfavorable impact from the company's anticipated second life block transaction. Unfavorable mortality versus the prior quarter was more than offset by new business performance and some improved in force margins. Mortality was also \$14 million unfavorable versus the prior year primarily related to the term life insurance product. Prior year results included a \$16 million after-tax gain from the selective repurchase of notes secured by non-recourse funding. Sales were down \$16 million versus the prior quarter and \$12 million versus the prior year reflecting the pricing and product actions taken this year. The company continues to utilize reinsurance in life insurance as part of its capital management.

Long term care net operating income was \$45 million, compared with \$14 million in the prior quarter and \$17 million in the prior year. The current quarter included \$29 million of favorable reserve adjustments primarily from the continuation of a multi-stage system conversion. As part of the adjustments, the company completed a comprehensive claims analysis and update of its claim reserving methodology which had a \$2 million after-tax impact on total claim reserves. Excluding the current year reserve adjustments, the loss ratio in the quarter was flat to the prior quarter and increased three points from the prior year to 74 percent. Claim termination rates were favorable versus the prior quarter from higher mortality and recoveries, offset in part by a higher average reserve cost on new claims.

Individual long term care sales increased to \$63 million during the quarter from accelerated sales in advance of pricing and portfolio actions announced in July 2012. Sales levels are expected to moderate in the fourth quarter of 2012. The company continues to utilize reinsurance in long term care insurance as part of its capital management.

The previously announced premium rate increase of 18 percent on the majority of older issued policies has been substantially implemented. As of September 30, 2012, the company had received approvals for these price increases in 45 states, representing approximately 80 percent of the targeted premiums.

In the third quarter of 2012, the company initiated a new round of long term care in force premium rate increases with the goal of achieving an average premium increase in excess of 50 percent on the older generation policies and an average premium increase in excess of 25 percent on an earlier series of new generation policies over the next five years. These premium rate increases are designed to mitigate losses on the older generation and, on the earlier series of the newer generation which has generated positive operating earnings to date, help offset lower than priced-for returns due to lower interest rates, unfavorable business mix and lower lapse rates than expected. Subject to regulatory approval, this premium rate increase would generate approximately \$200 to \$300 million of additional annual premiums and other benefits when fully implemented. As of October 26, 2012, this round of rate action has been recently filed in 18 states and the company has approvals from 2 states.

Fixed annuities net operating income was \$19 million, compared with \$20 million in the prior quarter and \$21 million in the prior year. The results in the prior year included a \$5 million unfavorable DAC unlocking primarily related to declining spreads as well as more favorable investment income and favorable mortality in the single premium immediate annuity product line. Sales in the quarter totaled \$487 million and were up sequentially, but down from the prior year as the company continues to maintain margins to meet or exceed targeted returns in the low interest rate environment.

International Protection Segment

Highlights

- Reported net operating income was \$8 million, compared with \$3 million in the prior quarter and \$22 million in the prior year.
- The reported loss ratio decreased six points from the prior quarter and increased one point from the prior year to 18 percent and the underwriting margin increased seven points from the prior quarter and decreased three points from the prior year to 20 percent.
- The regulatory capital ratio decreased 12 points to 359 percent, well in excess of regulatory requirements, as the business paid a \$56 million dividend to the holding company during the quarter.
- During the third quarter of 2012, the company completed its annual goodwill impairment analysis. As a result of the impact of the continued challenging economic environment in Europe on the analysis, the company recorded an after-tax goodwill impairment of all of the goodwill related to the International Protection segment of \$86 million.

International Protection earnings increased \$5 million sequentially and decreased \$14 million from the prior year. New claim registrations were down versus both the prior year and prior quarter, but the underwriting

⁶ See "Definition of Selected Operating Performance Measures" for definition of underwriting margin.

margin versus the prior year was impacted by the higher loss ratio and an unfavorable shift in the mix of contracts with profit sharing as well as slowing sales. In light of the continued slow consumer lending environment in Europe, additional actions are being taken to reduce expenses and improve margins. Sales decreased seven percent⁷ versus the prior quarter and one percent⁷ versus the prior year as Northern Europe performed stronger than Southern Europe. New claim registrations in Europe decreased 18 percent versus the prior quarter and six percent versus the prior year. At quarter end, the lifestyle protection business had a regulatory capital ratio of approximately 359 percent⁵.

Wealth Management Segment

Highlights

- Net operating income was \$10 million, compared with \$12 million in both the prior quarter and the prior year.
- In July 2012, the company expanded its investment platform for independent financial advisors in response to the current market environment and investor needs by adding eight new strategies. These changes address challenges faced by financial advisors and their clients such as advisor demand for income generation in a low yield environment and demographic demand for generational shift from accumulation to spending and distributing income.
- Dividends of \$30 million were paid to the holding company through September 30, 2012.

Wealth Management net operating income was \$10 million, compared with \$12 million in both the prior quarter and the prior year. Net operating income in the prior year included approximately \$1 million for Genworth Financial Investment Services (GFIS) which was sold on April 2, 2012. Assets under management (AUM) increased sequentially to \$22.6 billion as positive market conditions impacted AUM by \$567 million. Net flows for the quarter were negative \$254 million, primarily related to relative investment performance. Margins⁸ as a percentage of average AUM increased nominally from the prior year. As of the end of the quarter, total advisors with assets on the platform were approximately 6,340.

⁷ Percent change excludes the impact of foreign exchange.

⁸ Calculated as pre-tax income as a percentage of average AUM annualized to determine the current full year impact, excluding the impacts of GFIS. Average AUM for September 30, 2011 excludes \$2.6 billion related to GFIS. Pre-tax income for September 30, 2011 excludes \$2 million related to GFIS.

Global Mortgage Insurance Division

Global Mortgage Insurance Division had net operating income of \$56 million, compared with net operating income of \$51 million in the prior quarter and a net operating loss of \$11 million a year ago.

Global Mortgage Insurance Division

Net Operating Income (Loss)

(Amounts in millions)

	<u>Q3 12</u>	<u>Q2 12</u>	<u>Q3 11</u>
International Mortgage Insurance			
Canada	\$ 42	\$ 41	\$ 40
Australia	57	44	36
Other Countries	(5)	(9)	(8)
Total International Mortgage Insurance	94	76	68
U.S. Mortgage Insurance	(38)	(25)	(79)
Total Global Mortgage Insurance	\$ 56	\$ 51	\$ (11)

Sales

(Amounts in billions)

	<u>Q3 12</u>	<u>Q2 12</u>	<u>Q3 11</u>
International Mortgage Insurance			
Flow			
Canada	\$ 7.2	\$ 5.7	\$ 6.8
Australia	8.8	8.2	7.1
Other Countries	0.4	0.5	0.5
Bulk			
Canada	2.6	13.1	0.6
Australia	—	0.3	0.1
Other Countries	—	—	0.3
U.S. Mortgage Insurance			
Primary Flow	4.7	3.6	2.7
Primary Bulk	—	—	—

International Mortgage Insurance Segment

Highlights

- Reported International Mortgage Insurance segment operating earnings were \$94 million, compared with \$76 million in the prior quarter and \$68 million a year ago.
- Canada operating earnings of \$42 million were up from \$41 million in the prior quarter and \$40 million in the prior year. The loss ratio was 30 percent, down two points sequentially.
- Australia operating earnings of \$57 million were up from \$44 million in the prior quarter and \$36 million in the prior year. Results in the prior year included an unfavorable tax charge of \$16 million attributable to changes in uncertain tax positions associated with the company's initial public offering in 2004. Results in the current quarter improved versus the prior quarter as new delinquencies were down across all major states and from favorable taxes. The loss ratio in the current quarter was 47 percent, down from 54 percent in the prior quarter.

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- Other Countries had a net operating loss of \$5 million, an improvement of \$4 million over the prior quarter from lower loss development.
 - In Canada, flow new insurance written (NIW) was up 28 percent⁷ sequentially from seasonal variation and up 10 percent⁷ year over year from a higher origination market.
 - In Australia, flow NIW was up nine percent⁷ sequentially and up 30 percent⁷ year over year as the current year origination market was larger primarily from improved affordability from lower mortgage rates.
 - The Canadian and Australian businesses continue to maintain sound capital positions.

Canada operating earnings of \$42 million were up from \$41 million in the prior quarter and \$40 million in the prior year. The loss ratio in the quarter was 30 percent, down from 32 percent in the prior quarter and down from 36 percent in the prior year from lower new delinquencies, net of cures, and continued improvement in Alberta. The lower losses in the current quarter were partially offset by lower earned premiums from the maturing of the larger 2007 and 2008 books of business. Flow NIW was up 28 percent⁷ sequentially from seasonal variation and up 10 percent⁷ year over year from a higher origination market. At quarter end, the Canada mortgage insurance business had a regulatory capital ratio of 164 percent⁵, well in excess of regulatory requirements. GAAP book value was \$2.9 billion, of which \$1.7 billion represented Genworth's 57.5 percent ownership interest.

Australia reported net operating earnings of \$57 million versus \$44 million in the prior quarter and \$36 million in the prior year as claims development in the quarter was in line with the first quarter reserve strengthening expectations and from favorable taxes. The loss ratio in the quarter was 47 percent, down seven points sequentially and one point from the prior year. Overall, delinquencies were down 10 percent from the prior quarter and new delinquencies were lower in all major states. Flow NIW was up nine percent⁷ sequentially and up 30 percent⁷ year over year as the current year origination market was larger primarily from improved affordability from lower mortgage rates. At quarter end, the Australia mortgage insurance business had a regulatory capital ratio of 136 percent⁵, as the company terminated a reinsurance agreement with an affiliate reinsurer during the quarter. The GAAP book value was \$2.3 billion as of the end of the quarter.

Other countries net operating loss of \$5 million improved \$4 million sequentially and \$3 million from the prior year driven by a reduction in losses primarily in Ireland.

U.S. Mortgage Insurance Segment

Highlights

- U.S. MI net operating loss was \$38 million, compared with \$25 million in the prior quarter and \$79 million in the prior year. Results in the prior quarter included a \$12 million after-tax favorable impact from the termination of an external reinsurance contract.
- Total flow delinquencies of 69,174 decreased four percent sequentially and 19 percent from the prior year. New flow delinquencies increased approximately five percent from the prior quarter reflecting seasonal development and decreased approximately 24 percent from the prior year.
- Loss mitigation savings were \$189 million in the current quarter and \$509 million through the third quarter of 2012, exceeding the previously announced full year loss mitigation savings target of \$300 to \$400 million.
- Flow NIW increased 31 percent over the prior quarter to \$4.7 billion reflecting an increase in overall private mortgage insurance penetration, a larger origination market and an increase in market share.
- The combined risk-to-capital ratio as of September 30, 2012 is estimated at 29.8:1.
- During the quarter, the government sponsored entities (GSEs) granted Genworth Residential Mortgage Assurance Corporation (GRMAC) an extension of the ability to write new business in non-waiver states through December 31, 2013.

U.S. MI net operating loss was \$38 million, compared with \$25 million in the prior quarter and \$79 million in the prior year. Results in the prior quarter included a \$12 million after-tax favorable impact from the termination of an external reinsurance contract.

Total flow delinquencies decreased four percent sequentially and 19 percent versus the prior year. New flow delinquencies increased approximately five percent from the prior quarter reflecting seasonal development but declined approximately 24 percent from the prior year, reflecting the continued burn through of delinquencies from the 2005 to 2008 book years. The flow average reserve per delinquency was \$30,000, down slightly from the prior quarter.

Total losses were flat compared to the prior quarter as a seasonal increase in new delinquency development and lower cure activity was offset by effective loss mitigation programs and modest changes in aging of existing delinquencies. Paid claims increased 10 percent from the prior year, driven by higher claim counts and a reduction in captive benefits, partially offset by a reduction in severity from claims mitigation.

Loss mitigation savings were \$189 million in the quarter, up 17 percent from the prior quarter, as a favorable mix of later stage delinquent loans were modified partially offset by an expected reduction in overall workouts.

Flow NIW increased 31 percent over the prior quarter to \$4.7 billion reflecting an increase in overall private mortgage insurance penetration, a larger origination market and an increase in market share. Overall private mortgage insurance market penetration was up approximately one point versus the prior quarter and up approximately two points year over year. The company's market share at the end of the quarter is estimated to be approximately 13 percent. Flow persistency was 81 percent. In addition, the Home Affordable Refinance Program (HARP) accounted for about \$2.6 billion 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 at 29.8:1 at the end of the third quarter with the risk-to-capital ratio for Genworth Mortgage Insurance Corporation (GEMICO), the company's primary mortgage insurance company, estimated at 35.1:1. GEMICO currently maintains waivers or other authorizations from 45 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, subject to the approval of applicable regulators and the GSEs approval. Currently, new business in four states is being written out of GRMAC, a subsidiary of GEMICO, which has an estimated risk-to-capital ratio at the end of the third quarter of 4.4:1. During the third quarter, the North Carolina Department of Insurance granted GEMICO an 18 month extension of the revocable waiver of compliance with its risk-to-capital requirement through July 31, 2014. Also during the quarter, the GSEs granted GRMAC an extension of the ability to write new business in non-waiver states through December 31, 2013.

Corporate and Runoff Division

Corporate and Runoff Division net operating loss was \$39 million, compared with \$50 million in the prior quarter and \$63 million in the prior year.

Corporate and Runoff Division

Net Operating Income (Loss)

(Amounts in millions)

	<u>Q3 12</u>	<u>Q2 12</u>	<u>Q3 11</u>
Runoff	\$ 9	\$ (6)	\$ (7)
Corporate and Other	(48)	(44)	(56)
Total Corporate and Runoff	\$ (39)	\$ (50)	\$ (63)

Assets Under Management⁴

(Amounts in millions)

	<u>Q3 12</u>	<u>Q2 12</u>	<u>Q3 11</u>
Variable Annuities	\$ 8,270	\$ 8,225	\$ 8,155
Guaranteed Investment Contracts, Funding Agreements			
Backing Notes and Funding Agreements	2,297	2,221	2,717
Total Runoff	\$10,567	\$10,446	\$10,872

Runoff Segment

The Runoff segment's net operating income was \$9 million, compared with net operating losses of \$6 million in the prior quarter and \$7 million in the prior year, as the current quarter reflected improved equity market conditions versus both the prior quarter and prior year. Results in the current quarter also included a \$6 million unfavorable impact from refinement of DAC assumptions primarily related to the company's annual review of assumptions.

Corporate and Other

Corporate and Other's net operating loss was \$48 million, compared with \$44 million in the prior quarter and \$56 million in the prior year. Results in the current quarter reflected tax benefits of \$5 million that are expected to reverse in the fourth quarter of 2012. On a pre-tax operating basis, the loss decreased modestly year over year.

Investment Portfolio Performance

Investment income decreased, with net investment income of \$825 million, compared to \$846 million in the second quarter. The core yield decreased sequentially to approximately 4.5 percent from approximately 4.7 percent from less favorable limited partnership performance.

Net income in the quarter included \$1 million of net investment losses, net of tax and DAC amortization of \$6 million.

Net unrealized investment gains were \$2.6 billion, net of tax and other items, as of September 30, 2012, compared with \$1.5 billion as of September 30, 2011 and \$2.0 billion as of June 30, 2012. The fixed maturity securities portfolio had gross unrealized investment gains of \$6.7 billion compared with \$4.9 billion as of September 30, 2011 and gross unrealized investment losses of \$0.8 billion compared with \$1.4 billion as of September 30, 2011.

Holding Company

Genworth's holding company ended the quarter with approximately \$1.4 billion of cash and highly liquid securities, up approximately \$200 million sequentially primarily from \$116 million of dividends paid to the holding company from the Insurance and Wealth Management Division and \$20 million from Canada. The holding company targets maintaining cash and highly liquid securities of at least two times its annual debt service expense. The holding company has no debt maturities until June 2014.

About Genworth Financial

Genworth Financial, Inc. (NYSE: GNW) is a leading Fortune 500 insurance holding company 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 home ownership while assisting lenders in managing their risk and capital.

Genworth has approximately 6,300 employees and operates through three divisions: Insurance and Wealth Management, which includes U.S. Life Insurance, Wealth Management and International Protection segments; Global Mortgage Insurance, which includes U.S. and International Mortgage Insurance segments; and the Corporate and Runoff division. Its products and services are offered through financial intermediaries, advisors, independent distributors and sales specialists. Genworth Financial, Inc., 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 Financial, Inc. 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 2012 financial supplement are now posted on the company’s website. Additional information regarding U.S. mortgage insurance and Australia are 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 October 31, 2012 at 9 a.m. (ET) to discuss the quarter’s results and the company’s strategy. Additional materials regarding the company’s strategy will be available at 8:30 a.m. (ET). The conference call will be accessible via telephone and the Internet. The dial-in number for the conference call is 866 393.0571 or 206 453.2872 (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.

Replays of the call will be available through November 14, 2012 at 855 859.2056 or 404 537.3406 (outside the U.S.); the conference ID # for the call is # 28897883. The webcast will also be archived on the company’s website.

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 the after-tax effects of income attributable to noncontrolling interests, net investment gains (losses), goodwill impairments, gains (losses) on the sale of businesses and infrequent or unusual non-operating items. The company excludes net investment gains (losses) and infrequent or unusual non-operating items because the company does not consider them to be related to the operating performance of the company’s segments and Corporate and Other activities. A component of the company’s net investment gains (losses) is the result of impairments, the size and timing of which can vary significantly depending on market credit cycles. In addition, the size and timing of other investment gains (losses) can be subject to the company’s discretion and are influenced by market opportunities, as well as asset-liability matching considerations. Goodwill impairments and gains (losses) on the sale of businesses are also excluded from net operating income (loss) available to Genworth Financial, Inc.’s common stockholders because, in the company’s opinion, they are not indicative of overall operating trends. Other non-operating items are also excluded from net operating income (loss) available to Genworth Financial, Inc.’s common stockholders if, in the company’s opinion, they are not indicative of overall operating trends.

In the third quarter of 2012, the company revised its definition of net operating income (loss) available to Genworth Financial, Inc.’s common stockholders to exclude goodwill impairments to better reflect the basis on which the performance of its business is internally assessed and to reflect management’s opinion that it is not indicative of overall operating trends. There was an \$86 million after-tax goodwill impairment related to our lifestyle protection insurance business recorded in the third quarter of 2012. The company also modified its definition to explicitly state that gains (losses) on the sale of businesses, which were previously included in the infrequent and unusual category, are excluded from net operating income (loss). All prior periods presented have been represented to reflect this new definition.

There were no infrequent or unusual items excluded from net operating income available to Genworth Financial, Inc.’s common stockholders during the periods presented.

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. Management also uses net operating income (loss) available to Genworth Financial, Inc.’s common stockholders as a basis for determining awards and compensation for senior management and to evaluate performance on a basis comparable to that used by analysts. However, the items excluded from net operating income (loss) available

to Genworth Financial, Inc.'s common stockholders have occurred in the past and could, and in some cases will, recur in the future. 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. 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, 2012 and 2011.

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 and long term care insurance; (2) annualized first-year deposits plus five percent of excess deposits for universal and term universal life insurance products; (3) 10 percent of premium deposits for linked-benefits products; (4) new and additional premiums/deposits for fixed annuities; (5) gross flows and net flows, which represent gross flows less redemptions, for the wealth management business; (6) 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 (7) 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, premium equivalents, new premiums/deposits, gross and net flows, written premiums 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.

This press release also includes the metric entitled "underwriting margin" related to the lifestyle protection business. The company defines underwriting margin as underwriting profit divided by net earned premiums. Underwriting profit is defined as premiums less benefits and other changes in reserves, commissions (which include amortization of deferred acquisition costs) and profit share expenses. Management believes that this analysis of underwriting margin enhances the understanding of the lifestyle protection business.

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 and Australia. 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 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 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 or potential downgrades in the company’s financial strength or credit ratings; interest rate fluctuations and levels; adverse capital and credit market conditions; the impact of expiration of the company’s credit facilities; the valuation of fixed maturity, equity and trading securities; defaults, downgrades or other events impacting the value of the company’s fixed maturity securities portfolio; defaults on the company’s commercial mortgage loans or the mortgage loans underlying the company’s investments in commercial mortgage-backed securities and volatility in performance; goodwill impairments; defaults by counterparties to reinsurance arrangements or derivative instruments; an adverse change in risk based capital and other regulatory requirements; insufficiency of reserves; legal constraints on dividend distributions by the company’s subsidiaries; competition; availability, affordability and adequacy of reinsurance; loss of key distribution partners; regulatory restrictions on the company’s operations and changes in applicable laws and regulations; legal or regulatory investigations or actions; the failure of or any compromise of the security of the company’s computer systems; the occurrence of natural or man-made disasters or a pandemic; the effect of the enactment of the Dodd-Frank Wall Street Reform and Consumer Protection Act; changes in the accounting standards issued by the Financial Accounting Standards Board or other standard-setting bodies; impairments of or valuation allowances against the company’s deferred tax assets; changes in expected morbidity and mortality rate; accelerated amortization of deferred acquisition costs and present value of future profits; reputational risks as a result of rate increases on certain in force long term care insurance products; medical advances, such as genetic research and diagnostic imaging,

and related legislation; unexpected changes in persistency rates; ability to continue to implement actions to mitigate the impact of statutory reserve requirements; the failure of demand for long term care insurance to increase; political and economic instability or changes in government policies; foreign exchange rate fluctuations; unexpected changes in unemployment rates; unexpected increases in mortgage insurance default rates or severity of defaults; the significant portion of high loan to value insured international mortgage loans which generally result in more and larger claims than lower loan-to-value ratios; competition with government owned and government sponsored enterprises offering mortgage insurance; changes in international regulations reducing demand for mortgage insurance; increases in mortgage insurance default rates; failure to meet, or have waived to the extent needed, the minimum statutory capital requirements and hazardous financial condition standards; uncertain results of continued investigations of insured U.S. mortgage loans; possible rescissions of coverage and the results of objections to the company's rescissions; the extent to which loan modifications and other similar programs may provide benefits to the company; unexpected changes in unemployment and underemployment rates in the United States; further deterioration in economic conditions or a further decline in home prices in the United States; problems associated with foreclosure process defects in the United States that may defer claim payments; changes to the role or structure of Federal National Mortgage Association (Fannie Mae) and Federal Home Loan Mortgage Corporation (Freddie Mac); competition with government owned and government sponsored enterprises offering U.S. mortgage insurance; changes in regulations that affect the U.S. mortgage insurance business; the influence of Fannie Mae, Freddie Mac and a small number of large mortgage lenders and investors; decreases in the volume of high loan to value mortgage originations or increases in mortgage insurance cancellations in the United States; increases in the use of alternatives to private mortgage insurance in the United States and reductions by lenders in the level of coverage they select; the impact of the use of reinsurance with reinsurance companies affiliated with U.S. mortgage lending customers; legal actions under the Real Estate Settlement Procedures Act of 1974; and potential liabilities in connection with the company's U.S. contract underwriting services;

- *Other risks*, including the risk that adverse market or other conditions might further 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.

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alfred.orendorff@genworth.com

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

	Three months ended September 30,	
	2012	2011
Revenues:		
Premiums	\$ 1,311	\$ 1,461
Net investment income	825	842
Net investment gains (losses)	9	(157)
Insurance and investment product fees and other	391	375
Total revenues	2,536	2,521
Benefits and expenses:		
Benefits and other changes in policy reserves	1,363	1,457
Interest credited	193	194
Acquisition and operating expenses, net of deferrals	504	581
Amortization of deferred acquisition costs and intangibles	162	152
Goodwill impairment	89	—
Interest expense	126	124
Total benefits and expenses	2,437	2,508
Income before income taxes	99	13
Provision (benefit) for income taxes	29	(7)
Net income	70	20
Less: net income attributable to noncontrolling interests	36	36
Net income (loss) available to Genworth Financial, Inc.'s common stockholders	\$ 34	\$ (16)
Net income (loss) available to Genworth Financial, Inc.'s common stockholders per common share:		
Basic	\$ 0.07	\$ (0.03)
Diluted	\$ 0.07	\$ (0.03)
Weighted-average common shares outstanding:		
Basic	491.7	490.8
Diluted	493.9	490.8

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

	Three months ended September 30,	
	2012	2011
Net operating income (loss):		
Insurance and Wealth Management Division		
U.S. Life Insurance segment		
Life Insurance	\$ 22	\$ 64
Long Term Care	45	17
Fixed Annuities	19	21
Total U.S. Life Insurance segment	86	102
International Protection segment	8	22
Wealth Management segment	10	12
Total Insurance and Wealth Management Division	104	136
Global Mortgage Insurance Division		
International Mortgage Insurance segment		
Canada	42	40
Australia	57	36
Other Countries	(5)	(8)
Total International Mortgage Insurance segment	94	68
U.S. Mortgage Insurance segment	(38)	(79)
Total Global Mortgage Insurance Division	56	(11)
Corporate and Runoff Division		
Runoff segment	9	(7)
Corporate and Other	(48)	(56)
Total Corporate and Runoff Division	(39)	(63)
Net operating income	121	62
Adjustments to net operating income:		
Net investment gains (losses), net of taxes and other adjustments	(1)	(78)
Goodwill impairment, net of taxes	(86)	—
Net income (loss) available to Genworth Financial, Inc.'s common stockholders	34	(16)
Add: net income attributable to noncontrolling interests	36	36
Net income	<u>\$ 70</u>	<u>\$ 20</u>
Net income (loss) available to Genworth Financial, Inc.'s common stockholders per common share:		
Basic	<u>\$ 0.07</u>	<u>\$ (0.03)</u>
Diluted	<u>\$ 0.07</u>	<u>\$ (0.03)</u>
Net operating income per common share:		
Basic	<u>\$ 0.25</u>	<u>\$ 0.13</u>
Diluted	<u>\$ 0.25</u>	<u>\$ 0.13</u>
Weighted-average common shares outstanding:		
Basic	<u>491.7</u>	<u>490.8</u>
Diluted	<u>493.9</u>	<u>490.8</u>

Condensed Consolidated Balance Sheets
(Amounts in millions)

	September 30, 2012	December 31, 2011
Assets		
Cash, cash equivalents and invested assets	\$ 79,380	\$ 77,083
Deferred acquisition costs	5,020	5,193
Intangible assets	488	580
Goodwill	1,128	1,253
Reinsurance recoverable	17,195	16,998
Deferred tax and other assets	1,010	958
Separate account assets	10,166	10,122
Total assets	<u>\$ 114,387</u>	<u>\$ 112,187</u>
Liabilities and stockholders' equity		
Liabilities:		
Future policy benefits	\$ 33,221	\$ 32,175
Policyholder account balances	26,449	26,345
Liability for policy and contract claims	7,545	7,620
Unearned premiums	4,291	4,223
Deferred tax and other liabilities	7,510	7,146
Borrowings related to securitization entities	353	396
Non-recourse funding obligations	2,325	3,256
Long-term borrowings	4,880	4,726
Separate account liabilities	10,166	10,122
Total liabilities	<u>96,740</u>	<u>96,009</u>
Stockholders' equity:		
Common stock	1	1
Additional paid-in capital	12,162	12,136
Accumulated other comprehensive income (loss):		
Net unrealized investment gains (losses):		
Net unrealized gains (losses) on securities not other-than-temporarily impaired	2,641	1,617
Net unrealized gains (losses) on other-than-temporarily impaired securities	(88)	(132)
Net unrealized investment gains (losses)	<u>2,553</u>	<u>1,485</u>
Derivatives qualifying as hedges	2,011	2,009
Foreign currency translation and other adjustments	659	553
Total accumulated other comprehensive income (loss)	5,223	4,047
Retained earnings	1,741	1,584
Treasury stock, at cost	(2,700)	(2,700)
Total Genworth Financial, Inc.'s stockholders' equity	16,427	15,068
Noncontrolling interests	1,220	1,110
Total stockholders' equity	<u>17,647</u>	<u>16,178</u>
Total liabilities and stockholders' equity	<u>\$ 114,387</u>	<u>\$ 112,187</u>

Impact of Foreign Exchange on Operating Results⁹
Three months ended September 30, 2012

	<u>Percentages Including Foreign Exchange</u>	<u>Percentages Excluding Foreign Exchange¹⁰</u>
International Protection:		
Sales	(16)%	(1)%
Sales (3Q12 vs. 2Q12)	(12)%	(7)%
Canada Mortgage Insurance (MI):		
Flow new insurance written	6%	10%
Flow new insurance written (3Q12 vs. 2Q12)	26%	28%
Australia MI:		
Flow new insurance written	24%	30%
Flow new insurance written (3Q12 vs. 2Q12)	7%	9%

⁹ All percentages are comparing the third quarter of 2012 to the third quarter of 2011 unless otherwise stated.

