# 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**

**November 5, 2014**
**Date of Report**
**(Date of earliest event reported)**

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

| Delaware | 001-32195 | 80-0873306 |
|---|---|---|
| (State or other jurisdiction of incorporation) | (Commission File Number) | (I.R.S. Employer Identification No.) |

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

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

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

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

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

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

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

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

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

On November 5, 2014, Genworth Financial, Inc. issued (1) a press release announcing its financial results for the quarter ended September 30, 2014, 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, 2014, a copy of which is attached hereto as Exhibit 99.2 and is incorporated herein by reference.

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

**Item 9.01 Financial Statements and Exhibits.**

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

| Exhibit Number | Description of Exhibit |
|---|---|
| 99.1 | Press Release dated November 5, 2014. |
| 99.2 | Financial Supplement for the quarter ended September 30, 2014. |

## SIGNATURES

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

GENWORTH FINANCIAL, INC.

Date: November 5, 2014

By: /s/ Kelly L. Groh

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

## Exhibit Index

| Exhibit Number | Description of Exhibit |
|---|---|
| 99.1 | Press Release dated November 5, 2014. |
| 99.2 | Financial Supplement for the quarter ended September 30, 2014. |

News Release
6620 West Broad Street
Richmond, VA 23230

Genworth

**Genworth Financial Announces Third Quarter 2014 Earnings Results**

Richmond, VA (November 5, 2014) – Genworth Financial, Inc. (NYSE: GNW) today reported results for the period ended September 30, 2014.

**Third Quarter Financial and Operational Developments**

- Completes long term care insurance (LTC) comprehensive claim reserve review, resulting in a reserve increase of $531 million and an after-tax earnings charge of $345 million
- Announces annual goodwill results and records noncash charge of $517 million after-tax
- Solid capital positions retained across all businesses and significant holding company liquidity
- Strong loss performance in Canada and Australia

The company reported a net loss[1] of $844 million, or $1.70 per diluted share, compared with net income of $108 million, or $0.22 per diluted share, in the third quarter of 2013. The net operating loss[2] for the third quarter of 2014 was $317 million, or $0.64 per diluted share, compared with net operating income of $139 million, or $0.28 per diluted share, in the third quarter of 2013. The net loss and net operating loss in the quarter reflected the completion of the company's review of its LTC claim reserves that resulted in an increase to claim reserves of $531 million pre-tax or $345 million after-tax. The net loss in the quarter also reflected the completion of the company's annual goodwill impairment analysis that resulted in after-tax goodwill impairments of $517 million in its life and long term care insurance businesses.

"While we remain encouraged by our Global Mortgage Insurance Division performance, which continues to show strength, we are very disappointed by our U.S. Life Insurance Division results. We continue to believe our LTC strategy is the best option for Genworth, but the turnaround in this business will be more difficult and prolonged because of the poor performance of the older generation products," said Tom McInerney, President and CEO. "Despite this setback, we remain steadfast in our commitment to transform this business."

1 Unless otherwise stated, all references in this press release to net income (loss), net income (loss) 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, 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 (Loss)**

| *(Amounts in millions, except per share)* | Three months ended September 30 (Unaudited) 2014 Total | 2014 Per diluted share | 2013 Total | 2013 Per diluted share | Total % change |
|---|---|---|---|---|---|
| Net income (loss) available to Genworth's common stockholders | $ (844) | $ (1.70) | $ 108 | $ 0.22 | NM [3] |
| Adjustment: Net income attributable to noncontrolling interests in Australia MI | 23 | 0.05 | N/A | N/A | N/A |
| Net income (loss) available to Genworth's common stockholders before net income attributable to noncontrolling interests in Australia MI[2] | $ (821) | $ (1.65) | $ 108 | $ 0.22 | NM [3] |
| Net operating income (loss) | $ (317) | $ (0.64) | $ 139 | $ 0.28 | NM [3] |
| Adjustment: Net operating income attributable to noncontrolling interests in Australia MI | 23 | 0.05 | N/A | N/A | N/A |
| Net operating income (loss) before net operating income attributable to noncontrolling interests in Australia MI[2] | $ (294) | $ (0.59) | $ 139 | $ 0.28 | NM [3] |
| Weighted average diluted shares[4] | 496.6 | | 499.3 | | |
| Book value per share | $ 30.54 | | $ 29.55 | | |
| Book value per share, excluding accumulated other comprehensive income (loss) | $ 22.62 | | $ 23.60 | | |

During the third quarter of 2014, the company completed its annual goodwill impairment analysis. As a result of the company's focus on transitioning to higher return permanent products, including universal life, indexed universal life and linked benefit products, which are expected to ramp up over time, and reducing its dependence on lower margin, capital intensive term life insurance products resulting in lower projected overall sales, the company recorded an after-tax goodwill impairment of $350 million in the life insurance business, and has a remaining goodwill balance of $145 million in that business. Additionally, as a result of a reduced overall market size, the company's transition to new products, higher expected use of LTC reinsurance on new business as well as higher expected claim costs, the company recorded an after-tax goodwill impairment of $167 million in the long term care insurance business, and has a remaining goodwill balance of $154 million in that business.

3 The company defines "NM" as not meaningful for increases or decreases greater than 200 percent.

4 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 loss for the three months ended September 30, 2014, the company was required to use basic weighted average common shares outstanding in the calculation of diluted loss per share, as the inclusion of 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 loss during the quarter, dilutive potential weighted average common shares outstanding would have been 502.0 million.

Net investment losses, net of taxes and other adjustments, were $10 million in the quarter, compared to $13 million in the prior year. Total investment impairments, net of taxes, were $4 million in the current quarter and $3 million in the prior year.

On May 21, 2014, the company completed the minority initial public offering (IPO) of 33.8 percent of its Australian mortgage insurance (MI) business and as a result, net income attributable to noncontrolling interests in the Australian MI business was $23 million in the current quarter and $11 million in the prior quarter. The company's net loss before net income attributable to noncontrolling interests in the Australia MI business was $821 million, or $1.65 per diluted share, in the third quarter of 2014 compared with net income available to Genworth's common stockholders of $108 million, or $0.22 per diluted share, in the third quarter of 2013. The company's net operating loss before net operating income attributable to noncontrolling interests in the Australia MI business for the third quarter of 2014 was $294 million, or $0.59 per diluted share, compared with net operating income of $139 million, or $0.28 per diluted share, in the third quarter of 2013.

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

**Net Operating Income (Loss)**

| *(Amounts in millions)* | Q3 14 | Q2 14 | Q3 13 |
|---|---|---|---|
| U.S. Life Insurance Division: | | | |
| U.S. Life Insurance | $ (322) | $ 69 | $ 111 |
| **Total U.S. Life Insurance Division** | **(322)** | **69** | **111** |
| Global Mortgage Insurance Division: | | | |
| International Mortgage Insurance | 87[5] | 97[5] | 90 |
| U.S. Mortgage Insurance (U.S. MI) | (2) | 39 | (3) |
| **Total Global Mortgage Insurance Division** | **85** | **136** | **87** |
| Corporate and Other Division: | | | |
| International Protection | 3 | 2 | 4 |
| Runoff | 5 | 15 | 25 |
| Corporate and Other | (88) | (64) | (88) |
| **Total Corporate and Other Division** | **(80)** | **(47)** | **(59)** |
| **Total Net Operating Income (Loss)** | **$ (317)** | **$ 158** | **$ 139** |

Net operating income (loss) excludes net investment gains (losses), goodwill impairments, gains (losses) on the sale of businesses, gains (losses) on the early extinguishment of debt, gains (losses) on insurance block transactions 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.

5 Excludes net income attributable to noncontrolling interests in the Australia MI business of $23 million and $11 million, respectively, in the third quarter of 2014 and second quarter of 2014 related to the Australia MI IPO completed on May 21, 2014.

Unless specifically noted in the discussion of results for the International Mortgage Insurance and International Protection segments, references to percentage changes exclude the impact of translating foreign denominated activity into U.S. dollars (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 2014 was a favorable impact of $1 million versus the prior quarter and an unfavorable impact of $1 million versus the prior year.

**U.S. Life Insurance Division**

U.S. Life Insurance Division net operating loss was $322 million, compared with net operating income of $69 million in the prior quarter and $111 million a year ago.

**U.S. Life Insurance Division**
**Net Operating Income (Loss)**

| *(Amounts in millions)* | Q3 14 | Q2 14 | Q3 13 |
|---|---|---|---|
| **U.S. Life Insurance** | | | |
| Life Insurance | $ 13 | $ 39 | $ 54 |
| Long Term Care Insurance | (361) | 6 | 41 |
| Fixed Annuities | 26 | 24 | 16 |
| **Total U.S. Life Insurance** | (322) | 69 | 111 |
| **Total U.S. Life Insurance** | **$ (322)** | **$ 69** | **$ 111** |

**Sales**

| *(Amounts in millions)* | Q3 14 | Q2 14 | Q3 13 |
|---|---|---|---|
| **U.S. Life Insurance** | | | |
| Life Insurance | | | |
| Term Life | $ 13 | $ 14 | $ 5 |
| Term Universal Life | — | — | — |
| Universal Life | 11 | 7 | 5 |
| Linked Benefits | 4 | 5 | 2 |
| Long Term Care Insurance | | | |
| Individual | 28 | 24 | 37 |
| Group | 1 | 2 | 3 |
| Fixed Annuities | 371 | 429 | 760 |

**Account Value**

| *(Amounts in millions)* | Q3 14 | Q2 14 | Q3 13 |
|---|---|---|---|
| Fixed Annuities | $19,156 | $19,209 | $18,367 |

**U.S. Life Insurance Division**

**Key Points**

- U.S. Life Insurance Division net operating loss was $322 million, compared with net operating income of $69 million in the prior quarter and $111 million a year ago. The net operating loss reflects the completion of the company's review of its long term care insurance claim reserves that resulted in an increase to claim reserves of $531 million pre-tax or $345 million after-tax.
- Compared to the prior quarter, sales of life insurance and individual LTC products were higher but fixed annuities were lower.
- The consolidated risk-based capital (RBC) ratio is estimated to be approximately 445 percent[6], down from approximately 490 percent at the end of the second quarter of 2014.
- As of October 31, 2014, 47 states have approved the initial round of premium rate increases as part of the 2012 in force premium rate action. The company continues to expect to achieve $250 to $300 million of premium increases when fully implemented.
- In September 2013, the company announced that it began filing for LTC premium rate increases on certain Privileged Choice® and Classic Select® policies sold between 2003 and 2012. As of October 31, 2014, 22 states have approved these rate increases.

**Life Insurance**

Life insurance net operating income was $13 million, compared with $39 million in the prior quarter and $54 million in the prior year. Mortality performance was $16 million unfavorable compared to the prior quarter and $19 million unfavorable compared to the prior year. Results in the quarter included lower variable investment income, driven mainly by a current quarter impact of $8 million after-tax from prepayment speed assumption updates related to holdings of residential mortgage backed securities. During the quarter, the company performed its annual assumption unlocking of mortality and interest assumptions for its term universal and universal life insurance products, which benefitted earnings in the quarter by $7 million primarily impacting reserves and deferred acquisition costs. Results in the quarter were also negatively impacted by $9 million from charges related to three items, including a reinsurance treaty recapture, an incurred but not reported reserve correction and a deferred premium asset write-off. Prior year results included a net benefit of $17 million from favorable unlocking and other adjustments.

Sales of $28 million increased versus the prior quarter and prior year. The company is transitioning to a broader portfolio of competitive permanent products, with a greater focus on universal life, indexed universal life and linked benefit products. The company has experienced sales growth in these products, along with the industry, and expects sales to continue growing over time. Linked benefit product deposits were $47 million in the quarter, up from $42 million in the prior quarter and $26 million in the prior year.

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6 Company estimate for the third quarter of 2014, due to timing of the filing of statutory statements.

During the third quarter of 2014, the company completed its annual goodwill impairment analysis. As a result of the company's focus on transitioning to higher return permanent products, including universal life, indexed universal life and linked benefit products, which are expected to ramp up over time, and reducing its dependence on lower margin, capital intensive term life insurance products resulting in lower projected overall sales, the company recorded an after-tax goodwill impairment of $350 million in the life insurance business, and has a remaining goodwill balance of $145 million in that business.

**Long Term Care Insurance**

Long term care insurance net operating loss was $361 million, compared with net operating income of $6 million in the prior quarter and $41 million in the prior year. During the quarter, the company completed a comprehensive review of its long term care insurance claim reserves conducted over the past few months. The company made changes to its assumptions and methodologies primarily impacting claim terminations, most significantly in later duration claims, and benefit utilization reflecting that claimants are staying on claim longer and utilizing more of their available benefits in aggregate than had previously been assumed in the company's reserve calculations. As a result of these changes, claim reserves were increased $531 million pre-tax or $345 million after-tax. Results in the quarter also include an unfavorable $35 million after-tax correction of a claim reserve calculation of benefit utilization for policies with a benefit inflation option.

In the fourth quarter of 2014 the company is conducting its annual review of active life margins and as part of this review it will review the associated assumptions and methodologies. Based on the work done in connection with the recently completed claim reserve review that resulted in changes to claim terminations and benefit utilization assumptions and associated methodologies, the company expects these changes will materially reduce its active life margins. However, the company is developing related management actions, that it expects will offset much, or possibly most, of the reduction on margins from the claim reserve review. Separately, the company tests its acquired LTC blocks for recoverability as part of its loss recognition testing margin review. Given the age of those blocks, the results of this review are less likely to benefit from management actions, and therefore are more likely to be negatively impacted by the updated claim reserve assumptions and methodologies. The company may also make changes to its other active life margin assumptions and methodologies, but currently cannot predict with more specificity the nature, extent or margin impact of any of the assumption and methodology changes it may make in completing its annual margin review, and whether or not the resulting impact will be material.

Results also included lower benefits from premium increases and reduced benefit options of $3 million versus the prior quarter and a favorable benefit of $21 million versus the prior year related to the premium increases approved and implemented to date.

Benefits and other changes in policy reserves increased $376 million after-tax versus the prior quarter and increased $425 million after-tax versus the prior year. Benefits and other changes in policy reserves decreased $9 million after-tax versus the prior quarter primarily from lower incurred losses resulting from higher closed pending claims and increased $54 million after-tax versus the prior year primarily from higher severity and frequency on new claims and higher paid benefits on existing claims, in each case when excluding the after-tax impacts of the increase to claim reserves from the completion of the review of long term care insurance claim reserves, the correction of a calculation of benefit utilization for policies with a benefit inflation option and the reduced benefits options from premium rate increases approved and implemented to date.

Individual LTC sales of $28 million were higher than the prior quarter and lower than the prior year. In July 2014, the company launched its Privileged Choice Flex 3.0 product in 42 states. Sales are expected to trend down in the near term due to the introduction of this higher priced product. The company is evaluating market trends and sales and investing in the development of products that will help expand the market and meet middle income consumer needs. In addition to product development, the company is investing in key distribution and marketing areas to grow profitable new sales over time and better serve the company's distribution partners and their clients.

During the third quarter of 2014, the company completed its annual goodwill impairment analysis. As a result of a smaller overall market size, the company's transition to new products, higher expected use of LTC reinsurance on new business as well as higher expected claim costs, the company recorded an after-tax goodwill impairment of $167 million in the long term care insurance business, and has a remaining goodwill balance of $154 million in that business.

**Fixed Annuities**

Fixed annuities net operating income was $26 million, compared with $24 million in the prior quarter and $16 million in the prior year. Results in the quarter include favorable investment income from bond calls and limited partnerships versus the prior year. Results also reflect spread income from a higher level of customer account values versus the prior year. Sales in the quarter totaled $371 million, down sequentially and versus the prior year given the lower interest rate environment.

**U.S. Life Division Capital**

The consolidated RBC ratio is estimated to be approximately 445 percent[6], down from approximately 490 percent at the end of the second quarter of 2014, and the consolidated U.S. life insurance companies unassigned surplus is estimated to be $290 million[6], down from approximately $560 million at the end of the second quarter of 2014. The review of LTC insurance claim reserves adversely impacted statutory capital in total by approximately $545 million after-tax, with approximately $260 million after-tax impacting the U.S. life insurance companies.

### Global Mortgage Insurance Division

Global Mortgage Insurance Division had net operating income of $85 million, compared with $136 million in the prior quarter and $87 million a year ago.

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

| | Q3 14 | Q2 14 | Q3 13 |
|---|---|---|---|
| **International Mortgage Insurance** | | | |
| Canada | $ 46 | $ 47 | $ 41 |
| Australia | 48 [5] | 57 [5] | 61 |
| Other Countries | (7) | (7) | (12) |
| **Total International Mortgage Insurance** | 87 | 97 | 90 |
| **U.S. Mortgage Insurance** | (2) | 39 | (3) |
| **Total Global Mortgage Insurance** | **$ 85** | **$ 136** | **$ 87** |

**Sales**
*(Amounts in billions)*

| | Q3 14 | Q2 14 | Q3 13 |
|---|---|---|---|
| **International Mortgage Insurance** | | | |
| Flow | | | |
| Canada | $ 6.8 | $ 5.0 | $ 6.0 |
| Australia | 8.1 | 7.9 | 8.0 |
| Other Countries | 0.4 | 0.5 | 0.5 |
| Bulk | | | |
| Canada | 5.6 | 7.5 | 3.9 |
| Australia | 1.0 | — | 0.1 |
| Other Countries | — | — | — |
| **U.S. Mortgage Insurance** | | | |
| Primary Flow | 7.5 | 6.1 | 6.4 |
| Primary Bulk | — | — | — |

### International Mortgage Insurance Segment

**Key Points**

- Reported International Mortgage Insurance segment net operating income was $87 million, compared with $97 million in the prior quarter and $90 million a year ago. Results in the quarter reflected a $12 million decrease in net operating income versus the prior quarter and a $23 million decrease versus the prior year as a result of the minority IPO of 33.8 percent of the Australia MI business which was completed on May 21, 2014. Results were impacted by favorable taxes of $10 million versus the prior year. The loss ratio in both Canada and Australia was 21 percent for the quarter.

- In Canada, flow new insurance written (NIW) was up 34 percent[7] sequentially and up 18 percent[7] year over year. In addition, in the current quarter, the company completed $5.6 billion of bulk transactions, consisting of low loan-to-value prime loans.
- In Australia, flow NIW was up one percent[7] sequentially and flat[7] year over year. In addition, in the current quarter, the company completed a $1.0 billion bulk transaction, consisting of low loan-to-value prime loans.
- The Canadian and Australian businesses continue to maintain sound capital positions.

**Canada Mortgage Insurance**

Canada reported net operating income of $46 million versus $47 million in the prior quarter and $41 million in the prior year. The loss ratio in the quarter was 21 percent, up nine points from the prior quarter from higher new delinquencies, net of cures, and down one point from the prior year reflecting the strong credit quality of recent books and the overall stable economic environment. Results included more favorable taxes of $7 million versus the prior year and lower expenses versus the prior quarter and prior year. Flow NIW was up 34 percent[7] sequentially primarily from a seasonally larger originations market and up 18 percent[7] year over year from a larger originations market. In addition, the company completed several bulk transactions in the quarter of approximately $5.6 billion in total, consisting of low loan-to-value prime loans, reflecting its selective participation in this market. At quarter end, the Canada mortgage insurance business had a minimum capital test (MCT) ratio of 224 percent[6], in excess of the targeted level.

**Australia Mortgage Insurance**

Australia reported net operating income of $48 million versus $57 million in the prior quarter and $61 million in the prior year. Results in the quarter reflected a $12 million decrease in net operating income versus the prior quarter and a $23 million decrease versus the prior year as a result of the minority IPO of 33.8 percent of the Australia MI business, which was completed on May 21, 2014. The loss ratio in the quarter was 21 percent, down two points sequentially from seasonally lower new delinquencies and strong cure rates as home prices increased during the quarter and down 10 points from the prior year primarily from lower paid claims and the overall stable economic environment. Flow NIW was up one percent[7] sequentially and flat[7] year over year. In addition, the company completed a bulk transaction in the quarter, consisting of approximately $1.0 billion low loan-to-value prime loans, reflecting its selective participation in this market. At quarter end, the Australia mortgage insurance business had a prescribed capital amount (PCA) ratio of 156 percent[6], in excess of the targeted range.

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7 Percent change excludes the impact of foreign exchange.

**Other Countries Mortgage Insurance**

Other Countries had a net operating loss of $7 million, compared to net operating losses of $7 million in the prior quarter and $12 million in the prior year.

**U.S. Mortgage Insurance Segment**

**Key Points**

- U.S. MI net operating loss was $2 million, compared with net operating income of $39 million in the prior quarter and a net operating loss of $3 million in the prior year. Results in the current quarter included $34 million of after-tax accruals recorded principally in connection with the settlement agreement with Bank of America as well as discussions with another servicer in an effort to resolve pending disputes over loss mitigation activities. The loss ratio in the quarter was 97 percent. Results in the quarter also included $4 million of favorable tax benefits from a prior year true-up.
- Flow NIW increased 23 percent from the prior quarter and increased 17 percent from the prior year to $7.5 billion.
- The risk-to-capital ratio for Genworth Mortgage Insurance Corporation (GMICO) is estimated at 14.8:1[6] and the combined risk-to-capital ratio is estimated at 15.4:1[6] as of September 30, 2014.

Total flow delinquencies decreased three percent sequentially and 25 percent versus the prior year. New flow delinquencies increased approximately nine percent from the prior quarter from normal seasonal variation and decreased approximately 19 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 $30,700, up slightly from the prior quarter.

Total losses were up $79 million versus the prior quarter reflecting pre-tax accruals of approximately $53 million principally in connection with the settlement agreement with Bank of America as well as discussions with another servicer in an effort to resolve pending disputes over loss mitigation activities. Subject to consent by the government sponsored enterprises (GSEs), the settlement agreement with Bank of America to resolve claims curtailment together with the rescission settlement agreement previously executed will resolve the pending arbitrations. Versus the prior quarter, losses were also impacted from seasonally higher new delinquency development and less favorable net cures and aging of existing delinquencies. The charges of $53 million pre-tax increased the loss ratio by 37 percentage points in the quarter. Loss mitigation savings were $67 million in the quarter.

Flow NIW of $7.5 billion increased 23 percent from the prior quarter and increased 17 percent versus the prior year primarily from a larger purchase origination market and market share gains. Overall private mortgage insurance market penetration was up approximately one point compared with the prior quarter and up approximately four points year over year as the originations market shifted from refinances to a purchase market. The company's estimate of its market share at the end of the quarter is approximately 15 percent. Flow persistency was 80 percent. In addition, the Home Affordable Refinance Program (HARP) accounted for about $0.3 billion in the quarter of insurance that is treated as a modification of the coverage on existing insurance in force rather than NIW, bringing the total current risk-in-force under the HARP program to $4.9 billion.

The combined U.S. MI statutory risk-to-capital ratio is estimated at 15.4:1[6] at the end of the third quarter with the risk-to-capital ratio for GMICO estimated at 14.8:1[6].

On July 10, 2014, the Federal Housing Finance Agency (FHFA) released publicly a draft of the revised GSE private mortgage insurer eligibility requirements (PMIERs guidelines). The company currently intends that its U.S. mortgage insurance business will meet the additional capital requirements contained in the PMIERs guidelines by the anticipated effective date of June 30, 2015, primarily through reinsurance (or similar) transactions, together with cash available at the holding company. The company will seek to utilize the transition period provided for in the draft guidelines if it does not comply by the anticipated effective date (subject to GSE approval). The company and its U.S. MI business believe that they are well positioned to meet the draft version of the operational and financial requirements contained in the guidelines within the prescribed transition period and expect the business to maintain its strong presence in the private mortgage insurance market.

The company previously disclosed its preliminary estimates of the additional capital required to meet the PMIERs guidelines in their current form and operate its business as being between $450 million and $550 million as of June 30, 2015 and less than $175 million as of December 31, 2016. The company now estimates that the amount of additional capital required to meet these guidelines and operate its business will be between $500 million and $700 million as of June 30, 2015. The revised estimate is a result of, among other factors, changes in the company's estimate of available assets and risk-based required assets amounts as calculated under the PMIERs guidelines due to, among other things, the accrual recorded in connection with the settlement agreement with Bank of America and discussions with another servicer in an effort to resolve pending disputes over loss mitigation activities and declines in the value of the shares of the company's Canadian mortgage insurance subsidiary that are owned by the U.S. mortgage insurance business (primarily as a result of the impact of foreign exchange movements on the value of those shares), as well as changes in calculations and the company's interpretation of the guidelines. The company's estimate is based on the current draft guidelines as it understands them and is subject to change.

The company is no longer estimating, and withdraws its prior estimate of, the amount of additional capital needed as of December 31, 2016 (the end of the proposed transition period for compliance) in order to meet these guidelines and operate its business, both because the company intends to comply with the new PMIERs guidelines by June 30, 2015 and because of the increased uncertainties involved in providing an estimate for such an extended time period.

**Corporate and Other Division**

Corporate and Other Division net operating loss was $80 million, compared with $47 million in the prior quarter and $59 million in the prior year.

**Corporate and Other Division**
**Net Operating Income (Loss)**

| *(Amounts in millions)* | Q3 14 | Q2 14 | Q3 13 |
|---|---|---|---|
| International Protection | $ 3 | $ 2 | $ 4 |
| Runoff | 5 | 15 | 25 |
| Corporate and Other | (88) | (64) | (88) |
| **Total Corporate and Other** | **$ (80)** | **$ (47)** | **$ (59)** |

**Account Value**

| *(Amounts in millions)* | Q3 14 | Q2 14 | Q3 13 |
|---|---|---|---|
| Variable Annuities | $ 7,566 | $ 7,884 | $ 7,966 |
| Guaranteed Investment Contracts, Funding Agreements Backing Notes and Funding Agreements | 526 | 667 | 1,036 |

**International Protection Segment**

International Protection reported net operating income of $3 million, compared with $2 million in the prior quarter and $4 million in the prior year. At quarter end, the lifestyle protection business had a regulatory capital ratio of approximately 352 percent[6], well in excess of regulatory requirements.

**Runoff Segment**

The Runoff segment's net operating income was $5 million, compared with $15 million in the prior quarter and $25 million in the prior year. Results in the current quarter reflect lower equity market performance versus the prior quarter and prior year primarily impacting variable annuity products. Taxes were more favorable in the prior quarter and prior year. Results in the current quarter also include a favorable impact from refinement of deferred acquisition costs assumptions related to the company's annual review of assumptions in variable annuity products.

**Corporate and Other**

Corporate and Other's net operating loss was $88 million, compared with $64 million in the prior quarter and $88 million in the prior year. Results in the current quarter reflect unfavorable taxes versus the prior quarter.

**Investment Portfolio Performance**

Net investment income decreased to $805 million, compared to $813 million in the prior quarter primarily from an unfavorable prepayment speed adjustment on structured securities. The reported yield for the current quarter was approximately 4.57 percent. The core yield[2] was up slightly compared to the prior quarter at approximately 4.46 percent.

Net investment losses, net of taxes and other adjustments, were $10 million in the quarter, compared to $13 million in the prior year. Total investment impairments, net of taxes, were $4 million in the current quarter and $3 million in the prior year.

Net unrealized investment gains were $2.1 billion, net of taxes and other items, as of September 30, 2014 compared with $1.1 billion as of September 30, 2013 and $2.1 billion as of June 30, 2014. The fixed maturity securities portfolio had gross unrealized investment gains of $5.0 billion compared with $3.7 billion as of September 30, 2013 and gross unrealized investment losses of $0.3 billion compared with $1.0 billion as of September 30, 2013.

**Holding Company**

Genworth's holding company[8] ended the quarter with approximately $1.1 billion[9] of cash and liquid assets, down approximately $85 million compared to the prior quarter, from $63 million of debt interest payments and $22 million of net other expenses. The holding company targets maintaining cash balances of at least one and a half times its annual debt service expense plus a risk buffer of $350 million. The company ended the quarter with a buffer of approximately $720 million in excess of one and a half times annual debt service.

**About Genworth Financial**

Genworth Financial, Inc. (NYSE: GNW) is a leading Fortune 500 insurance holding company committed to helping families become more financially secure, self-reliant and prepared for the future. Genworth has leadership positions in long term care insurance and mortgage insurance and competitive offerings in life insurance and fixed annuities that assist consumers in solving their insurance, retirement and home ownership needs.

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8 Holding company cash and liquid assets comprises assets held in Genworth Holdings, Inc. (the issuer of outstanding public debt) which is a wholly-owned subsidiary of Genworth Financial, Inc.

9 Comprises cash and cash equivalents of $988 million and U.S. government bonds of $150 million.

Genworth operates through three divisions: U.S. Life Insurance, which includes life insurance, long term care insurance and fixed annuities; Global Mortgage Insurance, containing U.S. Mortgage Insurance and International Mortgage Insurance segments; and the Corporate and Other Division, which includes the International Protection and Runoff segments. Products and services are offered through financial intermediaries, advisors, independent distributors and sales specialists. Genworth, headquartered in Richmond, Virginia, traces its roots back to 1871 and became a public company in 2004. For more information, visit genworth.com. From time to time, Genworth releases important information via postings on its corporate website. Accordingly, investors and other interested parties are encouraged to enroll to receive automatic email alerts and Really Simple Syndication (RSS) feeds regarding new postings. Enrollment information is found under the "Investors" section of genworth.com. From time to time, Genworth's publicly traded subsidiaries, Genworth MI Canada Inc. and Genworth Mortgage Insurance Australia Limited, separately release financial and other information about their operations. This information can be found at http://genworth.ca and http://www.genworth.com.au.

**Conference Call and Financial Supplement Information**

This press release and the third quarter 2014 financial supplement are now posted on the company's website. Additional information regarding business results and the long term care insurance claim reserve review will be posted on the company's website, http://investor.genworth.com, by 7:30 a.m. on November 6, 2014. Investors are encouraged to review these materials.

Genworth will conduct a 90-minute conference call on November 6, 2014 at 8:00 a.m. (ET) to discuss third quarter 2014 results as well as its review of claim reserves for its long term care insurance business. The conference call will be accessible via telephone and the Internet. The dial-in number for the conference call is 877 888.4034 or 913 489.5101 (outside the U.S.); conference ID # 5758633. 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 20, 2014 at 888 203.1112 or 719 457.0820 (outside the U.S.); conference ID # 5758633. The webcast will also be archived on the company's website.

**Use of Non-GAAP Measures**

This press release includes the non-GAAP financial measures entitled "net operating income (loss)" and "operating earnings per share." Operating earnings per share is derived from net operating income (loss). The chief operating decision maker evaluates segment performance and allocates resources on the basis of net operating income (loss). The company defines net operating income (loss) as income (loss) from continuing operations excluding the after-tax effects of income attributable to noncontrolling interests, net investment gains (losses), goodwill impairments, gains (losses) on the sale of businesses, gains (losses) on the early extinguishment of debt, gains (losses) on insurance block transactions and infrequent or unusual non-operating items. Gains (losses) on insurance block transactions are defined as gains (losses) on the early extinguishment of non-recourse funding obligations, early termination fees for other financing restructuring and/or resulting gains (losses) on reinsurance restructuring for certain blocks of business. 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, gains (losses) on the sale of businesses, gains (losses) on the early extinguishment of debt and gains (losses) on insurance block transactions are also excluded from net operating income (loss) because, in the company's opinion, they are not indicative of overall operating trends. Other non-operating items are also excluded from net operating income (loss) if, in the company's opinion, they are not indicative of overall operating trends.

In the third quarter of 2014, the company recorded goodwill impairments of $350 million, net of taxes, in the life insurance business and $167 million, net of taxes, in the long term care insurance business.

The following transactions were excluded from net operating income (loss) for the periods presented as they related to the loss on the early extinguishment of debt. In the second quarter of 2014, the company paid an early redemption payment of approximately $2 million, net of taxes and portion attributable to noncontrolling interests, related to the early redemption of Genworth MI Canada Inc.'s notes that were scheduled to mature in 2015. In the third quarter of 2013, the company paid a make-whole expense of approximately $20 million, net of taxes, related to the early redemption of Genworth Holdings' notes that were scheduled to mature in 2015.

There were no infrequent or unusual items excluded from net operating income (loss) during the periods presented.

While some of these items may be significant components of net income (loss) available to Genworth's common stockholders in accordance with GAAP, the company believes that net operating income (loss) and measures that are derived from or incorporate net operating income (loss), including net operating income (loss) per common share on a basic and diluted basis, are appropriate measures that are useful to investors because they identify the income (loss) attributable to the ongoing operations of the business. Management also uses net operating income (loss) as a basis for determining awards and compensation for senior management and to evaluate performance on a basis comparable to that used by analysts. However, the items excluded from net operating income (loss) have occurred in the past and could, and in some cases will, recur in the future. Net operating income (loss) and net operating income (loss) per common share on a basic and diluted basis are not substitutes for net income (loss) available to Genworth's common stockholders or net income (loss) available to Genworth's common stockholders per common share on a basic and diluted basis determined in accordance with GAAP. In addition, the company's definition of net operating income (loss) may differ from the definitions used by other companies.

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 (loss) available to Genworth's common stockholders for the three months ended September 30, 2014 and 2013, as well as for the three months ended June 30, 2014.

Adjustments to reconcile net income (loss) attributable to Genworth's common stockholders and net operating income (loss) assume a 35 percent tax rate and are net of the portion attributable to noncontrolling interests. Net investment gains (losses) are also adjusted for deferred acquisition costs and other intangible amortization and certain benefit reserves.

This press release also includes non-GAAP financial measures entitled "net income (loss) before net income attributable to noncontrolling interests in the Australia MI business" and "net operating income (loss) before net operating income attributable to noncontrolling interests in the Australia MI business." The company defines net income (loss) before net income attributable to noncontrolling interests in the Australia MI business and net operating income (loss) before net operating income attributable to noncontrolling interests in the Australia MI business as net income (loss) or net operating income (loss), as applicable, adjusted for net income attributable to noncontrolling interests in the Australia MI business but before noncontrolling interests in the Canada MI business. These measures are presented as they are comparable to net income (loss) and net operating income (loss) for the third quarter of 2013 and the second quarter of 2014. However, net income (loss) before net income attributable to noncontrolling interests in the Australia MI business and net operating income (loss) before net operating income attributable to noncontrolling interests in the Australia MI business are not substitutes for net income (loss) and net operating income (loss) determined in accordance with GAAP. A reconciliation of net income (loss) before net income attributable to noncontrolling interests in the Australia MI business and net operating income (loss) before net operating income attributable to noncontrolling interests in the Australia MI business to net income (loss) and net operating income (loss) is included in a table at the end of this press release.

This press release includes a non-GAAP financial measure that excludes from benefits and other changes in policy reserves, net of taxes, for the long term care insurance business: the increase to claim reserves from the completion of a comprehensive review of the company's long term care insurance claim reserves conducted over the past few months, the impacts of the correction of a calculation of benefit utilization for policies with a benefit inflation option and the impacts from premium increases approved and implemented to date, net of taxes. Management believes that analysis of benefits and other changes in policy reserves excluding those items enhances understanding of the underlying claims experience in the current period. However, benefits and other changes in policy reserves excluding those items are not substitutes for benefits and other changes in policy reserves, net of taxes, determined in accordance with GAAP. A reconciliation of benefits and other changes in policy reserves excluding those items to reported GAAP benefits and other changes in policy reserves, net of taxes, is included in a table at the end of this press release.

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 is not a substitute for investment yield determined in accordance with GAAP. 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" and "insurance in force" or "risk in force" which are commonly used in the insurance industry as measures of operating performance.

Management regularly monitors and reports sales metrics as a measure of volume of new and renewal business generated in a period. Sales refer to: (1) annualized first-year premiums for term life and long term care insurance products; (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) new insurance written for mortgage insurance; and (6) net premiums written for the lifestyle protection insurance business. Sales do not include renewal premiums on policies or contracts written during prior periods. The company considers annualized first-year premiums/deposits, premium equivalents, new premiums/deposits, new insurance written, and net premiums written to be a measure of the company's operating performance because they represent a measure of new sales of insurance policies or contracts during a specified period, rather than a measure of the company's revenues or profitability during that period.

Management regularly monitors and reports insurance in force and risk in force. Insurance in force for the 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 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 insurance in force and risk in force to be measures of the company's operating performance because they represent measures of the size of the business at a specific date which will generate revenues and profits in a future period, rather than measures 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. Estimated savings related to claims mitigation activities represent amounts deducted or "curtailed" from claims due to acts or omissions by the insured or the servicer with respect to the servicing of an insured loan that is not in compliance with obligations under the company's master policy. For non-cure related actions, including presales, the estimated savings represent the difference between the full claim obligation and the actual amount paid. Loans subject to the company's loss mitigation actions, the results of which have been included in the company's reported estimated loss mitigation savings, are subject to re-default and may result in a potential claim in future periods, as well as potential future loss mitigation savings depending on the resolution of the re-defaulted loan. 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.

Management also regularly monitors and reports a loss ratio for the company's businesses. For the long term care insurance business, the loss ratio is the ratio of benefits and other changes in reserves less tabular interest on reserves less loss adjustment expenses to net earned premiums. For the mortgage and lifestyle protection insurance businesses, the loss ratio is the ratio of incurred losses and loss adjustment expenses to net earned premiums. The company considers the loss ratio to be a measure of underwriting performance in these businesses and helps to enhance the understanding of the operating performance of the businesses.

An assumed tax rate of 35 percent is utilized in certain adjustments to net operating income (loss) and in the explanation of specific variances of operating performance and investment results.

These operating performance 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, but not limited to, the following:

- *Risks relating to the company's businesses*, including downturns and volatility in global economies and equity and credit markets; downgrades or potential downgrades, being placed on negative outlook or being put on review for potential downgrade of the company's financial strength or credit ratings; interest rate fluctuations and levels; adverse capital and credit market conditions; the valuation of fixed maturity, equity and trading securities; defaults 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; the availability, affordability and adequacy of reinsurance to meet the company's needs; defaults by counterparties to reinsurance arrangements or derivative instruments; an adverse change in risk-based capital and other regulatory requirements; insufficiency of reserves and required increases to reserve liabilities (including as a result of any changes the company may make to its assumptions, methodologies or otherwise in connection with its active life margin review in the fourth quarter of 2014); legal and regulatory constraints on dividend distributions by the company's subsidiaries; competition, including from government-owned and government-sponsored enterprises (GSEs) offering mortgage insurance; 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 and confidential information contained therein; the occurrence of natural or man-made disasters or a pandemic; the effect of the Dodd-Frank Wall Street Reform and Consumer Protection Act; ineffective or inadequate risk management program; changes in accounting and reporting standards; goodwill impairments; impairments of or valuation allowances against the company's deferred tax assets; significant deviations from the company's assumptions in its insurance policies and annuity contracts; accelerated amortization of deferred acquisition costs and present value of future profits (including as a result of any changes the company may make to its assumptions, methodologies or otherwise in connection with its active life margin review in the fourth quarter of 2014); inability (including as a result of the company's failure to obtain any necessary regulatory approvals) to increase premiums on in force and future long term care insurance products (including any current rate actions and any future rate actions, such as rate actions resulting from any changes the company may make to its assumptions, methodologies or otherwise in connection with its active life margin review in the fourth quarter of 2014) in a timely manner and sufficient amount; the company's inability to reflect future premium increases and other management actions in its active life margin calculation (including in connection with its active life margin review in the fourth quarter of 2014); the company's inability to successfully implement the management actions it has and is developing to offset adverse impacts resulting from its claim reserves review completed in the third quarter of 2014, its active life margin review being conducted in the fourth quarter of 2014 or otherwise; the failure of demand for life insurance, long term care insurance and fixed annuity products to increase; the capital needs in the U.S. life insurance and U.S. mortgage insurance businesses being higher than it anticipates and its inability to increase its capital on the anticipated timetable and terms or at all, and with the anticipated benefits; medical advances, such as genetic research and diagnostic imaging, and related legislation; ability to continue to implement actions to mitigate the impact of statutory reserve requirements; political and economic instability or changes in government policies; fluctuations in foreign currency exchange rates and international securities markets; the significant portion of the company's international mortgage insurance risk in force with high loan-to-value ratios; increases in U.S. mortgage insurance default rates; failure to meet, or have waived to the extent needed, the company's U.S. mortgage insurance subsidiaries' minimum statutory capital requirements and hazardous financial condition standards; the influence of Federal National Mortgage Association (Fannie Mae), Federal Home Loan Mortgage Corporation (Freddie Mac) and a small number of large mortgage lenders and investors and changes to the role or structure of Fannie Mae and Freddie Mac; inability to meet the proposed private mortgage insurance eligibility requirements (PMIERs) guidelines on the contemplated timetable with the contemplated funding (including (a) if reinsurance or similar transactions are not available due to adverse market conditions, costs and other terms of such transactions, the GSE's approach to and capital treatment for such transactions and the performance of the company's U.S. mortgage insurance business, among other factors, and (b) the capital required to meet the PMIERs guidelines and operate the company's business is higher than anticipated due to, among other things, (i) the PMIERs guidelines adopted differing materially from the current draft; (ii) the way the guidelines are applied and interpreted by the GSEs and the Federal Housing Finance Agency (FHFA); (iii) the future performance of the U.S. housing market; (iv) the company generating and having expected U.S. mortgage insurance business earnings, available assets and risk-based required assets (including as they relate to the value of the shares of the company's Canadian mortgage insurance subsidiary that are owned by the U.S. mortgage insurance business as a result of share price and foreign exchange movements or otherwise), reducing risk in force and reducing delinquencies as anticipated, and writing anticipated amounts and types of new U.S. mortgage insurance business; and (v) the company's projected overall financial performance, capital and liquidity levels being as anticipated); inability to realize the benefits of the company's rescissions and curtailments as anticipated; the extent to which loan modifications and other similar programs may provide benefits to the company; deterioration in economic conditions or a decline in home prices in the United States; problems associated with foreclosure process defects in the United States that may defer claim payments; decreases in the volume of high loan-to-value mortgage originations or increases in mortgage insurance cancellations in the United States; increases in the use of alternatives to private mortgage insurance in the United States and reductions by lenders in the level of coverage they select; the impact of the use of reinsurance with reinsurance companies affiliated with the company's U.S. mortgage lending customers; and potential liabilities in connection with the company's U.S. contract underwriting services;

- *Other risks*, including the risk that the anticipated benefits of the announced expense reduction are not realized and the company may lose key personnel related to actions like this as well as general uncertainty in the timing of the company's turnaround; 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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**Contact Information**:


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

| | Three months ended September 30, 2014 | 2013 |
|---|---|---|
| Revenues: | | |
| Premiums | $ 1,395 | $ 1,291 |
| Net investment income | 805 | 801 |
| Net investment gains (losses) | (27) | (23) |
| Insurance and investment product fees and other | 231 | 248 |
| Total revenues | 2,404 | 2,317 |
| Benefits and expenses: | | |
| Benefits and other changes in policy reserves | 1,986 | 1,169 |
| Interest credited | 185 | 184 |
| Acquisition and operating expenses, net of deferrals | 398 | 407 |
| Amortization of deferred acquisition costs and intangibles | 143 | 182 |
| Goodwill impairment | 550 | — |
| Interest expense | 114 | 124 |
| Total benefits and expenses | 3,376 | 2,066 |
| Income (loss) from continuing operations before income taxes | (972) | 251 |
| Provision (benefit) for income taxes | (185) | 105 |
| Income (loss) from continuing operations | (787) | 146 |
| Income from discontinued operations, net of taxes | — | 2 |
| Net income (loss) | (787) | 148 |
| Less: net income attributable to noncontrolling interests | 57 | 40 |
| Net income (loss) available to Genworth Financial, Inc.'s common stockholders | $ (844) | $ 108 |
| Income (loss) from continuing operations available to Genworth Financial, Inc.'s common stockholders per common share: | | |
| Basic | $ (1.70) | $ 0.21 |
| Diluted | $ (1.70) | $ 0.21 |
| Net income (loss) available to Genworth Financial, Inc.'s common stockholders per common share: | | |
| Basic | $ (1.70) | $ 0.22 |
| Diluted | $ (1.70) | $ 0.22 |
| Weighted average shares outstanding: | | |
| Basic | 496.6 | 494.0 |
| Diluted[4] | 496.6 | 499.3 |

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

| | Three months ended September 30, 2014 | Three months ended September 30, 2013 | Three months ended June 30, 2014 |
|---|---|---|---|
| Net operating income (loss): | | | |
| U.S. Life Insurance Division | | | |
| U.S. Life Insurance segment | | | |
| Life Insurance | $ 13 | $ 54 | $ 39 |
| Long Term Care | (361) | 41 | 6 |
| Fixed Annuities | 26 | 16 | 24 |
| Total U.S. Life Insurance segment | (322) | 111 | 69 |
| Total U.S. Life Insurance Division | (322) | 111 | 69 |
| Global Mortgage Insurance Division | | | |
| International Mortgage Insurance segment | | | |
| Canada | 46 | 41 | 47 |
| Australia | 48 [5] | 61 | 57 [5] |
| Other Countries | (7) | (12) | (7) |
| Total International Mortgage Insurance segment | 87 | 90 | 97 |
| U.S. Mortgage Insurance segment | (2) | (3) | 39 |
| Total Global Mortgage Insurance Division | 85 | 87 | 136 |
| Corporate and Other Division | | | |
| International Protection segment | 3 | 4 | 2 |
| Runoff segment | 5 | 25 | 15 |
| Corporate and Other | (88) | (88) | (64) |
| Total Corporate and Other Division | (80) | (59) | (47) |
| Net operating income (loss) | (317) | 139 | 158 |
| Adjustments to net operating income (loss): | | | |
| Net investment gains (losses), net | (10) | (13) | 20 |
| Goodwill impairment, net | (517) | — | — |
| Gains (losses) on early extinguishment of debt, net | — | (20) | (2) |
| Income from discontinued operations, net of taxes | — | 2 | — |
| Net income (loss) available to Genworth Financial, Inc.’s common stockholders | (844) | 108 | 176 |
| Add: net income attributable to noncontrolling interests | 57 | 40 | 52 |
| Net income (loss) | $ (787) | $ 148 | $ 228 |
| Net income (loss) available to Genworth Financial, Inc.’s common stockholders per common share: | | | |
| Basic | $ (1.70) | $ 0.22 | $ 0.35 |
| Diluted | $ (1.70) | $ 0.22 | $ 0.35 |
| Net operating income (loss) per common share: | | | |
| Basic | $ (0.64) | $ 0.28 | $ 0.32 |
| Diluted | $ (0.64) | $ 0.28 | $ 0.31 |
| Weighted average shares outstanding: | | | |
| Basic | 496.6 | 494.0 | 496.6 |
| Diluted[4] | 496.6 | 499.3 | 503.6 |

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

| | September 30, 2014 | December 31, 2013 |
|---|---|---|
| Assets | | |
| Cash, cash equivalents and invested assets | $ 77,309 | $ 73,505 |
| Deferred acquisition costs | 5,085 | 5,278 |
| Intangible assets | 300 | 399 |
| Goodwill | 316 | 867 |
| Reinsurance recoverable | 17,374 | 17,219 |
| Other assets | 710 | 639 |
| Separate account assets | 9,420 | 10,138 |
| Total assets | $ 110,514 | $ 108,045 |
| Liabilities and stockholders' equity | | |
| Liabilities: | | |
| Future policy benefits | $ 34,697 | $ 33,705 |
| Policyholder account balances | 25,827 | 25,528 |
| Liability for policy and contract claims | 7,987 | 7,204 |
| Unearned premiums | 4,085 | 4,107 |
| Deferred tax and other liabilities | 4,480 | 4,302 |
| Borrowings related to securitization entities | 225 | 242 |
| Non-recourse funding obligations | 2,010 | 2,038 |
| Long-term borrowings | 4,662 | 5,161 |
| Separate account liabilities | 9,420 | 10,138 |
| Total liabilities | 93,393 | 92,425 |
| Stockholders' equity: | | |
| Common stock | 1 | 1 |
| Additional paid-in capital | 11,991 | 12,127 |
| Accumulated other comprehensive income (loss): | | |
| Net unrealized investment gains (losses): | | |
| Net unrealized gains (losses) on securities not other-than-temporarily impaired | 2,047 | 914 |
| Net unrealized gains (losses) on other-than-temporarily impaired securities | 20 | 12 |
| Net unrealized investment gains (losses) | 2,067 | 926 |
| Derivatives qualifying as hedges | 1,753 | 1,319 |
| Foreign currency translation and other adjustments | 114 | 297 |
| Total accumulated other comprehensive income (loss) | 3,934 | 2,542 |
| Retained earnings | 1,939 | 2,423 |
| Treasury stock, at cost | (2,700) | (2,700) |
| Total Genworth Financial, Inc.'s stockholders' equity | 15,165 | 14,393 |
| Noncontrolling interests | 1,956 | 1,227 |
| Total stockholders' equity | 17,121 | 15,620 |
| Total liabilities and stockholders' equity | $ 110,514 | $ 108,045 |

**Reconciliation of Long Term Care Insurance Benefits And Other Changes In Policy Reserves**
**(Amounts in millions)**

| | Three months ended September 30, 2014 | Three months ended September 30, 2013 | Three months ended June 30, 2014 | Change from September 30, 2014 to September 30, 2013 | Change from September 30, 2014 to June 30, 2014 |
|---|---|---|---|---|---|
| Benefits and other changes in policy reserves | $1,313 | $ 659 | $ 735 | $ 654 | $ 578 |
| Adjustments for: | | | | | |
| Increase in claim reserves from review | (531) | — | — | (531) | (531) |
| Correction of a calculation of benefit utilization for policies with a benefit inflation option | (54) | — | — | (54) | (54) |
| Impact from the premium increases approved and implemented to date | 36 | 23 | 44 | 13 | (8) |
| Taxes | (267) | (239) | (273) | (28) | 6 |
| Benefits and other changes in policy reserves excluding the increase in claim reserves from review, the correction of a calculation of benefit utilization for policies with a benefit inflation option and the impact from the premium increases approved and implemented to date, net | $ 497 | $ 443 | $ 506 | $ 54 | $ (9) |

**Impact of Foreign Exchange on Operating Results**[10]
**Three months ended September 30, 2014**

| | Percentages Including Foreign Exchange | Percentages Excluding Foreign Exchange[11] |
|---|---|---|
| **Canada Mortgage Insurance (MI):** | | |
| Flow new insurance written | 13% | 18% |
| Flow new insurance written (3Q14 vs. 2Q14) | 36% | 34% |
| **Australia MI:** | | |
| Flow new insurance written | 1% | — % |
| Flow new insurance written (3Q14 vs. 2Q14) | 3% | 1% |

10 All percentages are comparing the third quarter of 2014 to the third quarter of 2013 unless otherwise stated.
11 The impact of foreign exchange was calculated using the comparable prior period exchange rates.