¹⁰ The impact of foreign exchange was calculated using the comparable prior period exchange rates.

Reconciliation of Core Yield to Reported Yield

	<u>For the three months ended September 30, 2012</u>
(Assets - amounts in billions)	
Reported Total Invested Assets and Cash	\$ 78.6
Subtract:	
Securities lending	0.2
Unrealized gains (losses)	7.3
Derivative counterparty collateral	1.0
Adjusted end of period invested assets	<u>\$ 70.1</u>
Average Invested Assets Used in Reported Yield Calculation	\$ 69.6
Subtract:	
Restricted commercial mortgage loans and other invested assets related to securitization entities ¹	0.4
Average Invested Assets Used in Core Yield Calculation	<u>\$ 69.2</u>
(Income - amounts in millions)	
Reported Net Investment Income	\$ 825
Subtract:	
Bond calls and commercial mortgage loan prepayments	14
Reinsurance ²	19
Other non-core items ³	3
Restricted commercial mortgage loans and other invested assets related to securitization entities ¹	6
Core Net Investment Income	<u>\$ 783</u>
Reported Yield	<u>4.74%</u>
Core Yield	<u>4.53%</u>

¹¹ Represents the incremental assets and investment income related to restricted commercial mortgage loans and other invested assets.

¹² Represents imputed investment income related to reinsurance agreements in the lifestyle protection insurance business.

¹³ Includes mark-to-market adjustment on assets supporting executive deferred compensation and various other immaterial items.

Third Quarter Financial Supplement

September 30, 2012



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GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

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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.

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**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

Dear Investor,

In the third quarter of 2012, the company revised its definition of net operating income (loss) available to Genworth Financial, Inc.'s common stockholders. Additional information is included on page 4.

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

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

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 the after-tax effects of income attributable to noncontrolling interests, net investment gains (losses), goodwill impairments, gains (losses) on the sale of businesses and infrequent or unusual non-operating items. The company excludes net investment gains (losses) and infrequent or unusual non-operating items because the company does not consider them to be related to the operating performance of the company’s segments and Corporate and Other activities. A component of the company’s net investment gains (losses) is the result of impairments, the size and timing of which can vary significantly depending on market credit cycles. In addition, the size and timing of other investment gains (losses) can be subject to the company’s discretion and are influenced by market opportunities, as well as asset-liability matching considerations. Goodwill impairments and gains (losses) on the sale of businesses are also excluded from net operating income (loss) available to Genworth Financial, Inc.’s common stockholders because, in the company’s opinion, they are not indicative of overall operating trends. Other non-operating items are also excluded from net operating income (loss) available to Genworth Financial, Inc.’s common stockholders if, in the company’s opinion, they are not indicative of overall operating trends.

In the third quarter of 2012, the company revised its definition of net operating income (loss) available to Genworth Financial, Inc.’s common stockholders to exclude goodwill impairments to better reflect the basis on which the performance of its business is internally assessed and to reflect management’s opinion that it is not indicative of overall operating trends. The company also modified its definition to explicitly state that gains (losses) on the sale of businesses, which were previously included in the infrequent and unusual category, are excluded from net operating income (loss). All prior periods presented have been re-presented to reflect this new definition.

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. Management also uses net operating income (loss) available to Genworth Financial, Inc.’s common stockholders as a basis for determining awards and compensation for senior management and to evaluate performance on a basis comparable to that used by analysts. However, the items excluded from net operating income (loss) available to Genworth Financial, Inc.’s common stockholders have occurred in the past and could, and in some cases will, recur in the future. 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.

The table on page 10 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 periods presented. 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 77 through 80 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 and long-term care insurance; (2) annualized first-year deposits plus 5% of excess deposits for universal and term universal life insurance products; (3) 10% of premium deposits for linked-benefits products; (4) new and additional premiums/deposits for fixed annuities; (5) gross flows and net flows, which represent gross flows less redemptions, for the wealth management business; (6) 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 (7) 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, premium equivalents, new premiums/deposits, gross and net flows, written premiums 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.

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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

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GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

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

<u>Balance Sheet Data</u>	<u>September 30,</u> <u>2012</u>	<u>June 30,</u> <u>2012</u>	<u>March 31,</u> <u>2012</u>	<u>December 31,</u> <u>2011</u>	<u>September 30,</u> <u>2011</u>
Total Genworth Financial, Inc.'s stockholders' equity, excluding accumulated other comprehensive income	\$ 11,204	\$11,164	\$11,082	\$ 11,021	\$ 10,872
Total accumulated other comprehensive income	5,223	4,653	3,656	4,047	3,898
Total Genworth Financial, Inc.'s stockholders' equity	<u>\$ 16,427</u>	<u>\$15,817</u>	<u>\$14,738</u>	<u>\$ 15,068</u>	<u>\$ 14,770</u>
Book value per common share	\$ 33.40	\$ 32.17	\$ 29.99	\$ 30.69	\$ 30.09
Book value per common share, excluding accumulated other comprehensive income	\$ 22.78	\$ 22.71	\$ 22.55	\$ 22.45	\$ 22.15
Common shares outstanding as of the balance sheet date	491.8	491.6	491.5	490.9	490.9
	Twelve months ended				
	<u>September 30,</u> <u>2012</u>	<u>June 30,</u> <u>2012</u>	<u>March 31,</u> <u>2012</u>	<u>December 31,</u> <u>2011</u>	<u>September 30,</u> <u>2011</u>
<u>Twelve Month Rolling Average ROE</u>					
GAAP Basis ROE	2.7%	2.3%	0.3%	0.4%	-2.8%
Operating ROE ⁽¹⁾	3.2%	2.7%	0.9%	1.4%	-1.4%
	Three months ended				
	<u>September 30,</u> <u>2012</u>	<u>June 30,</u> <u>2012</u>	<u>March 31,</u> <u>2012</u>	<u>December 31,</u> <u>2011</u>	<u>September 30,</u> <u>2011</u>
<u>Quarterly Average ROE</u>					
GAAP Basis ROE	1.2%	2.7%	1.7%	5.2%	-0.6%
Operating ROE ⁽¹⁾	4.3%	2.9%	1.1%	4.5%	2.3%
	Three months ended September 30, 2012				Nine months ended September 30, 2012
<u>Basic and Diluted Shares</u>					
Weighted-average shares used in basic earnings per common share calculations	491.7				491.5
Potentially dilutive securities:					
Stock options, restricted stock units and stock appreciation rights	2.2				3.0
Weighted-average shares used in diluted earnings per common share calculations	<u>493.9</u>				<u>494.5</u>

⁽¹⁾ See page 77 herein for a reconciliation of GAAP Basis ROE to Operating ROE.

Third Quarter Results

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

Net Income (Loss)
(amounts in millions)

	Three months ended		Nine months ended	
	September 30,		September 30,	
	2012	2011	2012	2011
REVENUES:				
Premiums	\$ 1,311	\$ 1,461	\$ 3,720	\$ 4,353
Net investment income	825	842	2,503	2,553
Net investment gains (losses)	9	(157)	10	(225)
Insurance and investment product fees and other	391	375	1,252	1,063
Total revenues	<u>2,536</u>	<u>2,521</u>	<u>7,485</u>	<u>7,744</u>
BENEFITS AND EXPENSES:				
Benefits and other changes in policy reserves	1,363	1,457	3,977	4,549
Interest credited	193	194	582	599
Acquisition and operating expenses, net of deferrals	504	581	1,536	1,725
Amortization of deferred acquisition costs and intangibles	162	152	582	465
Goodwill impairment	89	—	89	—
Interest expense	126	124	352	385
Total benefits and expenses	<u>2,437</u>	<u>2,508</u>	<u>7,118</u>	<u>7,723</u>
INCOME BEFORE INCOME TAXES	99	13	367	21
Provision (benefit) for income taxes	29	(7)	108	8
<i>Effective tax rate</i>	<u>29.3%</u>	<u>-53.8%</u>	<u>29.4%</u>	<u>38.1%</u>
NET INCOME	70	20	259	13
Less: net income attributable to noncontrolling interests	36	36	102	106
NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS	<u>\$ 34</u>	<u>\$ (16)</u>	<u>\$ 157</u>	<u>\$ (93)</u>

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**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

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

	Three months ended		Nine months ended	
	September 30,		September 30,	
	2012	2011	2012	2011
Insurance and Wealth Management Division				
U.S. Life Insurance segment:				
Life Insurance	\$ 22	\$ 64	\$ 58	\$ 163
Long-Term Care	45	17	94	71
Fixed Annuities	19	21	62	60
Total U.S. Life Insurance segment	86	102	214	294
International Protection segment	8	22	16	72
Wealth Management segment	10	12	34	35
Total Insurance and Wealth Management Division	104	136	264	401
Global Mortgage Insurance Division				
International Mortgage Insurance segment:				
Canada	42	40	120	119
Australia	57	36	80	142
Other Countries	(5)	(8)	(23)	(16)
Total International Mortgage Insurance segment	94	68	177	245
U.S. Mortgage Insurance segment	(38)	(79)	(106)	(417)
Total Global Mortgage Insurance Division	56	(11)	71	(172)
Corporate and Runoff Division				
Runoff segment	9	(7)	38	12
Corporate and Other	(48)	(56)	(141)	(217)
Total Corporate and Runoff Division	(39)	(63)	(103)	(205)
NET OPERATING INCOME	121	62	232	24
ADJUSTMENTS TO NET OPERATING INCOME:				
Net investment gains (losses), net of taxes and other adjustments ⁽¹⁾	(1)	(78)	(4)	(117)
Goodwill impairment, net of taxes	(86)	—	(86)	—
Gain on sale of business, net of taxes	—	—	15	—
NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS	34	(16)	157	(93)
Add: net income attributable to noncontrolling interests	36	36	102	106
NET INCOME	\$ 70	\$ 20	\$ 259	\$ 13
Earnings (Loss) Per Share Data:				
Net income (loss) available to Genworth Financial, Inc.'s common stockholders per common share				
Basic	\$ 0.07	\$ (0.03)	\$ 0.32	\$ (0.19)
Diluted	\$ 0.07	\$ (0.03)	\$ 0.32	\$ (0.19)
Net operating income per common share				
Basic	\$ 0.25	\$ 0.13	\$ 0.47	\$ 0.05
Diluted	\$ 0.25	\$ 0.13	\$ 0.47	\$ 0.05
Weighted-average shares outstanding				
Basic	491.7	490.8	491.5	490.5
Diluted	493.9	490.8	494.5	490.5

(1) See page 75 for details on net investment gains (losses), net of taxes and other adjustments.

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

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

	2012				2011				Total
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	
REVENUES:									
Premiums	\$1,311	\$1,302	\$1,107	\$3,720	\$1,352	\$1,461	\$1,455	\$1,437	\$ 5,705
Net investment income	825	846	832	2,503	827	842	881	830	3,380
Net investment gains (losses)	9	(34)	35	10	5	(157)	(40)	(28)	(220)
Insurance and investment product fees and other	391	409	452	1,252	440	375	359	329	1,503
Total revenues	2,536	2,523	2,426	7,485	2,624	2,521	2,655	2,568	10,368
BENEFITS AND EXPENSES:									
Benefits and other changes in policy reserves	1,363	1,382	1,232	3,977	1,392	1,457	1,679	1,413	5,941
Interest credited	193	194	195	582	195	194	204	201	794
Acquisition and operating expenses, net of deferrals	504	502	530	1,536	569	581	581	563	2,294
Amortization of deferred acquisition costs and intangibles	162	148	272	582	133	152	162	151	598
Goodwill impairment	89	—	—	89	29	—	—	—	29
Interest expense	126	131	95	352	121	124	134	127	506
Total benefits and expenses	2,437	2,357	2,324	7,118	2,439	2,508	2,760	2,455	10,162
INCOME (LOSS) BEFORE INCOME TAXES	99	166	102	367	185	13	(105)	113	206
Provision (benefit) for income taxes	29	57	22	108	10	(7)	(5)	20	18
NET INCOME (LOSS)	70	109	80	259	175	20	(100)	93	188
Less: net income attributable to noncontrolling interests	36	33	33	102	33	36	36	34	139
NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS	<u>\$ 34</u>	<u>\$ 76</u>	<u>\$ 47</u>	<u>\$ 157</u>	<u>\$ 142</u>	<u>\$ (16)</u>	<u>\$ (136)</u>	<u>\$ 59</u>	<u>\$ 49</u>

Earnings (Loss) Per Share Data:

Net income (loss) available to Genworth Financial, Inc.'s common stockholders per common share									
Basic	\$ 0.07	\$ 0.16	\$ 0.09	\$ 0.32	\$ 0.29	\$ (0.03)	\$ (0.28)	\$ 0.12	\$ 0.10
Diluted	\$ 0.07	\$ 0.16	\$ 0.09	\$ 0.32	\$ 0.29	\$ (0.03)	\$ (0.28)	\$ 0.12	\$ 0.10
Weighted-average shares outstanding									
Basic	491.7	491.5	491.2	491.5	490.9	490.8	490.6	490.1	490.6
Diluted	493.9	493.9	495.7	494.5	492.7	490.8	490.6	494.4	493.5

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

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

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
Insurance and Wealth Management Division									
U.S. Life Insurance segment:									
Life Insurance	\$ 22	\$ 30	\$ 6	\$ 58	\$ 48	\$ 64	\$ 57	\$ 42	\$ 211
Long-Term Care	45	14	35	94	28	17	18	36	99
Fixed Annuities	19	20	23	62	18	21	25	14	78
Total U.S. Life Insurance segment	86	64	64	214	94	102	100	92	388
International Protection segment	8	3	5	16	19	22	25	25	91
Wealth Management segment	10	12	12	34	12	12	13	10	47
Total Insurance and Wealth Management Division	104	79	81	264	125	136	138	127	526
Global Mortgage Insurance Division									
International Mortgage Insurance segment:									
Canada	42	41	37	120	40	40	28	51	159
Australia	57	44	(21)	80	54	36	54	52	196
Other Countries	(5)	(9)	(9)	(23)	(11)	(8)	(4)	(4)	(27)
Total International Mortgage Insurance segment	94	76	7	177	83	68	78	99	328
U.S. Mortgage Insurance segment	(38)	(25)	(43)	(106)	(96)	(79)	(255)	(83)	(513)
Total Global Mortgage Insurance Division	56	51	(36)	71	(13)	(11)	(177)	16	(185)
Corporate and Runoff Division									
Runoff segment	9	(6)	35	38	15	(7)	18	1	27
Corporate and Other	(48)	(44)	(49)	(141)	(3)	(56)	(92)	(69)	(220)
Total Corporate and Runoff Division	(39)	(50)	(14)	(103)	12	(63)	(74)	(68)	(193)
NET OPERATING INCOME (LOSS)	121	80	31	232	124	62	(113)	75	148
ADJUSTMENTS TO NET OPERATING INCOME (LOSS):									
Net investment gains (losses), net of taxes and other adjustments	(1)	(19)	16	(4)	1	(78)	(23)	(16)	(116)
Goodwill impairment, net of taxes	(86)	—	—	(86)	(19)	—	—	—	(19)
Gain on sale of business, net of taxes	—	15	—	15	36	—	—	—	36
NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS	34	76	47	157	142	(16)	(136)	59	49
Add: net income attributable to noncontrolling interests	36	33	33	102	33	36	36	34	139
NET INCOME (LOSS)	\$ 70	\$ 109	\$ 80	\$ 259	\$ 175	\$ 20	\$ (100)	\$ 93	\$ 188
Earnings (Loss) Per Share Data:									
Net income (loss) available to Genworth Financial, Inc.'s common stockholders per common share									
Basic	\$ 0.07	\$ 0.16	\$ 0.09	\$ 0.32	\$ 0.29	\$ (0.03)	\$ (0.28)	\$ 0.12	\$ 0.10
Diluted	\$ 0.07	\$ 0.16	\$ 0.09	\$ 0.32	\$ 0.29	\$ (0.03)	\$ (0.28)	\$ 0.12	\$ 0.10
Net operating income (loss) per common share									
Basic	\$ 0.25	\$ 0.16	\$ 0.06	\$ 0.47	\$ 0.25	\$ 0.13	\$ (0.23)	\$ 0.15	\$ 0.30
Diluted	\$ 0.25	\$ 0.16	\$ 0.06	\$ 0.47	\$ 0.25	\$ 0.13	\$ (0.23)	\$ 0.15	\$ 0.30
Weighted-average shares outstanding									
Basic	491.7	491.5	491.2	491.5	490.9	490.8	490.6	490.1	490.6
Diluted ⁽¹⁾	493.9	493.9	495.7	494.5	492.7	490.8	490.6	494.4	493.5

(1) Under applicable accounting guidance, companies in a loss position are required to use basic weighted-average common shares outstanding in the calculation of diluted loss per share. Therefore, as a result of the company's net loss available to Genworth Financial, Inc.'s common stockholders for the three months ended September 30, 2011 and June 30, 2011, the inclusion of 1.7 million and 3.7 million, respectively, shares for stock options, restricted stock units and stock appreciation rights would have been antidilutive to the calculation. If the company had not incurred a net loss available to Genworth Financial, Inc.'s common stockholders for the three months ended September 30, 2011 and June 30, 2011, dilutive potential common shares would have been 492.5 million and 494.3 million, respectively. Since the company had net operating income for the three months ended September 30, 2011, the company used 492.5 million diluted weighted-average common shares outstanding in the calculation of diluted net operating income per common share.

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

Consolidated Balance Sheets
(amounts in millions)

	September 30, 2012	June 30, 2012	March 31, 2012	December 31, 2011	September 30, 2011
ASSETS					
Investments:					
Fixed maturity securities available-for-sale, at fair value	\$ 62,214	\$ 59,791	\$ 58,532	\$ 58,295	\$ 57,816
Equity securities available-for-sale, at fair value	524	431	434	361	354
Commercial mortgage loans	5,861	5,875	6,030	6,092	6,271
Restricted commercial mortgage loans related to securitization entities	359	382	392	411	430
Policy loans	1,626	1,619	1,555	1,549	1,556
Other invested assets	3,916	4,512	3,001	4,819	5,626
Restricted other invested assets related to securitization entities	393	391	384	377	377
Total investments	74,893	73,001	70,328	71,904	72,430
Cash and cash equivalents	3,741	3,874	4,187	4,488	3,648
Accrued investment income	746	652	759	691	725
Deferred acquisition costs	5,020	5,023	5,060	5,193	5,225
Intangible assets	488	519	573	580	629
Goodwill	1,128	1,218	1,256	1,253	1,326
Reinsurance recoverable	17,195	17,177	17,193	16,998	16,995
Other assets	1,010	1,039	981	958	1,002
Separate account assets	10,166	10,033	10,646	10,122	9,794
Total assets	<u>\$ 114,387</u>	<u>\$112,536</u>	<u>\$110,983</u>	<u>\$ 112,187</u>	<u>\$ 111,774</u>

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

Consolidated Balance Sheets
(amounts in millions)

	September 30, 2012	June 30, 2012	March 31, 2012	December 31, 2011	September 30, 2011
LIABILITIES AND STOCKHOLDERS' EQUITY					
Liabilities:					
Future policy benefits	\$ 33,221	\$ 32,825	\$ 32,380	\$ 32,175	\$ 31,948
Policyholder account balances	26,449	26,160	26,204	26,345	26,480
Liability for policy and contract claims	7,545	7,552	7,663	7,620	7,379
Unearned premiums	4,291	4,156	4,209	4,223	4,176
Other liabilities	6,073	5,790	5,308	6,308	6,755
Borrowings related to securitization entities	353	375	383	396	414
Non-recourse funding obligations	2,325	2,598	2,602	3,256	3,280
Long-term borrowings	4,880	4,865	5,095	4,726	4,708
Deferred tax liability	1,437	1,216	610	838	994
Separate account liabilities	10,166	10,033	10,646	10,122	9,794
Total liabilities	<u>96,740</u>	<u>95,570</u>	<u>95,100</u>	<u>96,009</u>	<u>95,928</u>
Stockholders' equity:					
Common stock	1	1	1	1	1
Additional paid-in capital	12,162	12,156	12,150	12,136	12,129
Accumulated other comprehensive income (loss):					
Net unrealized investment gains (losses):					
Net unrealized gains on securities not other-than-temporarily impaired	2,641	2,132	1,438	1,617	1,607
Net unrealized gains (losses) on other-than-temporarily impaired securities	(88)	(116)	(111)	(132)	(126)
Net unrealized investment gains (losses)	<u>2,553</u>	<u>2,016</u>	<u>1,327</u>	<u>1,485</u>	<u>1,481</u>
Derivatives qualifying as hedges	2,011	2,087	1,680	2,009	1,960
Foreign currency translation and other adjustments	659	550	649	553	457
Total accumulated other comprehensive income	5,223	4,653	3,656	4,047	3,898
Retained earnings	1,741	1,707	1,631	1,584	1,442
Treasury stock, at cost	(2,700)	(2,700)	(2,700)	(2,700)	(2,700)
Total Genworth Financial, Inc.'s stockholders' equity	<u>16,427</u>	<u>15,817</u>	<u>14,738</u>	<u>15,068</u>	<u>14,770</u>
Noncontrolling interests	1,220	1,149	1,145	1,110	1,076
Total stockholders' equity	<u>17,647</u>	<u>16,966</u>	<u>15,883</u>	<u>16,178</u>	<u>15,846</u>
Total liabilities and stockholders' equity	<u>\$ 114,387</u>	<u>\$112,536</u>	<u>\$110,983</u>	<u>\$ 112,187</u>	<u>\$ 111,774</u>

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

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

		September 30, 2012							
		U.S. Life Insurance	International Protection	Wealth Management	International Mortgage Insurance	U.S. Mortgage Insurance	Runoff	Corporate and Other ⁽¹⁾	Total
ASSETS									
	Cash and investments	\$57,518	\$ 1,778	\$ 31	\$ 9,849	\$ 2,310	\$ 4,147	\$ 3,747	\$ 79,380
	Deferred acquisition costs and intangible assets	5,336	261	373	239	18	369	40	6,636
	Reinsurance recoverable	16,115	26	—	10	112	932	—	17,195
	Deferred tax and other assets	530	155	56	135	51	56	27	1,010
	Separate account assets	—	—	—	—	—	10,166	—	10,166
	Total assets	<u>\$79,499</u>	<u>\$ 2,220</u>	<u>\$ 460</u>	<u>\$ 10,233</u>	<u>\$ 2,491</u>	<u>\$15,670</u>	<u>\$ 3,814</u>	<u>\$114,387</u>
LIABILITIES AND STOCKHOLDERS' EQUITY									
Liabilities:									
	Future policy benefits	\$33,215	\$ —	\$ —	\$ —	\$ —	\$ 6	\$ —	\$ 33,221
	Policyholder account balances	21,458	17	—	—	—	4,974	—	26,449
	Liability for policy and contract claims	4,751	107	—	551	2,114	22	—	7,545
	Unearned premiums	582	542	—	3,041	116	10	—	4,291
	Non-recourse funding obligations	2,500	—	—	—	—	—	(175)	2,325
	Deferred tax and other liabilities	5,383	520	35	655	(821)	152	1,586	7,510
	Borrowings and capital securities	—	—	—	577	—	8	4,648	5,233
	Separate account liabilities	—	—	—	—	—	10,166	—	10,166
	Total liabilities	<u>67,889</u>	<u>1,186</u>	<u>35</u>	<u>4,824</u>	<u>1,409</u>	<u>15,338</u>	<u>6,059</u>	<u>96,740</u>
Stockholders' equity:									
	Allocated equity, excluding accumulated other comprehensive income (loss)	7,111	981	425	3,273	1,057	494	(2,137)	11,204
	Allocated accumulated other comprehensive income (loss)	4,499	53	—	916	25	(162)	(108)	5,223
	Total Genworth Financial, Inc.'s stockholders' equity	<u>11,610</u>	<u>1,034</u>	<u>425</u>	<u>4,189</u>	<u>1,082</u>	<u>332</u>	<u>(2,245)</u>	<u>16,427</u>
	Noncontrolling interests	—	—	—	1,220	—	—	—	1,220
	Total stockholders' equity	<u>11,610</u>	<u>1,034</u>	<u>425</u>	<u>5,409</u>	<u>1,082</u>	<u>332</u>	<u>(2,245)</u>	<u>17,647</u>
	Total liabilities and stockholders' equity	<u>\$79,499</u>	<u>\$ 2,220</u>	<u>\$ 460</u>	<u>\$ 10,233</u>	<u>\$ 2,491</u>	<u>\$15,670</u>	<u>\$ 3,814</u>	<u>\$114,387</u>

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

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

Consolidated Balance Sheet by Segment
(amounts in millions)

	June 30, 2012							
	U.S. Life Insurance	International Protection	Wealth Management	International Mortgage Insurance	U.S. Mortgage Insurance	Runoff	Corporate and Other ⁽¹⁾	Total
ASSETS								
Cash and investments	\$55,762	\$ 1,790	\$ 30	\$ 9,339	\$ 2,438	\$ 4,059	\$ 4,109	\$ 77,527
Deferred acquisition costs and intangible assets	5,353	349	372	238	18	389	41	6,760
Reinsurance recoverable	16,054	25	—	8	145	945	—	17,177
Deferred tax and other assets	420	149	55	205	54	28	128	1,039
Separate account assets	—	—	—	—	—	10,033	—	10,033
Total assets	<u>\$77,589</u>	<u>\$ 2,313</u>	<u>\$ 457</u>	<u>\$ 9,790</u>	<u>\$ 2,655</u>	<u>\$15,454</u>	<u>\$ 4,278</u>	<u>\$112,536</u>
LIABILITIES AND STOCKHOLDERS' EQUITY								
Liabilities:								
Future policy benefits	\$32,818	\$ —	\$ —	\$ —	\$ —	\$ 7	\$ —	\$ 32,825
Policyholder account balances	21,181	17	—	—	—	4,962	—	26,160
Liability for policy and contract claims	4,596	115	—	581	2,234	26	—	7,552
Unearned premiums	580	545	—	2,902	118	11	—	4,156
Non-recourse funding obligations	2,628	—	—	—	—	—	(30)	2,598
Deferred tax and other liabilities	4,926	510	33	595	(791)	17	1,716	7,006
Borrowings and capital securities	—	—	—	561	—	7	4,672	5,240
Separate account liabilities	—	—	—	—	—	10,033	—	10,033
Total liabilities	<u>66,729</u>	<u>1,187</u>	<u>33</u>	<u>4,639</u>	<u>1,561</u>	<u>15,063</u>	<u>6,358</u>	<u>95,570</u>
Stockholders' equity:								
Allocated equity, excluding accumulated other comprehensive income (loss)	6,714	1,109	424	3,202	1,086	531	(1,902)	11,164
Allocated accumulated other comprehensive income (loss)	4,146	17	—	800	8	(140)	(178)	4,653
Total Genworth Financial, Inc.'s stockholders' equity	10,860	1,126	424	4,002	1,094	391	(2,080)	15,817
Noncontrolling interests	—	—	—	1,149	—	—	—	1,149
Total stockholders' equity	10,860	1,126	424	5,151	1,094	391	(2,080)	16,966
Total liabilities and stockholders' equity	<u>\$77,589</u>	<u>\$ 2,313</u>	<u>\$ 457</u>	<u>\$ 9,790</u>	<u>\$ 2,655</u>	<u>\$15,454</u>	<u>\$ 4,278</u>	<u>\$112,536</u>

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

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

Deferred Acquisition Costs Rollforward
(amounts in millions)

	U.S. Life Insurance ⁽¹⁾	International Protection	Wealth Management	International Mortgage Insurance	U.S. Mortgage Insurance	Runoff ⁽²⁾	Corporate and Other	Total
Unamortized balance as of June 30, 2012	\$ 4,611	\$ 237	\$ —	\$ 160	\$ 8	\$ 371	\$ —	\$5,387
Costs deferred	112	20	—	12	2	1	—	147
Amortization, net of interest accretion	(65)	(25)	—	(11)	(1)	(18)	—	(120)
Impact of foreign currency translation	—	6	—	3	—	—	—	9
Unamortized balance as of September 30, 2012	4,658	238	—	164	9	354	—	5,423
Effect of accumulated net unrealized investment (gains) losses	(392)	—	—	—	—	(11)	—	(403)
Balance as of September 30, 2012	<u>\$ 4,266</u>	<u>\$ 238</u>	<u>\$ —</u>	<u>\$ 164</u>	<u>\$ 9</u>	<u>\$ 343</u>	<u>\$ —</u>	<u>\$5,020</u>

⁽¹⁾ Amortization, net of interest accretion, includes \$6 million of amortization related to net investment losses for the policyholder account balances.