**Reconciliation of Net Investment Gains (Losses)**
**(Amounts in millions)**

| | Three months ended September 30, 2014 | Three months ended September 30, 2013 | Three months ended June 30, 2014 |
|---|---|---|---|
| Net investment gains (losses), gross | $ (27) | $ (23) | $ 34 |
| Adjustments for: | | | |
| Deferred acquisition costs and other intangible amortization and certain benefit reserves | 9 | 6 | 3 |
| Net investment gains (losses) attributable to noncontrolling interests | 3 | (4) | (5) |
| Taxes | 5 | 8 | (12) |
| Net investment gains (losses), net of taxes and other adjustments | $ (10) | $ (13) | $ 20 |

**Reconciliation of Net Income (Loss) Before Net Income Attributable To Noncontrolling Interests In The Australia MI Business to Net Income (Loss) Available To Genworth's Common Stockholders and Net Operating Income (Loss) Before Net Operating Income Attributable To Noncontrolling Interests In The Australia MI Business to Net Operating Income (Loss)**
**(Amounts in millions)**

| | Three months ended September 30, 2014 | Three months ended September 30, 2013 | Three months ended June 30, 2014 |
|---|---|---|---|
| Net income (loss) before net income attributable to noncontrolling interests | $(787) | $ 148 | $ 228 |
| Adjustments for: | | | |
| Net income attributable to noncontrolling interests in the Australia MI business | 23 | N/A | 11 |
| Net income attributable to noncontrolling interests in the Canada MI business | 34 | 40 | 41 |
| Net income (loss) available to Genworth's common stockholders | $(844) | $ 108 | $ 176 |
| Net operating income (loss) before net operating income attributable to noncontrolling interests | $(258) | $ 176 | $ 208 |
| Adjustments for: | | | |
| Net operating income attributable to noncontrolling interests in the Australia MI business | 23 | N/A | 11 |
| Net operating income attributable to noncontrolling interests in the Canada MI business | 36 | 37 | 39 |
| Net operating income (loss) | $(317) | $ 139 | $ 158 |

**Reconciliation of Core Yield to Reported Yield**

| (Assets - amounts in billions) | For the three months ended September 30, 2014 |
|---|---|
| Reported Total Invested Assets and Cash | $ 76.6 |
| Subtract: | |
| Securities lending | 0.3 |
| Unrealized gains (losses) | 5.4 |
| Derivative counterparty collateral | 0.5 |
| Adjusted end of period invested assets | $ 70.4 |
| Average Invested Assets Used in Reported Yield Calculation | $ 70.5 |
| Subtract: | |
| Restricted commercial mortgage loans and other invested assets related to securitization entities[12] | 0.2 |
| Average Invested Assets Used in Core Yield Calculation | $ 70.3 |
| **(Income - amounts in millions)** | |
| Reported Net Investment Income | $ 805 |
| Subtract: | |
| Bond calls and commercial mortgage loan prepayments | 17 |
| Reinsurance[13] | 19 |
| Other non-core items[14] | (18) |
| Restricted commercial mortgage loans and other invested assets related to securitization entities[12] | 3 |
| Core Net Investment Income | $ 784 |
| Reported Yield | 4.57% |
| Core Yield | 4.46% |

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

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

14 Includes cost basis adjustments on structured securities, preferred stock income and various other immaterial items.

Exhibit 99.2

**Third Quarter Financial Supplement**

**September 30, 2014**

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2014**

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

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2014**

Dear Investor,

Thank you for your continued interest in Genworth Financial.

During the third quarter of 2014, the company completed a comprehensive review of its long-term care insurance claim reserves conducted over the past few months. The company made changes to its assumptions and methodologies primarily impacting claim terminations, most significantly in later duration claims, and benefit utilization reflecting that claimants are staying on claim longer and utilizing more of their available benefits in aggregate than had previously been assumed in the company's reserve calculations. As a result of these changes, claim reserves were increased $531 million pre-tax, or $345 million after-tax. Results in the quarter also included an unfavorable $35 million after-tax correction of a claim reserve calculation of benefit utilization for policies with a benefit inflation option.

The company also completed its annual goodwill impairment analysis during the third quarter of 2014. As a result of the company's focus on transitioning to higher return permanent products, including universal life, indexed universal life and linked benefit products, which are expected to ramp up over time, and reducing its dependence on lower margin, capital intensive term life insurance products resulting in lower projected overall sales, the company recorded an after-tax goodwill impairment of $350 million in the life insurance business, and has a remaining goodwill balance of $145 million in that business. Additionally, as a result of a reduced overall market size, the company's transition to new products, higher expected use of reinsurance on new business as well as a change related to expected claim costs, the company recorded an after-tax goodwill impairment of $167 million in the long-term care insurance business, and has a remaining goodwill balance of $154 million in that business.

Please feel free to call with any questions or comments.

Regards,

Amy Corbin
Investor Relations
804 662.2685

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2014**

**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). The company defines net operating income (loss) as income (loss) from continuing operations excluding the after-tax effects of income attributable to noncontrolling interests, net investment gains (losses), goodwill impairments, gains (losses) on the sale of businesses, gains (losses) on the early extinguishment of debt, gains (losses) on insurance block transactions and infrequent or unusual non-operating items. Gains (losses) on insurance block transactions are defined as gains (losses) on the early extinguishment of non-recourse funding obligations, early termination fees for other financing restructuring and/or resulting gains (losses) on reinsurance restructuring for certain blocks of business. 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, gains (losses) on the sale of businesses, gains (losses) on the early extinguishment of debt and gains (losses) on insurance block transactions are also excluded from net operating income (loss) because, in the company's opinion, they are not indicative of overall operating trends. Other non-operating items are also excluded from net operating income (loss) if, in the company's opinion, they are not indicative of overall operating trends.

In the third quarter of 2014, the company recorded goodwill impairments of $350 million, net of taxes, in the life insurance business and $167 million, net of taxes, in the long-term care insurance business.

The following transactions were excluded from net operating income (loss) for the periods presented as they related to the loss on the early extinguishment of debt. In the second quarter of 2014, the company paid an early redemption payment of approximately $2 million, net of taxes and portion attributable to noncontrolling interests, related to the early redemption of Genworth MI Canada Inc.'s notes that were scheduled to mature in 2015. In the third quarter of 2013, the company paid a make-whole expense of approximately $20 million, net of taxes, related to the early redemption of Genworth Holdings' notes that were scheduled to mature in 2015.

There were no infrequent or unusual items excluded from net operating income (loss) during the periods presented other than a $13 million, net of taxes, expense recorded in the second quarter of 2013 related to restructuring costs.

While some of these items may be significant components of net income (loss) available to Genworth Financial, Inc.'s common stockholders in accordance with GAAP, the company believes that net operating income (loss) and measures that are derived from or incorporate net operating income (loss), including net operating income (loss) per common share on a basic and diluted basis, are appropriate measures that are useful to investors because they identify the income (loss) attributable to the ongoing operations of the business. Management also uses net operating income (loss) as a basis for determining awards and compensation for senior management and to evaluate performance on a basis comparable to that used by analysts. However, the items excluded from net operating income (loss) have occurred in the past and could, and in some cases will, recur in the future. Net operating income (loss) and net operating income (loss) per common share on a basic and diluted basis are not substitutes for net income (loss) available to Genworth 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) may differ from the definitions used by other companies.

The table on page 9 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 72 and 73 of this financial supplement.

Adjustments to reconcile net income (loss) attributable to Genworth Financial, Inc.'s common stockholders and net operating income (loss) assume a 35% tax rate and are net of the portion attributable to noncontrolling interests. Net investment gains (losses) are also adjusted for DAC and other intangible amortization and certain benefit reserves (see page 70).

(1) U.S. Generally Accepted Accounting Principles

**Selected Operating Performance Measures**

This financial supplement contains selected operating performance measures including “sales” and “insurance in-force” or “risk in-force” which are commonly used in the insurance industry as measures of operating performance.

Management regularly monitors and reports sales metrics as a measure of volume of new and renewal business generated in a period. Sales refer to: (1) annualized first-year premiums for term life and long-term care insurance products; (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) new insurance written for mortgage insurance; and (6) net premiums written for the lifestyle protection insurance business. Sales do not include renewal premiums on policies or contracts written during prior periods. The company considers annualized first-year premiums/deposits, premium equivalents, new premiums/deposits, new insurance written and net premiums written to be a measure of the company’s operating performance because they represent a measure of new sales of insurance policies or contracts during a specified period, rather than a measure of the company’s revenues or profitability during that period.

Management regularly monitors and reports insurance in-force and risk in-force. Insurance in-force for the 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 risk in-force in the international mortgage insurance business, the company has computed an “effective” risk in-force amount, which recognizes that the loss on any particular loan will be reduced by the net proceeds received upon sale of the property. Effective risk in-force has been calculated by applying to insurance in-force a factor of 35% that represents the highest expected average per-claim payment for any one underwriting year over the life of the company’s businesses in Canada and Australia. Risk in-force for the U.S. mortgage insurance business is the obligation that is limited under contractual terms to the amounts less than 100% of the mortgage loan value. The company considers insurance in-force and risk in-force to be measures of the company’s operating performance because they represent measures of the size of the business at a specific date which will generate revenues and profits in a future period, rather than measures of the company’s revenues or profitability during that period.

This financial supplement also includes information related to loss mitigation activities for the U.S. mortgage insurance business. The company defines loss mitigation activities as rescissions, cancellations, borrower loan modifications, repayment plans, lender- and borrower-titled pre-sales, claims administration and other loan workouts. Estimated savings related to rescissions are the reduction in carried loss reserves, net of premium refunds and reinstatement of prior rescissions. Estimated savings related to loan modifications and other cure-related loss mitigation actions represent the reduction in carried loss reserves. Estimated savings related to claims mitigation activities represent amounts deducted or “curtailed” from claims due to acts or omissions by the insured or the servicer with respect to the servicing of an insured loan that is not in compliance with obligations under the company’s master policy. For non-cure related actions, including pre-sales, the estimated savings represent the difference between the full claim obligation and the actual amount paid. Loans subject to the company’s loss mitigation actions, the results of which have been included in the company’s reported estimated loss mitigation savings, are subject to re-default and may result in a potential claim in future periods, as well as potential future loss mitigation savings depending on the resolution of the re-defaulted loan. 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.

Management also regularly monitors and reports a loss ratio for the company’s businesses. For the long-term care insurance business, the loss ratio is the ratio of benefits and other changes in reserves less tabular interest on reserves less loss adjustment expenses to net earned premiums. For the mortgage and lifestyle protection insurance businesses, the loss ratio is the ratio of incurred losses and loss adjustment expenses to net earned premiums. The company considers the loss ratio to be a measure of underwriting performance in these businesses and helps to enhance the understanding of the operating performance of the businesses.

These operating performance 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.

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2014**

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

| Balance Sheet Data | September 30, 2014 | June 30, 2014 | March 31, 2014 | December 31, 2013 | September 30, 2013 |
|---|---|---|---|---|---|
| Total Genworth Financial, Inc.'s stockholders' equity, excluding accumulated other comprehensive income | $ 11,231 | $ 12,070 | $ 12,032 | $ 11,851 | $ 11,665 |
| Total accumulated other comprehensive income | 3,934 | 4,161 | 3,483 | 2,542 | 2,939 |
| Total Genworth Financial, Inc.'s stockholders' equity | $ 15,165 | $ 16,231 | $ 15,515 | $ 14,393 | $ 14,604 |
| Book value per common share | $ 30.54 | $ 32.68 | $ 31.27 | $ 29.08 | $ 29.55 |
| Book value per common share, excluding accumulated other comprehensive income | $ 22.62 | $ 24.31 | $ 24.25 | $ 23.95 | $ 23.60 |
| Common shares outstanding as of the balance sheet date | 496.6 | 496.6 | 496.2 | 494.8 | 494.2 |

| | Twelve months ended | | | | |
|---|---|---|---|---|---|
| Twelve Month Rolling Average ROE | September 30, 2014 | June 30, 2014 | March 31, 2014 | December 31, 2013 | September 30, 2013 |
| GAAP Basis ROE | -2.3% | 5.7% | 5.5% | 4.8% | 4.6% |
| Operating ROE(1) | 1.9% | 5.8% | 5.6% | 5.3% | 5.1% |

| | Three months ended | | | | |
|---|---|---|---|---|---|
| Quarterly Average ROE | September 30, 2014 | June 30, 2014 | March 31, 2014 | December 31, 2013 | September 30, 2013 |
| GAAP Basis ROE | -29.0% | 5.8% | 6.2% | 7.1% | 3.7% |
| Operating ROE(1) | -10.9% | 5.2% | 6.5% | 6.6% | 4.8% |

| Basic and Diluted Shares | Three months ended September 30, 2014 | Nine months ended September 30, 2014 |
|---|---|---|
| Weighted-average shares used in basic earnings per common share calculations | 496.6 | 496.4 |
| Potentially dilutive securities: | | |
| Stock options, restricted stock units and stock appreciation rights | — | — |
| Weighted-average shares used in diluted earnings per common share calculations (2) | 496.6 | 496.4 |

(1) See page 72 herein for a reconciliation of GAAP Basis ROE to Operating ROE.

(2) 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 net loss and net operating loss for the three months ended September 30, 2014, the company was required to use basic weighted-average common shares outstanding in the calculation of diluted loss per share for the three months ended September 30, 2014, as the inclusion of shares for stock options, restricted stock units and stock appreciation rights of 5.4 million would have been antidilutive to the calculation. If the company had not incurred a net loss for the three months ended September 30, 2014, dilutive potential weighted-average common shares outstanding would have been 502.0 million. As a result of the net loss for the nine months ended September 30, 2014, the company was required to use basic weighted-average common shares outstanding in the calculation of diluted loss per share for the nine months ended September 30, 2014, as the inclusion of shares for stock options, restricted stock units and stock appreciation rights of 6.4 million would have been antidilutive to the calculation. If the company had not incurred a net loss for the nine months ended September 30, 2014, dilutive potential weighted-average common shares outstanding would have been 502.8 million. Since the company had net operating income for the nine months ended September 30, 2014, the company used 502.8 million diluted weighted-average common shares outstanding in the calculation of diluted net operating income per common share.

# Third Quarter Results

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2014**

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

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $1,395 | $1,343 | $1,307 | $4,045 | $1,310 | $1,291 | $1,286 | $1,261 | $5,148 |
| Net investment income | 805 | 813 | 805 | 2,423 | 835 | 801 | 821 | 814 | 3,271 |
| Net investment gains (losses) | (27) | 34 | (17) | (10) | 26 | (23) | 21 | (61) | (37) |
| Insurance and investment product fees and other | 231 | 225 | 227 | 683 | 241 | 248 | 243 | 289 | 1,021 |
| Total revenues | 2,404 | 2,415 | 2,322 | 7,141 | 2,412 | 2,317 | 2,371 | 2,303 | 9,403 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 1,986 | 1,256 | 1,194 | 4,436 | 1,256 | 1,169 | 1,269 | 1,201 | 4,895 |
| Interest credited | 185 | 184 | 183 | 552 | 186 | 184 | 184 | 184 | 738 |
| Acquisition and operating expenses, net of deferrals | 398 | 404 | 378 | 1,180 | 406 | 407 | 413 | 433 | 1,659 |
| Amortization of deferred acquisition costs and intangibles | 143 | 138 | 134 | 415 | 128 | 182 | 137 | 122 | 569 |
| Goodwill impairment | 550 | — | — | 550 | — | — | — | — | — |
| Interest expense | 114 | 120 | 127 | 361 | 121 | 124 | 121 | 126 | 492 |
| Total benefits and expenses | 3,376 | 2,102 | 2,016 | 7,494 | 2,097 | 2,066 | 2,124 | 2,066 | 8,353 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | (972) | 313 | 306 | (353) | 315 | 251 | 247 | 237 | 1,050 |
| Provision (benefit) for income taxes | (185) | 85 | 87 | (13) | 70 | 105 | 73 | 76 | 324 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS** | (787) | 228 | 219 | (340) | 245 | 146 | 174 | 161 | 726 |
| Income (loss) from discontinued operations, net of taxes[1] | — | — | — | — | — | 2 | 6 | (20) | (12) |
| **NET INCOME (LOSS)** | (787) | 228 | 219 | (340) | 245 | 148 | 180 | 141 | 714 |
| Less: net income attributable to noncontrolling interests | 57 | 52 | 35 | 144 | 37 | 40 | 39 | 38 | 154 |
| **NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | $ (844) | $ 176 | $ 184 | $ (484) | $ 208 | $ 108 | $ 141 | $ 103 | $ 560 |
| **Earnings (Loss) Per Share Data:** | | | | | | | | | |
| Income (loss) from continuing operations available to Genworth Financial, Inc.'s common stockholders per common share | | | | | | | | | |
| Basic | $ (1.70) | $ 0.35 | $ 0.37 | $ (0.98) | $ 0.42 | $ 0.21 | $ 0.27 | $ 0.25 | $ 1.16 |
| Diluted | $ (1.70) | $ 0.35 | $ 0.37 | $ (0.98) | $ 0.42 | $ 0.21 | $ 0.27 | $ 0.25 | $ 1.15 |
| Net income (loss) available to Genworth Financial, Inc.'s common stockholders per common share | | | | | | | | | |
| Basic | $ (1.70) | $ 0.35 | $ 0.37 | $ (0.98) | $ 0.42 | $ 0.22 | $ 0.29 | $ 0.21 | $ 1.13 |
| Diluted | $ (1.70) | $ 0.35 | $ 0.37 | $ (0.98) | $ 0.41 | $ 0.22 | $ 0.28 | $ 0.21 | $ 1.12 |
| Weighted-average shares outstanding | | | | | | | | | |
| Basic | 496.6 | 496.6 | 495.8 | 496.4 | 494.7 | 494.0 | 493.4 | 492.5 | 493.6 |
| Diluted[2] | 496.6 | 503.6 | 502.7 | 496.4 | 501.2 | 499.3 | 497.5 | 496.8 | 498.7 |

(1) Income (loss) from discontinued operations related to the wealth management business, which was sold on August 30, 2013.

(2) 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 loss from continuing operations and net loss for the three and nine months ended September 30, 2014, the company was required to use basic weighted-average common shares outstanding in the calculation of diluted loss per share for the three and nine months ended September 30, 2014, as the inclusion of shares for stock options, restricted stock units and stock appreciation rights of 5.4 million and 6.4 million, respectively, would have been antidilutive to the calculation. If the company had not incurred a net loss for the three and nine months ended September 30, 2014, dilutive potential weighted-average common shares outstanding would have been 502.0 million and 502.8 million, respectively.

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2014**

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

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **U.S. Life Insurance Division** | | | | | | | | | |
| U.S. Life Insurance segment: | | | | | | | | | |
| Life Insurance | $ 13 | $ 39 | $ 21 | $ 73 | $ 56 | $ 54 | $ 27 | $ 36 | $ 173 |
| Long-Term Care Insurance | (361) | 6 | 46 | (309) | 42 | 41 | 26 | 20 | 129 |
| Fixed Annuities | 26 | 24 | 27 | 77 | 21 | 16 | 26 | 29 | 92 |
| Total U.S. Life Insurance segment | (322) | 69 | 94 | (159) | 119 | 111 | 79 | 85 | 394 |
| **Total U.S. Life Insurance Division** | (322) | 69 | 94 | (159) | 119 | 111 | 79 | 85 | 394 |
| **Global Mortgage Insurance Division** | | | | | | | | | |
| International Mortgage Insurance segment: | | | | | | | | | |
| Canada | 46 | 47 | 41 | 134 | 44 | 41 | 43 | 42 | 170 |
| Australia(1) | 48 | 57 | 62 | 167 | 66 | 61 | 55 | 46 | 228 |
| Other Countries | (7) | (7) | (4) | (18) | (9) | (12) | (9) | (7) | (37) |
| Total International Mortgage Insurance segment | 87 | 97 | 99 | 283 | 101 | 90 | 89 | 81 | 361 |
| U.S. Mortgage Insurance segment | (2) | 39 | 33 | 70 | 6 | (3) | 13 | 21 | 37 |
| **Total Global Mortgage Insurance Division** | 85 | 136 | 132 | 353 | 107 | 87 | 102 | 102 | 398 |
| **Corporate and Other Division** | | | | | | | | | |
| International Protection segment | 3 | 2 | 7 | 12 | 13 | 4 | 1 | 6 | 24 |
| Runoff segment | 5 | 15 | 12 | 32 | 19 | 25 | 6 | 16 | 66 |
| Corporate and Other | (88) | (64) | (51) | (203) | (65) | (88) | (55) | (58) | (266) |
| **Total Corporate and Other Division** | (80) | (47) | (32) | (159) | (33) | (59) | (48) | (36) | (176) |
| **NET OPERATING INCOME (LOSS)** | (317) | 158 | 194 | 35 | 193 | 139 | 133 | 151 | 616 |
| **ADJUSTMENTS TO NET OPERATING INCOME (LOSS):** | | | | | | | | | |
| Net investment gains (losses), net | (10) | 20 | (10) | — | 15 | (13) | 15 | (28) | (11) |
| Goodwill impairment, net | (517) | — | — | (517) | — | — | — | — | — |
| Expenses related to restructuring, net | — | — | — | — | — | — | (13) | — | (13) |
| Gains (losses) on early extinguishment of debt, net | — | (2) | — | (2) | — | (20) | — | — | (20) |
| Income (loss) from discontinued operations, net of taxes | — | — | — | — | — | 2 | 6 | (20) | (12) |
| **NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | (844) | 176 | 184 | (484) | 208 | 108 | 141 | 103 | 560 |
| Add: net income attributable to noncontrolling interests | 57 | 52 | 35 | 144 | 37 | 40 | 39 | 38 | 154 |
| **NET INCOME (LOSS)** | $ (787) | $ 228 | $ 219 | $ (340) | $ 245 | $ 148 | $ 180 | $ 141 | $ 714 |
| **Earnings (Loss) Per Share Data:** | | | | | | | | | |
| Net income (loss) available to Genworth Financial, Inc.'s common stockholders per common share | | | | | | | | | |
| Basic | $ (1.70) | $ 0.35 | $ 0.37 | $ (0.98) | $ 0.42 | $ 0.22 | $ 0.29 | $ 0.21 | $ 1.13 |
| Diluted | $ (1.70) | $ 0.35 | $ 0.37 | $ (0.98) | $ 0.41 | $ 0.22 | $ 0.28 | $ 0.21 | $ 1.12 |
| Net operating income (loss) per common share | | | | | | | | | |
| Basic | $ (0.64) | $ 0.32 | $ 0.39 | $ 0.07 | $ 0.39 | $ 0.28 | $ 0.27 | $ 0.31 | $ 1.25 |
| Diluted | $ (0.64) | $ 0.31 | $ 0.39 | $ 0.07 | $ 0.38 | $ 0.28 | $ 0.27 | $ 0.30 | $ 1.24 |
| Weighted-average shares outstanding | | | | | | | | | |
| Basic | 496.6 | 496.6 | 495.8 | 496.4 | 494.7 | 494.0 | 493.4 | 492.5 | 493.6 |
| Diluted(2) | 496.6 | 503.6 | 502.7 | 496.4 | 501.2 | 499.3 | 497.5 | 496.8 | 498.7 |

(1) Adjusted for 33.8% owned by noncontrolling interests after the initial public offering of the Australian mortgage insurance business on May 21, 2014. The following table shows Australia's net operating income assuming 100% ownership and then adjusts for the portion related to noncontrolling interests.

| | Three months ended September 30, | | Nine months ended September 30, | |
|---|---|---|---|---|
| | 2014 | 2013 | 2014 | 2013 |
| Australia's Net Operating Income | $ 71 | $ 61 | $ 201 | $ 162 |
| Less: Net Operating Income Attributable to Noncontrolling Interests | 23 | — | 34 | — |
| Australia's Net Operating Income Available to Genworth Financial, Inc.'s Common Stockholders | $ 48 | $ 61 | $ 167 | $ 162 |

(2) 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 net loss and net operating loss for the three months ended September 30, 2014, the company was required to use basic weighted-average common shares outstanding in the calculation of diluted loss per share for the three months ended September 30, 2014, as the inclusion of shares for stock options, restricted stock units and stock appreciation rights of 5.4 million would have been antidilutive to the calculation. If the company had not incurred a net loss for the three months ended September 30, 2014, dilutive potential weighted-average common shares outstanding would have been 502.0 million. As a result of the net loss for the nine months ended September 30, 2014, the company was required to use basic weighted-average common shares outstanding in the calculation of diluted loss per share for the nine months ended September 30, 2014, as the inclusion of shares for stock options, restricted stock units and stock appreciation rights of 6.4 million would have been antidilutive to the calculation. If the company had not incurred a net loss for the nine months ended September 30, 2014, dilutive potential weighted-average common shares outstanding would have been 502.8 million. Since the company had net operating income for the nine months ended September 30, 2014, the company used 502.8 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 2014**
**Consolidated Balance Sheets**
**(amounts in millions)**

| | September 30, 2014 | June 30, 2014 | March 31, 2014 | December 31, 2013 | September 30, 2013 |
|---|---|---|---|---|---|
| **ASSETS** | | | | | |
| Investments: | | | | | |
| Fixed maturity securities available-for-sale, at fair value | $ 62,317 | $ 62,360 | $ 60,244 | $ 58,629 | $ 59,086 |
| Equity securities available-for-sale, at fair value | 313 | 320 | 349 | 341 | 379 |
| Commercial mortgage loans | 6,077 | 5,986 | 5,894 | 5,899 | 5,858 |
| Restricted commercial mortgage loans related to securitization entities | 209 | 217 | 227 | 233 | 290 |
| Policy loans | 1,512 | 1,514 | 1,438 | 1,434 | 1,668 |
| Other invested assets | 2,281 | 1,963 | 1,875 | 1,686 | 1,826 |
| Restricted other invested assets related to securitization entities | 404 | 404 | 398 | 391 | 392 |
| Total investments | 73,113 | 72,764 | 70,425 | 68,613 | 69,499 |
| Cash and cash equivalents | 3,477 | 4,138 | 4,360 | 4,214 | 3,554 |
| Accrued investment income | 719 | 642 | 752 | 678 | 705 |
| Deferred acquisition costs | 5,085 | 5,085 | 5,177 | 5,278 | 5,256 |
| Intangible assets | 300 | 266 | 327 | 399 | 404 |
| Goodwill | 316 | 867 | 866 | 867 | 867 |
| Reinsurance recoverable | 17,374 | 17,276 | 17,234 | 17,219 | 17,224 |
| Other assets | 710 | 695 | 691 | 639 | 668 |
| Separate account assets | 9,420 | 9,911 | 9,933 | 10,138 | 9,957 |
| Total assets | $ 110,514 | $111,644 | $109,765 | $ 108,045 | $ 108,134 |