⁽²⁾ Amortization, net of interest accretion, includes \$1 million of amortization related to net investment losses for the policyholder account balances.

Insurance and Wealth Management Division

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

Net Operating Income—Insurance and Wealth Management Division
(amounts in millions)

	2012				2011				Total
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	
REVENUES:									
Premiums	\$ 918	\$ 907	\$ 722	\$2,547	\$ 950	\$ 959	\$ 961	\$ 948	\$3,818
Net investment income	676	687	674	2,037	666	675	701	669	2,711
Net investment gains (losses)	8	(20)	(1)	(13)	(2)	(21)	(32)	(19)	(74)
Insurance and investment product fees and other	304	314	377	995	292	307	290	261	1,150
Total revenues	<u>1,906</u>	<u>1,888</u>	<u>1,772</u>	<u>5,566</u>	<u>1,906</u>	<u>1,920</u>	<u>1,920</u>	<u>1,859</u>	<u>7,605</u>
BENEFITS AND EXPENSES:									
Benefits and other changes in policy reserves	1,081	1,079	827	2,987	999	1,001	977	947	3,924
Interest credited	160	160	162	482	163	160	170	166	659
Acquisition and operating expenses, net of deferrals	350	359	388	1,097	425	426	431	416	1,698
Amortization of deferred acquisition costs and intangibles	123	110	255	488	112	100	120	113	445
Goodwill impairment	89	—	—	89	—	—	—	—	—
Interest expense	35	38	23	96	29	33	41	39	142
Total benefits and expenses	<u>1,838</u>	<u>1,746</u>	<u>1,655</u>	<u>5,239</u>	<u>1,728</u>	<u>1,720</u>	<u>1,739</u>	<u>1,681</u>	<u>6,868</u>
INCOME BEFORE INCOME TAXES	<u>68</u>	<u>142</u>	<u>117</u>	<u>327</u>	<u>178</u>	<u>200</u>	<u>181</u>	<u>178</u>	<u>737</u>
Provision for income taxes	50	59	41	150	57	64	62	61	244
NET INCOME	<u>18</u>	<u>83</u>	<u>76</u>	<u>177</u>	<u>121</u>	<u>136</u>	<u>119</u>	<u>117</u>	<u>493</u>
ADJUSTMENTS TO NET INCOME:									
Net investment (gains) losses, net of taxes and other adjustments	—	11	5	16	4	—	19	10	33
Goodwill impairment, net of taxes	86	—	—	86	—	—	—	—	—
Gain on sale of business, net of taxes	—	(15)	—	(15)	—	—	—	—	—
NET OPERATING INCOME	<u>\$ 104</u>	<u>\$ 79</u>	<u>\$ 81</u>	<u>\$ 264</u>	<u>\$ 125</u>	<u>\$ 136</u>	<u>\$ 138</u>	<u>\$ 127</u>	<u>\$ 526</u>
<i>Effective tax rate (operating income)⁽¹⁾</i>	<i>33.1%</i>	<i>34.9%</i>	<i>35.4%</i>	<i>34.4%</i>	<i>31.9%</i>	<i>32.5%</i>	<i>34.1%</i>	<i>34.2%</i>	<i>33.2%</i>

⁽¹⁾ 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 2012

Net Operating Income—Insurance and Wealth Management Division
(amounts in millions)

Three months ended September 30, 2012	U.S. Life Insurance Segment				International Protection Segment	Wealth Management Segment	Total
	Life Insurance	Long-Term Care	Fixed Annuities	Total U.S. Life Insurance Segment			
REVENUES:							
Premiums	\$ 187	\$ 541	\$ 26	\$ 754	\$ 164	\$ —	\$ 918
Net investment income	129	266	249	644	32	—	676
Net investment gains (losses)	(2)	1	8	7	1	—	8
Insurance and investment product fees and other	219	1	1	221	1	82	304
Total revenues	533	809	284	1,626	198	82	1,906
BENEFITS AND EXPENSES:							
Benefits and other changes in policy reserves	313	625	113	1,051	30	—	1,081
Interest credited	66	—	94	160	—	—	160
Acquisition and operating expenses, net of deferrals	51	100	19	170	117	63	350
Amortization of deferred acquisition costs and intangibles	49	19	26	94	27	2	123
Goodwill impairment	—	—	—	—	89	—	89
Interest expense	24	—	—	24	11	—	35
Total benefits and expenses	503	744	252	1,499	274	65	1,838
INCOME (LOSS) BEFORE INCOME TAXES	30	65	32	127	(76)	17	68
Provision for income taxes	10	20	12	42	1	7	50
NET INCOME (LOSS)	20	45	20	85	(77)	10	18
ADJUSTMENTS TO NET INCOME (LOSS):							
Net investment (gains) losses, net of taxes and other adjustments	2	—	(1)	1	(1)	—	—
Goodwill impairment, net of taxes	—	—	—	—	86	—	86
NET OPERATING INCOME	\$ 22	\$ 45	\$ 19	\$ 86	\$ 8	\$ 10	\$ 104
<i>Effective tax rate (operating income)</i>	32.8%	30.9%	35.4%	32.4%	32.8%	38.5%	33.1%

Three months ended September 30, 2011	U.S. Life Insurance Segment				International Protection Segment	Wealth Management Segment	Total
	Life Insurance	Long-Term Care	Fixed Annuities	Total U.S. Life Insurance Segment			
REVENUES:							
Premiums	\$ 215	\$ 513	\$ 22	\$ 750	\$ 209	\$ —	\$ 959
Net investment income	132	244	261	637	38	—	675
Net investment gains (losses)	(4)	27	(42)	(19)	(2)	—	(21)
Insurance and investment product fees and other	189	1	2	192	—	115	307
Total revenues	532	785	243	1,560	245	115	1,920
BENEFITS AND EXPENSES:							
Benefits and other changes in policy reserves	258	605	101	964	37	—	1,001
Interest credited	59	—	101	160	—	—	160
Acquisition and operating expenses, net of deferrals	62	110	16	188	143	95	426
Amortization of deferred acquisition costs and intangibles	34	19	14	67	32	1	100
Interest expense	26	1	—	27	6	—	33
Total benefits and expenses	439	735	232	1,406	218	96	1,720
INCOME BEFORE INCOME TAXES	93	50	11	154	27	19	200
Provision for income taxes	31	15	4	50	7	7	64
NET INCOME	62	35	7	104	20	12	136
ADJUSTMENT TO NET INCOME:							
Net investment (gains) losses, net of taxes and other adjustments	2	(18)	14	(2)	2	—	—
NET OPERATING INCOME	\$ 64	\$ 17	\$ 21	\$ 102	\$ 22	\$ 12	\$ 136
<i>Effective tax rate (operating income)</i>	33.1%	22.3%	36.9%	32.3%	28.7%	38.9%	32.5%

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

Net Operating Income—Insurance and Wealth Management Division
(amounts in millions)

Nine months ended September 30, 2012	U.S. Life Insurance Segment			Total U.S. Life Insurance Segment	International Protection Segment	Wealth Management Segment	Total
	Life Insurance	Long-Term Care	Fixed Annuities				
REVENUES:							
Premiums	\$ 365	\$ 1,591	\$ 74	\$ 2,030	\$ 517	\$ —	\$2,547
Net investment income	388	787	758	1,933	104	—	2,037
Net investment gains (losses)	(16)	(1)	1	(16)	3	—	(13)
Insurance and investment product fees and other	667	4	5	676	3	316	995
Total revenues	1,404	2,381	838	4,623	627	316	5,566
BENEFITS AND EXPENSES:							
Benefits and other changes in policy reserves	659	1,880	336	2,875	112	—	2,987
Interest credited	196	—	286	482	—	—	482
Acquisition and operating expenses, net of deferrals	161	294	53	508	370	219	1,097
Amortization of deferred acquisition costs and intangibles	258	65	76	399	85	4	488
Goodwill impairment	—	—	—	—	89	—	89
Interest expense	59	1	—	60	36	—	96
Total benefits and expenses	1,333	2,240	751	4,324	692	223	5,239
INCOME (LOSS) BEFORE INCOME TAXES	71	141	87	299	(65)	93	327
Provision for income taxes	24	48	31	103	3	44	150
NET INCOME (LOSS)	47	93	56	196	(68)	49	177
ADJUSTMENTS TO NET INCOME (LOSS):							
Net investment (gains) losses, net of taxes and other adjustments	11	1	6	18	(2)	—	16
Goodwill impairment, net of taxes	—	—	—	—	86	—	86
Gain on sale of business, net of taxes	—	—	—	—	—	(15)	(15)
NET OPERATING INCOME	\$ 58	\$ 94	\$ 62	\$ 214	\$ 16	\$ 34	\$ 264
<i>Effective tax rate (operating income)</i>	34.0%	34.3%	35.4%	34.5%	24.0%	37.2%	34.4%

Nine months ended September 30, 2011	U.S. Life Insurance Segment			Total U.S. Life Insurance Segment	International Protection Segment	Wealth Management Segment	Total
	Life Insurance	Long-Term Care	Fixed Annuities				
REVENUES:							
Premiums	\$ 659	\$ 1,500	\$ 62	\$ 2,221	\$ 647	\$ —	\$2,868
Net investment income	403	713	790	1,906	139	—	2,045
Net investment gains (losses)	(19)	11	(65)	(73)	1	—	(72)
Insurance and investment product fees and other	502	3	5	510	9	339	858
Total revenues	1,545	2,227	792	4,564	796	339	5,699
BENEFITS AND EXPENSES:							
Benefits and other changes in policy reserves	774	1,731	316	2,821	104	—	2,925
Interest credited	191	—	305	496	—	—	496
Acquisition and operating expenses, net of deferrals	168	319	56	543	451	279	1,273
Amortization of deferred acquisition costs and intangibles	103	58	59	220	110	3	333
Interest expense	77	1	—	78	35	—	113
Total benefits and expenses	1,313	2,109	736	4,158	700	282	5,140
INCOME BEFORE INCOME TAXES	232	118	56	406	96	57	559
Provision for income taxes	81	40	20	141	24	22	187
NET INCOME	151	78	36	265	72	35	372
ADJUSTMENT TO NET INCOME:							
Net investment (gains) losses, net of taxes and other adjustments	12	(7)	24	29	—	—	29
NET OPERATING INCOME	\$ 163	\$ 71	\$ 60	\$ 294	\$ 72	\$ 35	\$ 401
<i>Effective tax rate (operating income)</i>	35.0%	33.6%	35.0%	34.7%	25.2%	39.1%	33.6%

U.S. Life Insurance Segment

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

**Net Operating Income—U.S. Life Insurance Segment
(amounts in millions)**

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
REVENUES:									
Premiums	\$ 754	\$ 733	\$ 543	\$2,030	\$ 758	\$ 750	\$ 738	\$ 733	\$2,979
Net investment income	644	651	638	1,933	632	637	648	621	2,538
Net investment gains (losses)	7	(21)	(2)	(16)	—	(19)	(33)	(21)	(73)
Insurance and investment product fees and other	221	192	263	676	176	192	172	146	686
Total revenues	<u>1,626</u>	<u>1,555</u>	<u>1,442</u>	<u>4,623</u>	<u>1,566</u>	<u>1,560</u>	<u>1,525</u>	<u>1,479</u>	<u>6,130</u>
BENEFITS AND EXPENSES:									
Benefits and other changes in policy reserves	1,051	1,038	786	2,875	968	964	942	915	3,789
Interest credited	160	160	162	482	163	160	170	166	659
Acquisition and operating expenses, net of deferrals	170	169	169	508	193	188	183	172	736
Amortization of deferred acquisition costs and intangibles	94	82	223	399	77	67	77	76	297
Interest expense	24	24	12	60	26	27	25	26	104
Total benefits and expenses	<u>1,499</u>	<u>1,473</u>	<u>1,352</u>	<u>4,324</u>	<u>1,427</u>	<u>1,406</u>	<u>1,397</u>	<u>1,355</u>	<u>5,585</u>
INCOME BEFORE INCOME TAXES	127	82	90	299	139	154	128	124	545
Provision for income taxes	42	29	32	103	48	50	47	44	189
NET INCOME	85	53	58	196	91	104	81	80	356
ADJUSTMENT TO NET INCOME:									
Net investment (gains) losses, net of taxes and other adjustments	1	11	6	18	3	(2)	19	12	32
NET OPERATING INCOME	<u>\$ 86</u>	<u>\$ 64</u>	<u>\$ 64</u>	<u>\$ 214</u>	<u>\$ 94</u>	<u>\$ 102</u>	<u>\$ 100</u>	<u>\$ 92</u>	<u>\$ 388</u>
<i>Effective tax rate (operating income)</i>	32.4%	36.1%	35.6%	34.5%	34.9%	32.3%	36.5%	35.2%	34.7%

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

**Net Operating Income and Sales—U.S. Life Insurance Segment—Life Insurance
(amounts in millions)**

	2012				2011				Total
	3Q ⁽¹⁾	2Q	1Q ⁽²⁾	Total	4Q	3Q	2Q	1Q	
REVENUES:									
Premiums	\$ 187	\$ 189	\$ (11)	\$ 365	\$ 205	\$ 215	\$ 222	\$ 222	\$ 864
Net investment income	129	130	129	388	131	132	141	130	534
Net investment gains (losses)	(2)	(9)	(5)	(16)	(13)	(4)	(15)	—	(32)
Insurance and investment product fees and other	219	188	260	667	174	189	170	143	676
Total revenues	<u>533</u>	<u>498</u>	<u>373</u>	<u>1,404</u>	<u>497</u>	<u>532</u>	<u>518</u>	<u>495</u>	<u>2,042</u>
BENEFITS AND EXPENSES:									
Benefits and other changes in policy reserves	313	281	65	659	260	258	254	262	1,034
Interest credited	66	65	65	196	64	59	69	63	255
Acquisition and operating expenses, net of deferrals	51	55	55	161	55	62	60	46	223
Amortization of deferred acquisition costs and intangibles	49	37	172	258	29	34	36	33	132
Interest expense	24	23	12	59	26	26	25	26	103
Total benefits and expenses	<u>503</u>	<u>461</u>	<u>369</u>	<u>1,333</u>	<u>434</u>	<u>439</u>	<u>444</u>	<u>430</u>	<u>1,747</u>
INCOME BEFORE INCOME TAXES	30	37	4	71	63	93	74	65	295
Provision for income taxes	10	13	1	24	24	31	27	23	105
NET INCOME	<u>20</u>	<u>24</u>	<u>3</u>	<u>47</u>	<u>39</u>	<u>62</u>	<u>47</u>	<u>42</u>	<u>190</u>
ADJUSTMENT TO NET INCOME:									
Net investment (gains) losses, net of taxes and other adjustments	2	6	3	11	9	2	10	—	21
NET OPERATING INCOME	<u>\$ 22</u>	<u>\$ 30</u>	<u>\$ 6</u>	<u>\$ 58</u>	<u>\$ 48</u>	<u>\$ 64</u>	<u>\$ 57</u>	<u>\$ 42</u>	<u>\$ 211</u>
<i>Effective tax rate (operating income)</i>	32.8%	35.7%	30.3%	34.0%	37.8%	33.1%	37.0%	35.0%	35.6%
SALES:									
Sales by Product:									
Term Life	\$ 1	\$ —	\$ —	\$ 1	\$ —	\$ 1	\$ —	\$ —	\$ 1
Term Universal Life	19	32	31	82	31	33	35	30	129
Universal Life	15	19	16	50	16	14	13	15	58
Linked-Benefits	3	3	3	9	2	2	3	2	9
Total Sales	<u>\$ 38</u>	<u>\$ 54</u>	<u>\$ 50</u>	<u>\$ 142</u>	<u>\$ 49</u>	<u>\$ 50</u>	<u>\$ 51</u>	<u>\$ 47</u>	<u>\$ 197</u>
Sales by Distribution Channel:									
Financial Intermediaries	\$ 2	\$ 1	\$ 2	\$ 5	\$ 1	\$ 2	\$ 1	\$ 2	\$ 6
Independent Producers	35	52	48	135	47	48	49	45	189
Dedicated Sales Specialist	1	1	—	2	1	—	1	—	2
Total Sales	<u>\$ 38</u>	<u>\$ 54</u>	<u>\$ 50</u>	<u>\$ 142</u>	<u>\$ 49</u>	<u>\$ 50</u>	<u>\$ 51</u>	<u>\$ 47</u>	<u>\$ 197</u>

- (1) In the third quarter of 2012, as part of a life block transaction, the company repurchased \$270 million of non-recourse funding obligations resulting in a U.S. GAAP after-tax gain of approximately \$21 million. The company also recorded higher after-tax DAC amortization of approximately \$25 million reflecting loss recognition associated with a third-party reinsurance treaty plus additional expenses. The combined transactions resulted in a U.S. GAAP after-tax loss of \$6 million.
- (2) In January 2012, as part of a life block transaction, the company repurchased \$475 million of non-recourse funding obligations resulting in a U.S. GAAP after-tax gain of approximately \$52 million and then ceded certain term life insurance policies to a third-party reinsurer resulting in a U.S. GAAP after-tax loss, net of deferred acquisition costs (DAC), of \$93 million. The combined transactions resulted in a U.S. GAAP after-tax loss of approximately \$41 million.

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

Life Insurance In-Force
(amounts in millions)

	2012				2011		
	3Q	2Q	1Q	4Q	3Q	2Q	1Q
Term and Whole Life Insurance							
Life insurance in-force, net of reinsurance	\$382,735	\$387,333	\$391,870	\$439,743	\$444,861	\$449,806	\$454,704
Life insurance in-force before reinsurance	\$546,829	\$554,019	\$561,186	\$568,261	\$575,689	\$583,007	\$590,569
Term Universal Life Insurance							
Life insurance in-force, net of reinsurance	\$133,846	\$119,687	\$112,906	\$ 99,753	\$ 87,238	\$ 73,569	\$ 58,371
Life insurance in-force before reinsurance	\$134,921	\$127,640	\$113,737	\$100,476	\$ 87,896	\$ 74,107	\$ 58,811
Universal Life Insurance							
Life insurance in-force, net of reinsurance	\$ 43,523	\$ 43,232	\$ 42,734	\$ 42,363	\$ 42,015	\$ 41,737	\$ 41,543
Life insurance in-force before reinsurance	\$ 50,364	\$ 50,083	\$ 49,527	\$ 49,204	\$ 48,199	\$ 47,990	\$ 47,831
Total Life Insurance							
Life insurance in-force, net of reinsurance	\$560,104	\$550,252	\$547,510	\$581,859	\$574,114	\$565,112	\$554,618
Life insurance in-force before reinsurance	\$732,114	\$731,742	\$724,450	\$717,941	\$711,784	\$705,104	\$697,211

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

Net Operating Income and Sales—U.S. Life Insurance Segment—Long-Term Care
(amounts in millions)

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
REVENUES:									
Premiums	\$ 541	\$ 529	\$ 521	\$1,591	\$ 520	\$ 513	\$ 496	\$ 491	\$2,020
Net investment income	266	266	255	787	246	244	240	229	959
Net investment gains (losses)	1	—	(2)	(1)	8	27	(8)	(8)	19
Insurance and investment product fees and other	1	2	1	4	1	1	1	1	4
Total revenues	<u>809</u>	<u>797</u>	<u>775</u>	<u>2,381</u>	<u>775</u>	<u>785</u>	<u>729</u>	<u>713</u>	<u>3,002</u>
BENEFITS AND EXPENSES:									
Benefits and other changes in policy reserves	625	654	601	1,880	593	605	583	543	2,324
Interest credited	—	—	—	—	—	—	—	—	—
Acquisition and operating expenses, net of deferrals	100	96	98	294	113	110	105	104	432
Amortization of deferred acquisition costs and intangibles	19	24	22	65	22	19	19	20	80
Interest expense	—	1	—	1	—	1	—	—	1
Total benefits and expenses	<u>744</u>	<u>775</u>	<u>721</u>	<u>2,240</u>	<u>728</u>	<u>735</u>	<u>707</u>	<u>667</u>	<u>2,837</u>
INCOME BEFORE INCOME TAXES	65	22	54	141	47	50	22	46	165
Provision for income taxes	20	8	20	48	14	15	9	16	54
NET INCOME	45	14	34	93	33	35	13	30	111
ADJUSTMENT TO NET INCOME:									
Net investment (gains) losses, net of taxes and other adjustments	—	—	1	1	(5)	(18)	5	6	(12)
NET OPERATING INCOME	<u>\$ 45</u>	<u>\$ 14</u>	<u>\$ 35</u>	<u>\$ 94</u>	<u>\$ 28</u>	<u>\$ 17</u>	<u>\$ 18</u>	<u>\$ 36</u>	<u>\$ 99</u>
<i>Effective tax rate (operating income)</i>	30.9%	38.4%	36.5%	34.3%	29.1%	22.3%	39.2%	35.2%	32.4%
SALES:									
Sales by Distribution Channel:									
Financial Intermediaries	\$ 5	\$ 5	\$ 5	\$ 15	\$ 6	\$ 6	\$ 5	\$ 5	\$ 22
Independent Producers	46	35	28	109	35	34	31	29	129
Dedicated Sales Specialist	12	13	12	37	15	14	14	12	55
Total Individual Long-Term Care	63	53	45	161	56	54	50	46	206
Group Long-Term Care	6	7	3	16	9	—	2	2	13
Total Sales	<u>\$ 69</u>	<u>\$ 60</u>	<u>\$ 48</u>	<u>\$ 177</u>	<u>\$ 65</u>	<u>\$ 54</u>	<u>\$ 52</u>	<u>\$ 48</u>	<u>\$ 219</u>
RATIOS:									
Loss Ratio ⁽¹⁾	65.8%	74.2%	66.4%	68.8%	67.1%	71.4%	70.4%	64.5%	68.4%
Gross Benefits Ratio ⁽²⁾	115.0%	124.1%	115.1%	118.1%	114.1%	118.0%	117.3%	110.6%	115.0%

(1) The loss ratio was calculated by dividing benefits and other changes in policy reserves less tabular interest on reserves less loss adjustment expenses by net earned premiums.

(2) The gross benefits ratio was calculated by dividing the benefits and other changes in policy reserves by net earned premiums.

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

Net Operating Income and Sales—U.S. Life Insurance Segment—Fixed Annuities
(amounts in millions)

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	
REVENUES:									
Premiums	\$ 26	\$ 15	\$ 33	\$ 74	\$ 33	\$ 22	\$ 20	\$ 20	\$ 95
Net investment income	249	255	254	758	255	261	267	262	1,045
Net investment gains (losses)	8	(12)	5	1	5	(42)	(10)	(13)	(60)
Insurance and investment product fees and other	1	2	2	5	1	2	1	2	6
Total revenues	284	260	294	838	294	243	278	271	1,086
BENEFITS AND EXPENSES:									
Benefits and other changes in policy reserves	113	103	120	336	115	101	105	110	431
Interest credited	94	95	97	286	99	101	101	103	404
Acquisition and operating expenses, net of deferrals	19	18	16	53	25	16	18	22	81
Amortization of deferred acquisition costs and intangibles	26	21	29	76	26	14	22	23	85
Interest expense	—	—	—	—	—	—	—	—	—
Total benefits and expenses	252	237	262	751	265	232	246	258	1,001
INCOME BEFORE INCOME TAXES	32	23	32	87	29	11	32	13	85
Provision for income taxes	12	8	11	31	10	4	11	5	30
NET INCOME	20	15	21	56	19	7	21	8	55
ADJUSTMENT TO NET INCOME:									
Net investment (gains) losses, net of taxes and other adjustments	(1)	5	2	6	(1)	14	4	6	23
NET OPERATING INCOME	<u>\$ 19</u>	<u>\$ 20</u>	<u>\$ 23</u>	<u>\$ 62</u>	<u>\$ 18</u>	<u>\$ 21</u>	<u>\$ 25</u>	<u>\$ 14</u>	<u>\$ 78</u>
<i>Effective tax rate (operating income)</i>	35.4%	35.3%	35.6%	35.4%	35.0%	36.9%	33.1%	35.6%	35.0%
SALES:									
Sales by Product:									
Single Premium Immediate Annuities	\$ 63	\$ 51	\$ 74	\$ 188	\$ 70	\$ 49	\$ 52	\$ 57	\$ 228
Single Premium Deferred Annuities	424	285	262	971	293	446	272	109	1,120
Total Sales	<u>\$ 487</u>	<u>\$ 336</u>	<u>\$ 336</u>	<u>\$ 1,159</u>	<u>\$ 363</u>	<u>\$ 495</u>	<u>\$ 324</u>	<u>\$ 166</u>	<u>\$ 1,348</u>
Sales by Distribution Channel:									
Financial Intermediaries	\$ 336	\$ 242	\$ 216	\$ 794	\$ 233	\$ 411	\$ 243	\$ 108	\$ 995
Independent Producers	145	90	116	351	127	82	79	55	343
Dedicated Sales Specialists	6	4	4	14	3	2	2	3	10
Total Sales	<u>\$ 487</u>	<u>\$ 336</u>	<u>\$ 336</u>	<u>\$ 1,159</u>	<u>\$ 363</u>	<u>\$ 495</u>	<u>\$ 324</u>	<u>\$ 166</u>	<u>\$ 1,348</u>

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

Selected Operating Performance Measures—U.S. Life Insurance Segment—Fixed Annuities
(amounts in millions)

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
Single Premium Deferred Annuities									
Account value, beginning of the period	\$10,904	\$10,849	\$10,831	\$10,831	\$10,775	\$10,582	\$10,660	\$10,819	\$10,819
Deposits	427	286	264	977	295	450	275	120	1,140
Surrenders, benefits and product charges	(310)	(314)	(330)	(954)	(325)	(345)	(441)	(368)	(1,479)
Net flows	117	(28)	(66)	23	(30)	105	(166)	(248)	(339)
Interest credited	83	83	84	250	86	88	88	89	351
Account value, end of the period	<u>11,104</u>	<u>10,904</u>	<u>10,849</u>	<u>11,104</u>	<u>10,831</u>	<u>10,775</u>	<u>10,582</u>	<u>10,660</u>	<u>10,831</u>
Single Premium Immediate Annuities									
Account value, beginning of the period	6,427	6,404	6,433	6,433	6,482	6,384	6,411	6,528	6,528
Premiums and deposits	90	81	106	277	96	77	85	85	343
Surrenders, benefits and product charges	(222)	(235)	(237)	(694)	(250)	(245)	(253)	(256)	(1,004)
Net flows	(132)	(154)	(131)	(417)	(154)	(168)	(168)	(171)	(661)
Interest credited	75	77	78	230	79	80	82	83	324
Effect of accumulated net unrealized investment gains (losses)	99	100	24	223	26	186	59	(29)	242
Account value, end of the period	<u>6,469</u>	<u>6,427</u>	<u>6,404</u>	<u>6,469</u>	<u>6,433</u>	<u>6,482</u>	<u>6,384</u>	<u>6,411</u>	<u>6,433</u>
Structured Settlements									
Account value, net of reinsurance, beginning of the period	1,106	1,107	1,107	1,107	1,109	1,113	1,113	1,113	1,113
Surrenders, benefits and product charges	(17)	(16)	(14)	(47)	(17)	(18)	(14)	(15)	(64)
Net flows	(17)	(16)	(14)	(47)	(17)	(18)	(14)	(15)	(64)
Interest credited	15	15	14	44	15	14	14	15	58
Account value, net of reinsurance, end of the period	<u>1,104</u>	<u>1,106</u>	<u>1,107</u>	<u>1,104</u>	<u>1,107</u>	<u>1,109</u>	<u>1,113</u>	<u>1,113</u>	<u>1,107</u>
Total Fixed Annuities	<u>\$18,677</u>	<u>\$18,437</u>	<u>\$18,360</u>	<u>\$18,677</u>	<u>\$18,371</u>	<u>\$18,366</u>	<u>\$18,079</u>	<u>\$18,184</u>	<u>\$18,371</u>

International Protection Segment

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

Net Operating Income and Sales—International Protection Segment
(amounts in millions)

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
REVENUES:									
Premiums	\$ 164	\$ 174	\$ 179	\$ 517	\$ 192	\$ 209	\$ 223	\$ 215	\$ 839
Net investment income	32	36	36	104	34	38	53	48	173
Net investment gains (losses)	1	1	1	3	(2)	(2)	1	2	(1)
Insurance and investment product fees and other	1	—	2	3	2	—	4	5	11
Total revenues	198	211	218	627	226	245	281	270	1,022
BENEFITS AND EXPENSES:									
Benefits and other changes in policy reserves	30	41	41	112	31	37	35	32	135
Acquisition and operating expenses, net of deferrals	117	126	127	370	139	143	156	152	590
Amortization of deferred acquisition costs and intangibles	27	27	31	85	33	32	42	36	143
Goodwill impairment	89	—	—	89	—	—	—	—	—
Interest expense	11	14	11	36	3	6	16	13	38
Total benefits and expenses	274	208	210	692	206	218	249	233	906
INCOME (LOSS) BEFORE INCOME TAXES	(76)	3	8	(65)	20	27	32	37	116
Provision for income taxes	1	—	2	3	2	7	7	10	26
NET INCOME (LOSS)	(77)	3	6	(68)	18	20	25	27	90
ADJUSTMENTS TO NET INCOME (LOSS):									
Net investment (gains) losses, net of taxes and other adjustments	(1)	—	(1)	(2)	1	2	—	(2)	1
Goodwill impairment, net of taxes	86	—	—	86	—	—	—	—	—
NET OPERATING INCOME⁽¹⁾	<u>\$ 8</u>	<u>\$ 3</u>	<u>\$ 5</u>	<u>\$ 16</u>	<u>\$ 19</u>	<u>\$ 22</u>	<u>\$ 25</u>	<u>\$ 25</u>	<u>\$ 91</u>
<i>Effective tax rate (operating income)</i>	32.8%	-5.8%	23.1%	24.0%	7.4%	28.7%	20.9%	26.3%	22.0%
SALES:									
Lifestyle Protection Insurance	\$ 212	\$ 246	\$ 228	\$ 686	\$ 234	\$ 252	\$ 270	\$ 242	\$ 998
Traditional indemnity premiums	2	2	2	6	5	5	6	6	22
Premium equivalents for administrative services only business	152	169	149	470	167	181	193	175	716
Reinsurance premiums assumed accounted for under the deposit method	—	—	—	—	—	—	—	—	—
Total Sales⁽²⁾	<u>\$ 366</u>	<u>\$ 417</u>	<u>\$ 379</u>	<u>\$ 1,162</u>	<u>\$ 406</u>	<u>\$ 438</u>	<u>\$ 469</u>	<u>\$ 423</u>	<u>\$ 1,736</u>
SALES BY REGION:									
Lifestyle Protection Insurance	\$ 145	\$ 151	\$ 141	\$ 437	\$ 149	\$ 166	\$ 169	\$ 156	\$ 640
Northern Europe	110	141	134	385	152	161	188	170	671
Southern Europe	4	5	7	16	6	7	2	—	15
Latin America	103	113	93	309	93	97	103	89	382
Structured Deals ⁽³⁾	4	7	4	15	6	7	7	8	28
Other	—	—	—	—	—	—	—	—	—
Total Sales	<u>\$ 366</u>	<u>\$ 417</u>	<u>\$ 379</u>	<u>\$ 1,162</u>	<u>\$ 406</u>	<u>\$ 438</u>	<u>\$ 469</u>	<u>\$ 423</u>	<u>\$ 1,736</u>
Loss Ratio	18%	24%	23%	22%	16%	17%	16%	15%	16%

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 International Protection segment was \$12 million and \$21 million for the three and nine months ended September 30, 2012, respectively.
- (2) Sales adjusted for foreign exchange as compared to the prior year period for the International Protection segment were \$389 million and \$1,205 million for the three and nine months ended September 30, 2012, respectively.
- (3) Structured deals represent in-force blocks of business acquired through reinsurance arrangements and ongoing reciprocal arrangements in place with certain clients.

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

Net Operating Income (Pre-Deposit Accounting Basis)—International Protection Segment
(amounts in millions)

	3Q 2012			2Q 2012			1Q 2012			Total 2012		
	Reported	Deposit Accounting Adjustments	Pre-Deposit Accounting Basis	Reported	Deposit Accounting Adjustments	Pre-Deposit Accounting Basis	Reported	Deposit Accounting Adjustments	Pre-Deposit Accounting Basis	Reported	Deposit Accounting Adjustments	Pre-Deposit Accounting Basis
REVENUES:												
Premiums	\$ 164	\$ 47	\$ 211	\$ 174	\$ 56	\$ 230	\$ 179	\$ 55	\$ 234	\$ 517	\$ 158	\$ 675
Net investment income	32	(9)	23	36	(12)	24	36	(13)	23	104	(34)	70
Net investment gains (losses)	1	—	1	1	—	1	1	—	1	3	—	3
Insurance and investment product fees and other	1	—	1	—	—	—	2	—	2	3	—	3
Total revenues	198	38	236	211	44	255	218	42	260	627	124	751
BENEFITS AND EXPENSES:												
Benefits and other changes in policy reserves	30	15	45	41	20	61	41	15	56	112	50	162
Acquisition and operating expenses, net of deferrals	117	14	131	126	15	141	127	17	144	370	46	416
Amortization of deferred acquisition costs and intangibles	27	11	38	27	13	40	31	14	45	85	38	123
Goodwill impairment	89	—	89	—	—	—	—	—	—	89	—	89
Interest expense	11	(2)	9	14	(4)	10	11	(4)	7	36	(10)	26
Total benefits and expenses	274	38	312	208	44	252	210	42	252	692	124	816
INCOME (LOSS) BEFORE INCOME TAXES												
TAXES	(76)	—	(76)	3	—	3	8	—	8	(65)	—	(65)
Provision for income taxes	1	—	1	—	—	—	2	—	2	3	—	3
NET INCOME (LOSS)	(77)	—	(77)	3	—	3	6	—	6	(68)	—	(68)
ADJUSTMENTS TO NET INCOME (LOSS):												
Net investment (gains) losses, net of taxes and other adjustments	(1)	—	(1)	—	—	—	(1)	—	(1)	(2)	—	(2)
Goodwill impairment, net of taxes	86	—	86	—	—	—	—	—	—	86	—	86
NET OPERATING INCOME⁽¹⁾	\$ 8	\$ —	\$ 8	\$ 3	\$ —	\$ 3	\$ 5	\$ —	\$ 5	\$ 16	\$ —	\$ 16
<i>Effective tax rate (operating income)</i>	32.8%		32.8%	-5.8%		-5.8%	23.1%		23.1%	24.0%		24.0%
Other Metrics:												
Premiums	\$ 164	\$ 47	\$ 211	\$ 174	\$ 56	\$ 230	\$ 179	\$ 55	\$ 234	\$ 517	\$ 158	\$ 675
Benefits and other changes in policy reserves	30	15	45	41	20	61	41	15	56	112	50	162
Commissions ⁽²⁾	77	15	92	84	15	99	85	14	99	246	44	290
Margin before profit sharing	57	17	74	49	21	70	53	26	79	159	64	223
Profit share ⁽²⁾	24	15	39	27	14	41	27	17	44	78	46	124
Underwriting profit	\$ 33	\$ 2	\$ 35	\$ 22	\$ 7	\$ 29	\$ 26	\$ 9	\$ 35	\$ 81	\$ 18	\$ 99
Loss Ratio	18%		21%	24%		27%	23%		23%	22%		24%
Underwriting Margin⁽³⁾	20%		17%	13%		13%	14%		15%	16%		15%
Combined Ratio⁽⁴⁾	160%		144%	111%		105%	111%		105%	127%		117%

This page is provided as supplemental analysis related to the lifestyle protection insurance business. This business has reinsurance agreements that do not qualify for risk transfer under GAAP. This analysis shows the income statement activity as if these reinsurance agreements, except for our reciprocal arrangements, were accounted for as reinsurance accounting ("pre-deposit accounting basis") and not as deposit accounting. There is no impact on net income available to Genworth Financial, Inc.'s common stockholders or to segment net operating income.

The ratios included above were 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 International Protection segment was \$12 million and \$21 million for the three and nine months ended September 30, 2012, respectively.
- (2) Commissions include commissions which are included above in acquisition and operating expenses, net of deferrals, and amortization of DAC.
- (3) The underwriting margin is calculated as underwriting profit divided by net earned premiums.
- (4) The combined ratio is calculated as benefits and other changes in policy reserves, commissions (including amortization of DAC), profit share and other operating expenses divided by net earned premiums.

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

Net Operating Income (Pre-Deposit Accounting Basis)—International Protection Segment
(amounts in millions)

	4Q 2011			3Q 2011			2Q 2011			1Q 2011			Total 2011		
	Reported	Deposit Accounting Adjustments	Pre-Deposit Accounting Basis	Reported	Deposit Accounting Adjustments	Pre-Deposit Accounting Basis	Reported	Deposit Accounting Adjustments	Pre-Deposit Accounting Basis	Reported	Deposit Accounting Adjustments	Pre-Deposit Accounting Basis	Reported	Deposit Accounting Adjustments	Pre-Deposit Accounting Basis
REVENUES:															
Premiums	\$ 192	\$ 57	\$ 249	\$ 209	\$ 71	\$ 280	\$ 223	\$ 71	\$ 294	\$ 215	\$ 56	\$ 271	\$ 839	\$ 255	\$ 1,094
Net investment income	34	(7)	27	38	(11)	27	53	(26)	27	48	(23)	25	173	(67)	106
Net investment gains (losses)	(2)	—	(2)	(2)	—	(2)	1	—	1	2	—	2	(1)	—	(1)
Insurance and investment product fees and other	2	—	2	—	—	—	4	—	4	5	—	5	11	—	11
Total revenues	226	50	276	245	60	305	281	45	326	270	33	303	1,022	188	1,210
BENEFITS AND EXPENSES:															
Benefits and other changes in policy reserves	31	15	46	37	18	55	35	18	53	32	10	42	135	61	196
Acquisition and operating expenses, net of deferrals	139	16	155	143	19	162	156	19	175	152	13	165	590	67	657
Amortization of deferred acquisition costs and intangibles	33	13	46	32	21	53	42	16	58	36	17	53	143	67	210
Interest expense	3	6	9	6	2	8	16	(8)	8	13	(7)	6	38	(7)	31
Total benefits and expenses	206	50	256	218	60	278	249	45	294	233	33	266	906	188	1,094
INCOME BEFORE INCOME TAXES															
	20	—	20	27	—	27	32	—	32	37	—	37	116	—	116
Provision for income taxes	2	—	2	7	—	7	7	—	7	10	—	10	26	—	26
NET INCOME	18	—	18	20	—	20	25	—	25	27	—	27	90	—	90
ADJUSTMENT TO NET INCOME:															
Net investment (gains) losses, net of taxes and other adjustments	1	—	1	2	—	2	—	—	—	(2)	—	(2)	1	—	1
NET OPERATING INCOME	\$ 19	\$ —	\$ 19	\$ 22	\$ —	\$ 22	\$ 25	\$ —	\$ 25	\$ 25	\$ —	\$ 25	\$ 91	\$ —	\$ 91
Effective tax rate (operating income)	7.4%		7.4%	28.7%		28.7%	20.9%		20.9%	26.3%		26.3%	22.0%		22.0%
Other Metrics:															
Premiums	\$ 192	\$ 57	\$ 249	\$ 209	\$ 71	\$ 280	\$ 223	\$ 71	\$ 294	\$ 215	\$ 56	\$ 271	\$ 839	\$ 255	\$ 1,094
Benefits and other changes in policy reserves	31	15	46	37	18	55	35	18	53	32	10	42	135	61	196
Commissions ⁽¹⁾	94	10	104	96	21	117	109	18	127	102	16	118	401	65	466
Margin before profit sharing	67	32	99	76	32	108	79	35	114	81	30	111	303	129	432
Profit share ⁽¹⁾	26	18	44	28	18	46	35	18	53	37	14	51	126	68	194
Underwriting profit	\$ 41	\$ 14	\$ 55	\$ 48	\$ 14	\$ 62	\$ 44	\$ 17	\$ 61	\$ 44	\$ 16	\$ 60	\$ 177	\$ 61	\$ 238
Loss Ratio	16%		18%	17%		20%	16%		18%	15%		15%	16%		18%
Underwriting Margin⁽²⁾	21%		22%	23%		22%	19%		21%	21%		22%	21%		22%
Combined Ratio⁽³⁾	106%		99%	100%		96%	104%		97%	101%		96%	103%		97%

This page is provided as supplemental analysis related to the lifestyle protection insurance business. This business has reinsurance agreements that do not qualify for risk transfer under GAAP. This analysis shows the income statement activity as if these reinsurance agreements, except for our reciprocal arrangements, were accounted for as reinsurance accounting ("pre-deposit accounting basis") and not as deposit accounting. There is no impact on net income available to Genworth Financial, Inc.'s common stockholders or to segment net operating income.

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

(1) Commissions include commissions which are included above in acquisition and operating expenses, net of deferrals, and amortization of DAC.

(2) The underwriting margin is calculated as underwriting profit divided by net earned premiums.

(3) The combined ratio is calculated as benefits and other changes in policy reserves, commissions (including amortization of DAC), profit share and other operating expenses divided by net earned premiums.

Wealth Management Segment

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

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

	2012				2011				Total
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	
REVENUES:									
Premiums	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —
Net investment income	—	—	—	—	—	—	—	—	—
Net investment gains (losses)	—	—	—	—	—	—	—	—	—
Insurance and investment product fees and other	82	122	112	316	114	115	114	110	453
Total revenues	82	122	112	316	114	115	114	110	453
BENEFITS AND EXPENSES:									
Benefits and other changes in policy reserves	—	—	—	—	—	—	—	—	—
Interest credited	—	—	—	—	—	—	—	—	—
Acquisition and operating expenses, net of deferrals	63	64	92	219	93	95	92	92	372
Amortization of deferred acquisition costs and intangibles	2	1	1	4	2	1	1	1	5
Interest expense	—	—	—	—	—	—	—	—	—
Total benefits and expenses	65	65	93	223	95	96	93	93	377
INCOME BEFORE INCOME TAXES	17	57	19	93	19	19	21	17	76
Provision for income taxes	7	30	7	44	7	7	8	7	29
NET INCOME	10	27	12	49	12	12	13	10	47
ADJUSTMENTS TO NET INCOME:									
Net investment (gains) losses, net of taxes and other adjustments	—	—	—	—	—	—	—	—	—
Gain on sale of business, net of taxes	—	(15)	—	(15)	—	—	—	—	—
NET OPERATING INCOME	\$ 10	\$ 12	\$ 12	\$ 34	\$ 12	\$ 12	\$ 13	\$ 10	\$ 47
<i>Effective tax rate (operating income)</i>	38.5%	35.3%	37.9%	37.2%	36.2%	38.9%	36.4%	42.3%	38.3%
SALES:									
Sales by Distribution Channel:									
Independent Producers	\$ 1,099	\$ 1,228	\$ 1,344	\$ 3,671	\$ 1,278	\$ 1,395	\$ 1,622	\$ 1,785	\$ 6,080
Dedicated Sales Specialists	—	—	172	172	161	170	185	273	789
Total Sales	\$ 1,099	\$ 1,228	\$ 1,516	\$ 3,843	\$ 1,439	\$ 1,565	\$ 1,807	\$ 2,058	\$ 6,869
ASSETS UNDER MANAGEMENT:									
Beginning of period	\$22,320	\$25,684	\$25,087	\$25,087	\$24,613	\$25,930	\$25,551	\$24,740	\$24,740
Gross flows	1,099	1,228	1,516	3,843	1,439	1,565	1,807	2,058	6,869
Redemptions	(1,353)	(1,473)	(1,875)	(4,701)	(1,455)	(1,119)	(1,143)	(1,703)	(5,420)
Net flows	(254)	(245)	(359)	(858)	(16)	446	664	355	1,449
Market performance	567	(348)	956	1,175	490	(1,763)	(285)	456	(1,102)
Disposition ⁽¹⁾	—	(2,771)	—	(2,771)	—	—	—	—	—
End of period	\$22,633	\$22,320	\$25,684	\$22,633	\$25,087	\$24,613	\$25,930	\$25,551	\$25,087

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

(1) On April 2, 2012, we completed the sale of our tax and accounting financial advisor unit, GFIS. Assets under management at the time of the sale were \$2,771 million.

Global Mortgage Insurance Division

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

**Net Operating Income (Loss)—Global Mortgage Insurance Division
(amounts in millions)**

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
REVENUES:									
Premiums	\$392	\$ 393	\$ 384	\$1,169	\$ 400	\$ 413	\$ 410	\$ 404	\$1,627
Net investment income	112	107	120	339	112	132	125	128	497
Net investment gains (losses)	—	11	29	40	43	34	6	5	88
Insurance and investment product fees and other	—	20	2	22	6	—	6	2	14
Total revenues	504	531	535	1,570	561	579	547	539	2,226
BENEFITS AND EXPENSES:									
Benefits and other changes in policy reserves	273	289	404	966	392	370	633	388	1,783
Acquisition and operating expenses, net of deferrals	102	94	93	289	95	106	104	99	404
Amortization of deferred acquisition costs and intangibles	18	18	18	54	16	17	19	19	71
Interest expense	9	8	10	27	10	9	6	6	31
Total benefits and expenses	402	409	525	1,336	513	502	762	512	2,289
INCOME (LOSS) BEFORE INCOME TAXES	102	122	10	234	48	77	(215)	27	(63)
Provision (benefit) for income taxes	11	31	(4)	38	1	29	(78)	(24)	(72)
NET INCOME (LOSS)	91	91	14	196	47	48	(137)	51	9
Less: net income attributable to noncontrolling interests	36	33	33	102	33	36	36	34	139
NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS	55	58	(19)	94	14	12	(173)	17	(130)
ADJUSTMENT TO NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:									
Net investment (gains) losses, net of taxes and other adjustments	1	(7)	(17)	(23)	(27)	(23)	(4)	(1)	(55)
NET OPERATING INCOME (LOSS)⁽¹⁾	<u>\$ 56</u>	<u>\$ 51</u>	<u>\$ (36)</u>	<u>\$ 71</u>	<u>\$ (13)</u>	<u>\$ (11)</u>	<u>\$ (177)</u>	<u>\$ 16</u>	<u>\$ (185)</u>
<i>Effective tax rate (operating income (loss))</i>	-3.7%	21.6%	41.2%	-23.2%	64.0%	-75.5%	34.3%	166.5%	44.7%

⁽¹⁾ Net operating income (loss) adjusted for foreign exchange as compared to the prior year period for the Global Mortgage Insurance Division was \$60 million and \$79 million for the three and nine months ended September 30, 2012, respectively.

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

**Net Operating Income (Loss)—Global Mortgage Insurance Division
(amounts in millions)**

	International Mortgage Insurance Segment			Total International Mortgage Insurance Segment	U.S. Mortgage Insurance Segment	Total
	Canada	Australia	Other Countries			
Three months ended September 30, 2012						
REVENUES:						
Premiums	\$ 147	\$ 98	\$ 11	\$ 256	\$ 136	\$ 392
Net investment income	46	44	2	92	20	112
Net investment gains (losses)	4	(2)	—	2	(2)	—
Insurance and investment product fees and other	—	—	—	—	—	—
Total revenues	197	140	13	350	154	504
BENEFITS AND EXPENSES:						
Benefits and other changes in policy reserves	44	46	9	99	174	273
Acquisition and operating expenses, net of deferrals	28	26	8	62	40	102
Amortization of deferred acquisition costs and intangibles	10	6	1	17	1	18
Interest expense	6	3	—	9	—	9
Total benefits and expenses	88	81	18	187	215	402
INCOME (LOSS) BEFORE INCOME TAXES	109	59	(5)	163	(61)	102
Provision (benefit) for income taxes	29	4	1	34	(23)	11
NET INCOME (LOSS)	80	55	(6)	129	(38)	91
Less: net income attributable to noncontrolling interests	36	—	—	36	—	36
NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS	44	55	(6)	93	(38)	55
ADJUSTMENT TO NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:						
Net investment (gains) losses, net of taxes and other adjustments	(2)	2	1	1	—	1
NET OPERATING INCOME (LOSS)	<u>\$ 42</u>	<u>\$ 57</u>	<u>\$ (5)</u>	<u>\$ 94</u>	<u>\$ (38)</u>	<u>\$ 56</u>
<i>Effective tax rate (operating income (loss))</i>	25.6%	8.2%	-0.6%	17.6%	37.2%	-3.7%

	International Mortgage Insurance Segment			Total International Mortgage Insurance Segment	U.S. Mortgage Insurance Segment	Total
	Canada	Australia	Other Countries			
Three months ended September 30, 2011						
REVENUES:						
Premiums	\$ 153	\$ 105	\$ 15	\$ 273	\$ 140	\$ 413
Net investment income	51	49	3	103	29	132
Net investment gains (losses)	3	30	(1)	32	2	34
Insurance and investment product fees and other	—	—	—	—	—	—
Total revenues	207	184	17	408	171	579
BENEFITS AND EXPENSES:						
Benefits and other changes in policy reserves	57	51	11	119	251	370
Acquisition and operating expenses, net of deferrals	27	26	12	65	41	106
Amortization of deferred acquisition costs and intangibles	9	7	—	16	1	17
Interest expense	5	4	—	9	—	9
Total benefits and expenses	98	88	23	209	293	502
INCOME (LOSS) BEFORE INCOME TAXES	109	96	(6)	199	(122)	77
Provision (benefit) for income taxes	32	40	2	74	(45)	29
NET INCOME (LOSS)	77	56	(8)	125	(77)	48
Less: net income attributable to noncontrolling interests	36	—	—	36	—	36
NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS	41	56	(8)	89	(77)	12
ADJUSTMENT TO NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:						
Net investment (gains) losses, net of taxes and other adjustments	(1)	(20)	—	(21)	(2)	(23)
NET OPERATING INCOME (LOSS)	<u>\$ 40</u>	<u>\$ 36</u>	<u>\$ (8)</u>	<u>\$ 68</u>	<u>\$ (79)</u>	<u>\$ (11)</u>
<i>Effective tax rate (operating income (loss))</i>	31.3%	46.5%	-40.9%	43.1%	37.2%	-75.5%

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

**Net Operating Income (Loss)—Global Mortgage Insurance Division
(amounts in millions)**

	International Mortgage Insurance Segment				U.S. Mortgage Insurance Segment	Total
	Canada	Australia	Other Countries	Total International Mortgage Insurance Segment		
Nine months ended September 30, 2012						
REVENUES:						
Premiums	\$ 440	\$ 287	\$ 32	\$ 759	\$ 410	\$1,169
Net investment income	140	137	6	283	56	339
Net investment gains (losses)	11	(3)	7	15	25	40
Insurance and investment product fees and other	—	—	—	—	22	22
Total revenues	591	421	45	1,057	513	1,570
BENEFITS AND EXPENSES:						
Benefits and other changes in policy reserves	147	237	37	421	545	966
Acquisition and operating expenses, net of deferrals	83	72	27	182	107	289
Amortization of deferred acquisition costs and intangibles	30	19	1	50	4	54
Interest expense	17	10	—	27	—	27
Total benefits and expenses	277	338	65	680	656	1,336
INCOME (LOSS) BEFORE INCOME TAXES	314	83	(20)	377	(143)	234
Provision (benefit) for income taxes	88	5	(1)	92	(54)	38
NET INCOME (LOSS)	226	78	(19)	285	(89)	196
Less: net income attributable to noncontrolling interests	102	—	—	102	—	102
NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS	124	78	(19)	183	(89)	94
ADJUSTMENT TO NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:						
Net investment (gains) losses, net of taxes and other adjustments	(4)	2	(4)	(6)	(17)	(23)
NET OPERATING INCOME (LOSS)	\$ 120	\$ 80	\$ (23)	\$ 177	\$ (106)	\$ 71
<i>Effective tax rate (operating income (loss))</i>	28.2%	6.8%	14.2%	21.8%	37.2%	-23.2%