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2014**

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

| | September 30, 2014 | June 30, 2014 | March 31, 2014 | December 31, 2013 | September 30, 2013 |
|---|---|---|---|---|---|
| **LIABILITIES AND STOCKHOLDERS' EQUITY** | | | | | |
| Liabilities: | | | | | |
| Future policy benefits | $ 34,697 | $ 34,497 | $ 34,076 | $ 33,705 | $ 33,612 |
| Policyholder account balances | 25,827 | 25,834 | 25,881 | 25,528 | 25,266 |
| Liability for policy and contract claims | 7,987 | 7,223 | 7,156 | 7,204 | 7,271 |
| Unearned premiums | 4,085 | 4,191 | 4,075 | 4,107 | 4,160 |
| Other liabilities | 3,605 | 3,702 | 3,777 | 4,096 | 4,607 |
| Borrowings related to securitization entities | 225 | 233 | 239 | 242 | 297 |
| Non-recourse funding obligations | 2,010 | 2,024 | 2,030 | 2,038 | 2,046 |
| Long-term borrowings | 4,662 | 4,691 | 5,150 | 5,161 | 4,780 |
| Deferred tax liability | 875 | 1,074 | 714 | 206 | 293 |
| Separate account liabilities | 9,420 | 9,911 | 9,933 | 10,138 | 9,957 |
| Total liabilities | 93,393 | 93,380 | 93,031 | 92,425 | 92,289 |
| Stockholders' equity: | | | | | |
| Common stock | 1 | 1 | 1 | 1 | 1 |
| Additional paid-in capital | 11,991 | 11,986 | 12,124 | 12,127 | 12,149 |
| Accumulated other comprehensive income (loss): | | | | | |
| Net unrealized investment gains (losses): | | | | | |
| Net unrealized gains on securities not other-than-temporarily impaired | 2,047 | 2,109 | 1,606 | 914 | 1,106 |
| Net unrealized gains (losses) on other-than-temporarily impaired securities | 20 | 19 | 18 | 12 | 3 |
| Net unrealized investment gains (losses) | 2,067 | 2,128 | 1,624 | 926 | 1,109 |
| Derivatives qualifying as hedges | 1,753 | 1,652 | 1,538 | 1,319 | 1,442 |
| Foreign currency translation and other adjustments | 114 | 381 | 321 | 297 | 388 |
| Total accumulated other comprehensive income | 3,934 | 4,161 | 3,483 | 2,542 | 2,939 |
| Retained earnings | 1,939 | 2,783 | 2,607 | 2,423 | 2,215 |
| Treasury stock, at cost | (2,700) | (2,700) | (2,700) | (2,700) | (2,700) |
| Total Genworth Financial, Inc.'s stockholders' equity | 15,165 | 16,231 | 15,515 | 14,393 | 14,604 |
| Noncontrolling interests | 1,956 | 2,033 | 1,219 | 1,227 | 1,241 |
| Total stockholders' equity | 17,121 | 18,264 | 16,734 | 15,620 | 15,845 |
| Total liabilities and stockholders' equity | $ 110,514 | $111,644 | $109,765 | $ 108,045 | $ 108,134 |

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2014**

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

| | September 30, 2014 | | | | | | |
|---|---|---|---|---|---|---|---|
| | U.S. Life Insurance | International Mortgage Insurance | U.S. Mortgage Insurance | International Protection | Runoff | Corporate and Other [1] | Total |
| **ASSETS** | | | | | | | |
| Cash and investments | $59,897 | $ 8,897 | $ 2,236 | $ 1,520 | $ 2,556 | $ 2,203 | $ 77,309 |
| Deferred acquisition costs and intangible assets | 4,913 | 184 | 23 | 238 | 327 | 16 | 5,701 |
| Reinsurance recoverable | 16,434 | 23 | 28 | 32 | 857 | — | 17,374 |
| Deferred tax and other assets | 370 | 119 | 35 | 153 | (8) | 41 | 710 |
| Separate account assets | — | — | — | — | 9,420 | — | 9,420 |
| Total assets | $81,614 | $ 9,223 | $ 2,322 | $ 1,943 | $13,152 | $ 2,260 | $110,514 |
| **LIABILITIES AND STOCKHOLDERS' EQUITY** | | | | | | | |
| Liabilities: | | | | | | | |
| Future policy benefits | $34,693 | $ — | $ — | $ — | $ 4 | $ — | $ 34,697 |
| Policyholder account balances | 22,720 | — | — | 11 | 3,096 | — | 25,827 |
| Liability for policy and contract claims | 6,269 | 355 | 1,239 | 107 | 17 | — | 7,987 |
| Unearned premiums | 624 | 2,806 | 159 | 488 | 8 | — | 4,085 |
| Non-recourse funding obligations | 2,040 | — | — | — | — | (30) | 2,010 |
| Deferred tax and other liabilities | 4,115 | 264 | (728) | 379 | (73) | 523 | 4,480 |
| Borrowings and capital securities | — | 511 | — | — | 13 | 4,363 | 4,887 |
| Separate account liabilities | — | — | — | — | 9,420 | — | 9,420 |
| Total liabilities | 70,461 | 3,936 | 670 | 985 | 12,485 | 4,856 | 93,393 |
| Stockholders' equity: | | | | | | | |
| Allocated equity, excluding accumulated other comprehensive income (loss) | 7,536 | 3,056 | 1,633 | 929 | 688 | (2,611) | 11,231 |
| Allocated accumulated other comprehensive income (loss) | 3,617 | 275 | 19 | 29 | (21) | 15 | 3,934 |
| Total Genworth Financial, Inc.'s stockholders' equity | 11,153 | 3,331 | 1,652 | 958 | 667 | (2,596) | 15,165 |
| Noncontrolling interests | — | 1,956 | — | — | — | — | 1,956 |
| Total stockholders' equity | 11,153 | 5,287 | 1,652 | 958 | 667 | (2,596) | 17,121 |
| Total liabilities and stockholders' equity | $81,614 | $ 9,223 | $ 2,322 | $ 1,943 | $13,152 | $ 2,260 | $110,514 |

[1] Includes inter-segment eliminations and non-core products.

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2014**

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

| | June 30, 2014 | | | | | | |
|---|---|---|---|---|---|---|---|
| | U.S. Life Insurance | International Mortgage Insurance | U.S. Mortgage Insurance | International Protection | Runoff | Corporate and Other[1] | Total |
| **ASSETS** | | | | | | | |
| Cash and investments | $58,873 | $ 9,219 | $ 2,215 | $ 1,639 | $ 2,759 | $ 2,839 | $ 77,544 |
| Deferred acquisition costs and intangible assets | 5,389 | 190 | 23 | 266 | 331 | 19 | 6,218 |
| Reinsurance recoverable | 16,319 | 26 | 31 | 39 | 861 | — | 17,276 |
| Deferred tax and other assets | 335 | 83 | 53 | 172 | (6) | 58 | 695 |
| Separate account assets | — | — | — | — | 9,911 | — | 9,911 |
| Total assets | $80,916 | $ 9,518 | $ 2,322 | $ 2,116 | $13,856 | $ 2,916 | $111,644 |
| **LIABILITIES AND STOCKHOLDERS' EQUITY** | | | | | | | |
| Liabilities: | | | | | | | |
| Future policy benefits | $34,492 | $ — | $ — | $ — | $ 5 | $ — | $ 34,497 |
| Policyholder account balances | 22,667 | — | — | 15 | 3,152 | — | 25,834 |
| Liability for policy and contract claims | 5,463 | 371 | 1,256 | 117 | 16 | — | 7,223 |
| Unearned premiums | 612 | 2,887 | 143 | 541 | 8 | — | 4,191 |
| Non-recourse funding obligations | 2,054 | — | — | — | — | (30) | 2,024 |
| Deferred tax and other liabilities | 4,510 | 233 | (747) | 403 | 294 | 83 | 4,776 |
| Borrowings and capital securities | — | 540 | — | — | 13 | 4,371 | 4,924 |
| Separate account liabilities | — | — | — | — | 9,911 | — | 9,911 |
| Total liabilities | 69,798 | 4,031 | 652 | 1,076 | 13,399 | 4,424 | 93,380 |
| Stockholders' equity: | | | | | | | |
| Allocated equity, excluding accumulated other comprehensive income (loss) | 7,547 | 2,971 | 1,650 | 947 | 479 | (1,524) | 12,070 |
| Allocated accumulated other comprehensive income (loss) | 3,571 | 483 | 20 | 93 | (22) | 16 | 4,161 |
| Total Genworth Financial, Inc.'s stockholders' equity | 11,118 | 3,454 | 1,670 | 1,040 | 457 | (1,508) | 16,231 |
| Noncontrolling interests | — | 2,033 | — | — | — | — | 2,033 |
| Total stockholders' equity | 11,118 | 5,487 | 1,670 | 1,040 | 457 | (1,508) | 18,264 |
| Total liabilities and stockholders' equity | $80,916 | $ 9,518 | $ 2,322 | $ 2,116 | $13,856 | $ 2,916 | $111,644 |

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

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

| | U.S. Life Insurance(1) | International Mortgage Insurance | U.S. Mortgage Insurance | International Protection | Runoff(2) | Corporate and Other | Total |
|---|---|---|---|---|---|---|---|
| Unamortized balance as of June 30, 2014 | $ 4,729 | $ 155 | $ 14 | $ 241 | $ 317 | $ — | $5,456 |
| Costs deferred | 77 | 19 | 2 | 18 | 1 | — | 117 |
| Amortization, net of interest accretion | (80) | (13) | (1) | (27) | (6) | — | (127) |
| Impact of foreign currency translation | — | (8) | — | (17) | — | — | (25) |
| Unamortized balance as of September 30, 2014 | 4,726 | 153 | 15 | 215 | 312 | — | 5,421 |
| Effect of accumulated net unrealized investment (gains) losses | (332) | — | — | — | (4) | — | (336) |
| Balance as of September 30, 2014 | $ 4,394 | $ 153 | $ 15 | $ 215 | $ 308 | $ — | $5,085 |

(1) Amortization, net of interest accretion, included $2 million of amortization related to net investment gains for the policyholder account balances.
(2) Amortization, net of interest accretion, included $7 million of amortization related to net investment gains for the policyholder account balances.

# U.S. Life Insurance Division

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2014

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

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 821 | $ 762 | $ 759 | $2,342 | $ 761 | $ 751 | $ 738 | $ 707 | $2,957 |
| Net investment income | 658 | 671 | 660 | 1,989 | 675 | 650 | 658 | 638 | 2,621 |
| Net investment gains (losses) | 1 | 25 | 3 | 29 | (2) | (6) | 17 | (12) | (3) |
| Insurance and investment product fees and other | 186 | 175 | 171 | 532 | 185 | 192 | 190 | 188 | 755 |
| Total revenues | 1,666 | 1,633 | 1,593 | 4,892 | 1,619 | 1,587 | 1,603 | 1,521 | 6,330 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 1,722 | 1,087 | 1,030 | 3,839 | 1,036 | 924 | 1,041 | 974 | 3,975 |
| Interest credited | 155 | 155 | 154 | 464 | 156 | 156 | 155 | 152 | 619 |
| Acquisition and operating expenses, net of deferrals | 173 | 156 | 161 | 490 | 164 | 154 | 177 | 163 | 658 |
| Amortization of deferred acquisition costs and intangibles | 91 | 81 | 75 | 247 | 78 | 139 | 80 | 87 | 384 |
| Goodwill impairment | 550 | — | — | 550 | — | — | — | — | — |
| Interest expense | 22 | 21 | 21 | 64 | 25 | 25 | 24 | 23 | 97 |
| Total benefits and expenses | 2,713 | 1,500 | 1,441 | 5,654 | 1,459 | 1,398 | 1,477 | 1,399 | 5,733 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | (1,047) | 133 | 152 | (762) | 160 | 189 | 126 | 122 | 597 |
| Provision (benefit) for income taxes | (211) | 47 | 57 | (107) | 40 | 82 | 46 | 45 | 213 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS** | (836) | 86 | 95 | (655) | 120 | 107 | 80 | 77 | 384 |
| **ADJUSTMENTS TO INCOME (LOSS) FROM CONTINUING OPERATIONS:** | | | | | | | | | |
| Net investment (gains) losses, net | (3) | (17) | (1) | (21) | (1) | 4 | (10) | 8 | 1 |
| Goodwill impairment, net | 517 | — | — | 517 | — | — | — | — | — |
| Expenses related to restructuring, net | — | — | — | — | — | — | 9 | — | 9 |
| **NET OPERATING INCOME (LOSS)** | $ (322) | $ 69 | $ 94 | $ (159) | $ 119 | $ 111 | $ 79 | $ 85 | $ 394 |
| *Effective tax rate (operating income (loss))* (1) | 35.8% | 35.6% | 37.3% | 34.9% | 25.3% | 43.0% | 37.1% | 36.4% | 35.7% |

(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 2014

## Net Operating Income (Loss)—U.S. Life Insurance Division
(amounts in millions)

| Three months ended September 30, 2014 | U.S. Life Insurance Segment<br>Life Insurance | Long-Term Care Insurance | Fixed Annuities | Total U.S. Life Insurance Segment | Total |
|---|---|---|---|---|---|
| **REVENUES:** | | | | | |
| Premiums | $ 193 | $ 587 | $ 41 | $ 821 | $ 821 |
| Net investment income | 123 | 293 | 242 | 658 | 658 |
| Net investment gains (losses) | 10 | (1) | (8) | 1 | 1 |
| Insurance and investment product fees and other | 184 | — | 2 | 186 | 186 |
| Total revenues | 510 | 879 | 277 | 1,666 | 1,666 |
| **BENEFITS AND EXPENSES:** | | | | | |
| Benefits and other changes in policy reserves | 293 | 1,313 | 116 | 1,722 | 1,722 |
| Interest credited | 67 | — | 88 | 155 | 155 |
| Acquisition and operating expenses, net of deferrals | 52 | 103 | 18 | 173 | 173 |
| Amortization of deferred acquisition costs and intangibles | 46 | 25 | 20 | 91 | 91 |
| Goodwill impairment | 350 | 200 | — | 550 | 550 |
| Interest expense | 22 | — | — | 22 | 22 |
| Total benefits and expenses | 830 | 1,641 | 242 | 2,713 | 2,713 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | (320) | (762) | 35 | (1,047) | (1,047) |
| Provision (benefit) for income taxes | 11 | (234) | 12 | (211) | (211) |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS** | (331) | (528) | 23 | (836) | (836) |
| **ADJUSTMENTS TO INCOME (LOSS) FROM CONTINUING OPERATIONS:** | | | | | |
| Net investment (gains) losses, net | (6) | — | 3 | (3) | (3) |
| Goodwill impairment, net | 350 | 167 | — | 517 | 517 |
| **NET OPERATING INCOME (LOSS)** | $ 13 | $ (361) | $ 26 | $ (322) | $ (322) |
| *Effective tax rate (operating income (loss))* | *35.2%* | *35.7%* | *34.8%* | *35.8%* | *35.8%* |

| Three months ended September 30, 2013 | U.S. Life Insurance Segment<br>Life Insurance | Long-Term Care Insurance | Fixed Annuities | Total U.S. Life Insurance Segment | Total |
|---|---|---|---|---|---|
| **REVENUES:** | | | | | |
| Premiums | $ 166 | $ 564 | $ 21 | $ 751 | $ 751 |
| Net investment income | 138 | 282 | 230 | 650 | 650 |
| Net investment gains (losses) | — | (2) | (4) | (6) | (6) |
| Insurance and investment product fees and other | 188 | 2 | 2 | 192 | 192 |
| Total revenues | 492 | 846 | 249 | 1,587 | 1,587 |
| **BENEFITS AND EXPENSES:** | | | | | |
| Benefits and other changes in policy reserves | 160 | 659 | 105 | 924 | 924 |
| Interest credited | 68 | — | 88 | 156 | 156 |
| Acquisition and operating expenses, net of deferrals | 47 | 90 | 17 | 154 | 154 |
| Amortization of deferred acquisition costs and intangibles | 88 | 31 | 20 | 139 | 139 |
| Interest expense | 25 | — | — | 25 | 25 |
| Total benefits and expenses | 388 | 780 | 230 | 1,398 | 1,398 |
| **INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | 104 | 66 | 19 | 189 | 189 |
| Provision for income taxes | 50 | 26 | 6 | 82 | 82 |
| **INCOME FROM CONTINUING OPERATIONS** | 54 | 40 | 13 | 107 | 107 |
| **ADJUSTMENT TO INCOME FROM CONTINUING OPERATIONS:** | | | | | |
| Net investment (gains) losses, net | — | 1 | 3 | 4 | 4 |
| **NET OPERATING INCOME** | $ 54 | $ 41 | $ 16 | $ 111 | $ 111 |
| *Effective tax rate (operating income)* | *47.5%* | *38.6%* | *35.4%* | *43.0%* | *43.0%* |

## Net Operating Income (Loss)—U.S. Life Insurance Division
**(amounts in millions)**

| Nine months ended September 30, 2014 | U.S. Life Insurance Segment: Life Insurance | Long-Term Care Insurance | Fixed Annuities | Total U.S. Life Insurance Segment | Total |
|---|---|---|---|---|---|
| **REVENUES:** | | | | | |
| Premiums | $ 547 | $ 1,729 | $ 66 | $ 2,342 | $2,342 |
| Net investment income | 388 | 875 | 726 | 1,989 | 1,989 |
| Net investment gains (losses) | 34 | 2 | (7) | 29 | 29 |
| Insurance and investment product fees and other | 525 | 1 | 6 | 532 | 532 |
| Total revenues | 1,494 | 2,607 | 791 | 4,892 | 4,892 |
| **BENEFITS AND EXPENSES:** | | | | | |
| Benefits and other changes in policy reserves | 831 | 2,712 | 296 | 3,839 | 3,839 |
| Interest credited | 199 | — | 265 | 464 | 464 |
| Acquisition and operating expenses, net of deferrals | 147 | 293 | 50 | 490 | 490 |
| Amortization of deferred acquisition costs and intangibles | 104 | 78 | 65 | 247 | 247 |
| Goodwill impairment | 350 | 200 | — | 550 | 550 |
| Interest expense | 64 | — | — | 64 | 64 |
| Total benefits and expenses | 1,695 | 3,283 | 676 | 5,654 | 5,654 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | (201) | (676) | 115 | (762) | (762) |
| Provision (benefit) for income taxes | 54 | (202) | 41 | (107) | (107) |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS** | (255) | (474) | 74 | (655) | (655) |
| **ADJUSTMENTS TO INCOME (LOSS) FROM CONTINUING OPERATIONS:** | | | | | |
| Net investment (gains) losses, net | (22) | (2) | 3 | (21) | (21) |
| Goodwill impairment, net | 350 | 167 | — | 517 | 517 |
| **NET OPERATING INCOME (LOSS)** | $ 73 | $ (309) | $ 77 | $ (159) | $ (159) |
| *Effective tax rate (operating income (loss))* | *36.5%* | *35.5%* | *35.5%* | *34.9%* | *34.9%* |

| Nine months ended September 30, 2013 | U.S. Life Insurance Segment: Life Insurance | Long-Term Care Insurance | Fixed Annuities | Total U.S. Life Insurance Segment | Total |
|---|---|---|---|---|---|
| **REVENUES:** | | | | | |
| Premiums | $ 520 | $ 1,627 | $ 49 | $ 2,196 | $2,196 |
| Net investment income | 402 | 823 | 721 | 1,946 | 1,946 |
| Net investment gains (losses) | 5 | (7) | 1 | (1) | (1) |
| Insurance and investment product fees and other | 561 | 4 | 5 | 570 | 570 |
| Total revenues | 1,488 | 2,447 | 776 | 4,711 | 4,711 |
| **BENEFITS AND EXPENSES:** | | | | | |
| Benefits and other changes in policy reserves | 704 | 1,950 | 285 | 2,939 | 2,939 |
| Interest credited | 200 | — | 263 | 463 | 463 |
| Acquisition and operating expenses, net of deferrals | 147 | 291 | 56 | 494 | 494 |
| Amortization of deferred acquisition costs and intangibles | 161 | 80 | 65 | 306 | 306 |
| Interest expense | 72 | — | — | 72 | 72 |
| Total benefits and expenses | 1,284 | 2,321 | 669 | 4,274 | 4,274 |
| **INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | 204 | 126 | 107 | 437 | 437 |
| Provision for income taxes | 86 | 49 | 38 | 173 | 173 |
| **INCOME FROM CONTINUING OPERATIONS** | 118 | 77 | 69 | 264 | 264 |
| **ADJUSTMENTS TO INCOME FROM CONTINUING OPERATIONS:** | | | | | |
| Net investment (gains) losses, net | (3) | 4 | 1 | 2 | 2 |
| Expenses related to restructuring, net | 2 | 6 | 1 | 9 | 9 |
| **NET OPERATING INCOME** | $ 117 | $ 87 | $ 71 | $ 275 | $ 275 |
| *Effective tax rate (operating income)* | *42.0%* | *38.4%* | *35.8%* | *39.4%* | *39.4%* |

# U.S. Life Insurance Segment

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2014**

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

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 193 | $ 171 | $ 183 | $ 547 | $ 164 | $ 166 | $ 173 | $ 181 | $ 684 |
| Net investment income | 123 | 137 | 128 | 388 | 139 | 138 | 133 | 131 | 541 |
| Net investment gains (losses) | 10 | 23 | 1 | 34 | 8 | — | 9 | (4) | 13 |
| Insurance and investment product fees and other | 184 | 173 | 168 | 525 | 183 | 188 | 187 | 186 | 744 |
| Total revenues | 510 | 504 | 480 | 1,494 | 494 | 492 | 502 | 494 | 1,982 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 293 | 257 | 281 | 831 | 241 | 160 | 280 | 264 | 945 |
| Interest credited | 67 | 66 | 66 | 199 | 66 | 68 | 68 | 64 | 266 |
| Acquisition and operating expenses, net of deferrals | 52 | 45 | 50 | 147 | 47 | 47 | 50 | 50 | 194 |
| Amortization of deferred acquisition costs and intangibles | 46 | 32 | 26 | 104 | 31 | 88 | 33 | 40 | 192 |
| Goodwill impairment | 350 | — | — | 350 | — | — | — | — | — |
| Interest expense | 22 | 21 | 21 | 64 | 25 | 25 | 24 | 23 | 97 |
| Total benefits and expenses | 830 | 421 | 444 | 1,695 | 410 | 388 | 455 | 441 | 1,694 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | (320) | 83 | 36 | (201) | 84 | 104 | 47 | 53 | 288 |
| Provision for income taxes | 11 | 29 | 14 | 54 | 22 | 50 | 16 | 20 | 108 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS** | (331) | 54 | 22 | (255) | 62 | 54 | 31 | 33 | 180 |
| **ADJUSTMENTS TO INCOME (LOSS) FROM CONTINUING OPERATIONS:** | | | | | | | | | |
| Net investment (gains) losses, net | (6) | (15) | (1) | (22) | (6) | — | (6) | 3 | (9) |
| Goodwill impairment, net | 350 | — | — | 350 | — | — | — | — | — |
| Expenses related to restructuring, net | — | — | — | — | — | — | 2 | — | 2 |
| **NET OPERATING INCOME** | $ 13 | $ 39 | $ 21 | $ 73 | $ 56 | $ 54 | $ 27 | $ 36 | $ 173 |
| *Effective tax rate (operating income)* | *35.2%* | *35.4%* | *39.3%* | *36.5%* | *25.6%* | *47.5%* | *34.4%* | *37.6%* | *37.6%* |
| **SALES:** | | | | | | | | | |
| **Sales by Product:** | | | | | | | | | |
| Term Life | $ 13 | $ 14 | $ 13 | $ 40 | $ 9 | $ 5 | $ 4 | $ 4 | $ 22 |
| Term Universal Life | — | — | — | — | — | — | — | 1 | 1 |
| Universal Life | 11 | 7 | 6 | 24 | 5 | 5 | 5 | 9 | 24 |
| Linked-Benefits | 4 | 5 | 2 | 11 | 3 | 2 | 3 | 2 | 10 |
| **Total Sales** | $ 28 | $ 26 | $ 21 | $ 75 | $ 17 | $ 12 | $ 12 | $ 16 | $ 57 |

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2014**

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

| | 2014 | | | 2013 | | | |
|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | 4Q | 3Q | 2Q | 1Q |
| **Term and Whole Life Insurance** | | | | | | | |
| Life insurance in-force, net of reinsurance | $350,946 | $341,383 | $338,372 | $336,015 | $335,039 | $336,008 | $338,014 |
| Life insurance in-force before reinsurance | $523,784 | $524,743 | $523,925 | $523,694 | $525,171 | $528,874 | $534,194 |
| **Term Universal Life Insurance** | | | | | | | |
| Life insurance in-force, net of reinsurance | $129,268 | $130,270 | $131,256 | $132,293 | $133,500 | $134,868 | $136,222 |
| Life insurance in-force before reinsurance | $130,285 | $131,296 | $132,294 | $133,348 | $134,555 | $135,937 | $137,297 |
| **Universal Life Insurance** | | | | | | | |
| Life insurance in-force, net of reinsurance | $ 42,119 | $ 42,454 | $ 42,814 | $ 43,150 | $ 43,447 | $ 43,773 | $ 44,051 |
| Life insurance in-force before reinsurance | $ 48,821 | $ 49,004 | $ 49,418 | $ 49,790 | $ 50,203 | $ 50,558 | $ 50,906 |
| **Total Life Insurance** | | | | | | | |
| Life insurance in-force, net of reinsurance | $522,333 | $514,107 | $512,442 | $511,458 | $511,986 | $514,649 | $518,287 |
| Life insurance in-force before reinsurance | $702,890 | $705,043 | $705,637 | $706,832 | $709,929 | $715,369 | $722,397 |

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

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 587 | $ 577 | $ 565 | $1,729 | $ 582 | $ 564 | $ 550 | $ 513 | $2,209 |
| Net investment income | 293 | 292 | 290 | 875 | 291 | 282 | 277 | 264 | 1,114 |
| Net investment gains (losses) | (1) | 3 | — | 2 | (4) | (2) | (2) | (3) | (11) |
| Insurance and investment product fees and other | — | — | 1 | 1 | — | 2 | 1 | 1 | 4 |
| Total revenues | 879 | 872 | 856 | 2,607 | 869 | 846 | 826 | 775 | 3,316 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 1,313 | 735 | 664 | 2,712 | 701 | 659 | 663 | 628 | 2,651 |
| Interest credited | — | — | — | — | — | — | — | — | — |
| Acquisition and operating expenses, net of deferrals | 103 | 97 | 93 | 293 | 94 | 90 | 107 | 94 | 385 |
| Amortization of deferred acquisition costs and intangibles | 25 | 27 | 26 | 78 | 27 | 31 | 24 | 25 | 107 |
| Goodwill impairment | 200 | — | — | 200 | — | — | — | — | — |
| Interest expense | — | — | — | — | — | — | — | — | — |
| Total benefits and expenses | 1,641 | 859 | 783 | 3,283 | 822 | 780 | 794 | 747 | 3,143 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | (762) | 13 | 73 | (676) | 47 | 66 | 32 | 28 | 173 |
| Provision (benefit) for income taxes | (234) | 5 | 27 | (202) | 8 | 26 | 13 | 10 | 57 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS** | (528) | 8 | 46 | (474) | 39 | 40 | 19 | 18 | 116 |
| **ADJUSTMENTS TO INCOME (LOSS) FROM CONTINUING OPERATIONS:** | | | | | | | | | |
| Net investment (gains) losses, net | — | (2) | — | (2) | 3 | 1 | 1 | 2 | 7 |
| Goodwill impairment, net | 167 | — | — | 167 | — | — | — | — | — |
| Expenses related to restructuring, net | — | — | — | — | — | — | 6 | — | 6 |
| **NET OPERATING INCOME (LOSS)** | $ (361) | $ 6 | $ 46 | $ (309) | $ 42 | $ 41 | $ 26 | $ 20 | $ 129 |
| *Effective tax rate (operating income (loss))* | *35.7%* | *37.1%* | *37.0%* | *35.5%* | *19.8%* | *38.6%* | *40.2%* | *35.4%* | *33.3%* |
| **SALES:** | | | | | | | | | |
| Individual Long-Term Care Insurance | $ 28 | $ 24 | $ 21 | $ 73 | $ 24 | $ 37 | $ 38 | $ 35 | $ 134 |
| Group Long-Term Care Insurance | 1 | 2 | 1 | 4 | 2 | 3 | 5 | 5 | 15 |
| **Total Sales** | $ 29 | $ 26 | $ 22 | $ 77 | $ 26 | $ 40 | $ 43 | $ 40 | $ 149 |
| **RATIOS:** | | | | | | | | | |
| Loss Ratio(1) | 173.0% | 73.2% | 63.3% | 103.8% | 68.2% | 63.7% | 66.6% | 66.2% | 66.2% |
| Gross Benefits Ratio(2) | 224.1% | 127.3% | 117.5% | 156.9% | 120.4% | 116.8% | 120.3% | 122.8% | 120.0% |

(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 2014

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

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 41 | $ 14 | $ 11 | $ 66 | $ 15 | $ 21 | $ 15 | $ 13 | $ 64 |
| Net investment income | 242 | 242 | 242 | 726 | 245 | 230 | 248 | 243 | 966 |
| Net investment gains (losses) | (8) | (1) | 2 | (7) | (6) | (4) | 10 | (5) | (5) |
| Insurance and investment product fees and other | 2 | 2 | 2 | 6 | 2 | 2 | 2 | 1 | 7 |
| Total revenues | 277 | 257 | 257 | 791 | 256 | 249 | 275 | 252 | 1,032 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 116 | 95 | 85 | 296 | 94 | 105 | 98 | 82 | 379 |
| Interest credited | 88 | 89 | 88 | 265 | 90 | 88 | 87 | 88 | 353 |
| Acquisition and operating expenses, net of deferrals | 18 | 14 | 18 | 50 | 23 | 17 | 20 | 19 | 79 |
| Amortization of deferred acquisition costs and intangibles | 20 | 22 | 23 | 65 | 20 | 20 | 23 | 22 | 85 |
| Interest expense | — | — | — | — | — | — | — | — | — |
| Total benefits and expenses | 242 | 220 | 214 | 676 | 227 | 230 | 228 | 211 | 896 |
| **INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | 35 | 37 | 43 | 115 | 29 | 19 | 47 | 41 | 136 |
| Provision for income taxes | 12 | 13 | 16 | 41 | 10 | 6 | 17 | 15 | 48 |
| **INCOME FROM CONTINUING OPERATIONS** | 23 | 24 | 27 | 74 | 19 | 13 | 30 | 26 | 88 |
| **ADJUSTMENTS TO INCOME FROM CONTINUING OPERATIONS:** | | | | | | | | | |
| Net investment (gains) losses, net | 3 | — | — | 3 | 2 | 3 | (5) | 3 | 3 |
| Expenses related to restructuring, net | — | — | — | — | — | — | 1 | — | 1 |
| **NET OPERATING INCOME** | $ 26 | $ 24 | $ 27 | $ 77 | $ 21 | $ 16 | $ 26 | $ 29 | $ 92 |
| *Effective tax rate (operating income)* | *34.8%* | *35.5%* | *36.2%* | *35.5%* | *33.6%* | *35.4%* | *36.3%* | *35.5%* | *35.3%* |
| **SALES:** | | | | | | | | | |
| **Sales by Product:** | | | | | | | | | |
| Single Premium Immediate Annuities | $ 49 | $ 29 | $ 28 | $ 106 | $ 52 | $ 53 | $ 48 | $ 40 | $ 193 |
| Single Premium Deferred Annuities | 322 | 400 | 492 | 1,214 | 678 | 707 | 164 | 67 | 1,616 |
| **Total Sales** | $ 371 | $ 429 | $ 520 | $1,320 | $ 730 | $ 760 | $ 212 | $ 107 | $1,809 |

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2014**

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

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **Single Premium Deferred Annuities** | | | | | | | | | |
| Account value, beginning of the period | $12,233 | $12,070 | $11,807 | $11,807 | $11,341 | $10,842 | $10,881 | $11,038 | $11,038 |
| Deposits | 324 | 404 | 496 | 1,224 | 686 | 714 | 166 | 68 | 1,634 |
| Surrenders, benefits and product charges | (344) | (320) | (312) | (976) | (300) | (293) | (281) | (302) | (1,176) |
| Net flows | (20) | 84 | 184 | 248 | 386 | 421 | (115) | (234) | 458 |
| Interest credited | 79 | 79 | 79 | 237 | 80 | 78 | 76 | 77 | 311 |
| Account value, end of the period | 12,292 | 12,233 | 12,070 | 12,292 | 11,807 | 11,341 | 10,842 | 10,881 | 11,807 |
| **Single Premium Immediate Annuities** | | | | | | | | | |
| Account value, beginning of the period | 5,891 | 5,875 | 5,837 | 5,837 | 5,931 | 6,010 | 6,319 | 6,442 | 6,442 |
| Premiums and deposits | 83 | 59 | 49 | 191 | 91 | 80 | 71 | 65 | 307 |
| Surrenders, benefits and product charges | (209) | (213) | (215) | (637) | (221) | (214) | (228) | (235) | (898) |
| Net flows | (126) | (154) | (166) | (446) | (130) | (134) | (157) | (170) | (591) |
| Interest credited | 66 | 67 | 68 | 201 | 69 | 71 | 72 | 73 | 285 |
| Effect of accumulated net unrealized investment gains (losses) | (49) | 103 | 136 | 190 | (33) | (16) | (224) | (26) | (299) |
| Account value, end of the period | 5,782 | 5,891 | 5,875 | 5,782 | 5,837 | 5,931 | 6,010 | 6,319 | 5,837 |
| **Structured Settlements** | | | | | | | | | |
| Account value, net of reinsurance, beginning of the period | 1,085 | 1,092 | 1,093 | 1,093 | 1,095 | 1,097 | 1,101 | 1,101 | 1,101 |
| Surrenders, benefits and product charges | (18) | (21) | (15) | (54) | (16) | (17) | (18) | (15) | (66) |
| Net flows | (18) | (21) | (15) | (54) | (16) | (17) | (18) | (15) | (66) |
| Interest credited | 15 | 14 | 14 | 43 | 14 | 15 | 14 | 15 | 58 |
| Account value, net of reinsurance, end of the period | 1,082 | 1,085 | 1,092 | 1,082 | 1,093 | 1,095 | 1,097 | 1,101 | 1,093 |
| **Total Fixed Annuities** | $19,156 | $19,209 | $19,037 | $19,156 | $18,737 | $18,367 | $17,949 | $18,301 | $18,737 |

# Global Mortgage Insurance Division

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2014

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

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 388 | $ 381 | $ 372 | $1,141 | $ 390 | $ 380 | $ 392 | $ 388 | $1,550 |
| Net investment income | 97 | 86 | 92 | 275 | 93 | 98 | 95 | 107 | 393 |
| Net investment gains (losses) | (4) | 12 | (3) | 5 | 9 | 7 | 13 | 3 | 32 |
| Insurance and investment product fees and other | (7) | (3) | 2 | (8) | 1 | — | — | 1 | 2 |
| Total revenues | 474 | 476 | 463 | 1,413 | 493 | 485 | 500 | 499 | 1,977 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 199 | 107 | 110 | 416 | 172 | 196 | 177 | 184 | 729 |
| Acquisition and operating expenses, net of deferrals | 87 | 93 | 82 | 262 | 107 | 91 | 96 | 91 | 385 |
| Amortization of deferred acquisition costs and intangibles | 16 | 17 | 17 | 50 | 15 | 15 | 19 | 17 | 66 |
| Interest expense | 8 | 8 | 8 | 24 | 7 | 9 | 8 | 9 | 33 |
| Total benefits and expenses | 310 | 225 | 217 | 752 | 301 | 311 | 300 | 301 | 1,213 |
| **INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | 164 | 251 | 246 | 661 | 192 | 174 | 200 | 198 | 764 |
| Provision for income taxes | 24 | 61 | 80 | 165 | 44 | 45 | 55 | 57 | 201 |
| **INCOME FROM CONTINUING OPERATIONS** | 140 | 190 | 166 | 496 | 148 | 129 | 145 | 141 | 563 |
| Less: net income attributable to noncontrolling interests | 57 | 52 | 35 | 144 | 37 | 40 | 39 | 38 | 154 |
| **INCOME FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | 83 | 138 | 131 | 352 | 111 | 89 | 106 | 103 | 409 |
| **ADJUSTMENTS TO INCOME FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:** | | | | | | | | | |
| Net investment (gains) losses, net | 2 | (4) | 1 | (1) | (4) | (2) | (5) | (1) | (12) |
| (Gains) losses on early extinguishment of debt, net | — | 2 | — | 2 | — | — | — | — | — |
| Expenses related to restructuring, net | — | — | — | — | — | — | 1 | — | 1 |
| **NET OPERATING INCOME**[1] | $ 85 | $ 136 | $ 132 | $ 353 | $ 107 | $ 87 | $ 102 | $ 102 | $ 398 |
| *Effective tax rate (operating income)* | *11.3%* | *23.3%* | *33.9%* | *25.4%* | *20.7%* | *25.3%* | *27.2%* | *30.0%* | *25.9%* |

[1] Net operating income adjusted for foreign exchange as compared to the prior year period for the Global Mortgage Insurance Division was $86 million and $381 million for the three and nine months ended September 30, 2014, respectively.

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2014

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

| Three months ended September 30, 2014 | International Mortgage Insurance Segment: Canada | Australia | Other Countries | Total International Mortgage Insurance Segment | U.S. Mortgage Insurance Segment | Total |
|---|---|---|---|---|---|---|
| **REVENUES:** | | | | | | |
| Premiums | $ 130 | $ 105 | $ 7 | $ 242 | $ 146 | $ 388 |
| Net investment income | 39 | 38 | 1 | 78 | 19 | 97 |
| Net investment gains (losses) | (4) | — | — | (4) | — | (4) |
| Insurance and investment product fees and other | (2) | (7) | 2 | (7) | — | (7) |
| Total revenues | 163 | 136 | 10 | 309 | 165 | 474 |
| **BENEFITS AND EXPENSES:** | | | | | | |
| Benefits and other changes in policy reserves | 28 | 22 | 8 | 58 | 141 | 199 |
| Acquisition and operating expenses, net of deferrals | 18 | 25 | 9 | 52 | 35 | 87 |
| Amortization of deferred acquisition costs and intangibles | 10 | 5 | — | 15 | 1 | 16 |
| Interest expense | 5 | 3 | — | 8 | — | 8 |
| Total benefits and expenses | 61 | 55 | 17 | 133 | 177 | 310 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | 102 | 81 | (7) | 176 | (12) | 164 |
| Provision (benefit) for income taxes | 24 | 10 | — | 34 | (10) | 24 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS** | 78 | 71 | (7) | 142 | (2) | 140 |
| Less: net income attributable to noncontrolling interests | 34 | 23 | — | 57 | — | 57 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | 44 | 48 | (7) | 85 | (2) | 83 |
| **ADJUSTMENT TO INCOME (LOSS) FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:** | | | | | | |
| Net investment (gains) losses, net | 2 | — | — | 2 | — | 2 |
| **NET OPERATING INCOME (LOSS)** | $ 46 | $ 48 | $ (7) | $ 87 | $ (2) | $ 85 |
| *Effective tax rate (operating income (loss))* | *21.2%* | *14.2%* | *-2.2%* | *19.0%* | *80.1%* | *11.3%* |

| Three months ended September 30, 2013 | International Mortgage Insurance Segment: Canada | Australia | Other Countries | Total International Mortgage Insurance Segment | U.S. Mortgage Insurance Segment | Total |
|---|---|---|---|---|---|---|
| **REVENUES:** | | | | | | |
| Premiums | $ 138 | $ 98 | $ 7 | $ 243 | $ 137 | $ 380 |
| Net investment income | 43 | 36 | 1 | 80 | 18 | 98 |
| Net investment gains (losses) | 9 | (2) | — | 7 | — | 7 |
| Insurance and investment product fees and other | — | (1) | | (1) | 1 | — |
| Total revenues | 190 | 131 | 8 | 329 | 156 | 485 |
| **BENEFITS AND EXPENSES:** | | | | | | |
| Benefits and other changes in policy reserves | 30 | 29 | 14 | 73 | 123 | 196 |
| Acquisition and operating expenses, net of deferrals | 23 | 25 | 8 | 56 | 35 | 91 |
| Amortization of deferred acquisition costs and intangibles | 9 | 5 | (1) | 13 | 2 | 15 |
| Interest expense | 6 | 3 | — | 9 | — | 9 |
| Total benefits and expenses | 68 | 62 | 21 | 151 | 160 | 311 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | 122 | 69 | (13) | 178 | (4) | 174 |
| Provision (benefit) for income taxes | 38 | 9 | (1) | 46 | (1) | 45 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS** | 84 | 60 | (12) | 132 | (3) | 129 |
| Less: net income attributable to noncontrolling interests | 40 | — | — | 40 | — | 40 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | 44 | 60 | (12) | 92 | (3) | 89 |
| **ADJUSTMENT TO INCOME (LOSS) FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:** | | | | | | |
| Net investment (gains) losses, net | (3) | 1 | — | (2) | — | (2) |
| **NET OPERATING INCOME (LOSS)** | $ 41 | $ 61 | $ (12) | $ 90 | $ (3) | $ 87 |
| *Effective tax rate (operating income (loss))* | *35.0%* | *13.7%* | *11.2%* | *25.0%* | *14.0%* | *25.3%* |

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2014

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

| | International Mortgage Insurance Segment | | | | | |
|---|---|---|---|---|---|---|
| Nine months ended September 30, 2014 | Canada | Australia | Other Countries | Total International Mortgage Insurance Segment | U.S. Mortgage Insurance Segment | Total |
| **REVENUES:** | | | | | | |
| Premiums | $ 388 | $ 304 | $ 22 | $ 714 | $ 427 | $1,141 |
| Net investment income | 117 | 108 | 2 | 227 | 48 | 275 |
| Net investment gains (losses) | 5 | — | — | 5 | — | 5 |
| Insurance and investment product fees and other | 1 | (11) | 1 | (9) | 1 | (8) |
| Total revenues | 511 | 401 | 25 | 937 | 476 | 1,413 |
| **BENEFITS AND EXPENSES:** | | | | | | |
| Benefits and other changes in policy reserves | 69 | 63 | 18 | 150 | 266 | 416 |
| Acquisition and operating expenses, net of deferrals | 67 | 67 | 26 | 160 | 102 | 262 |
| Amortization of deferred acquisition costs and intangibles | 29 | 16 | — | 45 | 5 | 50 |
| Interest expense | 16 | 8 | — | 24 | — | 24 |
| Total benefits and expenses | 181 | 154 | 44 | 379 | 373 | 752 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | 330 | 247 | (19) | 558 | 103 | 661 |
| Provision (benefit) for income taxes | 87 | 46 | (1) | 132 | 33 | 165 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS** | 243 | 201 | (18) | 426 | 70 | 496 |
| Less: net income attributable to noncontrolling interests | 110 | 34 | — | 144 | — | 144 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | 133 | 167 | (18) | 282 | 70 | 352 |
| **ADJUSTMENTS TO INCOME (LOSS) FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:** | | | | | | |
| Net investment (gains) losses, net | (1) | — | — | (1) | — | (1) |
| (Gains) losses on early extinguishment of debt, net | 2 | — | — | 2 | — | 2 |
| **NET OPERATING INCOME (LOSS)** | $ 134 | $ 167 | $ (18) | $ 283 | $ 70 | $ 353 |
| *Effective tax rate (operating income (loss))* | *26.4%* | *19.3%* | *6.4%* | *23.5%* | *32.1%* | *25.4%* |

| | International Mortgage Insurance Segment | | | | | |
|---|---|---|---|---|---|---|
| Nine months ended September 30, 2013 | Canada | Australia | Other Countries | Total International Mortgage Insurance Segment | U.S. Mortgage Insurance Segment | Total |
| **REVENUES:** | | | | | | |
| Premiums | $ 423 | $ 300 | $ 25 | $ 748 | $ 412 | $1,160 |
| Net investment income | 129 | 121 | 3 | 253 | 47 | 300 |
| Net investment gains (losses) | 25 | (2) | — | 23 | — | 23 |
| Insurance and investment product fees and other | (1) | (1) | 1 | (1) | 2 | 1 |
| Total revenues | 576 | 418 | 29 | 1,023 | 461 | 1,484 |
| **BENEFITS AND EXPENSES:** | | | | | | |
| Benefits and other changes in policy reserves | 109 | 113 | 31 | 253 | 304 | 557 |
| Acquisition and operating expenses, net of deferrals | 64 | 76 | 29 | 169 | 109 | 278 |
| Amortization of deferred acquisition costs and intangibles | 29 | 17 | — | 46 | 5 | 51 |
| Interest expense | 17 | 9 | — | 26 | — | 26 |
| Total benefits and expenses | 219 | 215 | 60 | 494 | 418 | 912 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | 357 | 203 | (31) | 529 | 43 | 572 |
| Provision (benefit) for income taxes | 105 | 42 | (2) | 145 | 12 | 157 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS** | 252 | 161 | (29) | 384 | 31 | 415 |
| Less: net income attributable to noncontrolling interests | 117 | — | — | 117 | — | 117 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | 135 | 161 | (29) | 267 | 31 | 298 |
| **ADJUSTMENTS TO INCOME (LOSS) FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:** | | | | | | |
| Net investment (gains) losses, net | (9) | 1 | — | (8) | — | (8) |
| Expenses related to restructuring, net | — | — | 1 | 1 | — | 1 |
| **NET OPERATING INCOME (LOSS)** | $ 126 | $ 162 | $ (28) | $ 260 | $ 31 | $ 291 |
| *Effective tax rate (operating income (loss))* | *31.6%* | *21.1%* | *7.8%* | *27.6%* | *28.5%* | *27.7%* |

## International Mortgage Insurance Segment

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2014

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

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 242 | $ 237 | $ 235 | $ 714 | $ 248 | $ 243 | $ 251 | $ 254 | $ 996 |
| Net investment income | 78 | 75 | 74 | 227 | 80 | 80 | 85 | 88 | 333 |
| Net investment gains (losses) | (4) | 12 | (3) | 5 | 9 | 7 | 13 | 3 | 32 |
| Insurance and investment product fees and other | (7) | (4) | 2 | (9) | 1 | (1) | — | — | — |
| Total revenues | 309 | 320 | 308 | 937 | 338 | 329 | 349 | 345 | 1,361 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 58 | 45 | 47 | 150 | 64 | 73 | 80 | 100 | 317 |
| Acquisition and operating expenses, net of deferrals | 52 | 59 | 49 | 160 | 72 | 56 | 61 | 52 | 241 |
| Amortization of deferred acquisition costs and intangibles | 15 | 15 | 15 | 45 | 14 | 13 | 17 | 16 | 60 |
| Interest expense | 8 | 8 | 8 | 24 | 7 | 9 | 8 | 9 | 33 |
| Total benefits and expenses | 133 | 127 | 119 | 379 | 157 | 151 | 166 | 177 | 651 |
| **INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | 176 | 193 | 189 | 558 | 181 | 178 | 183 | 168 | 710 |
| Provision for income taxes | 34 | 42 | 56 | 132 | 39 | 46 | 51 | 48 | 184 |
| **INCOME FROM CONTINUING OPERATIONS** | 142 | 151 | 133 | 426 | 142 | 132 | 132 | 120 | 526 |
| Less: net income attributable to noncontrolling interests | 57 | 52 | 35 | 144 | 37 | 40 | 39 | 38 | 154 |
| **INCOME FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | 85 | 99 | 98 | 282 | 105 | 92 | 93 | 82 | 372 |
| **ADJUSTMENTS TO INCOME FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:** | | | | | | | | | |
| Net investment (gains) losses, net | 2 | (4) | 1 | (1) | (4) | (2) | (5) | (1) | (12) |
| (Gains) losses on early extinguishment of debt, net | — | 2 | — | 2 | — | — | — | — | — |
| Expenses related to restructuring, net | — | — | — | — | — | — | 1 | — | 1 |
| **NET OPERATING INCOME**(1) | $ 87 | $ 97 | $ 99 | $ 283 | $ 101 | $ 90 | $ 89 | $ 81 | $ 361 |
| *Effective tax rate (operating income)* | *19.0%* | *18.8%* | *30.7%* | *23.5%* | *18.8%* | *25.0%* | *27.8%* | *29.9%* | *25.3%* |

(1) Net operating income adjusted for foreign exchange as compared to the prior year period for the International Mortgage Insurance segment was $88 million and $311 million for the three and nine months ended September 30, 2014, respectively.

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2014**
**Net Operating Income and Sales—International Mortgage Insurance Segment—Canada**
**(amounts in millions)**

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 130 | $ 128 | $ 130 | $ 388 | $ 137 | $ 138 | $ 141 | $ 144 | $ 560 |
| Net investment income | 39 | 39 | 39 | 117 | 41 | 43 | 42 | 44 | 170 |
| Net investment gains (losses) | (4) | 12 | (3) | 5 | 6 | 9 | 12 | 4 | 31 |
| Insurance and investment product fees and other | (2) | 1 | 2 | 1 | — | — | (1) | — | (1) |
| Total revenues | 163 | 180 | 168 | 511 | 184 | 190 | 194 | 192 | 760 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 28 | 15 | 26 | 69 | 30 | 30 | 35 | 44 | 139 |
| Acquisition and operating expenses, net of deferrals | 18 | 28 | 21 | 67 | 29 | 23 | 22 | 19 | 93 |
| Amortization of deferred acquisition costs and intangibles | 10 | 9 | 10 | 29 | 8 | 9 | 10 | 10 | 37 |
| Interest expense | 5 | 6 | 5 | 16 | 5 | 6 | 5 | 6 | 22 |
| Total benefits and expenses | 61 | 58 | 62 | 181 | 72 | 68 | 72 | 79 | 291 |
| **INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | 102 | 122 | 106 | 330 | 112 | 122 | 122 | 113 | 469 |
| Provision for income taxes | 24 | 32 | 31 | 87 | 28 | 38 | 35 | 32 | 133 |
| **INCOME FROM CONTINUING OPERATIONS** | 78 | 90 | 75 | 243 | 84 | 84 | 87 | 81 | 336 |
| Less: net income attributable to noncontrolling interests | 34 | 41 | 35 | 110 | 37 | 40 | 39 | 38 | 154 |
| **INCOME FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | 44 | 49 | 40 | 133 | 47 | 44 | 48 | 43 | 182 |
| **ADJUSTMENTS TO INCOME FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:** | | | | | | | | | |
| Net investment (gains) losses, net | 2 | (4) | 1 | (1) | (3) | (3) | (5) | (1) | (12) |
| (Gains) losses on early extinguishment of debt, net | — | 2 | — | 2 | — | — | — | — | — |
| **NET OPERATING INCOME**[1] | $ 46 | $ 47 | $ 41 | $ 134 | $ 44 | $ 41 | $ 43 | $ 42 | $ 170 |
| *Effective tax rate (operating income)* | *21.2%* | *26.3%* | *31.6%* | *26.4%* | *22.9%* | *35.0%* | *29.3%* | *30.2%* | *29.5%* |
| **SALES:** | | | | | | | | | |
| **New Insurance Written (NIW)** | | | | | | | | | |
| Flow | $ 6,800 | $ 5,000 | $2,900 | $14,700 | $5,000 | $6,000 | $ 4,700 | $3,300 | $19,000 |
| Bulk | 5,600 | 7,500 | 2,900 | 16,000 | 2,400 | 3,900 | 6,400 | 2,400 | 15,100 |
| **Total Canada NIW**[2] | $12,400 | $12,500 | $5,800 | $30,700 | $7,400 | $9,900 | $11,100 | $5,700 | $34,100 |

(1) Net operating income for the Canadian platform adjusted for foreign exchange as compared to the prior year period was $48 million and $144 million for the three and nine months ended September 30, 2014, respectively.
(2) New insurance written for the Canadian platform adjusted for foreign exchange as compared to the prior year period was $13,000 million and $32,700 million for the three and nine months ended September 30, 2014, respectively.