	International Mortgage Insurance Segment				U.S. Mortgage Insurance Segment	Total
	Canada	Australia	Other Countries	Total International Mortgage Insurance Segment		
Nine months ended September 30, 2011						
REVENUES:						
Premiums	\$ 466	\$ 296	\$ 41	\$ 803	\$ 424	\$1,227
Net investment income	149	138	10	297	88	385
Net investment gains (losses)	8	32	1	41	4	45
Insurance and investment product fees and other	—	1	5	6	2	8
Total revenues	623	467	57	1,147	518	1,665
BENEFITS AND EXPENSES:						
Benefits and other changes in policy reserves	167	140	28	335	1,056	1,391
Acquisition and operating expenses, net of deferrals	83	69	36	188	121	309
Amortization of deferred acquisition costs and intangibles	30	21	—	51	4	55
Interest expense	17	4	—	21	—	21
Total benefits and expenses	297	234	64	595	1,181	1,776
INCOME (LOSS) BEFORE INCOME TAXES	326	233	(7)	552	(663)	(111)
Provision (benefit) for income taxes	98	70	8	176	(249)	(73)
NET INCOME (LOSS)	228	163	(15)	376	(414)	(38)
Less: net income attributable to noncontrolling interests	106	—	—	106	—	106
NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS	122	163	(15)	270	(414)	(144)
ADJUSTMENT TO NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:						
Net investment (gains) losses, net of taxes and other adjustments	(3)	(21)	(1)	(25)	(3)	(28)
NET OPERATING INCOME (LOSS)	\$ 119	\$ 142	\$ (16)	\$ 245	\$ (417)	\$ (172)
<i>Effective tax rate (operating income (loss))</i>	32.0%	30.0%	-98.4%	33.8%	37.6%	42.2%

International Mortgage Insurance Segment

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

**Net Operating Income—International Mortgage Insurance Segment
(amounts in millions)**

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
REVENUES:									
Premiums	\$ 256	\$ 256	\$ 247	\$ 759	\$ 260	\$ 273	\$ 268	\$ 262	\$ 1,063
Net investment income	92	94	97	283	96	103	99	95	393
Net investment gains (losses)	2	11	2	15	1	32	5	4	42
Insurance and investment product fees and other	—	—	—	—	3	—	5	1	9
Total revenues	<u>350</u>	<u>361</u>	<u>346</u>	<u>1,057</u>	<u>360</u>	<u>408</u>	<u>377</u>	<u>362</u>	<u>1,507</u>
BENEFITS AND EXPENSES:									
Benefits and other changes in policy reserves	99	115	207	421	123	119	107	109	458
Acquisition and operating expenses, net of deferrals	62	61	59	182	60	65	63	60	248
Amortization of deferred acquisition costs and intangibles	17	16	17	50	15	16	18	17	66
Interest expense	9	8	10	27	10	9	6	6	31
Total benefits and expenses	<u>187</u>	<u>200</u>	<u>293</u>	<u>680</u>	<u>208</u>	<u>209</u>	<u>194</u>	<u>192</u>	<u>803</u>
INCOME BEFORE INCOME TAXES	<u>163</u>	<u>161</u>	<u>53</u>	<u>377</u>	<u>152</u>	<u>199</u>	<u>183</u>	<u>170</u>	<u>704</u>
Provision for income taxes	34	45	13	92	36	74	66	36	212
NET INCOME	<u>129</u>	<u>116</u>	<u>40</u>	<u>285</u>	<u>116</u>	<u>125</u>	<u>117</u>	<u>134</u>	<u>492</u>
Less: net income attributable to noncontrolling interests	36	33	33	102	33	36	36	34	139
NET INCOME AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS	<u>93</u>	<u>83</u>	<u>7</u>	<u>183</u>	<u>83</u>	<u>89</u>	<u>81</u>	<u>100</u>	<u>353</u>
ADJUSTMENT TO NET INCOME AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:									
Net investment (gains) losses, net of taxes and other adjustments	1	(7)	—	(6)	—	(21)	(3)	(1)	(25)
NET OPERATING INCOME⁽¹⁾	<u>\$ 94</u>	<u>\$ 76</u>	<u>\$ 7</u>	<u>\$ 177</u>	<u>\$ 83</u>	<u>\$ 68</u>	<u>\$ 78</u>	<u>\$ 99</u>	<u>\$ 328</u>
<i>Effective tax rate (operating income)</i>	17.6%	27.4%	6.8%	21.8%	23.2%	43.1%	39.7%	18.1%	31.4%

⁽¹⁾ Net operating income adjusted for foreign exchange as compared to the prior year period for the International Mortgage Insurance segment was \$98 million and \$185 million for the three and nine months ended September 30, 2012, respectively.

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

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

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
REVENUES:									
Premiums	\$ 147	\$ 148	\$ 145	\$ 440	\$ 153	\$ 153	\$ 157	\$ 156	\$ 619
Net investment income	46	47	47	140	47	51	50	48	196
Net investment gains (losses)	4	1	6	11	—	3	2	3	8
Insurance and investment product fees and other	—	—	—	—	—	—	—	—	—
Total revenues	197	196	198	591	200	207	209	207	823
BENEFITS AND EXPENSES:									
Benefits and other changes in policy reserves	44	48	55	147	61	57	51	59	228
Acquisition and operating expenses, net of deferrals	28	29	26	83	28	27	29	27	111
Amortization of deferred acquisition costs and intangibles	10	10	10	30	9	9	11	10	39
Interest expense	6	5	6	17	6	5	6	6	23
Total benefits and expenses	88	92	97	277	104	98	97	102	401
INCOME BEFORE INCOME TAXES	109	104	101	314	96	109	112	105	422
Provision for income taxes	29	30	29	88	23	32	47	19	121
NET INCOME	80	74	72	226	73	77	65	86	301
Less: net income attributable to noncontrolling interests	36	33	33	102	33	36	36	34	139
NET INCOME AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS	44	41	39	124	40	41	29	52	162
ADJUSTMENT TO NET INCOME AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:									
Net investment (gains) losses, net of taxes and other adjustments	(2)	—	(2)	(4)	—	(1)	(1)	(1)	(3)
NET OPERATING INCOME⁽¹⁾	<u>\$ 42</u>	<u>\$ 41</u>	<u>\$ 37</u>	<u>\$ 120</u>	<u>\$ 40</u>	<u>\$ 40</u>	<u>\$ 28</u>	<u>\$ 51</u>	<u>\$ 159</u>
<i>Effective tax rate (operating income)</i>	25.6%	30.0%	29.3%	28.2%	23.3%	31.3%	53.8%	9.1%	30.0%
SALES:									
New Insurance Written (NIW)									
Flow	\$7,200	\$ 5,700	\$3,500	\$16,400	\$5,200	\$6,800	\$6,400	\$4,400	\$22,800
Bulk	2,600	13,100	500	16,200	1,000	600	1,500	1,100	4,200
Total Canada NIW⁽²⁾	<u>\$9,800</u>	<u>\$18,800</u>	<u>\$4,000</u>	<u>\$32,600</u>	<u>\$6,200</u>	<u>\$7,400</u>	<u>\$7,900</u>	<u>\$5,500</u>	<u>\$27,000</u>

(1) Net operating income for the Canadian platform adjusted for foreign exchange as compared to the prior year period was \$44 million and \$124 million for the three and nine months ended September 30, 2012, respectively.

(2) New insurance written for the Canadian platform adjusted for foreign exchange as compared to the prior year period was \$10,300 million and \$33,800 million for the three and nine months ended September 30, 2012, respectively.

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

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

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
REVENUES:									
Premiums	\$ 98	\$ 98	\$ 91	\$ 287	\$ 96	\$ 105	\$ 98	\$ 93	\$ 392
Net investment income	44	46	47	137	46	49	46	43	184
Net investment gains (losses)	(2)	4	(5)	(3)	2	30	2	—	34
Insurance and investment product fees and other	—	—	—	—	1	—	1	—	2
Total revenues	140	148	133	421	145	184	147	136	612
BENEFITS AND EXPENSES:									
Benefits and other changes in policy reserves	46	53	138	237	43	51	47	42	183
Acquisition and operating expenses, net of deferrals	26	23	23	72	24	26	22	21	93
Amortization of deferred acquisition costs and intangibles	6	6	7	19	6	7	7	7	27
Interest expense	3	3	4	10	4	4	—	—	8
Total benefits and expenses	81	85	172	338	77	88	76	70	311
INCOME (LOSS) BEFORE INCOME TAXES									
	59	63	(39)	83	68	96	71	66	301
Provision (benefit) for income taxes	4	16	(15)	5	13	40	16	14	83
NET INCOME (LOSS)	55	47	(24)	78	55	56	55	52	218
Less: net income attributable to noncontrolling interests	—	—	—	—	—	—	—	—	—
NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS	55	47	(24)	78	55	56	55	52	218
ADJUSTMENT TO NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:									
Net investment (gains) losses, net of taxes and other adjustments	2	(3)	3	2	(1)	(20)	(1)	—	(22)
NET OPERATING INCOME (LOSS)⁽¹⁾	<u>\$ 57</u>	<u>\$ 44</u>	<u>\$ (21)</u>	<u>\$ 80</u>	<u>\$ 54</u>	<u>\$ 36</u>	<u>\$ 54</u>	<u>\$ 52</u>	<u>\$ 196</u>
<i>Effective tax rate (operating income (loss))</i>	8.2%	24.8%	39.9%	6.8%	18.7%	46.5%	22.2%	21.7%	27.2%
SALES:									
New Insurance Written (NIW)									
Flow	\$8,800	\$8,200	\$7,700	\$24,700	\$7,900	\$7,100	\$6,700	\$5,500	\$27,200
Bulk	—	300	300	600	1,100	100	2,300	1,000	4,500
Total Australia NIW⁽²⁾	<u>\$8,800</u>	<u>\$8,500</u>	<u>\$8,000</u>	<u>\$25,300</u>	<u>\$9,000</u>	<u>\$7,200</u>	<u>\$9,000</u>	<u>\$6,500</u>	<u>\$31,700</u>

(1) Net operating income for the Australian platform adjusted for foreign exchange as compared to the prior year period was \$60 million and \$85 million for the three and nine months ended September 30, 2012, respectively.

(2) New insurance written for the Australian platform adjusted for foreign exchange as compared to the prior year period was \$9,200 million and \$25,500 million for the three and nine months ended September 30, 2012, respectively.

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

Net Operating Loss and Sales—International Mortgage Insurance Segment—Other Countries
(amounts in millions)

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
REVENUES:									
Premiums	\$ 11	\$ 10	\$ 11	\$ 32	\$ 11	\$ 15	\$ 13	\$ 13	\$ 52
Net investment income	2	1	3	6	3	3	3	4	13
Net investment gains (losses)	—	6	1	7	(1)	(1)	1	1	—
Insurance and investment product fees and other	—	—	—	—	2	—	4	1	7
Total revenues	<u>13</u>	<u>17</u>	<u>15</u>	<u>45</u>	<u>15</u>	<u>17</u>	<u>21</u>	<u>19</u>	<u>72</u>
BENEFITS AND EXPENSES:									
Benefits and other changes in policy reserves	9	14	14	37	19	11	9	8	47
Acquisition and operating expenses, net of deferrals	8	9	10	27	8	12	12	12	44
Amortization of deferred acquisition costs and intangibles	1	—	—	1	—	—	—	—	—
Interest expense	—	—	—	—	—	—	—	—	—
Total benefits and expenses	<u>18</u>	<u>23</u>	<u>24</u>	<u>65</u>	<u>27</u>	<u>23</u>	<u>21</u>	<u>20</u>	<u>91</u>
LOSS BEFORE INCOME TAXES	(5)	(6)	(9)	(20)	(12)	(6)	—	(1)	(19)
Provision (benefit) for income taxes	1	(1)	(1)	(1)	—	2	3	3	8
NET LOSS	<u>(6)</u>	<u>(5)</u>	<u>(8)</u>	<u>(19)</u>	<u>(12)</u>	<u>(8)</u>	<u>(3)</u>	<u>(4)</u>	<u>(27)</u>
Less: net income attributable to noncontrolling interests	—	—	—	—	—	—	—	—	—
NET LOSS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS	(6)	(5)	(8)	(19)	(12)	(8)	(3)	(4)	(27)
ADJUSTMENT TO NET LOSS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:									
Net investment (gains) losses, net of taxes and other adjustments	1	(4)	(1)	(4)	1	—	(1)	—	—
NET OPERATING LOSS⁽¹⁾	<u><u>\$ (5)</u></u>	<u><u>\$ (9)</u></u>	<u><u>\$ (9)</u></u>	<u><u>\$ (23)</u></u>	<u><u>\$ (11)</u></u>	<u><u>\$ (8)</u></u>	<u><u>\$ (4)</u></u>	<u><u>\$ (4)</u></u>	<u><u>\$ (27)</u></u>
<i>Effective tax rate (operating loss)</i>	-0.6%	26.7%	10.1%	14.2%	-1.5%	-40.9%	NM ⁽³⁾	-113.4%	-41.4%
SALES:									
New Insurance Written (NIW)									
Flow	\$400	\$ 500	\$ 300	\$1,200	\$400	\$ 500	\$600	\$ 500	\$2,000
Bulk	—	—	—	—	300	300	300	200	1,100
Total Other Countries NIW⁽²⁾	<u><u>\$400</u></u>	<u><u>\$ 500</u></u>	<u><u>\$ 300</u></u>	<u><u>\$1,200</u></u>	<u><u>\$700</u></u>	<u><u>\$ 800</u></u>	<u><u>\$900</u></u>	<u><u>\$ 700</u></u>	<u><u>\$3,100</u></u>

⁽¹⁾ Net operating loss for the Other Countries platform adjusted for foreign exchange as compared to the prior year period was \$(6) million and \$(24) million for the three and nine months ended September 30, 2012, respectively.

⁽²⁾ New insurance written for the Other Countries platform adjusted for foreign exchange as compared to the prior year period was \$500 million and \$1,300 million for the three and nine months ended September 30, 2012, respectively.

⁽³⁾ "NM" is defined as not meaningful for percentages greater than 200%.

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

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

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
Net Premiums Written									
Canada	\$ 176	\$ 175	\$ 79	\$ 430	\$ 122	\$ 164	\$ 155	\$ 101	\$ 542
Australia	131	103	102	336	104	92	90	61	347
Other Countries ⁽¹⁾	7	7	6	20	7	5	12	10	34
Total International Net Premiums Written	<u>\$ 314</u>	<u>\$ 285</u>	<u>\$ 187</u>	<u>\$ 786</u>	<u>\$ 233</u>	<u>\$ 261</u>	<u>\$ 257</u>	<u>\$ 172</u>	<u>\$ 923</u>
Loss Ratio⁽²⁾									
Canada	30%	32%	38%	33%	40%	36%	33%	38%	37%
Australia	47%	54%	154%	83%	46%	48%	48%	45%	47%
Other Countries	97%	129%	128%	119%	165%	85%	59%	62%	91%
Total International Loss Ratio	39%	45%	84%	56%	48%	43%	40%	42%	43%
GAAP Basis Expense Ratio⁽³⁾									
Canada	26%	26%	25%	26%	25%	23%	25%	24%	24%
Australia	32%	30%	33%	32%	30%	32%	29%	30%	31%
Other Countries ⁽¹⁾	85%	82%	94%	87%	68%	88%	94%	87%	85%
Total International GAAP Basis Expense Ratio	30%	30%	31%	30%	29%	30%	30%	29%	30%
Adjusted Expense Ratio⁽⁴⁾									
Canada	21%	22%	46%	26%	31%	22%	25%	37%	28%
Australia	24%	29%	29%	27%	28%	37%	32%	46%	34%
Other Countries ⁽¹⁾	118%	131%	162%	136%	108%	258%	108%	114%	129%
Total International Adjusted Expense Ratio	25%	27%	41%	29%	32%	31%	32%	45%	34%
Primary Insurance In-Force									
Canada	\$299,600	\$281,700	\$269,100		\$261,300	\$250,200	\$264,700	\$256,700	
Australia	291,500	286,200	287,100		281,500	264,300	296,200	284,600	
Other Countries	31,900	31,400	33,600		32,600	33,600	37,000	36,200	
Total International Primary Insurance In-Force	<u>\$623,000</u>	<u>\$599,300</u>	<u>\$589,800</u>		<u>\$575,400</u>	<u>\$548,100</u>	<u>\$597,900</u>	<u>\$577,500</u>	
Primary Risk In-Force⁽⁵⁾									
Canada									
Flow	\$ 81,300	\$ 76,600	\$ 76,200		\$ 74,000	\$ 70,600	\$ 74,400	\$ 72,200	
Bulk	23,500	22,000	18,000		17,500	16,900	18,200	17,700	
Total Canada	104,800	98,600	94,200		91,500	87,500	92,600	89,900	
Australia									
Flow	93,100	90,600	90,600		88,700	83,300	93,200	90,000	
Bulk	9,000	9,600	9,900		9,800	9,200	10,500	9,600	
Total Australia	102,100	100,200	100,500		98,500	92,500	103,700	99,600	
Other Countries									
Flow ⁽¹⁾	3,900	3,900	4,200		4,100	4,400	4,800	4,700	
Bulk	400	400	400		400	400	500	500	
Total Other Countries	4,300	4,300	4,600		4,500	4,800	5,300	5,200	
Total International Primary Risk In-Force	<u>\$211,200</u>	<u>\$203,100</u>	<u>\$199,300</u>		<u>\$194,500</u>	<u>\$184,800</u>	<u>\$201,600</u>	<u>\$194,700</u>	

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 flow risk in-force excludes \$183 million, \$154 million, \$134 million, \$114 million and \$92 million of risk in-force in Europe ceded under quota share reinsurance agreements as of September 30, 2012, June 30, 2012, March 31, 2012, December 31, 2011 and September 30, 2011, respectively.
- (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 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 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 and Canada. This factor was 35% for all periods presented.

GENWORTH FINANCIAL, INC.
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THIRD QUARTER 2012

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

Primary Insurance	September 30, 2012	June 30, 2012	March 31, 2012	December 31, 2011	September 30, 2011
Insured loans in-force	1,483,111	1,452,408	1,371,140	1,362,092	1,346,546
Insured delinquent loans	2,183	2,408	2,623	2,752	2,868
Insured delinquency rate	0.15%	0.17%	0.19%	0.20%	0.21%
Flow loans in-force	1,112,910	1,091,543	1,074,281	1,064,942	1,049,959
Flow delinquent loans	1,943	2,125	2,335	2,477	2,594
Flow delinquency rate	0.17%	0.19%	0.22%	0.23%	0.25%
Bulk loans in-force	370,201	360,865	296,859	297,150	296,587
Bulk delinquent loans	240	283	288	275	274
Bulk delinquency rate	0.06%	0.08%	0.10%	0.09%	0.09%

Loss Metrics	September 30, 2012	June 30, 2012	March 31, 2012	December 31, 2011	September 30, 2011
Beginning Reserves	\$ 141	\$ 149	\$ 161	\$ 142	\$ 174
Paid claims	(54)	(54)	(62)	(64)	(74)
Increase in reserves	44	48	55	82	56
Impact of changes in foreign exchange rates	5	(2)	(5)	1	(14)
Ending Reserves	<u>\$ 136</u>	<u>\$ 141</u>	<u>\$ 149</u>	<u>\$ 161</u>	<u>\$ 142</u>

Province and Territory	September 30, 2012		June 30, 2012		September 30, 2011	
	% of Primary Risk In-Force	Primary Delinquency Rate	% of Primary Risk In-Force	Primary Delinquency Rate	% of Primary Risk In-Force	Primary Delinquency Rate
Ontario	46%	0.09%	47%	0.10%	46%	0.13%
British Columbia	16	0.18%	16	0.22%	16	0.27%
Alberta	16	0.24%	16	0.29%	16	0.46%
Quebec	14	0.20%	14	0.22%	15	0.22%
Nova Scotia	2	0.18%	2	0.17%	2	0.24%
Saskatchewan	2	0.13%	2	0.12%	2	0.16%
Manitoba	2	0.07%	1	0.09%	1	0.10%
New Brunswick	1	0.22%	1	0.19%	1	0.28%
All Other	1	0.12%	1	0.12%	1	0.07%
Total	<u>100%</u>	<u>0.15%</u>	<u>100%</u>	<u>0.17%</u>	<u>100%</u>	<u>0.21%</u>
By Policy Year						
2004 and prior	23%	0.03%	23%	0.03%	26%	0.05%
2005	7	0.08%	7	0.11%	8	0.13%
2006	8	0.18%	8	0.19%	9	0.26%
2007	16	0.26%	18	0.29%	19	0.40%
2008	10	0.35%	10	0.41%	11	0.57%
2009	6	0.30%	6	0.34%	7	0.34%
2010	10	0.27%	10	0.27%	12	0.17%
2011	9	0.14%	10	0.12%	8	0.02%
2012	11	0.01%	8	— %	—	— %
Total	<u>100%</u>	<u>0.15%</u>	<u>100%</u>	<u>0.17%</u>	<u>100%</u>	<u>0.21%</u>

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

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

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
Paid Claims									
Flow	\$ 52	\$ 52	\$ 62	\$166	\$ 62	\$ 70	\$ 75	\$ 64	\$271
Bulk	2	2	2	6	3	2	2	1	8
Total Paid Claims	<u>\$ 54</u>	<u>\$ 54</u>	<u>\$ 64</u>	<u>\$172</u>	<u>\$ 65</u>	<u>\$ 72</u>	<u>\$ 77</u>	<u>\$ 65</u>	<u>\$279</u>
Average Paid Claim (in thousands)	\$80.9	\$76.7	\$73.0		\$80.6	\$80.5	\$82.3	\$77.0	
Average Reserve Per Delinquency (in thousands)	\$61.1	\$59.4	\$56.6		\$57.7	\$51.5	\$51.0	\$56.2	
Loss Metrics									
Beginning Reserves	\$ 143	\$ 148	\$ 164		\$ 148	\$ 167	\$ 194	\$ 200	
Paid claims	(54)	(54)	(64)		(65)	(72)	(77)	(65)	
Increase in reserves	45	49	48		81	53	50	59	
Ending Reserves	<u>\$ 134</u>	<u>\$ 143</u>	<u>\$ 148</u>		<u>\$ 164</u>	<u>\$ 148</u>	<u>\$ 167</u>	<u>\$ 194</u>	
Loan Amount									
Over \$550K	5%	5%	5%		4%	4%	4%	4%	
\$400K to \$550K	9	9	8		8	8	8	8	
\$250K to \$400K	30	30	30		30	30	29	29	
\$100K to \$250K	50	50	51		52	52	52	52	
\$100K or Less	6	6	6		6	6	7	7	
Total	<u>100%</u>	<u>100%</u>	<u>100%</u>		<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	
Average Primary Loan Size (in thousands)	\$ 199	\$ 197	\$ 196		\$ 195	\$ 194	\$ 192	\$ 191	
Average Effective Loan-To-Value Ratios By Policy Year⁽¹⁾									
2006 and prior	40%	41%	42%		44%				
2007	69%	69%	71%		72%				
2008	73%	74%	76%		76%				
2009	75%	76%	78%		79%				
2010	82%	83%	85%		86%				
2011	88%	88%	91%		91%				
2012	91%	91%	— %		— %				
Total Flow	56%	56%	57%		58%				
Total Bulk	29%	26%	28%		29%				
Total	50%	50%	51%		52%				

All amounts presented in Canadian dollars.

⁽¹⁾ Loan amounts (including capitalized premiums) reflect interest rates at time of loan origination and estimated scheduled principal repayments since loan origination. Home price estimates based on regional home price appreciation/depreciation data from the Canadian Real Estate Association. All data used in the effective loan-to-value ratio calculation reflects conditions as of the end of the previous quarter.

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

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

Primary Insurance	September 30, 2012	June 30, 2012	March 31, 2012	December 31, 2011	September 30, 2011
Insured loans in-force	1,440,397	1,449,648	1,442,867	1,437,380	1,428,328
Insured delinquent loans	6,791	7,527	7,837	7,874	8,464
Insured delinquency rate	0.47%	0.52%	0.54%	0.55%	0.59%
Flow loans in-force	1,306,316	1,304,944	1,295,907	1,289,200	1,280,741
Flow delinquent loans	6,475	7,253	7,559	7,626	8,208
Flow delinquency rate	0.50%	0.56%	0.58%	0.59%	0.64%
Bulk loans in-force	134,081	144,704	146,960	148,180	147,587
Bulk delinquent loans	316	274	278	248	256
Bulk delinquency rate	0.24%	0.19%	0.19%	0.17%	0.17%
Loss Metrics	September 30, 2012	June 30, 2012	March 31, 2012	December 31, 2011	September 30, 2011
Beginning Reserves	\$ 320	\$ 342	\$ 272	\$ 247	\$ 248
Paid claims	(83)	(72)	(69)	(32)	(26)
Increase in reserves	46	53	138	44	50
Impact of changes in foreign exchange rates	4	(3)	1	13	(25)
Ending Reserves	<u>\$ 287</u>	<u>\$ 320</u>	<u>\$ 342</u>	<u>\$ 272</u>	<u>\$ 247</u>

State and Territory	September 30, 2012		June 30, 2012		September 30, 2011	
	% 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	30%	0.45%	30%	0.50%	31%
Victoria	23	0.34%	23	0.36%	23	0.42%
Queensland	23	0.69%	23	0.76%	22	0.84%
Western Australia	11	0.46%	11	0.52%	11	0.59%
South Australia	6	0.51%	6	0.56%	6	0.52%
New Zealand	2	0.64%	2	0.81%	2	1.12%
Australian Capital Territory	2	0.11%	2	0.08%	2	0.14%
Tasmania	2	0.41%	2	0.41%	2	0.40%
Northern Territory	1	0.18%	1	0.26%	1	0.27%
Total	<u>100%</u>	<u>0.47%</u>	<u>100%</u>	<u>0.52%</u>	<u>100%</u>	<u>0.59%</u>
By Policy Year						
2004 and prior	23%	0.13%	23%	0.14%	25%	0.16%
2005	7	0.52%	8	0.56%	8	0.58%
2006	10	0.72%	10	0.77%	11	0.85%
2007	11	0.96%	12	1.03%	13	1.22%
2008	10	1.19%	11	1.33%	12	1.50%
2009	12	0.80%	13	0.89%	14	0.83%
2010	9	0.34%	9	0.33%	10	0.18%
2011	9	0.15%	9	0.10%	7	0.01%
2012	9	0.02%	5	0.01%	—	—
Total	<u>100%</u>	<u>0.47%</u>	<u>100%</u>	<u>0.52%</u>	<u>100%</u>	<u>0.59%</u>

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

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

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
Paid Claims									
Flow	\$ 79	\$ 70	\$ 66	\$215	\$ 30	\$ 25	\$ 29	\$ 26	\$110
Bulk	1	—	—	1	1	—	1	—	2
Total Paid Claims	<u>\$ 80</u>	<u>\$ 70</u>	<u>\$ 66</u>	<u>\$216</u>	<u>\$ 31</u>	<u>\$ 25</u>	<u>\$ 30</u>	<u>\$ 26</u>	<u>\$112</u>
Average Paid Claim (in thousands)	\$83.5	\$91.2	\$77.1		\$64.6	\$62.4	\$75.9	\$71.2	
Average Reserve Per Delinquency (in thousands)	\$40.8	\$41.5	\$42.2		\$33.7	\$30.0	\$28.2	\$28.5	
Loss Metrics									
Beginning Reserves	\$ 312	\$ 331	\$ 266		\$ 255	\$ 232	\$ 216	\$ 201	
Paid claims	(80)	(70)	(66)		(31)	(25)	(30)	(26)	
Increase in reserves	45	51	131		42	48	46	41	
Ending Reserves	<u>\$ 277</u>	<u>\$ 312</u>	<u>\$ 331</u>		<u>\$ 266</u>	<u>\$ 255</u>	<u>\$ 232</u>	<u>\$ 216</u>	
Loan Amount									
Over \$550K	11%	11%	11%		11%	11%	11%	11%	
\$400K to \$550K	16	16	15		15	15	14	14	
\$250K to \$400K	37	36	36		36	36	36	36	
\$100K to \$250K	30	30	31		31	31	32	32	
\$100K or Less	6	7	7		7	7	7	7	
Total	<u>100%</u>	<u>100%</u>	<u>100%</u>		<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	
Average Primary Loan Size (in thousands)	\$ 195	\$ 193	\$ 192		\$ 191	\$ 191	\$ 190	\$ 189	
Average Effective Loan-To-Value Ratios By Policy Year⁽¹⁾									
2006 and prior	49%	49%	48%		49%				
2007	69%	69%	67%		68%				
2008	77%	77%	74%		74%				
2009	80%	80%	78%		79%				
2010	86%	86%	85%		85%				
2011	88%	88%	86%		86%				
2012	86%	86%	— %		— %				
Total Flow	68%	68%	66%		66%				
Total Bulk	38%	38%	38%		37%				
Total	65%	65%	63%		62%				

All amounts presented in Australian dollars.

⁽¹⁾ Loan amounts (including capitalized premiums) reflect interest rates at time of loan origination and estimated scheduled principal repayments since loan origination. Home price estimates based on regional home price appreciation/depreciation data from RP Data (except Tasmania which is from the Australian Bureau of Statistics prior to 2Q12). All data used in the effective loan-to-value ratio calculation reflects conditions as of the end of the previous quarter. Effective loan-to-value ratios exclude New Zealand and inward reinsurance policies.

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

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

Risk In-Force by Loan-To-Value Ratio ⁽¹⁾	September 30, 2012			June 30, 2012		
	Primary	Flow	Bulk	Primary	Flow	Bulk
Canada						
95.01% and above	\$ 35,760	\$35,760	\$ —	\$ 33,395	\$33,395	\$ —
90.01% to 95.00%	25,825	25,822	3	24,547	24,545	3
80.01% to 90.00%	18,911	16,681	2,229	17,732	15,721	2,012
80.00% and below	24,353	3,056	21,297	22,909	2,893	20,016
Total Canada	<u>\$104,849</u>	<u>\$81,319</u>	<u>\$23,529</u>	<u>\$ 98,584</u>	<u>\$76,554</u>	<u>\$22,030</u>
Australia						
95.01% and above	\$ 18,192	\$18,191	\$ 1	\$ 17,391	\$17,391	\$ 1
90.01% to 95.00%	22,536	22,528	8	21,717	21,709	9
80.01% to 90.00%	26,306	26,214	91	25,681	25,587	94
80.00% and below	35,008	26,138	8,870	35,397	25,939	9,458
Total Australia	<u>\$102,042</u>	<u>\$93,072</u>	<u>\$ 8,970</u>	<u>\$100,187</u>	<u>\$90,626</u>	<u>\$ 9,562</u>
Other Countries⁽²⁾						
95.01% and above	\$ 737	\$ 737	\$ —	\$ 742	\$ 742	\$ —
90.01% to 95.00%	2,023	1,961	62	1,983	1,919	63
80.01% to 90.00%	1,283	1,010	273	1,289	1,005	284
80.00% and below	249	213	36	273	236	37
Total Other Countries	<u>\$ 4,293</u>	<u>\$ 3,921</u>	<u>\$ 372</u>	<u>\$ 4,286</u>	<u>\$ 3,902</u>	<u>\$ 384</u>

Amounts may not total due to rounding.

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

⁽²⁾ Other Countries flow and primary risk in-force exclude \$183 million and \$154 million of risk in-force in Europe ceded under quota share reinsurance agreements as of September 30, 2012 and June 30, 2012, respectively.

U.S. Mortgage Insurance Segment

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

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

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
REVENUES:									
Premiums	\$ 136	\$ 137	\$ 137	\$ 410	\$ 140	\$ 140	\$ 142	\$ 142	\$ 564
Net investment income	20	13	23	56	16	29	26	33	104
Net investment gains (losses)	(2)	—	27	25	42	2	1	1	46
Insurance and investment product fees and other	—	20	2	22	3	—	1	1	5
Total revenues	154	170	189	513	201	171	170	177	719
BENEFITS AND EXPENSES:									
Benefits and other changes in policy reserves	174	174	197	545	269	251	526	279	1,325
Acquisition and operating expenses, net of deferrals	40	33	34	107	35	41	41	39	156
Amortization of deferred acquisition costs and intangibles	1	2	1	4	1	1	1	2	5
Total benefits and expenses	215	209	232	656	305	293	568	320	1,486
LOSS BEFORE INCOME TAXES									
	(61)	(39)	(43)	(143)	(104)	(122)	(398)	(143)	(767)
Benefit for income taxes	(23)	(14)	(17)	(54)	(35)	(45)	(144)	(60)	(284)
NET LOSS	(38)	(25)	(26)	(89)	(69)	(77)	(254)	(83)	(483)
ADJUSTMENT TO NET LOSS:									
Net investment (gains) losses, net of taxes and other adjustments	—	—	(17)	(17)	(27)	(2)	(1)	—	(30)
NET OPERATING LOSS	<u>\$ (38)</u>	<u>\$ (25)</u>	<u>\$ (43)</u>	<u>\$ (106)</u>	<u>\$ (96)</u>	<u>\$ (79)</u>	<u>\$ (255)</u>	<u>\$ (83)</u>	<u>\$ (513)</u>
<i>Effective tax rate (operating loss)</i>	37.2%	37.0%	37.4%	37.2%	33.9%	37.2%	36.0%	42.2%	36.9%
SALES:									
New Insurance Written (NIW)									
Flow	\$4,700	\$3,600	\$3,000	\$11,300	\$3,200	\$2,700	\$1,900	\$2,000	\$ 9,800
Bulk	—	—	—	—	—	—	—	400	400
Total U.S. Mortgage Insurance NIW	<u>\$4,700</u>	<u>\$3,600</u>	<u>\$3,000</u>	<u>\$11,300</u>	<u>\$3,200</u>	<u>\$2,700</u>	<u>\$1,900</u>	<u>\$2,400</u>	<u>\$10,200</u>

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

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

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
Net Premiums Written	\$ 132	\$ 139	\$ 142	\$ 413	\$ 143	\$ 143	\$ 145	\$ 142	\$ 573
New Risk Written									
Flow	\$ 1,130	\$ 843	\$ 688	\$2,661	\$ 710	\$ 653	\$ 461	\$ 439	\$2,263
Bulk	—	—	7	7	1	—	—	27	28
Total Primary	1,130	843	695	2,668	711	653	461	466	2,291
Pool	—	—	—	—	—	—	—	—	—
Total New Risk Written	<u>\$ 1,130</u>	<u>\$ 843</u>	<u>\$ 695</u>	<u>\$2,668</u>	<u>\$ 711</u>	<u>\$ 653</u>	<u>\$ 461</u>	<u>\$ 466</u>	<u>\$2,291</u>
Primary Insurance In-Force	\$111,100	\$112,000	\$113,800		\$116,500	\$119,200	\$120,900	\$123,300	
Risk In-Force									
Flow	\$ 25,849	\$ 25,887	\$ 26,137		\$ 26,660	\$ 27,206	\$ 27,489	\$ 27,984	
Bulk	507	514	520		520	534	540	559	
Total Primary	26,356	26,401	26,657		27,180	27,740	28,029	28,543	
Pool	221	229	239		249	271	278	288	
Total Risk In-Force	<u>\$ 26,577</u>	<u>\$ 26,630</u>	<u>\$ 26,896</u>		<u>\$ 27,429</u>	<u>\$ 28,011</u>	<u>\$ 28,307</u>	<u>\$ 28,831</u>	
Primary Risk In-Force Subject To Captives	15%	27%	31%		33%	36%	38%	41%	
Primary Risk In-Force That Is GSE Conforming	97%	96%	96%		96%	96%	96%	96%	
GAAP Basis Expense Ratio⁽¹⁾	30%	26%	26%	27%	26%	30%	29%	29%	29%
Adjusted Expense Ratio⁽²⁾	31%	25%	25%	27%	26%	30%	29%	29%	28%
Flow Persistency	81%	82%	81%		81%	86%	86%	86%	
Gross Written Premiums Ceded To Captives/Total Direct Written Premiums	8%	10%	12%		13%	14%	15%	17%	
Risk To Capital Ratio⁽³⁾	29.8:1	29.5:1	28.6:1		28.8:1	27.5:1	25.0:1	25.0:1	
Average Primary Loan Size (in thousands)	\$ 166	\$ 165	\$ 164		\$ 163	\$ 163	\$ 162	\$ 162	
Estimated Savings For Loss Mitigation Activities⁽⁴⁾	\$ 189	\$ 162	\$ 158	\$ 509	\$ 147	\$ 168	\$ 130	\$ 122	\$ 567

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 or existing authority to write new business in 44 states in its primary writing entity, with the remaining six 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 and is prepared consistent with the presentation of the statutory financial statements in the combined annual statement of the U.S. mortgage insurance business.
- (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 2012

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

	2012				2011				Total
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	
Paid Claims									
Flow									
Direct	\$ 272	\$ 295	\$ 283	\$ 850	\$ 240	\$ 256	\$ 239	\$ 315	\$ 1,050
Assumed ⁽¹⁾	19	23	20	62	26	25	32	30	113
Ceded	(25)	(55)	(39)	(119)	(45)	(39)	(83)	(109)	(276)
Loss adjustment expenses	7	7	9	23	10	11	11	13	45
Total Flow	<u>273</u>	<u>270</u>	<u>\$ 273</u>	<u>816</u>	<u>231</u>	<u>253</u>	<u>199</u>	<u>249</u>	<u>932</u>
Bulk	3	6	4	13	6	(2)	3	3	10
Total Primary	<u>276</u>	<u>276</u>	<u>277</u>	<u>829</u>	<u>237</u>	<u>251</u>	<u>202</u>	<u>252</u>	<u>942</u>
Pool	1	2	2	5	1	1	1	1	4
Total Paid Claims	<u>\$ 277</u>	<u>\$ 278</u>	<u>\$ 279</u>	<u>\$ 834</u>	<u>\$ 238</u>	<u>\$ 252</u>	<u>\$ 203</u>	<u>\$ 253</u>	<u>\$ 946</u>
Average Paid Claim (in thousands)	\$ 41.1	\$ 38.3	\$ 43.6		\$ 41.0	\$ 46.9	\$ 40.8	\$ 39.7	
Average Direct Paid Claim (in thousands) ⁽²⁾	\$ 41.7	\$ 42.5	\$ 42.7		\$ 43.2	\$ 49.1	\$ 49.7	\$ 50.8	
Average Reserve Per Delinquency (in thousands)									
Flow	\$ 30.0	\$ 30.6	\$ 30.6		\$ 29.1	\$ 28.8	\$ 29.2	\$ 25.4	
Bulk loans with established reserve	24.3	25.0	24.1		24.2	24.0	23.7	19.9	
Bulk loans with no reserve ⁽³⁾	—	—	—		—	—	—	—	
Reserves:									
Flow direct case	\$1,835	\$1,954	\$2,087		\$2,199	\$2,227	\$2,256	\$1,995	
Bulk direct case	33	32	34		36	36	35	34	
Assumed ⁽¹⁾	50	53	60		60	64	64	67	
All other ⁽⁴⁾	196	195	200		193	159	151	124	
Total Reserves	<u>\$2,114</u>	<u>\$2,234</u>	<u>\$2,381</u>		<u>\$2,488</u>	<u>\$2,486</u>	<u>\$2,506</u>	<u>\$2,220</u>	
Beginning Reserves	\$2,234	\$2,381	\$2,488	\$2,488	\$2,486	\$2,506	\$2,220	\$2,282	\$ 2,282
Paid claims	(302)	(333)	(318)	(953)	(282)	(292)	(286)	(362)	(1,222)
Increase in reserves	182	186	211	579	284	272	572	300	1,428
Ending Reserves	<u>\$2,114</u>	<u>\$2,234</u>	<u>\$2,381</u>	<u>\$2,114</u>	<u>\$2,488</u>	<u>\$2,486</u>	<u>\$2,506</u>	<u>\$2,220</u>	<u>\$ 2,488</u>
Beginning Reinsurance Recoverable⁽⁵⁾	\$ 111	\$ 153	\$ 178	\$ 178	\$ 207	\$ 226	\$ 264	\$ 351	\$ 351
Ceded paid claims	(25)	(55)	(39)	(119)	(44)	(40)	(83)	(109)	(276)
Increase in recoverable	8	13	14	35	15	21	45	22	103
Ending Reinsurance Recoverable	<u>\$ 94</u>	<u>\$ 111</u>	<u>\$ 153</u>	<u>\$ 94</u>	<u>\$ 178</u>	<u>\$ 207</u>	<u>\$ 226</u>	<u>\$ 264</u>	<u>\$ 178</u>
Loss Ratio⁽⁶⁾	129%	127%	144%	133%	189%	181%	369%	197%	234%

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 a negotiated servicer settlement.

(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 to net earned premiums. Excluding the lender portfolio settlement in the first quarter of 2012, the loss ratio was 137% for the three months ended March 31, 2012, 132% for the six months ended June 30, 2012 and 131% for the nine months ended September 30, 2012.

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

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

	2012				2011				Total
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	
Number of Primary Delinquencies									
Flow	69,174	71,878	76,478		83,931	84,910	84,442	85,758	
Bulk loans with an established reserve	1,441	1,381	1,522		1,592	1,604	1,569	1,814	
Bulk loans with no reserve ⁽¹⁾	1,512	1,424	1,474		1,484	1,506	1,453	1,446	
Total Number of Primary Delinquencies	72,127	74,683	79,474		87,007	88,020	87,464	89,018	
Beginning Number of Primary Delinquencies	74,683	79,474	87,007	87,007	88,020	87,464	89,018	95,395	95,395
New delinquencies	17,733	16,703	18,217	52,653	22,094	23,493	21,272	23,866	90,725
Delinquency cures	(13,598)	(14,251)	(19,388)	(47,237)	(17,357)	(17,595)	(17,908)	(23,908)	(76,768)
Paid claims	(6,691)	(7,243)	(6,362)	(20,296)	(5,750)	(5,342)	(4,918)	(6,335)	(22,345)
Ending Number of Primary Delinquencies	72,127	74,683	79,474	72,127	87,007	88,020	87,464	89,018	87,007
Composition of Cures									
Reported delinquent and cured-intraquarter	2,882	2,354	3,582		2,851	3,181	2,670	5,195	
Number of missed payments delinquent prior to cure:									
3 payments or less	6,289	7,399	10,154		8,835	8,520	8,953	11,454	
4 - 11 payments	2,965	3,371	3,569		3,408	3,584	4,146	5,183	
12 payments or more	1,462	1,127	2,083		2,263	2,310	2,139	2,076	
Total	13,598	14,251	19,388		17,357	17,595	17,908	23,908	
Primary Delinquencies by Missed Payment Status									
3 payments or less	17,684	16,708	17,260		22,165	22,444	21,125	20,920	
4 - 11 payments	18,713	20,830	24,137		25,334	25,055	26,969	31,070	
12 payments or more	35,730	37,145	38,077		39,508	40,521	39,370	37,028	
Primary Delinquencies	72,127	74,683	79,474		87,007	88,020	87,464	89,018	

September 30, 2012

Flow Delinquencies and Percentage Reserved by Payment Status	Direct Case			Reserves as % of Risk In-Force
	Delinquencies	Reserves ⁽²⁾	Risk In-Force	
3 payments or less in default	17,064	\$ 154	\$ 675	23%
4 - 11 payments in default	17,854	466	777	60%
12 payments or more in default	34,256	1,215	1,671	73%
Total	69,174	\$ 1,835	\$ 3,123	59%

December 31, 2011

Flow Delinquencies and Percentage Reserved by Payment Status	Direct Case			Reserves as % of Risk In-Force
	Delinquencies	Reserves ⁽²⁾	Risk In-Force	
3 payments or less in default	21,272	\$ 193	\$ 835	23%
4 - 11 payments in default	24,493	646	1,075	60%
12 payments or more in default	38,166	1,360	1,870	73%
Total	83,931	\$ 2,199	\$ 3,780	58%

(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) Direct flow case reserves exclude loss adjustment expenses, incurred but not reported and reinsurance reserves.

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

Portfolio Quality Metrics—U.S. Mortgage Insurance Segment

	2012				2011		
	3Q	2Q	1Q	4Q	3Q	2Q	1Q
Risk In-Force by Credit Quality ⁽¹⁾							
Primary by FICO Scores >679	69%	68%	68%	67%	67%	67%	66%
Primary by FICO Scores 620-679	25%	25%	25%	26%	26%	26%	27%
Primary by FICO Scores 575-619	5%	5%	5%	5%	5%	5%	5%
Primary by FICO Scores <575	1%	2%	2%	2%	2%	2%	2%
Flow							
Flow by FICO Scores >679	68%	68%	67%	67%	67%	66%	66%
Flow by FICO Scores 620-679	25%	25%	26%	26%	26%	27%	27%
Flow by FICO Scores 575-619	5%	5%	5%	5%	5%	5%	5%
Flow by FICO Scores <575	2%	2%	2%	2%	2%	2%	2%
Bulk							
Bulk by FICO Scores >679	89%	89%	89%	89%	89%	89%	89%
Bulk by FICO Scores 620-679	9%	9%	9%	9%	9%	9%	9%
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							
Primary A minus	4%	4%	4%	5%	5%	5%	5%
Primary sub-prime ⁽²⁾	5%	5%	5%	5%	5%	5%	5%
Primary Loans							
Primary loans in-force	669,618	679,817	693,807	714,467	733,383	746,740	763,439
Primary delinquent loans	72,127	74,683	79,474	87,007	88,020	87,464	89,018
Primary delinquency rate	10.77%	10.99%	11.45%	12.18%	12.00%	11.71%	11.66%
Flow							
Flow loans in-force	601,851	607,133	616,623	633,246	648,242	658,251	673,276
Flow delinquent loans	69,174	71,878	76,478	83,931	84,910	84,442	85,758
Flow delinquency rate	11.49%	11.84%	12.40%	13.25%	13.10%	12.83%	12.74%
Bulk							
Bulk loans in-force	67,767	72,684	77,184	81,221	85,141	88,489	90,163
Bulk delinquent loans	2,953	2,805	2,996	3,076	3,110	3,022	3,260
Bulk delinquency rate	4.36%	3.86%	3.88%	3.79%	3.65%	3.42%	3.62%
A minus and sub-prime loans in-force							
A minus and sub-prime loans in-force	60,742	63,230	65,833	68,487	71,097	73,211	75,421
A minus and sub-prime delinquent loans	16,287	16,796	17,680	19,884	20,347	20,284	20,656
A minus and sub-prime delinquency rate	26.81%	26.56%	26.86%	29.03%	28.62%	27.71%	27.39%
Pool Loans							
Pool loans in-force	13,237	13,562	13,942	14,418	16,574	16,943	17,421
Pool delinquent loans	670	679	695	778	957	931	913
Pool delinquency rate	5.06%	5.01%	4.98%	5.40%	5.77%	5.49%	5.24%

⁽¹⁾ Loans with unknown FICO scores are included in the 620-679 category.

⁽²⁾ Excludes loans classified as A minus.

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

Portfolio Quality Metrics—U.S. Mortgage Insurance Segment

	September 30, 2012			June 30, 2012			September 30, 2011		
	% 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%	15.14%	35%	22%	15.61%	35%	22%	16.80%
South Central ⁽³⁾	9	16	8.10%	10	16	8.54%	11	16	9.95%
Northeast ⁽⁴⁾	15	15	12.91%	14	15	12.52%	12	14	12.30%
North Central ⁽⁵⁾	12	12	10.27%	12	12	10.56%	12	12	11.79%
Pacific ⁽⁶⁾	12	11	10.41%	12	11	11.01%	13	11	12.99%
Great Lakes ⁽⁷⁾	6	9	7.96%	7	9	8.06%	7	9	8.83%
New England ⁽⁸⁾	4	5	9.77%	3	5	9.66%	3	5	10.81%
Mid-Atlantic ⁽⁹⁾	4	5	9.95%	4	5	9.88%	4	5	10.37%
Plains ⁽¹⁰⁾	3	5	6.64%	3	5	6.72%	3	6	7.80%
Total	100%	100%	10.77%	100%	100%	10.99%	100%	100%	12.00%
By State									
Florida	25%	7%	27.06%	25%	7%	27.92%	24%	7%	28.93%
New York	6%	7%	11.27%	6%	7%	10.71%	5%	7%	10.28%
Texas	3%	7%	6.91%	3%	7%	6.99%	3%	7%	7.84%
California	5%	6%	8.04%	6%	6%	8.75%	6%	6%	11.62%
Illinois	8%	5%	14.84%	8%	5%	15.42%	7%	5%	16.54%
New Jersey	6%	4%	18.98%	5%	4%	18.93%	5%	4%	18.20%
Pennsylvania	3%	4%	11.15%	3%	4%	10.86%	2%	4%	11.47%
North Carolina	3%	4%	10.26%	3%	4%	10.59%	3%	4%	11.55%
Georgia	3%	4%	12.34%	4%	4%	12.77%	4%	4%	14.76%
Ohio	2%	3%	8.14%	2%	3%	8.12%	2%	3%	8.39%

⁽¹⁾ Total reserves were \$2,114 million, \$2,234 million and \$2,486 million as of September 30, 2012, June 30, 2012 and September 30, 2011, 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⁾ Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont.

⁽⁹⁾ Delaware, Maryland, Virginia, Washington D.C. and West Virginia.

⁽¹⁰⁾ Idaho, Iowa, Kansas, Montana, Nebraska, North Dakota, South Dakota and Wyoming.

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

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

Primary Risk In-Force:	September 30, 2012	% of Total	June 30, 2012	% of Total	September 30, 2011	% of Total
Lender concentration (by original applicant)	\$ 26,356		\$ 26,401		\$ 27,740	
Top 10 lenders	12,950		12,969		13,774	
Top 20 lenders	14,692		14,778		15,717	
Loan-to-value ratio						
95.01% and above	\$ 7,136	27%	\$ 6,955	26%	\$ 6,960	25%
90.01% to 95.00%	9,318	35	9,308	35	9,712	35
80.01% to 90.00%	9,459	36	9,692	37	10,595	38
80.00% and below	443	2	446	2	473	2
Total	<u>\$ 26,356</u>	<u>100%</u>	<u>\$ 26,401</u>	<u>100%</u>	<u>\$ 27,740</u>	<u>100%</u>
Loan grade						
Prime	\$ 24,078	91%	\$ 24,032	91%	\$ 25,087	90%
A minus and sub-prime	2,278	9	2,369	9	2,653	10
Total	<u>\$ 26,356</u>	<u>100%</u>	<u>\$ 26,401</u>	<u>100%</u>	<u>\$ 27,740</u>	<u>100%</u>
Loan type ⁽¹⁾						
First mortgages						
Fixed rate mortgage						
Flow	\$ 25,403	96%	\$ 25,416	96%	\$ 26,657	96%
Bulk	488	2	495	2	513	2
Adjustable rate mortgage						
Flow	446	2	471	2	549	2
Bulk	19	—	19	—	21	—
Second mortgages	—	—	—	—	—	—
Total	<u>\$ 26,356</u>	<u>100%</u>	<u>\$ 26,401</u>	<u>100%</u>	<u>\$ 27,740</u>	<u>100%</u>
Type of documentation						
Alt-A						
Flow	\$ 631	2%	\$ 671	3%	\$ 777	3%
Bulk	36	—	37	—	39	—
Standard ⁽²⁾						
Flow	25,218	96	25,216	95	26,429	95
Bulk	471	2	477	2	495	2
Total	<u>\$ 26,356</u>	<u>100%</u>	<u>\$ 26,401</u>	<u>100%</u>	<u>\$ 27,740</u>	<u>100%</u>
Mortgage term						
15 years and under	\$ 724	3%	\$ 643	2%	\$ 490	2%
More than 15 years	25,632	97	25,758	98	27,250	98
Total	<u>\$ 26,356</u>	<u>100%</u>	<u>\$ 26,401</u>	<u>100%</u>	<u>\$ 27,740</u>	<u>100%</u>

(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 or other lender proprietary approved underwriting systems, and other reduced documentation programs, with historical and expected delinquency rates at origination consistent with historical and expected delinquency rates of the company's standard portfolio.

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

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

Policy Year	September 30, 2012					
	Average Rate ⁽¹⁾	% of Total Reserves ⁽²⁾	Primary Insurance In-Force	% of Total	Primary Risk In-Force	% of Total
2001 and prior	7.74%	2.0%	\$ 2,070	1.9%	\$ 520	2.0%
2002	6.62%	1.4	1,578	1.4	394	1.5
2003	5.62%	3.7	6,365	5.7	1,066	4.0
2004	5.86%	4.7	4,376	3.9	1,015	3.8
2005	5.91%	12.7	7,770	7.0	2,024	7.7
2006	6.33%	19.2	10,619	9.5	2,646	10.0
2007	6.35%	38.3	24,095	21.7	5,976	22.7
2008	5.92%	17.3	21,990	19.8	5,497	20.9
2009	5.07%	0.4	5,405	4.9	1,062	4.0
2010	4.67%	0.2	6,953	6.3	1,509	5.7
2011	4.44%	0.1	8,774	7.9	2,023	7.7
2012	3.86%	—	11,129	10.0	2,624	10.0
Total	5.73%	100.0%	\$ 111,124	100.0%	\$ 26,356	100.0%

Occupancy and Property Type	September 30, 2012	June 30, 2012
Occupancy Status % of Primary Risk In-Force		
Primary residence	94.0%	94.0%
Second home	3.6	3.7
Non-owner occupied	2.4	2.3
Total	100.0%	100.0%
Property Type % of Primary Risk In-Force		
Single family detached	86.7%	86.6%
Condominium and co-operative	11.2	11.3
Multi-family and other	2.1	2.1
Total	100.0%	100.0%

⁽¹⁾ Average Annual Mortgage Interest Rate

⁽²⁾ Total reserves were \$2,114 million as of September 30, 2012.