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2014**
**Net Operating Income and Sales—International Mortgage Insurance Segment—Australia**
**(amounts in millions)**

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 105 | $ 102 | $ 97 | $ 304 | $ 98 | $ 98 | $ 101 | $ 101 | $ 398 |
| Net investment income | 38 | 36 | 34 | 108 | 38 | 36 | 42 | 43 | 159 |
| Net investment gains (losses) | — | — | — | — | — | (2) | 1 | (1) | (2) |
| Insurance and investment product fees and other | (7) | (4) | — | (11) | 1 | (1) | — | — | — |
| Total revenues | 136 | 134 | 131 | 401 | 137 | 131 | 144 | 143 | 555 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 22 | 24 | 17 | 63 | 21 | 29 | 36 | 48 | 134 |
| Acquisition and operating expenses, net of deferrals | 25 | 23 | 19 | 67 | 34 | 25 | 27 | 24 | 110 |
| Amortization of deferred acquisition costs and intangibles | 5 | 6 | 5 | 16 | 5 | 5 | 6 | 6 | 22 |
| Interest expense | 3 | 2 | 3 | 8 | 2 | 3 | 3 | 3 | 11 |
| Total benefits and expenses | 55 | 55 | 44 | 154 | 62 | 62 | 72 | 81 | 277 |
| **INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | 81 | 79 | 87 | 247 | 75 | 69 | 72 | 62 | 278 |
| Provision for income taxes | 10 | 11 | 25 | 46 | 9 | 9 | 17 | 16 | 51 |
| **INCOME FROM CONTINUING OPERATIONS** | 71 | 68 | 62 | 201 | 66 | 60 | 55 | 46 | 227 |
| Less: net income attributable to noncontrolling interests | 23 | 11 | — | 34 | — | — | — | — | — |
| **INCOME FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | 48 | 57 | 62 | 167 | 66 | 60 | 55 | 46 | 227 |
| **ADJUSTMENT TO INCOME FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:** | | | | | | | | | |
| Net investment (gains) losses, net | — | — | — | — | — | 1 | — | — | 1 |
| **NET OPERATING INCOME**(1) | $ 48 | $ 57 | $ 62 | $ 167 | $ 66 | $ 61 | $ 55 | $ 46 | $ 228 |
| *Effective tax rate (operating income)* | *14.2%* | *10.4%* | *29.0%* | *19.3%* | *12.0%* | *13.7%* | *23.5%* | *26.7%* | *18.6%* |
| **SALES:** | | | | | | | | | |
| **New Insurance Written (NIW)** | | | | | | | | | |
| Flow | $8,100 | $7,900 | $7,800 | $23,800 | $9,000 | $8,000 | $8,700 | $7,900 | $33,600 |
| Bulk | 1,000 | — | — | 1,000 | — | 100 | 900 | — | 1,000 |
| **Total Australia NIW**(2) | $9,100 | $7,900 | $7,800 | $24,800 | $9,000 | $8,100 | $9,600 | $7,900 | $34,600 |

(1) Net operating income for the Australian platform adjusted for foreign exchange as compared to the prior year period was $47 million and $184 million for the three and nine months ended September 30, 2014, respectively.
(2) New insurance written for the Australian platform adjusted for foreign exchange as compared to the prior year period was $9,000 million and $26,800 million for the three and nine months ended September 30, 2014, respectively.

# GENWORTH FINANCIAL, INC.
# FINANCIAL SUPPLEMENT
# THIRD QUARTER 2014
## Net Operating Loss and Sales—International Mortgage Insurance Segment—Other Countries
### (amounts in millions)

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 7 | $ 7 | $ 8 | $ 22 | $ 13 | $ 7 | $ 9 | $ 9 | $ 38 |
| Net investment income | 1 | — | 1 | 2 | 1 | 1 | 1 | 1 | 4 |
| Net investment gains (losses) | — | — | — | — | 3 | — | — | — | 3 |
| Insurance and investment product fees and other | 2 | (1) | — | 1 | — | — | 1 | — | 1 |
| Total revenues | 10 | 6 | 9 | 25 | 17 | 8 | 11 | 10 | 46 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 8 | 6 | 4 | 18 | 13 | 14 | 9 | 8 | 44 |
| Acquisition and operating expenses, net of deferrals | 9 | 8 | 9 | 26 | 9 | 8 | 12 | 9 | 38 |
| Amortization of deferred acquisition costs and intangibles | — | — | — | — | 1 | (1) | 1 | — | 1 |
| Interest expense | — | — | — | — | — | — | — | — | — |
| Total benefits and expenses | 17 | 14 | 13 | 44 | 23 | 21 | 22 | 17 | 83 |
| **LOSS FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | (7) | (8) | (4) | (19) | (6) | (13) | (11) | (7) | (37) |
| Provision (benefit) for income taxes | — | (1) | — | (1) | 2 | (1) | (1) | — | — |
| **LOSS FROM CONTINUING OPERATIONS** | (7) | (7) | (4) | (18) | (8) | (12) | (10) | (7) | (37) |
| Less: net income attributable to noncontrolling interests | — | — | — | — | — | — | — | — | — |
| **LOSS FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS** | (7) | (7) | (4) | (18) | (8) | (12) | (10) | (7) | (37) |
| **ADJUSTMENTS TO LOSS FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:** | | | | | | | | | |
| Net investment (gains) losses, net | — | — | — | — | (1) | — | — | — | (1) |
| Expenses related to restructuring, net | — | — | — | — | — | — | 1 | — | 1 |
| **NET OPERATING LOSS** (1) | $ (7) | $ (7) | $ (4) | $ (18) | $ (9) | $ (12) | $ (9) | $ (7) | $ (37) |
| *Effective tax rate (operating loss)* | *-2.2%* | *11.3%* | *10.3%* | *6.4%* | *-15.3%* | *11.2%* | *5.7%* | *4.9%* | *3.1%* |
| **SALES:** | | | | | | | | | |
| **New Insurance Written (NIW)** | | | | | | | | | |
| Flow | $400 | $ 500 | $ 400 | $1,300 | $ 500 | $ 500 | $400 | $400 | $1,800 |
| Bulk | — | — | — | — | 600 | — | — | — | 600 |
| **Total Other Countries NIW** (2) | $400 | $ 500 | $ 400 | $1,300 | $1,100 | $ 500 | $400 | $400 | $2,400 |

(1) Net operating loss for the Other Countries platform adjusted for foreign exchange as compared to the prior year period was $(7) million and $(17) million for the three and nine months ended September 30, 2014, respectively.

(2) New insurance written for the Other Countries platform adjusted for foreign exchange as compared to the prior year period was $300 million and $1,200 million for the three and nine months ended September 30, 2014, respectively.

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2014**
**Selected Key Performance Measures—International Mortgage Insurance Segment**
**(amounts in millions)**

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **Net Premiums Written** | | | | | | | | | |
| Canada | $200 | $146 | $ 77 | $423 | $125 | $156 | $134 | $ 84 | $ 499 |
| Australia | 130 | 125 | 126 | 381 | 147 | 123 | 132 | 117 | 519 |
| Other Countries[1] | 6 | 1 | 6 | 13 | 6 | 6 | 7 | 5 | 24 |
| Total Net Premiums Written | $336 | $272 | $209 | $817 | $278 | $285 | $273 | $206 | $1,042 |
| **Loss Ratio**[2] | | | | | | | | | |
| Canada | 21% | 12% | 20% | 18% | 22% | 22% | 25% | 31% | 25% |
| Australia | 21% | 23% | 17% | 21% | 21% | 31% | 35% | 47% | 34% |
| Other Countries | 105% | 90% | 55% | 83% | 102% | 170% | 110% | 90% | 115% |
| Total Loss Ratio | 24% | 19% | 20% | 21% | 25% | 31% | 32% | 39% | 32% |
| **GAAP Basis Expense Ratio**[3] | | | | | | | | | |
| Canada[4] | 22% | 29% | 23% | 25% | 27% | 23% | 22% | 20% | 23% |
| Australia | 28% | 28% | 25% | 27% | 39% | 30% | 32% | 31% | 33% |
| Other Countries[1] | 126% | 131% | 107% | 121% | 69% | 106% | 129% | 113% | 101% |
| Total GAAP Basis Expense Ratio | 28% | 32% | 27% | 29% | 34% | 29% | 30% | 27% | 30% |
| **Adjusted Expense Ratio**[5] | | | | | | | | | |
| Canada[6] | 14% | 26% | 39% | 23% | 30% | 20% | 23% | 35% | 26% |
| Australia | 23% | 23% | 20% | 22% | 26% | 24% | 25% | 27% | 25% |
| Other Countries[1] | 150% | NM[7] | 142% | NM[7] | 146% | 136% | 177% | 174% | 158% |
| Total Adjusted Expense Ratio | 20% | 28% | 30% | 25% | 31% | 24% | 28% | 34% | 29% |

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 $290 million, $298 million, $282 million, $316 million, $285 million, $250 million and $225 million of risk in-force in Europe ceded under quota share reinsurance agreements as of September 30, 2014, June 30, 2014, March 31, 2014, December 31, 2013, September 30, 2013, June 30, 2013 and March 31, 2013, 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.

(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) Excluding the impact of debt early redemption payment of $6 million in the second quarter of 2014, the adjusted GAAP basis expense ratio was 24% and 23% for the three months ended June 30, 2014 and the nine months ended September 30, 2014, respectively.

(5) 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.

(6) Excluding the impact of debt early redemption payment of $6 million in the second quarter of 2014, the adjusted expense ratio was 21% for both the three months ended June 30, 2014 and the nine months ended September 30, 2014.

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

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2014**

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

| | 2014 | | | 2013 | | | |
|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | 4Q | 3Q | 2Q | 1Q |
| **Primary Insurance In-Force** | | | | | | | |
| Canada(1) | $310,800 | $314,500 | $291,900 | $298,000 | $300,700 | $285,200 | $284,700 |
| Australia | 271,100 | 288,500 | 281,000 | 267,900 | 275,500 | 266,500 | 299,000 |
| Other Countries | 23,900 | 26,000 | 26,200 | 26,300 | 32,500 | 31,300 | 31,400 |
| Total Primary Insurance In-Force | $605,800 | $629,000 | $599,100 | $592,200 | $608,700 | $583,000 | $615,100 |
| **Primary Risk In-Force(2)** | | | | | | | |
| Canada | | | | | | | |
| Flow | $ 82,600 | $ 84,500 | $ 80,100 | $ 82,300 | $ 83,400 | $ 79,700 | $ 80,900 |
| Bulk | 26,200 | 25,600 | 22,100 | 22,000 | 21,900 | 20,100 | 18,800 |
| Total Canada | 108,800 | 110,100 | 102,200 | 104,300 | 105,300 | 99,800 | 99,700 |
| Australia | | | | | | | |
| Flow | 88,100 | 93,800 | 91,100 | 86,700 | 88,800 | 85,700 | 96,100 |
| Bulk | 6,800 | 7,200 | 7,200 | 7,100 | 7,600 | 7,600 | 8,500 |
| Total Australia | 94,900 | 101,000 | 98,300 | 93,800 | 96,400 | 93,300 | 104,600 |
| Other Countries | | | | | | | |
| Flow(3) | 3,000 | 3,200 | 3,300 | 3,200 | 4,000 | 3,900 | 3,900 |
| Bulk | 300 | 400 | 400 | 400 | 300 | 300 | 300 |
| Total Other Countries | 3,300 | 3,600 | 3,700 | 3,600 | 4,300 | 4,200 | 4,200 |
| Total Primary Risk In-Force | $207,000 | $214,700 | $204,200 | $201,700 | $206,000 | $197,300 | $208,500 |

(1) As part of an ongoing effort to improve the estimate of outstanding insurance exposure, the company surveyed its largest customers and obtained updated outstanding balances in Canada. As a result, the company estimates that the outstanding balance of insured mortgages was approximately $152.0 billion as of June 30, 2014, $141.0 billion as of March 31, 2014, $152.0 billion as of December 31, 2013, $155.0 billion as of September 30, 2013 and $150.0 billion as of June 30, 2013 and March 31, 2013. This is based on the extrapolation of the amounts reported by lenders surveyed to the entire insured population.

(2) 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.

(3) Includes the impact of settlements and cancelled insurance contracts, primarily with lenders in Europe. Primary flow risk in-force excludes $290 million, $298 million, $282 million, $316 million, $285 million, $250 million and $225 million of risk in-force in Europe ceded under quota share reinsurance agreements as of September 30, 2014, June 30, 2014, March 31, 2014, December 31, 2013, September 30, 2013, June 30, 2013 and March 31, 2013, respectively.

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

| Primary Insurance | September 30, 2014 | June 30, 2014 | March 31, 2014 | December 31, 2013 | September 30, 2013 |
|---|---|---|---|---|---|
| Insured loans in-force (1) | 1,646,223 | 1,602,928 | 1,549,650 | 1,527,554 | 1,501,139 |
| Insured delinquent loans | 1,708 | 1,703 | 1,860 | 1,830 | 1,778 |
| Insured delinquency rate (2) | 0.10% | 0.11% | 0.12% | 0.12% | 0.12% |
| Flow loans in-force (1) | 1,236,206 | 1,213,846 | 1,197,083 | 1,187,753 | 1,171,486 |
| Flow delinquent loans | 1,477 | 1,493 | 1,634 | 1,591 | 1,566 |
| Flow delinquency rate (2) | 0.12% | 0.12% | 0.14% | 0.13% | 0.13% |
| Bulk loans in-force (1) | 410,017 | 389,082 | 352,567 | 339,801 | 329,653 |
| Bulk delinquent loans | 231 | 210 | 226 | 239 | 212 |
| Bulk delinquency rate (2) | 0.06% | 0.05% | 0.06% | 0.07% | 0.06% |

| Loss Metrics | September 30, 2014 | June 30, 2014 | March 31, 2014 | December 31, 2013 | September 30, 2013 |
|---|---|---|---|---|---|
| **Beginning Reserves** | $ 90 | $ 97 | $ 102 | $ 108 | $ 112 |
| Paid claims (3) | (24) | (26) | (27) | (33) | (33) |
| Increase in reserves | 27 | 16 | 26 | 30 | 27 |
| Impact of changes in foreign exchange rates | (4) | 3 | (4) | (3) | 2 |
| **Ending Reserves** | $ 89 | $ 90 | $ 97 | $ 102 | $ 108 |

| | September 30, 2014 | | June 30, 2014 | | September 30, 2013 | |
|---|---|---|---|---|---|---|
| Province and Territory | % of Primary Risk In-Force | Primary Delinquency Rate | % of Primary Risk In-Force | Primary Delinquency Rate | % of Primary Risk In-Force | Primary Delinquency Rate |
| Ontario | 46% | 0.06% | 47% | 0.06% | 47% | 0.07% |
| Alberta | 17 | 0.09% | 16 | 0.10% | 16 | 0.14% |
| British Columbia | 14 | 0.15% | 15 | 0.14% | 15 | 0.18% |
| Quebec | 14 | 0.18% | 14 | 0.18% | 14 | 0.17% |
| Nova Scotia | 2 | 0.21% | 2 | 0.23% | 2 | 0.21% |
| Saskatchewan | 3 | 0.12% | 2 | 0.11% | 2 | 0.12% |
| Manitoba | 2 | 0.04% | 2 | 0.06% | 2 | 0.08% |
| New Brunswick | 1 | 0.22% | 1 | 0.21% | 1 | 0.21% |
| All Other | 1 | 0.11% | 1 | 0.12% | 1 | 0.12% |
| Total | 100% | 0.10% | 100% | 0.11% | 100% | 0.12% |
| **By Policy Year** | | | | | | |
| 2006 and prior | 31% | 0.03% | 33% | 0.03% | 35% | 0.05% |
| 2007 | 9 | 0.17% | 9 | 0.18% | 10 | 0.24% |
| 2008 | 7 | 0.21% | 8 | 0.22% | 8 | 0.28% |
| 2009 | 5 | 0.23% | 5 | 0.22% | 6 | 0.23% |
| 2010 | 8 | 0.25% | 8 | 0.26% | 9 | 0.24% |
| 2011 | 8 | 0.25% | 8 | 0.25% | 9 | 0.25% |
| 2012 | 11 | 0.16% | 12 | 0.14% | 13 | 0.07% |
| 2013 | 11 | 0.06% | 11 | 0.05% | 10 | 0.01% |
| 2014 | 10 | 0.01% | 6 | — % | — | — % |
| Total | 100% | 0.10% | 100% | 0.11% | 100% | 0.12% |

(1) Insured loans in-force represent the original number of loans insured for which the coverage term has not expired, and for which no policy level cancellation or termination has been received.
(2) Delinquent rates are based on insured loans in-force.
(3) Paid claims exclude adjustments for expected recoveries related to loss reserves.

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2014

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

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **Paid Claims**[1] | | | | | | | | | |
| Flow | $ 25 | $ 28 | $ 28 | $ 81 | $ 32 | $ 32 | $ 39 | $ 51 | $154 |
| Bulk | 1 | — | 1 | 2 | 2 | 2 | 1 | 2 | 7 |
| **Total Paid Claims** | $ 26 | $ 28 | $ 29 | $ 83 | $ 34 | $ 34 | $ 40 | $ 53 | $161 |
| **Average Paid Claim (in thousands)** | $63.9 | $63.4 | $66.4 | | $72.2 | $69.4 | $73.1 | $84.9 | |
| **Average Reserve Per Delinquency (in thousands)** | $58.4 | $56.4 | $57.5 | | $59.0 | $62.5 | $66.1 | $61.3 | |
| **Loss Metrics** | | | | | | | | | |
| **Beginning Reserves** | $ 96 | $ 107 | $ 108 | | $ 111 | $ 118 | $ 120 | $ 129 | |
| Paid claims | (26) | (28) | (29) | | (34) | (34) | (40) | (53) | |
| Increase in reserves | 30 | 17 | 28 | | 31 | 27 | 38 | 44 | |
| **Ending Reserves** | $ 100 | $ 96 | $ 107 | | $ 108 | $ 111 | $ 118 | $ 120 | |
| **Loan Amount** | | | | | | | | | |
| Over $550K | 6% | 5% | 5% | | 5% | 5% | 5% | 5% | |
| $400K to $550K | 11 | 11 | 11 | | 10 | 10 | 10 | 10 | |
| $250K to $400K | 32 | 32 | 32 | | 32 | 32 | 32 | 31 | |
| $100K to $250K | 46 | 47 | 47 | | 48 | 48 | 48 | 49 | |
| $100K or Less | 5 | 5 | 5 | | 5 | 5 | 5 | 5 | |
| Total | 100% | 100% | 100% | | 100% | 100% | 100% | 100% | |
| **Average Primary Loan Size (in thousands)** | $ 212 | $ 209 | $ 208 | | $ 207 | $ 206 | $ 205 | $ 203 | |
| **Average Effective Loan-To-Value Ratios By Policy Year**[2] | | | | | | | | | |
| 2006 and prior | 38% | 39% | 39% | | 39% | 36% | 38% | 39% | |
| 2007 | 64% | 64% | 65% | | 65% | 64% | 66% | 68% | |
| 2008 | 71% | 71% | 71% | | 72% | 69% | 71% | 72% | |
| 2009 | 69% | 70% | 70% | | 70% | 71% | 73% | 74% | |
| 2010 | 76% | 77% | 77% | | 77% | 77% | 80% | 81% | |
| 2011 | 80% | 81% | 81% | | 82% | 83% | 86% | 87% | |
| 2012 | 86% | 86% | 87% | | 87% | 87% | 90% | 91% | |
| 2013 | 90% | 91% | 91% | | 92% | 91% | 92% | — % | |
| 2014 | 93% | 93% | — % | | — % | — % | — % | — % | |
| Total Flow | 57% | 57% | 57% | | 57% | 55% | 56% | 56% | |
| Total Bulk | 42% | 41% | 41% | | 41% | 34% | 31% | 31% | |
| Total | 53% | 54% | 54% | | 53% | 51% | 50% | 50% | |

All amounts presented in Canadian dollars.

(1) Paid claims exclude adjustments for expected recoveries related to loss reserves.
(2) 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.

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

| Primary Insurance | September 30, 2014 | June 30, 2014 | March 31, 2014 | December 31, 2013 | September 30, 2013 |
|---|---|---|---|---|---|
| Insured loans in-force | 1,490,221 | 1,481,201 | 1,477,063 | 1,474,181 | 1,463,148 |
| Insured delinquent loans | 5,300 | 5,405 | 5,070 | 4,980 | 5,454 |
| Insured delinquency rate | 0.36% | 0.36% | 0.34% | 0.34% | 0.37% |
| Flow loans in-force | 1,370,136 | 1,362,236 | 1,355,635 | 1,350,571 | 1,336,901 |
| Flow delinquent loans | 5,031 | 5,125 | 4,813 | 4,760 | 5,192 |
| Flow delinquency rate | 0.37% | 0.38% | 0.36% | 0.35% | 0.39% |
| Bulk loans in-force | 120,085 | 118,965 | 121,428 | 123,610 | 126,247 |
| Bulk delinquent loans | 269 | 280 | 257 | 220 | 262 |
| Bulk delinquency rate | 0.22% | 0.24% | 0.21% | 0.18% | 0.21% |

| Loss Metrics | September 30, 2014 | June 30, 2014 | March 31, 2014 | December 31, 2013 | September 30, 2013 |
|---|---|---|---|---|---|
| **Beginning Reserves** | $ 171 | $ 168 | $ 172 | $ 198 | $ 200 |
| Paid claims | (19) | (24) | (27) | (39) | (37) |
| Increase in reserves | 22 | 24 | 17 | 20 | 30 |
| Impact of changes in foreign exchange rates | (13) | 3 | 6 | (7) | 5 |
| **Ending Reserves** | $ 161 | $ 171 | $ 168 | $ 172 | $ 198 |

| | September 30, 2014 | | June 30, 2014 | | September 30, 2013 | |
|---|---|---|---|---|---|---|
| State and Territory | % of Primary Risk In-Force | Primary Delinquency Rate | % of Primary Risk In-Force | Primary Delinquency Rate | % of Primary Risk In-Force | Primary Delinquency Rate |
| New South Wales | 29% | 0.30% | 29% | 0.33% | 30% | 0.35% |
| Victoria | 23 | 0.32% | 23 | 0.34% | 23 | 0.31% |
| Queensland | 23 | 0.49% | 23 | 0.48% | 22 | 0.52% |
| Western Australia | 11 | 0.34% | 11 | 0.34% | 11 | 0.32% |
| South Australia | 6 | 0.43% | 6 | 0.43% | 6 | 0.45% |
| New Zealand | 2 | 0.26% | 2 | 0.34% | 2 | 0.50% |
| Australian Capital Territory | 3 | 0.13% | 3 | 0.13% | 3 | 0.09% |
| Tasmania | 2 | 0.31% | 2 | 0.30% | 2 | 0.32% |
| Northern Territory | 1 | 0.21% | 1 | 0.20% | 1 | 0.16% |
| Total | 100% | 0.36% | 100% | 0.36% | 100% | 0.37% |
| **By Policy Year** | | | | | | |
| 2006 and prior | 32% | 0.22% | 33% | 0.23% | 36% | 0.24% |
| 2007 | 8 | 0.68% | 8 | 0.72% | 9 | 0.76% |
| 2008 | 8 | 0.93% | 8 | 0.95% | 9 | 0.93% |
| 2009 | 9 | 0.70% | 9 | 0.66% | 11 | 0.67% |
| 2010 | 7 | 0.38% | 7 | 0.40% | 8 | 0.35% |
| 2011 | 7 | 0.41% | 8 | 0.39% | 8 | 0.29% |
| 2012 | 10 | 0.33% | 10 | 0.29% | 11 | 0.16% |
| 2013 | 11 | 0.15% | 11 | 0.10% | 8 | 0.01% |
| 2014 | 8 | 0.01% | 6 | — % | — | — % |
| Total | 100% | 0.36% | 100% | 0.36% | 100% | 0.37% |

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

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **Paid Claims** | | | | | | | | | |
| Flow | $ 20 | $ 25 | $ 30 | $ 75 | $ 41 | $ 39 | $ 44 | $ 59 | $ 183 |
| Bulk | 1 | — | — | 1 | — | 2 | — | — | 2 |
| **Total Paid Claims** | $ 21 | $ 25 | $ 30 | $ 76 | $ 41 | $ 41 | $ 44 | $ 59 | $ 185 |
| **Average Paid Claim (in thousands)** | $58.6 | $60.5 | $65.1 | | $71.5 | $79.9 | $80.3 | $81.4 | |
| **Average Reserve Per Delinquency (in thousands)** | $34.8 | $33.6 | $35.7 | | $38.6 | $38.8 | $37.7 | $38.9 | |
| **Loss Metrics** | | | | | | | | | |
| **Beginning Reserves** | $ 181 | $ 181 | $ 192 | | $ 212 | $ 220 | $ 228 | $ 241 | |
| Paid claims | (21) | (25) | (30) | | (41) | (41) | (44) | (59) | |
| Increase in reserves | 24 | 25 | 19 | | 21 | 33 | 36 | 46 | |
| **Ending Reserves** | $ 184 | $ 181 | $ 181 | | $ 192 | $ 212 | $ 220 | $ 228 | |
| **Loan Amount** | | | | | | | | | |
| Over $550K | 13% | 12% | 12% | | 12% | 12% | 12% | 12% | |
| $400K to $550K | 18 | 18 | 18 | | 17 | 17 | 17 | 16 | |
| $250K to $400K | 37 | 37 | 37 | | 37 | 37 | 37 | 37 | |
| $100K to $250K | 26 | 27 | 27 | | 28 | 28 | 28 | 29 | |
| $100K or Less | 6 | 6 | 6 | | 6 | 6 | 6 | 6 | |
| Total | 100% | 100% | 100% | | 100% | 100% | 100% | 100% | |
| **Average Primary Loan Size (in thousands)** | $ 208 | $ 207 | $ 205 | | $ 203 | $ 202 | $ 200 | $ 198 | |
| **Average Effective Loan-To-Value Ratios By Policy Year[(1),(2)]** | | | | | | | | | |
| 2006 and prior | 38% | 38% | 40% | | 41% | 43% | 47% | 48% | |
| 2007 | 60% | 61% | 63% | | 64% | 66% | 67% | 68% | |
| 2008 | 67% | 68% | 70% | | 72% | 74% | 74% | 76% | |
| 2009 | 69% | 70% | 73% | | 75% | 77% | 77% | 79% | |
| 2010 | 74% | 76% | 78% | | 80% | 83% | 83% | 85% | |
| 2011 | 76% | 77% | 80% | | 82% | 85% | 85% | 87% | |
| 2012 | 77% | 78% | 80% | | 82% | 85% | 85% | 86% | |
| 2013 | 81% | 82% | 84% | | 85% | 87% | 87% | — % | |
| 2014 | 87% | 87% | — % | | — % | — % | — % | — % | |
| Total Flow | 61% | 61% | 62% | | 64% | 65% | 68% | 69% | |
| Total Bulk | 28% | 29% | 30% | | 31% | 32% | 37% | 38% | |
| Total | 58% | 58% | 59% | | 60% | 61% | 65% | 66% | |

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. 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.