**GENWORTH FINANCIAL, INC.
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**Portfolio Quality Metrics—U.S. Mortgage Insurance Segment
(amounts in billions)**

Primary Risk In-Force	FICO > 679			FICO 620 - 679 ⁽¹⁾			FICO < 620			Total		
	2012			2012			2012			2012		
	3Q	2Q	1Q	3Q	2Q	1Q	3Q	2Q	1Q	3Q	2Q	1Q
Total Primary Risk In-Force	\$ 18.2	\$ 18.1	\$ 18.1	\$ 6.5	\$ 6.6	\$ 6.8	\$ 1.7	\$ 1.7	\$ 1.8	\$ 26.4	\$ 26.4	\$ 26.7
Delinquency rate ⁽²⁾	6.8%	6.9%	7.3%	17.6%	17.9%	18.5%	26.9%	26.8%	27.2%	10.8%	11.0%	11.5%
2012 policy year	\$ 2.2	\$ 1.3	\$ 0.6	\$ 0.4	\$ 0.2	\$ 0.1	\$ —	\$ —	\$ —	\$ 2.6	\$ 1.5	\$ 0.7
Delinquency rate	— %	— %	— %	0.1%	0.1%	— %	0.8%	— %	— %	— %	— %	— %
2011 policy year	\$ 1.8	\$ 1.9	\$ 2.0	\$ 0.2	\$ 0.2	\$ 0.2	\$ —	\$ —	\$ —	\$ 2.0	\$ 2.1	\$ 2.2
Delinquency rate	0.2%	0.1%	0.1%	0.4%	0.2%	0.3%	2.5%	0.8%	2.4%	0.2%	0.2%	0.1%
2010 policy year	\$ 1.4	\$ 1.5	\$ 1.6	\$ 0.1	\$ 0.1	\$ 0.1	\$ —	\$ —	\$ —	\$ 1.5	\$ 1.6	\$ 1.7
Delinquency rate	0.5%	0.4%	0.3%	1.9%	1.3%	1.1%	7.2%	7.8%	6.7%	0.6%	0.4%	0.3%
2009 policy year	\$ 1.0	\$ 1.0	\$ 1.1	\$ 0.1	\$ 0.1	\$ 0.1	\$ —	\$ —	\$ —	\$ 1.1	\$ 1.1	\$ 1.2
Delinquency rate	1.0%	0.9%	0.8%	3.1%	3.0%	3.3%	9.0%	8.3%	9.3%	1.2%	1.0%	0.9%
2008 policy year	\$ 4.2	\$ 4.3	\$ 4.5	\$ 1.1	\$ 1.2	\$ 1.2	\$ 0.2	\$ 0.2	\$ 0.2	\$ 5.5	\$ 5.7	\$ 5.9
Delinquency rate	7.1%	7.0%	7.2%	15.3%	15.0%	15.5%	23.8%	23.4%	24.7%	9.5%	9.3%	9.6%
2007 policy year	\$ 3.4	\$ 3.5	\$ 3.6	\$ 1.9	\$ 2.0	\$ 2.1	\$ 0.7	\$ 0.7	\$ 0.7	\$ 6.0	\$ 6.2	\$ 6.4
Delinquency rate	12.2%	12.5%	13.0%	21.9%	21.9%	22.4%	29.5%	29.9%	30.5%	17.5%	17.6%	18.2%
2006 policy year	\$ 1.5	\$ 1.6	\$ 1.6	\$ 0.9	\$ 0.9	\$ 1.0	\$ 0.3	\$ 0.3	\$ 0.3	\$ 2.7	\$ 2.8	\$ 2.9
Delinquency rate	13.5%	13.6%	14.1%	22.7%	22.5%	23.1%	27.8%	27.2%	28.3%	18.1%	18.0%	18.6%
2005 and prior policy year	\$ 2.7	\$ 3.0	\$ 3.1	\$ 1.8	\$ 1.9	\$ 2.0	\$ 0.5	\$ 0.5	\$ 0.6	\$ 5.0	\$ 5.4	\$ 5.7
Delinquency rate	9.0%	8.6%	8.6%	18.8%	18.4%	18.4%	25.2%	24.7%	24.2%	13.3%	12.9%	12.8%
Fixed rate mortgage	\$ 17.9	\$ 17.8	\$ 17.8	\$ 6.3	\$ 6.4	\$ 6.6	\$ 1.7	\$ 1.7	\$ 1.8	\$ 25.9	\$ 25.9	\$ 26.2
Delinquency rate	6.6%	6.7%	7.1%	17.4%	17.6%	18.3%	26.8%	26.6%	27.0%	10.5%	10.7%	11.2%
Adjustable rate mortgage	\$ 0.3	\$ 0.3	\$ 0.3	\$ 0.2	\$ 0.2	\$ 0.2	\$ —	\$ —	\$ —	\$ 0.5	\$ 0.5	\$ 0.5
Delinquency rate	24.5%	24.9%	25.0%	28.9%	28.7%	29.6%	35.0%	34.4%	36.3%	27.0%	27.1%	27.7%
Loan-to-value > 95%	\$ 4.1	\$ 4.0	\$ 3.8	\$ 2.3	\$ 2.3	\$ 2.3	\$ 0.7	\$ 0.7	\$ 0.7	\$ 7.1	\$ 7.0	\$ 6.8
Delinquency rate	7.6%	8.2%	9.0%	19.3%	19.5%	20.3%	27.7%	27.8%	28.8%	13.7%	14.3%	15.3%
Alt-A ⁽³⁾	\$ 0.5	\$ 0.5	\$ 0.5	\$ 0.2	\$ 0.2	\$ 0.2	\$ —	\$ —	\$ —	\$ 0.7	\$ 0.7	\$ 0.7
Delinquency rate	19.1%	18.7%	19.0%	31.8%	31.4%	31.9%	30.5%	30.8%	31.2%	23.0%	22.6%	22.8%
Interest only and option ARMs	\$ 0.9	\$ 1.0	\$ 1.1	\$ 0.4	\$ 0.4	\$ 0.4	\$ 0.1	\$ 0.1	\$ 0.1	\$ 1.4	\$ 1.5	\$ 1.6
Delinquency rate	28.1%	28.3%	28.9%	36.5%	36.6%	37.1%	38.9%	39.1%	41.5%	31.1%	31.2%	31.9%

⁽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.

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

	<u>September 30, 2012</u>	<u>June 30, 2012</u>	<u>September 30, 2011</u>
GSE Alt-A			
Risk in-force	\$ 24	\$ 25	\$ 26
Average FICO score	732	732	732
Loan-to-value ratio	80%	80%	81%
Standard documentation ⁽¹⁾	13%	12%	12%
Stop loss	100%	100%	100%
Deductible	— %	— %	— %
FHLB			
Risk in-force	\$ 420	\$ 424	\$ 441
Average FICO score	757	758	757
Loan-to-value ratio	71%	71%	75%
Standard documentation ⁽¹⁾	97%	97%	97%
Stop loss	95%	95%	94%
Deductible	100%	100%	100%
Other			
Risk in-force	\$ 63	\$ 65	\$ 67
Average FICO score	695	696	690
Loan-to-value ratio	89%	89%	92%
Standard documentation ⁽¹⁾	96%	96%	96%
Stop loss	— %	1%	6%
Deductible	— %	— %	— %
Total Bulk Risk In-Force	\$ 507	\$ 514	\$ 534

⁽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.

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

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

Book Year ⁽²⁾	Original Book Risk In-Force (SB) ⁽³⁾	Progression To Attachment Point	September 30, 2012			June 30, 2012			March 31, 2012		
			Current Risk In-Force (SB)	Ever-To-Date Incurred Losses (SMM) ⁽³⁾	Captive Benefits (SMM)	Current Risk In-Force (SB)	Ever-To-Date Incurred Losses (SMM) ⁽³⁾	Captive Benefits (SMM)	Current Risk In-Force (SB)	Ever-To-Date Incurred Losses (SMM) ⁽³⁾	Captive Benefits (SMM)
2004		0%-50%	\$ —	\$ 2		\$ —	\$ 2		\$ —	\$ 2	
2004		50%-75%	—	1		—	—		—	1	
2004		75%-99%	0.1	35		0.1	35		0.2	42	
2004		Attached	0.3	85		0.3	84		0.3	81	
2004 Total	\$ 2.5		\$ 0.4	\$ 123	\$ 1	\$ 0.4	\$ 121	\$ 2	\$ 0.5	\$ 126	\$ 2
2005		0%-50%	\$ —	\$ 1		\$ —	\$ 1		\$ —	\$ 1	
2005		50%-75%	—	—		—	—		—	—	
2005		75%-99%	—	—		—	—		—	—	
2005		Attached	0.6	283		0.7	277		0.8	287	
2005 Total	\$ 2.1		\$ 0.6	\$ 284	4	\$ 0.7	\$ 278	4	\$ 0.8	\$ 288	4
2006		0%-50%	\$ —	\$ 1		\$ —	\$ 1		\$ —	\$ 1	
2006		50%-75%	—	1		—	—		—	—	
2006		75%-99%	—	—		—	1		—	1	
2006		Attached	0.6	374		0.7	367		0.8	379	
2006 Total	\$ 1.9		\$ 0.6	\$ 376	—	\$ 0.7	\$ 369	1	\$ 0.8	\$ 381	—
2007		0%-50%	\$ —	\$ 1		\$ —	\$ 1		\$ —	\$ 1	
2007		50%-75%	—	—		—	—		—	—	
2007		75%-99%	—	—		—	—		—	—	
2007		Attached	1.2	698		1.3	685		1.5	686	
2007 Total	\$ 2.8		\$ 1.2	\$ 699	2	\$ 1.3	\$ 686	4	\$ 1.5	\$ 687	5
2008		0%-50%	\$ —	\$ 1		\$ —	\$ 1		\$ —	\$ 1	
2008		50%-75%	—	2		—	2		—	2	
2008		75%-99%	—	1		—	—		0.2	13	
2008		Attached	0.5	162		0.6	157		0.7	173	
2008 Total	\$ 1.1		\$ 0.5	\$ 166	1	\$ 0.6	\$ 160	2	\$ 0.9	\$ 189	3
Captive Benefits In Quarter (SMM)			<u>\$ 8</u>			<u>\$ 13</u>			<u>\$ 14</u>		

(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 Runoff Division

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
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Net Operating Income (Loss)—Corporate and Runoff Division
(amounts in millions)

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
REVENUES:									
Premiums	\$ 1	\$ 2	\$ 1	\$ 4	\$ 2	\$ 89	\$ 84	\$ 85	\$ 260
Net investment income	37	52	38	127	49	35	55	33	172
Net investment gains (losses)	1	(25)	7	(17)	(36)	(170)	(14)	(14)	(234)
Insurance and investment product fees and other	87	75	73	235	142	68	63	66	339
Total revenues	126	104	119	349	157	22	188	170	537
BENEFITS AND EXPENSES:									
Benefits and other changes in policy reserves	9	14	1	24	1	86	69	78	234
Interest credited	33	34	33	100	32	34	34	35	135
Acquisition and operating expenses, net of deferrals	52	49	49	150	49	49	46	48	192
Amortization of deferred acquisition costs and intangibles	21	20	(1)	40	5	35	23	19	82
Goodwill Impairment	—	—	—	—	29	—	—	—	29
Interest expense	82	85	62	229	82	82	87	82	333
Total benefits and expenses	197	202	144	543	198	286	259	262	1,005
LOSS BEFORE INCOME TAXES	(71)	(98)	(25)	(194)	(41)	(264)	(71)	(92)	(468)
Provision (benefit) for income taxes	(32)	(33)	(15)	(80)	(48)	(100)	11	(17)	(154)
NET INCOME (LOSS)	(39)	(65)	(10)	(114)	7	(164)	(82)	(75)	(314)
ADJUSTMENTS TO NET INCOME (LOSS):									
Net investment (gains) losses, net of taxes and other adjustments	—	15	(4)	11	22	101	8	7	138
Goodwill impairment, net of taxes	—	—	—	—	19	—	—	—	19
Gain on sale of business, net of taxes	—	—	—	—	(36)	—	—	—	(36)
NET OPERATING INCOME (LOSS)	<u>\$ (39)</u>	<u>\$ (50)</u>	<u>\$ (14)</u>	<u>\$ (103)</u>	<u>\$ 12</u>	<u>\$ (63)</u>	<u>\$ (74)</u>	<u>\$ (68)</u>	<u>\$ (193)</u>
<i>Effective tax rate (operating income (loss))</i>	43.3%	34.0%	57.5%	41.8%	120.9%	43.1%	-22.7%	15.5%	37.3%

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

**Net Operating Income (Loss)—Corporate and Runoff Division
(amounts in millions)**

Three months ended September 30, 2012	Runoff Segment	Corporate and Other⁽¹⁾	Total
REVENUES:			
Premiums	\$ 1	\$ —	\$ 1
Net investment income	34	3	37
Net investment gains (losses)	5	(4)	1
Insurance and investment product fees and other	52	35	87
Total revenues	<u>92</u>	<u>34</u>	<u>126</u>
BENEFITS AND EXPENSES:			
Benefits and other changes in policy reserves	9	—	9
Interest credited	33	—	33
Acquisition and operating expenses, net of deferrals	18	34	52
Amortization of deferred acquisition costs and intangibles	18	3	21
Interest expense	—	82	82
Total benefits and expenses	<u>78</u>	<u>119</u>	<u>197</u>
INCOME (LOSS) BEFORE INCOME TAXES	14	(85)	(71)
Provision (benefit) for income taxes	3	(35)	(32)
NET INCOME (LOSS)	11	(50)	(39)
ADJUSTMENT TO NET INCOME (LOSS):			
Net investment (gains) losses, net of taxes and other adjustments	(2)	2	—
NET OPERATING INCOME (LOSS)	<u>\$ 9</u>	<u>\$ (48)</u>	<u>\$ (39)</u>
<i>Effective tax rate (operating income (loss))</i>	19.0%	40.1%	43.3%
Three months ended September 30, 2011			
REVENUES:			
Premiums	\$ 89	\$ —	\$ 89
Net investment income	33	2	35
Net investment gains (losses)	(159)	(11)	(170)
Insurance and investment product fees and other	55	13	68
Total revenues	<u>18</u>	<u>4</u>	<u>22</u>
BENEFITS AND EXPENSES:			
Benefits and other changes in policy reserves	86	—	86
Interest credited	34	—	34
Acquisition and operating expenses, net of deferrals	35	14	49
Amortization of deferred acquisition costs and intangibles	32	3	35
Interest expense	—	82	82
Total benefits and expenses	<u>187</u>	<u>99</u>	<u>286</u>
LOSS BEFORE INCOME TAXES	(169)	(95)	(264)
Benefit for income taxes	(70)	(30)	(100)
NET LOSS	(99)	(65)	(164)
ADJUSTMENT TO NET LOSS:			
Net investment (gains) losses, net of taxes and other adjustments	92	9	101
NET OPERATING LOSS	<u>\$ (7)</u>	<u>\$ (56)</u>	<u>\$ (63)</u>
<i>Effective tax rate (operating loss)</i>	76.0%	31.8%	43.1%

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

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

**Net Operating Income (Loss)—Corporate and Runoff Division
(amounts in millions)**

Nine months ended September 30, 2012	Runoff Segment	Corporate and Other⁽¹⁾	Total
REVENUES:			
Premiums	\$ 4	\$ —	\$ 4
Net investment income	108	19	127
Net investment gains (losses)	22	(39)	(17)
Insurance and investment product fees and other	155	80	235
Total revenues	<u>289</u>	<u>60</u>	<u>349</u>
BENEFITS AND EXPENSES:			
Benefits and other changes in policy reserves	24	—	24
Interest credited	100	—	100
Acquisition and operating expenses, net of deferrals	58	92	150
Amortization of deferred acquisition costs and intangibles	31	9	40
Interest expense	1	228	229
Total benefits and expenses	<u>214</u>	<u>329</u>	<u>543</u>
INCOME (LOSS) BEFORE INCOME TAXES	<u>75</u>	<u>(269)</u>	<u>(194)</u>
Provision (benefit) for income taxes	23	(103)	(80)
NET INCOME (LOSS)	<u>52</u>	<u>(166)</u>	<u>(114)</u>
ADJUSTMENT TO NET INCOME (LOSS):			
Net investment (gains) losses, net of taxes and other adjustments	(14)	25	11
NET OPERATING INCOME (LOSS)	<u>\$ 38</u>	<u>\$ (141)</u>	<u>\$ (103)</u>
<i>Effective tax rate (operating income (loss))</i>	<i>28.6%</i>	<i>38.7%</i>	<i>41.8%</i>
Nine months ended September 30, 2011			
REVENUES:			
Premiums	\$ 258	\$ —	\$ 258
Net investment income	104	19	123
Net investment gains (losses)	(170)	(28)	(198)
Insurance and investment product fees and other	171	26	197
Total revenues	<u>363</u>	<u>17</u>	<u>380</u>
BENEFITS AND EXPENSES:			
Benefits and other changes in policy reserves	233	—	233
Interest credited	103	—	103
Acquisition and operating expenses, net of deferrals	118	25	143
Amortization of deferred acquisition costs and intangibles	68	9	77
Interest expense	1	250	251
Total benefits and expenses	<u>523</u>	<u>284</u>	<u>807</u>
LOSS BEFORE INCOME TAXES	<u>(160)</u>	<u>(267)</u>	<u>(427)</u>
Benefit for income taxes	(75)	(31)	(106)
NET LOSS	<u>(85)</u>	<u>(236)</u>	<u>(321)</u>
ADJUSTMENT TO NET LOSS:			
Net investment (gains) losses, net of taxes and other adjustments	97	19	116
NET OPERATING INCOME (LOSS)	<u>\$ 12</u>	<u>\$ (217)</u>	<u>\$ (205)</u>
<i>Effective tax rate (operating income (loss))</i>	<i>192.4%</i>	<i>9.0%</i>	<i>18.7%</i>

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

Runoff Segment

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

Net Operating Income (Loss) and Sales—Runoff Segment
(amounts in millions)

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
REVENUES:									
Premiums	\$ 1	\$ 2	\$ 1	\$ 4	\$ 2	\$ 89	\$ 84	\$ 85	\$ 260
Net investment income	34	36	38	108	36	33	37	34	140
Net investment gains (losses)	5	(25)	42	22	(4)	(159)	(11)	—	(174)
Insurance and investment product fees and other	52	51	52	155	128	55	57	59	299
Total revenues	92	64	133	289	162	18	167	178	525
BENEFITS AND EXPENSES:									
Benefits and other changes in policy reserves	9	14	1	24	1	86	69	78	234
Interest credited	33	34	33	100	32	34	34	35	135
Acquisition and operating expenses, net of deferrals	18	21	19	58	24	35	37	46	142
Amortization of deferred acquisition costs and intangibles	18	17	(4)	31	2	32	20	16	70
Interest expense	—	1	—	1	1	—	1	—	2
Total benefits and expenses	78	87	49	214	60	187	161	175	583
INCOME (LOSS) BEFORE INCOME TAXES	14	(23)	84	75	102	(169)	6	3	(58)
Provision (benefit) for income taxes	3	(2)	22	23	54	(70)	(6)	1	(21)
NET INCOME (LOSS)	11	(21)	62	52	48	(99)	12	2	(37)
ADJUSTMENTS TO NET INCOME (LOSS):									
Net investment (gains) losses, net of taxes and other adjustments	(2)	15	(27)	(14)	3	92	6	(1)	100
Gain on sale of business, net of taxes	—	—	—	—	(36)	—	—	—	(36)
NET OPERATING INCOME (LOSS)	<u>\$ 9</u>	<u>\$ (6)</u>	<u>\$ 35</u>	<u>\$ 38</u>	<u>\$ 15</u>	<u>\$ (7)</u>	<u>\$ 18</u>	<u>\$ 1</u>	<u>\$ 27</u>
<i>Effective tax rate (operating income (loss))</i>	19.0%	NM ⁽¹⁾	16.9%	28.6%	45.9%	76.0%	-28.8%	17.0%	-97.3%

⁽¹⁾ “NM” is defined as not meaningful for percentages greater than 200%.

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

Selected Operating Performance Measures—Runoff Segment
(amounts in millions)

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
Variable Annuities:									
Income Distribution Series									
Account value, beginning of the period	\$6,229	\$6,398	\$6,265	\$6,265	\$6,148	\$6,606	\$6,687	\$6,590	\$ 6,590
Deposits	17	20	26	63	23	30	33	117	203
Surrenders, benefits and product charges	(184)	(168)	(174)	(526)	(159)	(171)	(171)	(185)	(686)
Net flows	(167)	(148)	(148)	(463)	(136)	(141)	(138)	(68)	(483)
Interest credited and investment performance	199	(21)	281	459	253	(317)	57	165	158
Account value, end of the period	<u>6,261</u>	<u>6,229</u>	<u>6,398</u>	<u>6,261</u>	<u>6,265</u>	<u>6,148</u>	<u>6,606</u>	<u>6,687</u>	<u>6,265</u>
Traditional Variable Annuities									
Account value, net of reinsurance, beginning of the period	1,703	1,819	1,766	1,766	1,735	2,012	2,096	2,078	2,078
Deposits	4	3	3	10	3	4	3	17	27
Surrenders, benefits and product charges	(72)	(81)	(89)	(242)	(82)	(73)	(100)	(88)	(343)
Net flows	(68)	(78)	(86)	(232)	(79)	(69)	(97)	(71)	(316)
Interest credited and investment performance	80	(38)	139	181	110	(208)	13	89	4
Account value, net of reinsurance, end of the period	<u>1,715</u>	<u>1,703</u>	<u>1,819</u>	<u>1,715</u>	<u>1,766</u>	<u>1,735</u>	<u>2,012</u>	<u>2,096</u>	<u>1,766</u>
Variable Life Insurance									
Account value, beginning of the period	293	305	284	284	272	314	319	313	313
Deposits	2	2	3	7	2	3	3	3	11
Surrenders, benefits and product charges	(12)	(10)	(8)	(30)	(8)	(12)	(11)	(11)	(42)
Net flows	(10)	(8)	(5)	(23)	(6)	(9)	(8)	(8)	(31)
Interest credited and investment performance	11	(4)	26	33	18	(33)	3	14	2
Account value, end of the period	<u>294</u>	<u>293</u>	<u>305</u>	<u>294</u>	<u>284</u>	<u>272</u>	<u>314</u>	<u>319</u>	<u>284</u>
Total Variable Annuities	<u><u>\$8,270</u></u>	<u><u>\$8,225</u></u>	<u><u>\$8,522</u></u>	<u><u>\$8,270</u></u>	<u><u>\$8,315</u></u>	<u><u>\$8,155</u></u>	<u><u>\$8,932</u></u>	<u><u>\$9,102</u></u>	<u><u>\$ 8,315</u></u>
Guaranteed Investment Contracts, Funding Agreements Backing Notes and Funding Agreements:									
Account value, beginning of period	\$2,221	\$2,594	\$2,623	\$2,623	\$2,717	\$3,043	\$3,317	\$3,717	\$ 3,717
Deposits	84	—	—	84	—	—	—	—	—
Surrenders and benefits	(26)	(385)	(55)	(466)	(111)	(341)	(312)	(435)	(1,199)
Net flows	58	(385)	(55)	(382)	(111)	(341)	(312)	(435)	(1,199)
Interest credited	17	18	21	56	21	24	28	33	106
Foreign currency translation	1	(6)	5	—	(4)	(9)	10	2	(1)
Account value, end of period	<u>\$2,297</u>	<u>\$2,221</u>	<u>\$2,594</u>	<u>\$2,297</u>	<u>\$2,623</u>	<u>\$2,717</u>	<u>\$3,043</u>	<u>\$3,317</u>	<u>\$ 2,623</u>

Corporate and Other

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GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

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

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
REVENUES:									
Premiums	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —
Net investment income	3	16	—	19	13	2	18	(1)	32
Net investment gains (losses)	(4)	—	(35)	(39)	(32)	(11)	(3)	(14)	(60)
Insurance and investment product fees and other	35	24	21	80	14	13	6	7	40
Total revenues	34	40	(14)	60	(5)	4	21	(8)	12
BENEFITS AND EXPENSES:									
Benefits and other changes in policy reserves	—	—	—	—	—	—	—	—	—
Interest credited	—	—	—	—	—	—	—	—	—
Acquisition and operating expenses, net of deferrals	34	28	30	92	25	14	9	2	50
Amortization of deferred acquisition costs and intangibles	3	3	3	9	3	3	3	3	12
Goodwill impairment	—	—	—	—	29	—	—	—	29
Interest expense	82	84	62	228	81	82	86	82	331
Total benefits and expenses	119	115	95	329	138	99	98	87	422
LOSS BEFORE INCOME TAXES	(85)	(75)	(109)	(269)	(143)	(95)	(77)	(95)	(410)
Provision (benefit) for income taxes	(35)	(31)	(37)	(103)	(102)	(30)	17	(18)	(133)
NET LOSS	(50)	(44)	(72)	(166)	(41)	(65)	(94)	(77)	(277)
ADJUSTMENTS TO NET LOSS:									
Net investment (gains) losses, net of taxes and other adjustments	2	—	23	25	19	9	2	8	38
Goodwill impairment, net of taxes	—	—	—	—	19	—	—	—	19
NET OPERATING LOSS	<u>\$ (48)</u>	<u>\$ (44)</u>	<u>\$ (49)</u>	<u>\$ (141)</u>	<u>\$ (3)</u>	<u>\$ (56)</u>	<u>\$ (92)</u>	<u>\$ (69)</u>	<u>\$ (220)</u>
<i>Effective tax rate (operating loss)</i>	40.1%	41.8%	34.1%	38.7%	96.7%	31.8%	-23.8%	15.5%	31.6%

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

Additional Financial Data

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

Investments Summary
(amounts in millions)

	September 30, 2012		June 30, 2012		March 31, 2012		December 31, 2011		September 30, 2011	
	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	\$ 37,335	48%	\$ 35,553	46%	\$ 34,598	46%	\$ 34,770	46%	\$ 34,689	46%
Private fixed maturity securities	10,306	13	10,119	13	9,992	13	9,480	12	9,309	12
Residential mortgage-backed securities ⁽¹⁾	5,489	7	5,377	7	5,250	7	5,129	7	4,747	6
Commercial mortgage-backed securities	2,902	4	2,900	4	2,987	4	3,045	4	3,139	4
Other asset-backed securities	2,685	3	2,531	3	2,396	3	2,516	3	2,030	3
Tax-exempt	302	—	310	1	341	1	503	1	693	1
Non-investment grade fixed maturity securities	3,195	4	3,001	4	2,968	4	2,852	4	3,209	4
Equity securities:										
Common stocks and mutual funds	410	1	374	1	384	1	306	—	284	—
Preferred stocks	114	—	57	—	50	—	55	—	70	—
Commercial mortgage loans	5,861	8	5,875	8	6,030	8	6,092	8	6,271	8
Restricted commercial mortgage loans related to securitization entities	359	—	382	—	392	1	411	1	430	1
Policy loans	1,626	2	1,619	2	1,555	2	1,549	2	1,556	2
Cash, cash equivalents and short-term investments	3,875	5	4,150	5	4,404	6	5,145	7	3,822	5
Securities lending	181	—	175	—	93	—	406	1	204	—
Other invested assets:										
Limited partnerships	344	—	357	—	352	—	344	—	355	1
Derivatives:										
LTC forward starting swap—cash flow	614	1	801	1	252	—	648	1	1,515	2
Other cash flow	1	—	3	—	1	—	—	—	—	—
Fair value	48	—	54	—	69	—	75	—	93	—
Equity index options—non-qualified	24	—	31	—	21	—	55	—	62	—
LTC swaptions—non-qualified	—	—	—	—	—	—	—	—	—	—
Other non-qualified	697	1	710	1	516	1	707	1	745	1
Trading portfolio	690	1	752	1	770	1	788	1	639	1
Counterparty collateral	1,010	1	1,218	2	589	1	1,023	1	1,733	2
Restricted other invested assets related to securitization entities	393	1	391	1	384	1	377	—	377	1
Other	173	—	135	—	121	—	116	—	106	—
Total invested assets and cash	\$ 78,634	100%	\$ 76,875	100%	\$ 74,515	100%	\$ 76,392	100%	\$ 76,078	100%
Public Fixed Maturity Securities—Credit Quality:										
Rating Agency Designation										
AAA	\$ 17,864	37%	\$ 17,055	37%	\$ 16,612	37%	\$ 17,179	38%	\$ 17,035	38%
AA	4,709	10	4,498	10	4,574	10	4,666	10	5,038	11
A	13,311	28	13,083	28	12,542	28	12,577	28	12,499	28
BBB	10,372	21	9,759	21	9,638	21	9,334	21	8,721	19
BB	1,280	3	1,205	3	1,173	3	1,102	2	1,206	3
B	145	—	160	—	150	—	142	—	233	—
CCC and lower	456	1	408	1	424	1	420	1	449	1
Total public fixed maturity securities	\$ 48,137	100%	\$ 46,168	100%	\$ 45,113	100%	\$ 45,420	100%	\$ 45,181	100%
Private Fixed Maturity Securities—Credit Quality:										
Rating Agency Designation										
AAA	\$ 1,657	12%	\$ 1,649	12%	\$ 1,581	12%	\$ 1,754	14%	\$ 1,305	10%
AA	1,349	10	1,170	9	1,122	8	1,079	8	1,072	9
A	4,164	29	4,238	31	4,290	32	3,993	31	4,087	32
BBB	5,593	40	5,338	39	5,205	39	4,861	38	4,850	39
BB	974	7	906	7	966	7	929	7	974	8
B	187	1	171	1	119	1	125	1	168	1
CCC and lower	153	1	151	1	136	1	134	1	179	1
Total private fixed maturity securities	\$ 14,077	100%	\$ 13,623	100%	\$ 13,419	100%	\$ 12,875	100%	\$ 12,635	100%