(2) Beginning in the third quarter of 2013, data from RP Data extended back to 1999. Previously, the data extended back to 2002. Previous periods were not re-presented for this change.

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

| Risk In-Force by Loan-To-Value Ratio [1] | September 30, 2014 | | | June 30, 2014 | | |
|---|---|---|---|---|---|---|
| | Primary | Flow | Bulk | Primary | Flow | Bulk |
| Canada | | | | | | |
| 95.01% and above | $ 38,286 | $38,286 | $ — | $ 38,802 | $38,802 | $ — |
| 90.01% to 95.00% | 25,343 | 25,341 | 2 | 26,086 | 26,084 | 2 |
| 80.01% to 90.00% | 19,866 | 15,892 | 3,974 | 20,188 | 16,450 | 3,738 |
| 80.00% and below | 25,297 | 3,094 | 22,203 | 25,013 | 3,188 | 21,825 |
| Total Canada | $108,792 | $82,613 | $26,179 | $110,089 | $84,524 | $25,565 |
| Australia | | | | | | |
| 95.01% and above | $ 18,199 | $18,199 | $ — | $ 19,438 | $19,437 | $ 1 |
| 90.01% to 95.00% | 23,213 | 23,206 | 7 | 24,467 | 24,459 | 8 |
| 80.01% to 90.00% | 24,707 | 24,625 | 82 | 26,248 | 26,157 | 91 |
| 80.00% and below | 28,761 | 22,037 | 6,724 | 30,816 | 23,756 | 7,060 |
| Total Australia | $ 94,880 | $88,067 | $ 6,813 | $100,969 | $93,809 | $ 7,160 |
| Other Countries[2] | | | | | | |
| 95.01% and above | $ 566 | $ 566 | $ — | $ 618 | $ 618 | $ — |
| 90.01% to 95.00% | 1,623 | 1,565 | 58 | 1,757 | 1,695 | 62 |
| 80.01% to 90.00% | 946 | 694 | 252 | 1,028 | 757 | 271 |
| 80.00% and below | 203 | 166 | 37 | 222 | 181 | 41 |
| Total Other Countries | $ 3,338 | $ 2,991 | $ 347 | $ 3,625 | $ 3,251 | $ 374 |

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 $290 million and $298 million, respectively, of risk in-force in Europe ceded under quota share reinsurance agreements as of September 30, 2014 and June 30, 2014.

# U.S. Mortgage Insurance Segment

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2014

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

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 146 | $ 144 | $ 137 | $ 427 | $ 142 | $ 137 | $ 141 | $ 134 | $ 554 |
| Net investment income | 19 | 11 | 18 | 48 | 13 | 18 | 10 | 19 | 60 |
| Net investment gains (losses) | — | — | — | — | — | — | — | — | — |
| Insurance and investment product fees and other | — | 1 | — | 1 | — | 1 | — | 1 | 2 |
| Total revenues | 165 | 156 | 155 | 476 | 155 | 156 | 151 | 154 | 616 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 141 | 62 | 63 | 266 | 108 | 123 | 97 | 84 | 412 |
| Acquisition and operating expenses, net of deferrals | 35 | 34 | 33 | 102 | 35 | 35 | 35 | 39 | 144 |
| Amortization of deferred acquisition costs and intangibles | 1 | 2 | 2 | 5 | 1 | 2 | 2 | 1 | 6 |
| Total benefits and expenses | 177 | 98 | 98 | 373 | 144 | 160 | 134 | 124 | 562 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | (12) | 58 | 57 | 103 | 11 | (4) | 17 | 30 | 54 |
| Provision (benefit) for income taxes | (10) | 19 | 24 | 33 | 5 | (1) | 4 | 9 | 17 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS** | (2) | 39 | 33 | 70 | 6 | (3) | 13 | 21 | 37 |
| **ADJUSTMENT TO INCOME (LOSS) FROM CONTINUING OPERATIONS:** | | | | | | | | | |
| Net investment (gains) losses, net | — | — | — | — | — | — | — | — | — |
| **NET OPERATING INCOME (LOSS)** | $ (2) | $ 39 | $ 33 | $ 70 | $ 6 | $ (3) | $ 13 | $ 21 | $ 37 |
| *Effective tax rate (operating income (loss))* | *80.1%* | *32.4%* | *42.0%* | *32.1%* | *45.0%* | *14.0%* | *22.9%* | *30.1%* | *31.6%* |
| **SALES:** | | | | | | | | | |
| **New Insurance Written (NIW)** | | | | | | | | | |
| Flow | $7,500 | $6,100 | $3,900 | $17,500 | $4,900 | $6,400 | $6,300 | $4,700 | $22,300 |
| Bulk | — | — | — | — | — | — | — | — | — |
| **Total U.S. Mortgage Insurance NIW** | $7,500 | $6,100 | $3,900 | $17,500 | $4,900 | $6,400 | $6,300 | $4,700 | $22,300 |

## Flow New Insurance Written Metrics—U.S. Mortgage Insurance Segment
## (amounts in millions)

| | 2014 | | | | | | 2013 | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 3Q | | 2Q | | 1Q | | 4Q | | 3Q | | 2Q | | 1Q | |
| | Flow NIW | Premium Rate (bps) | Flow NIW | Premium Rate (bps) | Flow NIW | Premium Rate (bps) | Flow NIW | Premium Rate (bps) | Flow NIW | Premium Rate (bps) | Flow NIW | Premium Rate (bps) | Flow NIW | Premium Rate (bps) |
| **Product** | | | | | | | | | | | | | | |
| Monthly[1] | $6,100 | 59 | $5,300 | 59 | $3,400 | 58 | $4,300 | 62 | $5,800 | 60 | $5,600 | 58 | $4,300 | 56 |
| Single | 1,400 | 194 | 800 | 197 | 500 | 200 | 600 | 207 | 600 | 210 | 700 | 205 | 400 | 201 |
| **Total Flow** | $7,500 | | $6,100 | | $3,900 | | $4,900 | | $6,400 | | $6,300 | | $4,700 | |
| | Flow NIW | % of Flow NIW | Flow NIW | % of Flow NIW | Flow NIW | % of Flow NIW | Flow NIW | % of Flow NIW | Flow NIW | % of Flow NIW | Flow NIW | % of Flow NIW | Flow NIW | % of Flow NIW |
| **FICO Scores** | | | | | | | | | | | | | | |
| Over 735 | $4,400 | 59% | $3,600 | 59% | $2,400 | 61% | $3,100 | 63% | $4,400 | 69% | $4,500 | 72% | $3,400 | 72% |
| 680 - 735 | 2,400 | 32 | 2,000 | 33 | 1,200 | 31 | 1,500 | 31 | 1,900 | 29 | 1,600 | 25 | 1,200 | 26 |
| 660 - 679[2] | 400 | 5 | 300 | 5 | 200 | 5 | 200 | 4 | 100 | 2 | 200 | 3 | 100 | 2 |
| 620 - 659 | 300 | 4 | 200 | 3 | 100 | 3 | 100 | 2 | — | — | — | — | — | — |
| <620 | — | — | — | — | — | — | — | — | — | — | — | — | — | — |
| **Total Flow** | $7,500 | 100% | $6,100 | 100% | $3,900 | 100% | $4,900 | 100% | $6,400 | 100% | $6,300 | 100% | $4,700 | 100% |
| **Loan-To-Value Ratio** | | | | | | | | | | | | | | |
| 95.01% and above | $ 200 | 3% | $ 100 | 2% | $ 100 | 3% | $ 200 | 4% | $ 200 | 3% | $ 200 | 3% | $ 100 | 2% |
| 90.01% to 95.00% | 3,900 | 52 | 3,300 | 54 | 1,900 | 49 | 2,300 | 47 | 3,000 | 47 | 2,700 | 43 | 1,900 | 41 |
| 85.01% to 90.00% | 2,400 | 32 | 1,900 | 31 | 1,300 | 33 | 1,600 | 33 | 2,200 | 34 | 2,300 | 37 | 1,700 | 36 |
| 85.00% and below | 1,000 | 13 | 800 | 13 | 600 | 15 | 800 | 16 | 1,000 | 16 | 1,100 | 17 | 1,000 | 21 |
| **Total Flow** | $7,500 | 100% | $6,100 | 100% | $3,900 | 100% | $4,900 | 100% | $6,400 | 100% | $6,300 | 100% | $4,700 | 100% |
| **Origination** | | | | | | | | | | | | | | |
| Purchase | $6,400 | 85% | $5,100 | 84% | $3,000 | 77% | $3,800 | 78% | $4,600 | 72% | $3,800 | 60% | $2,200 | 47% |
| Refinance | 1,100 | 15 | 1,000 | 16 | 900 | 23 | 1,100 | 22 | 1,800 | 28 | 2,500 | 40 | 2,500 | 53 |
| **Total Flow** | $7,500 | 100% | $6,100 | 100% | $3,900 | 100% | $4,900 | 100% | $6,400 | 100% | $6,300 | 100% | $4,700 | 100% |

(1) Includes loans with annual and split payment types.
(2) Loans with unknown FICO scores are included in the 660-679 category.

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

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **Net Premiums Written** | $ 162 | $ 151 | $ 144 | $ 457 | $ 148 | $ 140 | $ 144 | $ 135 | $ 567 |
| **New Risk Written** | | | | | | | | | |
| Flow | $ 1,878 | $ 1,521 | $ 960 | $4,359 | $ 1,196 | $ 1,577 | $ 1,478 | $ 1,091 | $5,342 |
| Bulk | — | — | — | — | — | — | — | — | — |
| Total Primary | 1,878 | 1,521 | 960 | 4,359 | 1,196 | 1,577 | 1,478 | 1,091 | 5,342 |
| Pool | — | — | — | — | — | — | — | — | — |
| **Total New Risk Written** | $ 1,878 | $ 1,521 | $ 960 | $4,359 | $ 1,196 | $ 1,577 | $ 1,478 | $ 1,091 | $5,342 |
| **Primary Insurance In-Force** | $112,400 | $110,500 | $109,100 | | $109,300 | $109,000 | $108,800 | $109,300 | |
| **Risk In-Force** | | | | | | | | | |
| Flow | $ 27,507 | $ 26,880 | $ 26,405 | | $ 26,327 | $ 26,194 | $ 25,957 | $ 25,626 | |
| Bulk[1] | 419 | 434 | 442 | | 448 | 456 | 463 | 485 | |
| Total Primary | 27,926 | 27,314 | 26,847 | | 26,775 | 26,650 | 26,420 | 26,111 | |
| Pool | 159 | 163 | 171 | | 177 | 187 | 196 | 205 | |
| **Total Risk In-Force** | $ 28,085 | $ 27,477 | $ 27,018 | | $ 26,952 | $ 26,837 | $ 26,616 | $ 26,316 | |
| **Primary Risk In-Force Subject To Captives** | 7% | 7% | 8% | | 9% | 10% | 11% | 12% | |
| **Primary Risk In-Force That Is GSE Conforming** | 97% | 97% | 97% | | 97% | 97% | 97% | 97% | |
| **GAAP Basis Expense Ratio**[2] | 25% | 25% | 25% | 25% | 26% | 26% | 26% | 30% | 27% |
| **Adjusted Expense Ratio**[3] | 23% | 23% | 24% | 23% | 25% | 26% | 25% | 30% | 27% |
| **Flow Persistency** | 80% | 83% | 85% | | 83% | 79% | 81% | 80% | |
| **Gross Written Premiums Ceded To Captives/Total Direct Written Premiums** | 2% | 3% | 3% | | 3% | 4% | 4% | 4% | |
| **Risk To Capital Ratio**[4] | 15:4:1 | 14.6:1 | 18.7:1 | | 19.5:1 | 22.4:1 | 22.4:1 | 24.2:1 | |
| **Average Primary Loan Size (in thousands)** | $ 180 | $ 178 | $ 176 | | $ 175 | $ 174 | $ 172 | $ 168 | |
| **Estimated Savings For Loss Mitigation Activities**[5] | $ 67 | $ 102 | $ 114 | $ 283 | $ 124 | $ 136 | $ 144 | $ 159 | $ 563 |

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) As of September 30, 2014, 84% of our bulk risk in-force was related to loans financed by lenders who participated in the mortgage programs sponsored by the Federal Home Loan Banks.

(2) 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.

(3) 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.

(4) 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 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.

(5) Loss mitigation activities are defined as rescissions, cancellations, borrower loan modifications, repayment plans, lender- and borrower-titled pre-sales, claims administration and other loan workouts. Estimated savings related to rescissions are the reduction in carried loss reserves, net of premium refunds and reinstatement of prior rescissions. Estimated savings related to loan modifications and other cure related loss mitigation actions represent the reduction in carried loss reserves. Estimated savings related to claims mitigation activities represent amounts deducted or "curtailed" from claims due to acts or omissions by the servicer with respect to the servicing of an insured loan that is not in compliance with obligations under our master policy. For non-cure related actions, including pre-sales, the estimated savings represent the difference between the full claim obligation and the actual amount paid. Loans subject to our loss mitigation actions, the results of which have been included in our reported estimated loss mitigations savings, are subject to re-default and may result in a potential claim in future periods as well as potential future loss mitigation savings depending on the resolution of the re-defaulted loan.

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

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **Paid Claims** | | | | | | | | | |
| Flow | | | | | | | | | |
| Direct | $ 148 | $ 148 | $ 178 | $ 474 | $ 198 | $ 216 | $ 197 | $ 253 | $ 864 |
| Assumed(1) | 4 | 6 | 6 | 16 | 8 | 9 | 12 | 13 | 42 |
| Ceded | (3) | (4) | (15) | (22) | (8) | (9) | (11) | (17) | (45) |
| Loss adjustment expenses | 4 | 4 | 5 | 13 | 6 | 6 | 6 | 6 | 24 |
| Total Flow | 153 | 154 | 174 | 481 | 204 | 222 | 204 | 255 | 885 |
| Bulk | 2 | 2 | 2 | 6 | 2 | 3 | 6 | 3 | 14 |
| Total Primary | 155 | 156 | 176 | 487 | 206 | 225 | 210 | 258 | 899 |
| Pool | 1 | 1 | 1 | 3 | 1 | 1 | 2 | 1 | 5 |
| **Total Paid Claims** | $ 156 | $ 157 | $ 177 | $ 490 | $ 207 | $ 226 | $ 212 | $ 259 | $ 904 |
| **Average Paid Claim (in thousands)** | $ 47.6 | $ 47.2 | $ 43.6 | | $ 45.3 | $ 45.3 | $ 45.0 | $ 44.2 | |
| **Average Direct Paid Claim (in thousands)** (2) | $ 46.0 | $ 45.6 | $ 44.5 | | $ 43.5 | $ 43.5 | $ 42.3 | $ 43.5 | |
| **Average Reserve Per Delinquency (in thousands)** | | | | | | | | | |
| Flow | $ 30.7 | $ 30.0 | $ 30.3 | | $ 29.4 | $ 29.6 | $ 30.0 | $ 29.8 | |
| Bulk loans with established reserve | 20.5 | 22.5 | 19.2 | | 19.7 | 20.0 | 20.8 | 21.9 | |
| Bulk loans with no reserve (3) | — | — | — | | — | — | — | — | |
| **Reserves:** | | | | | | | | | |
| Flow direct case | $1,122 | $1,083 | $1,172 | | $1,277 | $1,377 | $1,471 | $1,566 | |
| Bulk direct case | 22 | 24 | 25 | | 27 | 28 | 29 | 33 | |
| Assumed(1) | 21 | 24 | 29 | | 35 | 39 | 51 | 57 | |
| All other (4) | 74 | 125 | 129 | | 143 | 143 | 145 | 164 | |
| **Total Reserves** | $1,239 | $1,256 | $1,355 | | $1,482 | $1,587 | $1,696 | $1,820 | |
| **Beginning Reserves** | $1,256 | $1,355 | $1,482 | $1,482 | $1,587 | $1,696 | $1,820 | $2,009 | $2,009 |
| Paid claims | (158) | (162) | (192) | (512) | (215) | (235) | (223) | (276) | (949) |
| Increase in reserves | 141 | 63 | 65 | 269 | 110 | 126 | 99 | 87 | 422 |
| **Ending Reserves** | $1,239 | $1,256 | $1,355 | $1,239 | $1,482 | $1,587 | $1,696 | $1,820 | $1,482 |
| **Beginning Reinsurance Recoverable**(5) | $ 27 | $ 31 | $ 44 | $ 44 | $ 50 | $ 56 | $ 66 | $ 80 | $ 80 |
| Ceded paid claims | (2) | (5) | (15) | (22) | (8) | (9) | (11) | (17) | (45) |
| Increase in recoverable | — | 1 | 2 | 3 | 2 | 3 | 1 | 3 | 9 |
| **Ending Reinsurance Recoverable** | $ 25 | $ 27 | $ 31 | $ 25 | $ 44 | $ 50 | $ 56 | $ 66 | $ 44 |
| **Loss Ratio**(6) | 97% | 43% | 46% | 62% | 76% | 90% | 70% | 62% | 74% |

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. Lender settlements of $53 million in the third quarter of 2014 increased the loss ratio by 37 percentage points and 12 percentage points for the three and nine months ended September 30, 2014, respectively.

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

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **Number of Primary Delinquencies** | | | | | | | | | |
| Flow | 39,485 | 40,897 | 43,733 | | 49,255 | 52,509 | 55,413 | 59,789 | |
| Bulk loans with an established reserve | 1,147 | 1,147 | 1,434 | | 1,491 | 1,509 | 1,526 | 1,603 | |
| Bulk loans with no reserve (1) | 515 | 561 | 694 | | 713 | 726 | 1,260 | 1,412 | |
| Total Number of Primary Delinquencies | 41,147 | 42,605 | 45,861 | | 51,459 | 54,744 | 58,199 | 62,804 | |
| **Beginning Number of Primary Delinquencies** | 42,605 | 45,861 | 51,459 | 51,459 | 54,744 | 58,199 | 62,804 | 69,239 | 69,239 |
| New delinquencies | 11,574 | 10,568 | 12,100 | 34,242 | 13,205 | 14,105 | 13,192 | 15,060 | 55,562 |
| Delinquency cures | (9,790) | (10,545) | (13,678) | (34,013) | (11,974) | (12,603) | (13,127) | (15,677) | (53,381) |
| Paid claims | (3,242) | (3,279) | (4,020) | (10,541) | (4,516) | (4,957) | (4,670) | (5,818) | (19,961) |
| **Ending Number of Primary Delinquencies** | 41,147 | 42,605 | 45,861 | 41,147 | 51,459 | 54,744 | 58,199 | 62,804 | 51,459 |
| **Composition of Cures** | | | | | | | | | |
| Reported delinquent and cured-intraquarter | 2,093 | 1,993 | 3,141 | | 2,107 | 2,488 | 2,447 | 3,519 | |
| Number of missed payments delinquent prior to cure: | | | | | | | | | |
| 3 payments or less | 5,202 | 5,335 | 7,252 | | 6,253 | 6,291 | 6,748 | 8,125 | |
| 4 - 11 payments | 1,772 | 2,253 | 2,391 | | 2,385 | 2,387 | 2,737 | 2,856 | |
| 12 payments or more | 723 | 964 | 894 | | 1,229 | 1,437 | 1,195 | 1,177 | |
| **Total** | 9,790 | 10,545 | 13,678 | | 11,974 | 12,603 | 13,127 | 15,677 | |
| **Primary Delinquencies by Missed Payment Status** | | | | | | | | | |
| 3 payments or less | 11,478 | 11,228 | 11,351 | | 13,992 | 14,078 | 13,871 | 14,674 | |
| 4 - 11 payments | 9,610 | 9,913 | 11,463 | | 12,410 | 13,134 | 14,503 | 16,804 | |
| 12 payments or more | 20,059 | 21,464 | 23,047 | | 25,057 | 27,532 | 29,825 | 31,326 | |
| **Primary Delinquencies** | 41,147 | 42,605 | 45,861 | | 51,459 | 54,744 | 58,199 | 62,804 | |

| **Flow Delinquencies and Percentage Reserved by Payment Status** | September 30, 2014 | | | |
|---|---|---|---|---|
| | Delinquencies | Direct Case Reserves(2) | Risk In-Force | Reserves as % of Risk In-Force |
| 3 payments or less in default | 10,996 | $ 77 | $ 434 | 18% |
| 4 - 11 payments in default | 9,316 | 241 | 383 | 63% |
| 12 payments or more in default | 19,173 | 804 | 951 | 85% |
| **Total** | 39,485 | $ 1,122 | $ 1,768 | 63% |

| **Flow Delinquencies and Percentage Reserved by Payment Status** | December 31, 2013 | | | |
|---|---|---|---|---|
| | Delinquencies | Direct Case Reserves(2) | Risk In-Force | Reserves as % of Risk In-Force |
| 3 payments or less in default | 13,436 | $ 121 | $ 523 | 23% |
| 4 - 11 payments in default | 11,854 | 305 | 486 | 63% |
| 12 payments or more in default | 23,965 | 851 | 1,178 | 72% |
| **Total** | 49,255 | $ 1,277 | $ 2,187 | 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.