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

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

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

	September 30, 2012		June 30, 2012		March 31, 2012		December 31, 2011		September 30, 2011	
	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	\$ 5,503	9%	\$ 4,985	8%	\$ 4,574	8%	\$ 4,863	8%	\$ 4,825	8%
Tax-exempt	302	1	310	1	341	—	503	1	693	1
Foreign government	2,574	4	2,505	4	2,291	4	2,211	4	2,165	4
U.S. corporate	26,306	42	25,545	43	25,207	43	25,258	43	25,368	44
Foreign corporate	15,368	25	14,585	24	14,442	25	13,757	24	13,705	24
Residential mortgage-backed securities	6,119	10	5,976	10	5,852	10	5,695	10	5,380	9
Commercial mortgage-backed securities	3,286	5	3,268	6	3,346	6	3,400	6	3,543	6
Other asset-backed securities	2,756	4	2,617	4	2,479	4	2,608	4	2,137	4
Total fixed maturity securities	\$ 62,214	100%	\$ 59,791	100%	\$ 58,532	100%	\$ 58,295	100%	\$ 57,816	100%
Corporate Bond Holdings—Industry Sector:										
Investment Grade:										
Finance and insurance	\$ 8,063	20%	\$ 8,028	21%	\$ 8,138	21%	\$ 7,919	21%	\$ 8,119	22%
Utilities and energy	9,265	23	8,965	23	8,752	23	8,653	23	8,608	23
Consumer—non-cyclical	5,065	13	4,917	13	4,778	13	4,662	12	4,569	12
Consumer—cyclical	2,222	6	2,249	6	2,183	6	2,088	6	1,976	5
Capital goods	2,515	6	2,413	6	2,345	6	2,388	6	2,485	7
Industrial	2,434	6	2,341	6	2,267	6	2,149	6	1,995	5
Technology and communications	2,792	7	2,629	7	2,630	7	2,522	7	2,443	7
Transportation	1,566	4	1,454	4	1,435	4	1,445	4	1,403	4
Other	5,786	15	5,322	14	5,331	14	5,520	15	5,580	15
Subtotal	39,708	100%	38,318	100%	37,859	100%	37,346	100%	37,178	100%
Non-Investment Grade:										
Finance and insurance	460	23%	414	23%	348	20%	290	17%	375	20%
Utilities and energy	429	22	381	21	396	22	340	21	322	17
Consumer—non-cyclical	160	8	135	7	142	8	132	8	166	9
Consumer—cyclical	95	5	76	4	76	4	72	4	106	5
Capital goods	287	14	310	17	303	17	303	18	335	17
Industrial	290	15	269	15	280	16	286	17	318	17
Technology and communications	171	9	140	8	165	9	159	10	168	9
Transportation	58	3	59	3	60	3	68	4	88	5
Other	16	1	28	2	20	1	19	1	17	1
Subtotal	1,966	100%	1,812	100%	1,790	100%	1,669	100%	1,895	100%
Total	\$ 41,674	100%	\$ 40,130	100%	\$ 39,649	100%	\$ 39,015	100%	\$ 39,073	100%
Fixed Maturity Securities—Contractual Maturity Dates:										
Due in one year or less	\$ 3,097	5%	\$ 3,054	5%	\$ 2,958	5%	\$ 2,756	5%	\$ 2,720	5%
Due after one year through five years	11,162	18	10,765	18	11,183	19	11,225	19	11,172	19
Due after five years through ten years	12,009	19	11,569	19	11,066	19	10,472	18	10,612	18
Due after ten years	23,785	38	22,542	38	21,648	37	22,139	38	22,252	39
Subtotal	50,053	80	47,930	80	46,855	80	46,592	80	46,756	81
Mortgage and asset-backed securities	12,161	20	11,861	20	11,677	20	11,703	20	11,060	19
Total fixed maturity securities	\$ 62,214	100%	\$ 59,791	100%	\$ 58,532	100%	\$ 58,295	100%	\$ 57,816	100%

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

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

	September 30, 2012		June 30, 2012		March 31, 2012		December 31, 2011		September 30, 2011	
	Carrying Amount	% of Total	Carrying Amount	% of Total	Carrying Amount	% of Total	Carrying Amount	% of Total	Carrying Amount	% of Total
Geographic Region										
South Atlantic	\$ 1,619	27%	\$ 1,640	28%	\$ 1,629	27%	\$ 1,631	27%	\$ 1,624	27%
Pacific	1,526	26	1,486	25	1,504	25	1,539	25	1,598	25
Middle Atlantic	710	12	715	12	750	12	734	12	810	13
East North Central	513	9	528	9	544	9	557	9	568	9
Mountain	442	7	461	8	482	8	497	8	500	8
New England	342	6	344	6	385	6	388	6	390	6
West North Central	339	6	320	5	332	5	337	5	344	5
West South Central	260	4	269	4	293	5	298	5	329	5
East South Central	152	3	155	3	157	3	159	3	158	2
Subtotal	5,903	100%	5,918	100%	6,076	100%	6,140	100%	6,321	100%
Allowance for losses	(44)		(46)		(49)		(51)		(54)	
Unamortized fees and costs	2		3		3		3		4	
Total	<u>\$ 5,861</u>		<u>\$ 5,875</u>		<u>\$ 6,030</u>		<u>\$ 6,092</u>		<u>\$ 6,271</u>	
Property Type										
Retail	\$ 1,882	32%	\$ 1,899	32%	\$ 1,907	31%	\$ 1,898	31%	\$ 1,889	30%
Industrial	1,633	27	1,623	27	1,688	28	1,707	28	1,736	28
Office	1,533	26	1,520	26	1,553	26	1,590	26	1,647	26
Apartments	578	10	595	10	626	10	641	10	708	11
Mixed use/other	277	5	281	5	302	5	304	5	341	5
Subtotal	5,903	100%	5,918	100%	6,076	100%	6,140	100%	6,321	100%
Allowance for losses	(44)		(46)		(49)		(51)		(54)	
Unamortized fees and costs	2		3		3		3		4	
Total	<u>\$ 5,861</u>		<u>\$ 5,875</u>		<u>\$ 6,030</u>		<u>\$ 6,092</u>		<u>\$ 6,271</u>	
Allowance for Losses on Commercial Mortgage Loans										
Beginning balance	\$ 46		\$ 49		\$ 51		\$ 54		\$ 57	
Provision	1		—		—		—		—	
Release	(3)		(3)		(2)		(3)		(3)	
Ending balance	<u>\$ 44</u>		<u>\$ 46</u>		<u>\$ 49</u>		<u>\$ 51</u>		<u>\$ 54</u>	

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

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

Loan Size	September 30, 2012		June 30, 2012		March 31, 2012		December 31, 2011		September 30, 2011	
	Principal Balance	% of Total	Principal Balance	% of Total	Principal Balance	% of Total	Principal Balance	% of Total	Principal Balance	% of Total
Under \$5 million	\$ 2,722	46%	\$ 2,583	44%	\$ 2,655	44%	\$ 2,698	44%	\$ 2,810	45%
\$5 million but less than \$10 million	1,521	26	1,512	25	1,540	25	1,540	25	1,600	25
\$10 million but less than \$20 million	1,058	18	1,063	18	1,117	18	1,161	19	1,199	19
\$20 million but less than \$30 million	198	3	247	4	249	4	225	4	305	5
\$30 million and over	404	7	513	9	515	9	516	8	407	6
Subtotal	5,903	100%	5,918	100%	6,076	100%	6,140	100%	6,321	100%
Net premium/discount	—		—		—		—		—	
Total	\$ 5,903		\$ 5,918		\$ 6,076		\$ 6,140		\$ 6,321	

**Commercial Mortgage Loan Information by Vintage as of September 30, 2012
(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	\$ 1,493	674	\$ 2	47%	\$ 4	1	\$ 4
2005	1,241	287	\$ 4	60%	20	4	\$ 5
2006	1,169	266	\$ 4	68%	16	2	\$ 8
2007	1,013	170	\$ 6	72%	2	2	\$ 1
2008	262	56	\$ 5	72%	4	1	\$ 4
2009	—	—	\$ —	—%	—	—	\$ —
2010	99	17	\$ 6	58%	—	—	\$ —
2011	289	55	\$ 5	63%	—	—	\$ —
2012	337	58	\$ 6	67%	—	—	\$ —
Total	\$ 5,903	1,583	\$ 4	61%	\$ 46	10	\$ 5

⁽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, 2012.

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

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

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
GAAP Net Investment Income									
Fixed maturity securities—taxable	\$ 659	\$ 669	\$ 660	\$1,988	\$ 665	\$ 669	\$ 693	\$ 670	\$2,697
Fixed maturity securities—non-taxable	2	3	4	9	6	8	10	11	35
Commercial mortgage loans	87	85	84	256	92	89	92	92	365
Restricted commercial mortgage loans related to securitization entities	8	7	9	24	10	11	9	10	40
Equity securities	4	6	4	14	3	3	10	3	19
Other invested assets	46	36	43	125	36	31	38	30	135
Limited partnerships	2	20	10	32	(5)	11	17	4	27
Restricted other invested assets related to securitization entities	—	—	—	—	—	—	—	—	—
Policy loans	31	31	31	93	31	30	30	29	120
Cash, cash equivalents and short-term investments	8	10	10	28	13	12	6	6	37
Gross investment income before expenses and fees	847	867	855	2,569	851	864	905	855	3,475
Expenses and fees	(22)	(21)	(23)	(66)	(24)	(22)	(24)	(25)	(95)
Net investment income	<u>\$ 825</u>	<u>\$ 846</u>	<u>\$ 832</u>	<u>\$2,503</u>	<u>\$ 827</u>	<u>\$ 842</u>	<u>\$ 881</u>	<u>\$ 830</u>	<u>\$3,380</u>
Annualized Yields									
Fixed maturity securities—taxable	4.8%	4.9%	4.9%	4.8%	4.9%	5.0%	5.2%	5.0%	5.0%
Fixed maturity securities—non-taxable	2.4%	3.3%	3.4%	3.0%	3.6%	3.8%	4.1%	4.2%	4.0%
Commercial mortgage loans	5.9%	5.7%	5.5%	5.7%	6.0%	5.6%	5.6%	5.5%	5.7%
Restricted commercial mortgage loans related to securitization entities	8.6%	7.6%	9.0%	8.3%	9.5%	10.1%	7.8%	7.6%	8.8%
Equity securities	3.5%	5.7%	4.1%	4.4%	3.4%	3.4%	11.7%	3.2%	5.4%
Other invested assets	19.8%	13.9%	15.8%	16.5%	14.3%	13.4%	15.8%	11.7%	13.6%
Limited partnerships ⁽¹⁾	2.3%	22.6%	11.5%	12.2%	-5.7%	12.6%	19.9%	5.1%	7.8%
Restricted other invested assets related to securitization entities	0.2%	0.1%	— %	— %	— %	0.2%	0.2%	0.3%	— %
Policy loans	7.6%	7.8%	8.0%	7.8%	8.0%	7.7%	7.9%	8.0%	7.9%
Cash, cash equivalents and short-term investments	0.8%	0.9%	0.8%	0.8%	1.2%	1.4%	0.7%	0.7%	1.0%
Gross investment income before expenses and fees	4.9%	5.0%	4.9%	4.9%	4.9%	5.0%	5.3%	5.0%	5.0%
Expenses and fees	-0.2%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.2%	-0.2%	-0.1%
Net investment income	<u>4.7%</u>	<u>4.9%</u>	<u>4.8%</u>	<u>4.8%</u>	<u>4.8%</u>	<u>4.9%</u>	<u>5.1%</u>	<u>4.8%</u>	<u>4.9%</u>

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 2012

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

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
Net realized gains (losses) on available-for-sale securities:									
Fixed maturity securities:									
U.S. corporate	\$ 5	\$ (1)	\$ 8	\$ 12	\$ 15	\$ 4	\$ 1	\$ (3)	\$ 17
U.S. government, agencies and government-sponsored enterprises	2	2	2	6	5	1	—	3	9
Foreign corporate	1	1	1	3	(3)	17	(8)	(1)	5
Foreign government	2	2	1	5	1	3	2	—	6
Tax-exempt	(1)	1	(1)	(1)	7	1	(1)	—	7
Mortgage-backed securities	(1)	(2)	(2)	(5)	(8)	(2)	(1)	(2)	(13)
Asset-backed securities	(1)	—	1	—	(1)	—	(1)	—	(2)
Equity securities	3	—	—	3	2	—	1	2	5
Foreign exchange	—	—	—	—	(1)	(1)	1	—	(1)
Total net realized gains (losses) on available-for-sale securities	<u>10</u>	<u>3</u>	<u>10</u>	<u>23</u>	<u>17</u>	<u>23</u>	<u>(6)</u>	<u>(1)</u>	<u>33</u>
Impairments:									
Sub-prime residential mortgage-backed securities	(8)	(2)	(2)	(12)	(2)	(1)	(3)	(6)	(12)
Alt-A residential mortgage-backed securities	(4)	(7)	(3)	(14)	(3)	(2)	(2)	(4)	(11)
Total sub-prime and Alt-A residential mortgage-backed securities	(12)	(9)	(5)	(26)	(5)	(3)	(5)	(10)	(23)
Prime residential mortgage-backed securities	(1)	(3)	—	(4)	(1)	(3)	(2)	(3)	(9)
Other mortgage-backed securities	(1)	(1)	(1)	(3)	(3)	—	—	—	(3)
Commercial mortgage-backed securities	(3)	(3)	(3)	(9)	(3)	(1)	(4)	—	(8)
Corporate fixed maturity securities	—	(10)	—	(10)	—	(27)	—	(9)	(36)
Limited partnerships	—	(1)	—	(1)	—	—	(1)	—	(1)
Commercial mortgage loans	(2)	—	(1)	(3)	—	—	(4)	(1)	(5)
Total impairments	<u>(19)</u>	<u>(27)</u>	<u>(10)</u>	<u>(56)</u>	<u>(12)</u>	<u>(34)</u>	<u>(16)</u>	<u>(23)</u>	<u>(85)</u>
Net unrealized gains (losses) on trading securities	9	22	(17)	14	(6)	7	9	7	17
Derivative instruments	(2)	(18)	17	(3)	2	(50)	(10)	(6)	(64)
Commercial mortgage loans held-for-sale market valuation allowance	1	1	2	4	2	2	1	(1)	4
Contingent purchase price valuation change	(5)	—	(1)	(6)	(1)	(15)	(1)	—	(17)
Net gains (losses) related to securitization entities	12	(3)	22	31	3	(37)	(3)	6	(31)
Other	—	—	—	—	(1)	1	—	—	—
Net investment gains (losses), net of taxes	6	(22)	23	7	4	(103)	(26)	(18)	(143)
Adjustment for DAC and other intangible amortization and certain benefit reserves, net of taxes	(6)	3	(5)	(8)	(3)	26	3	3	29
Adjustment for net investment (gains) losses attributable to noncontrolling interests, net of taxes	(1)	—	(2)	(3)	—	(1)	—	(1)	(2)
Net investment gains (losses), net of taxes and other adjustments	<u>\$ (1)</u>	<u>\$ (19)</u>	<u>\$ 16</u>	<u>\$ (4)</u>	<u>\$ 1</u>	<u>\$ (78)</u>	<u>\$ (23)</u>	<u>\$ (16)</u>	<u>\$ (116)</u>

Reconciliations of Non-GAAP Measures

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

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

Twelve Month Rolling Average ROE

	Twelve months ended				
	September 30, 2012	June 30, 2012	March 31, 2012	December 31, 2011	September 30, 2011
GAAP Basis ROE					
Net income (loss) available to Genworth Financial, Inc.'s common stockholders for the twelve months ended ⁽¹⁾	\$ 299	\$ 249	\$ 37	\$ 49	\$ (302)
Quarterly average Genworth Financial, Inc.'s stockholders' equity, excluding accumulated other comprehensive income (loss) ⁽²⁾	\$ 11,069	\$ 11,004	\$ 10,973	\$ 10,945	\$ 10,969
GAAP Basis ROE ⁽¹⁾ divided by ⁽²⁾	2.7%	2.3%	0.3%	0.4%	-2.8%
Operating ROE					
Net operating income (loss) for the twelve months ended ⁽¹⁾	\$ 356	\$ 297	\$ 104	\$ 148	\$ (159)
Quarterly average Genworth Financial, Inc.'s stockholders' equity, excluding accumulated other comprehensive income (loss) ⁽²⁾	\$ 11,069	\$ 11,004	\$ 10,973	\$ 10,945	\$ 10,969
Operating ROE ⁽¹⁾ divided by ⁽²⁾	3.2%	2.7%	0.9%	1.4%	-1.4%

Quarterly Average ROE

	Three months ended				
	September 30, 2012	June 30, 2012	March 31, 2012	December 31, 2011	September 30, 2011
GAAP Basis ROE					
Net income (loss) available to Genworth Financial, Inc.'s common stockholders for the period ended ⁽³⁾	\$ 34	\$ 76	\$ 47	\$ 142	\$ (16)
Average Genworth Financial, Inc.'s stockholders' equity for the period, excluding accumulated other comprehensive income (loss) ⁽⁴⁾	\$ 11,184	\$ 11,123	\$ 11,052	\$ 10,947	\$ 10,877
Annualized GAAP Quarterly Basis ROE ⁽³⁾ divided by ⁽⁴⁾	1.2%	2.7%	1.7%	5.2%	-0.6%
Operating ROE					
Net operating income (loss) for the period ended ⁽³⁾	\$ 121	\$ 80	\$ 31	\$ 124	\$ 62
Quarterly average Genworth Financial, Inc.'s stockholders' equity for the period, excluding accumulated other comprehensive income (loss) ⁽⁴⁾	\$ 11,184	\$ 11,123	\$ 11,052	\$ 10,947	\$ 10,877
Annualized Operating Quarterly Basis ROE ⁽³⁾ divided by ⁽⁴⁾	4.3%	2.9%	1.1%	4.5%	2.3%

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).

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012

Reconciliation of Expense Ratio
(amounts in millions)

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
GAAP Basis Expense Ratio									
Acquisition and operating expenses, net of deferrals ⁽¹⁾	\$ 504	\$ 502	\$ 530	\$1,536	\$ 569	\$ 581	\$ 581	\$ 563	\$ 2,294
Total revenues ⁽²⁾	\$2,536	\$2,523	\$2,426	\$7,485	\$2,624	\$2,521	\$2,655	\$2,568	\$10,368
Expense ratio ⁽¹⁾ divided by ⁽²⁾	19.9%	19.9%	21.8%	20.5%	21.7%	23.0%	21.9%	21.9%	22.1%
GAAP Basis, As Adjusted—Expense Ratio									
Acquisition and operating expenses, net of deferrals	\$ 504	\$ 502	\$ 530	\$1,536	\$ 569	\$ 581	\$ 581	\$ 563	\$ 2,294
Less lifestyle protection insurance business	117	126	127	370	139	143	156	152	590
Less wealth management business	63	64	92	219	93	95	92	92	372
Adjusted acquisition and operating expenses, net of deferrals ⁽³⁾	\$ 324	\$ 312	\$ 311	\$ 947	\$ 337	\$ 343	\$ 333	\$ 319	\$ 1,332
Total revenues	\$2,536	\$2,523	\$2,426	\$7,485	\$2,624	\$2,521	\$2,655	\$2,568	\$10,368
Less lifestyle protection insurance business	198	211	218	627	226	245	281	270	1,022
Less wealth management business	82	122	112	316	114	115	114	110	453
Less net investment gains (losses)	8	(35)	34	7	7	(155)	(41)	(30)	(219)
Adjusted total revenues ⁽⁴⁾	\$2,248	\$2,225	\$2,062	\$6,535	\$2,277	\$2,316	\$2,301	\$2,218	\$ 9,112
Adjusted expense ratio ⁽³⁾ divided by ⁽⁴⁾	14.4%	14.0%	15.1%	14.5%	14.8%	14.8%	14.5%	14.4%	14.6%

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 lifestyle protection insurance and wealth management businesses. The lifestyle protection insurance and wealth management 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 2012**

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

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
Reported premiums	\$1,311	\$1,302	\$1,107	\$3,720	\$1,352	\$1,461	\$1,455	\$1,437	\$5,705
Less U.S. Life Insurance—fixed annuities premiums	26	15	33	74	33	22	20	20	95
Less impact of changes in foreign exchange rates	(34)	(23)	(3)	(60)	7	54	44	10	115
Core premiums	<u>\$1,319</u>	<u>\$1,310</u>	<u>\$1,077</u>	<u>\$3,706</u>	<u>\$1,312</u>	<u>\$1,385</u>	<u>\$1,391</u>	<u>\$1,407</u>	<u>\$5,495</u>
Reported premium percentage change from prior year	-10.3%	-10.5%	-23.0%	-14.5%	-7.8%	1.0%	-1.0%	-2.2%	-2.5%
Core premium percentage change from prior year	-4.8%	-5.8%	-23.5%	-11.4%	-8.2%	-2.2%	-1.6%	3.0%	-2.3%

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 U.S. Life Insurance—fixed annuities business and the impact of changes in foreign exchange rates. The fixed annuities 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.

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

Reconciliation of Core Yield

	2012				2011				
	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
(Assets—amounts in billions)									
Reported—Total Invested Assets and Cash	\$78.6	\$76.9	\$74.5	\$ 78.6	\$76.4	\$76.1	\$71.5	\$71.8	\$ 76.4
Subtract:									
Securities lending	0.2	0.2	0.1	0.2	0.4	0.2	0.6	0.8	0.4
Unrealized gains (losses)	7.3	6.4	4.1	7.3	5.0	5.7	1.7	1.2	5.0
Derivative counterparty collateral	1.0	1.2	0.6	1.0	1.0	1.7	0.7	0.7	1.0
Adjusted end of period invested assets	\$70.1	\$69.1	\$69.7	\$ 70.1	\$70.0	\$68.5	\$68.5	\$69.1	\$ 70.0
(A) Average Invested Assets Used in Reported Yield Calculation	\$69.6	\$69.4	\$69.9	\$ 69.6	\$69.2	\$68.5	\$68.8	\$68.9	\$ 68.9
Subtract:									
Restricted commercial mortgage loans and other invested assets related to securitization entities	0.4	0.3	0.4	0.4	0.4	0.4	0.5	0.5	0.5
(B) Average Invested Assets Used in Core Yield Calculation	69.2	69.1	69.5	69.2	68.8	68.1	68.3	68.4	68.4
Subtract:									
Portfolios supporting floating products and non-recourse funding obligations ⁽¹⁾	6.6	6.8	7.5	7.0	7.9	8.1	8.3	8.6	8.2
(C) Average Invested Assets Used in Core Yield (excl. Floating and Non-Recourse Funding) Calculation	\$62.6	\$62.3	\$62.0	\$ 62.2	\$60.9	\$60.0	\$60.0	\$59.8	\$ 60.2
(Income—amounts in millions)									
(D) Reported—Net Investment Income	\$ 825	\$ 846	\$ 832	\$2,503	\$ 827	\$ 842	\$ 881	\$ 830	\$3,380
Subtract:									
Bond calls and commercial mortgage loan prepayments	14	4	5	23	10	8	16	8	42
Reinsurance ⁽²⁾	19	24	22	65	19	21	36	32	108
Other non-core items ⁽³⁾	3	8	4	15	7	3	15	2	27
Restricted commercial mortgage loans and other invested assets related to securitization entities	6	5	5	16	6	8	5	7	26
(E) Core Net Investment Income	783	805	796	2,384	785	802	809	781	3,177
Subtract:									
Investment income from portfolios supporting floating products and non-recourse funding obligations ⁽¹⁾	29	30	33	92	35	33	37	34	139
(F) Core Net Investment Income (excl. Floating and Non-Recourse Funding)	\$ 754	\$ 775	\$ 763	\$2,292	\$ 750	\$ 769	\$ 772	\$ 747	\$3,038
(D) / (A) Reported Yield	4.74%	4.88%	4.76%	4.79%	4.78%	4.92%	5.12%	4.82%	4.91%
(E) / (B) Core Yield	4.53%	4.66%	4.58%	4.59%	4.56%	4.71%	4.74%	4.57%	4.65%
(F) / (C) Core Yield (excl. Floating and Non-Recourse Funding)	4.82%	4.98%	4.92%	4.91%	4.93%	5.13%	5.15%	5.00%	5.05%

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

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

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) and A.M. Best Company, Inc. (A.M. Best) as follows:

<u>Company</u>	<u>S&P</u>	<u>Moody's</u>	<u>A.M. Best</u>
Genworth Life Insurance Company	A-	A3	A
Genworth Life Insurance Company (short-term rating)	A2	P-1	Not rated
Genworth Life and Annuity Insurance Company	A-	A3	A
Genworth Life and Annuity Insurance Company (short-term rating)	A2	P-1	Not rated
Genworth Life Insurance Company of New York	A-	A3	A

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

<u>Company</u>	<u>S&P</u>
Financial Assurance Company Limited	A-
Financial Insurance Company Limited	A-

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

<u>Company</u>	<u>S&P</u>	<u>Moody's</u>
Genworth Mortgage Insurance Corporation	B	Ba1
Genworth Residential Mortgage Insurance Corporation of NC	B	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

⁽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 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.

**GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2012**

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 “AA” (Very Strong), “A” (Strong), “BBB” (Good) or “B” (Weak) have very strong, strong, good, or weak financial security characteristics, respectively. The “AA,” “A,” “BBB” and “B” ranges are the second-, third-, fourth- and sixth-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-,” “BBB-” and “B” ratings are the fourth-, seventh-, tenth- and fifteenth-highest of S&P’s 21 ratings categories. The short-term “A-2” rating is the second highest rating and shows the capacity to meet financial commitments is satisfactory. 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,” “A3,” “Ba1,” ratings are the fifth-, seventh-, 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) rating is assigned to those companies that have, in its opinion, an excellent ability to meet their ongoing insurance obligations. The “A” (Excellent) rating is the third-highest, of 15 ratings assigned by A.M. Best, which range from “A++” to “F.”

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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