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

| | 2014 | | | 2013 | | | |
|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | 4Q | 3Q | 2Q | 1Q |
| **Risk In-Force by Credit Quality** (1) | | | | | | | |
| Primary by FICO Scores >679 | 81% | 81% | 80% | 79% | 79% | 78% | 76% |
| Primary by FICO Scores 620-679 | 15% | 15% | 16% | 17% | 17% | 18% | 19% |
| Primary by FICO Scores 575-619 | 3% | 3% | 3% | 3% | 3% | 3% | 4% |
| Primary by FICO Scores <575 | 1% | 1% | 1% | 1% | 1% | 1% | 1% |
| Flow by FICO Scores >679 | 81% | 81% | 80% | 79% | 79% | 77% | 76% |
| Flow by FICO Scores 620-679 | 15% | 15% | 16% | 17% | 17% | 19% | 19% |
| Flow by FICO Scores 575-619 | 3% | 3% | 3% | 3% | 3% | 3% | 4% |
| Flow by FICO Scores <575 | 1% | 1% | 1% | 1% | 1% | 1% | 1% |
| 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 | 2% | 3% | 3% | 3% | 3% | 3% | 4% |
| Primary sub-prime (2) | 2% | 2% | 2% | 2% | 2% | 3% | 3% |
| **Primary Loans** | | | | | | | |
| Primary loans in-force | 624,850 | 620,415 | 618,442 | 624,236 | 627,536 | 633,685 | 649,570 |
| Primary delinquent loans | 41,147 | 42,605 | 45,861 | 51,459 | 54,744 | 58,199 | 62,804 |
| Primary delinquency rate | 6.59% | 6.87% | 7.42% | 8.24% | 8.72% | 9.18% | 9.67% |
| Flow loans in-force | 591,823 | 585,719 | 582,553 | 586,546 | 589,703 | 590,949 | 590,051 |
| Flow delinquent loans | 39,485 | 40,897 | 43,733 | 49,255 | 52,509 | 55,413 | 59,789 |
| Flow delinquency rate | 6.67% | 6.98% | 7.51% | 8.40% | 8.90% | 9.38% | 10.13% |
| Bulk loans in-force | 33,027 | 34,696 | 35,889 | 37,690 | 37,833 | 42,736 | 59,519 |
| Bulk delinquent loans | 1,662 | 1,708 | 2,128 | 2,204 | 2,235 | 2,786 | 3,015 |
| Bulk delinquency rate | 5.03% | 4.92% | 5.93% | 5.85% | 5.91% | 6.52% | 5.07% |
| A minus and sub-prime loans in-force | 34,825 | 36,219 | 37,714 | 39,307 | 41,081 | 42,993 | 44,873 |
| A minus and sub-prime delinquent loans | 8,017 | 8,238 | 8,789 | 10,023 | 10,548 | 10,803 | 11,484 |
| A minus and sub-prime delinquency rate | 23.02% | 22.74% | 23.30% | 25.50% | 25.68% | 25.13% | 25.59% |
| **Pool Loans** | | | | | | | |
| Pool loans in-force | 10,125 | 10,336 | 10,710 | 11,354 | 11,657 | 12,063 | 12,558 |
| Pool delinquent loans | 549 | 546 | 575 | 628 | 670 | 634 | 674 |
| Pool delinquency rate | 5.42% | 5.28% | 5.37% | 5.53% | 5.75% | 5.26% | 5.37% |

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

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

| | September 30, 2014 | | | June 30, 2014 | | | September 30, 2013 | | |
|---|---|---|---|---|---|---|---|---|---|
| | % 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) | 29% | 20% | 8.46% | 30% | 20% | 9.01% | 33% | 20% | 11.87% |
| South Central(3) | 8 | 16 | 4.63% | 7 | 16 | 4.73% | 8 | 16 | 6.03% |
| Northeast(4) | 26 | 15 | 11.03% | 25 | 15 | 11.17% | 19 | 15 | 12.52% |
| Pacific(5) | 10 | 12 | 4.87% | 10 | 12 | 5.28% | 11 | 12 | 7.11% |
| North Central(6) | 9 | 12 | 5.64% | 10 | 11 | 5.89% | 11 | 11 | 8.00% |
| Great Lakes(7) | 6 | 10 | 4.64% | 6 | 10 | 4.90% | 6 | 10 | 6.46% |
| New England(8) | 5 | 6 | 6.47% | 5 | 6 | 6.69% | 4 | 6 | 8.19% |
| Mid-Atlantic(9) | 5 | 5 | 6.50% | 5 | 5 | 6.79% | 5 | 5 | 8.47% |
| Plains(10) | 2 | 4 | 4.44% | 2 | 5 | 4.50% | 3 | 5 | 5.70% |
| Total | 100% | 100% | 6.59% | 100% | 100% | 6.87% | 100% | 100% | 8.72% |
| **By State** | | | | | | | | | |
| California | 4% | 7% | 3.29% | 4% | 7% | 3.42% | 4% | 7% | 4.72% |
| Texas | 3% | 7% | 4.57% | 3% | 7% | 4.66% | 3% | 7% | 5.68% |
| New York | 12% | 6% | 11.14% | 11% | 6% | 11.11% | 8% | 7% | 11.81% |
| Florida | 20% | 6% | 14.03% | 21% | 6% | 15.71% | 22% | 6% | 21.13% |
| Illinois | 6% | 5% | 7.20% | 6% | 5% | 7.82% | 7% | 5% | 10.81% |
| New Jersey | 10% | 4% | 15.12% | 10% | 4% | 15.45% | 8% | 4% | 17.66% |
| Pennsylvania | 4% | 4% | 8.02% | 4% | 4% | 8.25% | 3% | 4% | 9.91% |
| Georgia | 3% | 4% | 6.67% | 3% | 4% | 6.76% | 3% | 4% | 9.24% |
| Ohio | 2% | 4% | 5.20% | 2% | 4% | 5.44% | 2% | 4% | 7.09% |
| North Carolina | 2% | 4% | 5.97% | 2% | 4% | 6.04% | 3% | 4% | 8.06% |

(1) Total reserves were $1,239 million, $1,256 million and $1,587 million as of September 30, 2014, June 30, 2014, and September 30, 2013, 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) Alaska, California, Hawaii, Nevada, Oregon and Washington.
(6) Illinois, Minnesota, Missouri and Wisconsin.
(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.

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

| | September 30, 2014 | | June 30, 2014 | | September 30, 2013 | |
|---|---|---|---|---|---|---|
| | Primary Risk In-Force | Primary Delinquency Rate | Primary Risk In-Force | Primary Delinquency Rate | Primary Risk In-Force | Primary Delinquency Rate |
| Lender concentration (by original applicant) | $ 27,926 | 6.59% | $ 27,314 | 6.87% | $ 26,650 | 8.72% |
| Top 10 lenders | 12,337 | 7.79% | 12,393 | 7.96% | 12,736 | 9.87% |
| Top 20 lenders | 14,309 | 7.63% | 14,328 | 7.88% | 14,524 | 9.84% |
| Loan-to-value ratio | | | | | | |
| 95.01% and above | $ 6,912 | 9.02% | $ 7,107 | 8.91% | $ 7,444 | 10.75% |
| 90.01% to 95.00% | 11,412 | 5.36% | 10,738 | 5.86% | 9,747 | 8.00% |
| 80.01% to 90.00% | 9,230 | 6.40% | 9,081 | 6.73% | 9,052 | 8.53% |
| 80.00% and below | 372 | 3.51% | 388 | 3.45% | 407 | 3.66% |
| Total | $ 27,926 | 6.59% | $ 27,314 | 6.87% | $ 26,650 | 8.72% |
| Loan grade | | | | | | |
| Prime | $ 26,627 | 5.62% | $ 25,965 | 5.88% | $ 25,135 | 7.54% |
| A minus and sub-prime | 1,299 | 23.02% | 1,349 | 22.74% | 1,515 | 25.68% |
| Total | $ 27,926 | 6.59% | $ 27,314 | 6.87% | $ 26,650 | 8.72% |
| Loan type(1) | | | | | | |
| First mortgages | | | | | | |
| Fixed rate mortgage | | | | | | |
| Flow | $ 27,228 | 6.49% | $ 26,581 | 6.79% | $ 25,843 | 8.68% |
| Bulk | 404 | 4.80% | 419 | 4.72% | 440 | 5.64% |
| Adjustable rate mortgage | | | | | | |
| Flow | 279 | 27.78% | 299 | 27.80% | 351 | 28.82% |
| Bulk | 15 | 12.11% | 15 | 11.09% | 16 | 14.24% |
| Second mortgages | — | — % | — | — % | — | — % |
| Total | $ 27,926 | 6.59% | $ 27,314 | 6.87% | $ 26,650 | 8.72% |
| Type of documentation | | | | | | |
| Alt-A | | | | | | |
| Flow | $ 410 | 29.79% | $ 432 | 29.50% | $ 501 | 31.50% |
| Bulk | 30 | 12.17% | 29 | 11.53% | 30 | 12.61% |
| Standard(2) | | | | | | |
| Flow | 27,097 | 6.35% | 26,448 | 6.65% | 25,693 | 8.51% |
| Bulk | 389 | 4.64% | 405 | 4.51% | 426 | 5.48% |
| Total | $ 27,926 | 6.59% | $ 27,314 | 6.87% | $ 26,650 | 8.72% |
| Mortgage term | | | | | | |
| 15 years and under | $ 1,099 | 0.82% | $ 1,115 | 0.80% | $ 1,077 | 0.91% |
| More than 15 years | 26,827 | 7.00% | 26,199 | 7.31% | 25,573 | 9.30% |
| Total | $ 27,926 | 6.59% | $ 27,314 | 6.87% | $ 26,650 | 8.72% |

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

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

| Policy Year | September 30, 2014 Average Rate[(1)] | % of Total Reserves[(2)] | Primary Insurance In-Force | % of Total | Primary Risk In-Force | % of Total | Deliquency Rate |
|---|---|---|---|---|---|---|---|
| 2003 and prior | 6.33% | 7.4% | $ 3,510 | 3.1% | $ 792 | 2.8% | 16.27% |
| 2004 | 5.74% | 5.1 | 2,426 | 2.2 | 577 | 2.1 | 12.71% |
| 2005 | 5.69% | 12.3 | 4,859 | 4.3 | 1,294 | 4.6 | 14.42% |
| 2006 | 5.94% | 17.6 | 7,516 | 6.7 | 1,909 | 6.8 | 14.02% |
| 2007 | 5.87% | 37.5 | 17,908 | 15.9 | 4,490 | 16.1 | 13.36% |
| 2008 | 5.39% | 17.7 | 15,805 | 14.1 | 3,991 | 14.3 | 7.40% |
| 2009 | 4.98% | 0.7 | 2,768 | 2.5 | 627 | 2.3 | 1.85% |
| 2010 | 4.69% | 0.6 | 3,624 | 3.2 | 855 | 3.1 | 1.31% |
| 2011 | 4.50% | 0.5 | 4,892 | 4.4 | 1,216 | 4.4 | 1.00% |
| 2012 | 3.78% | 0.3 | 12,042 | 10.7 | 2,997 | 10.7 | 0.36% |
| 2013 | 3.96% | 0.3 | 19,955 | 17.7 | 4,894 | 17.5 | 0.23% |
| 2014 | 4.43% | — | 17,145 | 15.2 | 4,284 | 15.3 | 0.06% |
| Total | 5.02% | 100.0% | $ 112,450 | 100.0% | $ 27,926 | 100.0% | 6.59% |

| Occupancy and Property Type | September 30, 2014 % of Primary Risk In-Force | September 30, 2014 Deliquency Rate | June 30, 2014 % of Primary Risk In-Force | June 30, 2014 Deliquency Rate |
|---|---|---|---|---|
| Occupancy Status | | | | |
| Primary residence | 95.0% | 6.51% | 94.8% | 6.79% |
| Second home | 2.6 | 7.00% | 2.7 | 7.6% |
| Non-owner occupied | 2.4 | 8.13% | 2.5 | 8.14% |
| Total | 100.0% | 6.59% | 100.0% | 6.87% |
| Property Type | | | | |
| Single family detached | 88.8% | 6.35% | 88.5% | 6.61% |
| Condominium and co-operative | 9.7 | 7.39% | 9.9 | 7.86% |
| Multi-family and other | 1.5 | 13.69% | 1.6 | 13.86% |
| Total | 100.0% | 6.59% | 100.0% | 6.87% |

(1) Average Annual Mortgage Interest Rate.
(2) Total reserves were $1,239 million as of September 30, 2014.

# Corporate and Other Division

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2014

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

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 186 | $ 200 | $ 176 | $ 562 | $ 159 | $ 160 | $ 156 | $ 166 | $ 641 |
| Net investment income | 50 | 56 | 53 | 159 | 67 | 53 | 68 | 69 | 257 |
| Net investment gains (losses) | (24) | (3) | (17) | (44) | 19 | (24) | (9) | (52) | (66) |
| Insurance and investment product fees and other | 52 | 53 | 54 | 159 | 55 | 56 | 53 | 100 | 264 |
| Total revenues | 264 | 306 | 266 | 836 | 300 | 245 | 268 | 283 | 1,096 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 65 | 62 | 54 | 181 | 48 | 49 | 51 | 43 | 191 |
| Interest credited | 30 | 29 | 29 | 88 | 30 | 28 | 29 | 32 | 119 |
| Acquisition and operating expenses, net of deferrals | 138 | 155 | 135 | 428 | 135 | 162 | 140 | 179 | 616 |
| Amortization of deferred acquisition costs and intangibles | 36 | 40 | 42 | 118 | 35 | 28 | 38 | 18 | 119 |
| Interest expense | 84 | 91 | 98 | 273 | 89 | 90 | 89 | 94 | 362 |
| Total benefits and expenses | 353 | 377 | 358 | 1,088 | 337 | 357 | 347 | 366 | 1,407 |
| **LOSS FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | (89) | (71) | (92) | (252) | (37) | (112) | (79) | (83) | (311) |
| Provision (benefit) for income taxes | 2 | (23) | (50) | (71) | (14) | (22) | (28) | (26) | (90) |
| **LOSS FROM CONTINUING OPERATIONS** | (91) | (48) | (42) | (181) | (23) | (90) | (51) | (57) | (221) |
| Income (loss) from discontinued operations, net of taxes | — | — | — | — | — | 2 | 6 | (20) | (12) |
| **NET LOSS** | (91) | (48) | (42) | (181) | (23) | (88) | (45) | (77) | (233) |
| **ADJUSTMENTS TO NET LOSS:** | | | | | | | | | |
| Net investment (gains) losses, net | 11 | 1 | 10 | 22 | (10) | 11 | — | 21 | 22 |
| (Gains) losses on early extinguishment of debt, net | — | — | — | — | — | 20 | — | — | 20 |
| Expenses related to restructuring, net | — | — | — | — | — | — | 3 | — | 3 |
| (Income) loss from discontinued operations, net of taxes | — | — | — | — | — | (2) | (6) | 20 | 12 |
| **NET OPERATING LOSS** | $ (80) | $ (47) | $ (32) | $ (159) | $ (33) | $ (59) | $ (48) | $ (36) | $ (176) |
| *Effective tax rate (operating loss)* | *-10.5%* | *33.0%* | *57.5%* | *27.2%* | *37.5%* | *8.1%* | *35.9%* | *28.2%* | *27.4%* |

## Net Operating Income (Loss)—Corporate and Other Division
(amounts in millions)

| Three months ended September 30, 2014 | International Protection Segment | Runoff Segment | Corporate and Other(1) | Total |
|---|---|---|---|---|
| **REVENUES:** | | | | |
| Premiums | $ 185 | $ 1 | $ — | $ 186 |
| Net investment income | 27 | 32 | (9) | 50 |
| Net investment gains (losses) | — | (33) | 9 | (24) |
| Insurance and investment product fees and other | 2 | 53 | (3) | 52 |
| Total revenues | 214 | 53 | (3) | 264 |
| **BENEFITS AND EXPENSES:** | | | | |
| Benefits and other changes in policy reserves | 52 | 13 | — | 65 |
| Interest credited | | 30 | — | 30 |
| Acquisition and operating expenses, net of deferrals | 117 | 22 | (1) | 138 |
| Amortization of deferred acquisition costs and intangibles | 30 | 5 | 1 | 36 |
| Interest expense | 10 | — | 74 | 84 |
| Total benefits and expenses | 209 | 70 | 74 | 353 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | 5 | (17) | (77) | (89) |
| Provision (benefit) for income taxes | 3 | (5) | 4 | 2 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS** | 2 | (12) | (81) | (91) |
| **NET INCOME (LOSS)** | 2 | (12) | (81) | (91) |
| **ADJUSTMENT TO NET INCOME (LOSS):** | | | | |
| Net investment (gains) losses, net | 1 | 17 | (7) | 11 |
| **NET OPERATING INCOME (LOSS)** | $ 3 | $ 5 | $ (88) | $ (80) |
| *Effective tax rate (operating income (loss))* | *47.7%* | *48.2%* | *-0.9%* | *-10.5%* |

| Three months ended September 30, 2013 | International Protection Segment | Runoff Segment | Corporate and Other(1) | Total |
|---|---|---|---|---|
| **REVENUES:** | | | | |
| Premiums | $ 159 | $ 1 | $ — | $ 160 |
| Net investment income | 26 | 33 | (6) | 53 |
| Net investment gains (losses) | 1 | (14) | (11) | (24) |
| Insurance and investment product fees and other | 1 | 53 | 2 | 56 |
| Total revenues | 187 | 73 | (15) | 245 |
| **BENEFITS AND EXPENSES:** | | | | |
| Benefits and other changes in policy reserves | 40 | 9 | — | 49 |
| Interest credited | — | 28 | — | 28 |
| Acquisition and operating expenses, net of deferrals | 106 | 18 | 38 | 162 |
| Amortization of deferred acquisition costs and intangibles | 25 | 2 | 1 | 28 |
| Interest expense | 9 | — | 81 | 90 |
| Total benefits and expenses | 180 | 57 | 120 | 357 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | 7 | 16 | (135) | (112) |
| Provision (benefit) for income taxes | 3 | (5) | (20) | (22) |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS** | 4 | 21 | (115) | (90) |
| Loss from discontinued operations, net of taxes | — | — | 2 | 2 |
| **NET INCOME (LOSS)** | 4 | 21 | (113) | (88) |
| **ADJUSTMENTS TO NET INCOME (LOSS):** | | | | |
| Net investment (gains) losses, net | — | 4 | 7 | 11 |
| (Gains) losses on early extinguishment of debt, net | — | — | 20 | 20 |
| (Income) loss from discontinued operations, net of taxes | — | — | (2) | (2) |
| **NET OPERATING INCOME (LOSS)** | $ 4 | $ 25 | $ (88) | $ (59) |
| *Effective tax rate (operating income (loss))* | *36.7%* | *-6.9%* | *6.3%* | *8.1%* |

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

## Net Operating Income (Loss)—Corporate and Other Division
## (amounts in millions)

| Nine months ended September 30, 2014 | International Protection Segment | Runoff Segment | Corporate and Other[1] | Total |
|---|---|---|---|---|
| **REVENUES:** | | | | |
| Premiums | $ 559 | $ 3 | $ — | $ 562 |
| Net investment income | 79 | 97 | (17) | 159 |
| Net investment gains (losses) | 1 | (43) | (2) | (44) |
| Insurance and investment product fees and other | 5 | 158 | (4) | 159 |
| Total revenues | 644 | 215 | (23) | 836 |
| **BENEFITS AND EXPENSES:** | | | | |
| Benefits and other changes in policy reserves | 154 | 27 | — | 181 |
| Interest credited | | 88 | — | 88 |
| Acquisition and operating expenses, net of deferrals | 352 | 62 | 14 | 428 |
| Amortization of deferred acquisition costs and intangibles | 90 | 26 | 2 | 118 |
| Interest expense | 34 | 1 | 238 | 273 |
| Total benefits and expenses | 630 | 204 | 254 | 1,088 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | 14 | 11 | (277) | (252) |
| Provision (benefit) for income taxes | 2 | — | (73) | (71) |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS** | 12 | 11 | (204) | (181) |
| **NET INCOME (LOSS)** | 12 | 11 | (204) | (181) |
| **ADJUSTMENT TO NET INCOME (LOSS):** | | | | |
| Net investment (gains) losses, net | — | 21 | 1 | 22 |
| **NET OPERATING INCOME (LOSS)** | $ 12 | $ 32 | $ (203) | $ (159) |
| *Effective tax rate (operating income (loss))* | *10.6%* | *26.1%* | *26.2%* | *27.2%* |

| Nine months ended September 30, 2013 | International Protection Segment | Runoff Segment | Corporate and Other[1] | Total |
|---|---|---|---|---|
| **REVENUES:** | | | | |
| Premiums | $ 478 | $ 4 | $ — | $ 482 |
| Net investment income | 90 | 101 | (1) | 190 |
| Net investment gains (losses) | 23 | (82) | (26) | (85) |
| Insurance and investment product fees and other | 3 | 162 | 44 | 209 |
| Total revenues | 594 | 185 | 17 | 796 |
| **BENEFITS AND EXPENSES:** | | | | |
| Benefits and other changes in policy reserves | 120 | 23 | — | 143 |
| Interest credited | — | 89 | — | 89 |
| Acquisition and operating expenses, net of deferrals | 326 | 60 | 95 | 481 |
| Amortization of deferred acquisition costs and intangibles | 79 | (3) | 8 | 84 |
| Interest expense | 34 | 1 | 238 | 273 |
| Total benefits and expenses | 559 | 170 | 341 | 1,070 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | 35 | 15 | (324) | (274) |
| Provision (benefit) for income taxes | 12 | (2) | (86) | (76) |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS** | 23 | 17 | (238) | (198) |
| Income (loss) from discontinued operations, net of taxes | — | — | (12) | (12) |
| **NET INCOME (LOSS)** | 23 | 17 | (250) | (210) |
| **ADJUSTMENTS TO NET INCOME (LOSS):** | | | | |
| Net investment (gains) losses, net | (15) | 30 | 17 | 32 |
| (Gains) losses on early extinguishment of debt, net | — | — | 20 | 20 |
| Expenses related to restructuring, net | 3 | — | — | 3 |
| (Income) loss from discontinued operations, net of taxes | — | — | 12 | 12 |
| **NET OPERATING INCOME (LOSS)** | $ 11 | $ 47 | $ (201) | $ (143) |
| *Effective tax rate (operating income (loss))* | *31.6%* | *24.4%* | *24.9%* | *24.4%* |

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

# International Protection Segment

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2014**

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

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | **3Q** | **2Q** | **1Q** | **Total** | **4Q** | **3Q** | **2Q** | **1Q** | **Total** |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 185 | $ 199 | $ 175 | $ 559 | $ 158 | $ 159 | $ 154 | $ 165 | $ 636 |
| Net investment income | 27 | 22 | 30 | 79 | 29 | 26 | 31 | 33 | 119 |
| Net investment gains (losses) | — | — | 1 | 1 | 4 | 1 | 16 | 6 | 27 |
| Insurance and investment product fees and other | 2 | 2 | 1 | 5 | 1 | 1 | 1 | 1 | 4 |
| Total revenues | 214 | 223 | 207 | 644 | 192 | 187 | 202 | 205 | 786 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 52 | 56 | 46 | 154 | 39 | 40 | 41 | 39 | 159 |
| Interest credited | — | — | — | — | — | — | — | — | — |
| Acquisition and operating expenses, net of deferrals | 117 | 126 | 109 | 352 | 107 | 106 | 110 | 110 | 433 |
| Amortization of deferred acquisition costs and intangibles | 30 | 30 | 30 | 90 | 27 | 25 | 26 | 28 | 106 |
| Interest expense | 10 | 9 | 15 | 34 | 8 | 9 | 11 | 14 | 42 |
| Total benefits and expenses | 209 | 221 | 200 | 630 | 181 | 180 | 188 | 191 | 740 |
| **INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | 5 | 2 | 7 | 14 | 11 | 7 | 14 | 14 | 46 |
| Provision (benefit) for income taxes | 3 | — | (1) | 2 | (5) | 3 | 5 | 4 | 7 |
| **INCOME FROM CONTINUING OPERATIONS** | 2 | 2 | 8 | 12 | 16 | 4 | 9 | 10 | 39 |
| **ADJUSTMENTS TO INCOME FROM CONTINUING OPERATIONS:** | | | | | | | | | |
| Net investment (gains) losses, net | 1 | — | (1) | — | (3) | — | (11) | (4) | (18) |
| Expenses related to restructuring, net | — | — | — | — | — | — | 3 | — | 3 |
| **NET OPERATING INCOME**(1) | $ 3 | $ 2 | $ 7 | $ 12 | $ 13 | $ 4 | $ 1 | $ 6 | $ 24 |
| *Effective tax rate (operating income)* | *47.7%* | *6.8%* | *-22.3%* | *10.6%* | *-95.6%* | *36.7%* | *38.7%* | *26.1%* | *-5.1%* |
| **Net Premiums Written** | | | | | | | | | |
| Northern Europe | $ 94 | $ 104 | $ 115 | $ 313 | $ 104 | $ 113 | $ 106 | $ 106 | $ 429 |
| Southern Europe | 76 | 86 | 108 | 270 | 72 | 71 | 74 | 78 | 295 |
| Structured Deals (2),(3) | 5 | — | 1 | 6 | 7 | 8 | (10) | 28 | 33 |
| New Markets (2) | 7 | 15 | 11 | 33 | 9 | 9 | 14 | 21 | 53 |
| **Pre-Deposit Accounting Basis**(2),(4) | 182 | 205 | 235 | 622 | 192 | 201 | 184 | 233 | 810 |
| Deposit Accounting Adjustments (2) | 17 | 6 | 39 | 62 | 40 | 47 | 35 | 80 | 202 |
| **Total**(5) | $ 165 | $ 199 | $ 196 | $ 560 | $ 152 | $ 154 | $ 149 | $ 153 | $ 608 |
| **Loss Ratio** | 28% | 28% | 26% | 28% | 25% | 25% | 26% | 24% | 25% |

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 $3 million and $12 million for the three and nine months ended September 30, 2014, respectively.

(2) Amounts for prior periods have been re-presented as a result of classification differences between pre-deposit accounting amounts and deposit accounting adjustments. There was no impact on total net premiums written or other pre-deposit or deposit accounting amounts presented elsewhere herein from the classification changes.

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

(4) This business has reinsurance agreements that do not qualify for risk transfer under GAAP. This analysis shows the net premiums written activity as if these reinsurance agreements, except for the reciprocal arrangements, were accounted for as reinsurance accounting (“pre-deposit accounting basis”) and not as deposit accounting. While this is a non-GAAP measure, management believes that “net premiums written on a pre-deposit accounting basis” represent an economic view of written premiums and enhances the understanding of the underlying performance of the business. However, net premiums written on a pre-deposit accounting basis is not a substitute for net premiums written determined in accordance with GAAP.

(5) Net premiums written adjusted for foreign exchange as compared to the prior year period for the International Protection segment were $161 million and $542 million for the three and nine months ended September 30, 2014, respectively.

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

| | 3Q 2014 | | | 2Q 2014 | | | 1Q 2014 | | | Total 2014 | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 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 | $ 185 | $ 34 | $ 219 | $ 199 | $ 41 | $ 240 | $ 175 | $ 43 | $ 218 | $ 559 | $ 118 | $ 677 |
| Net investment income | 27 | (10) | 17 | 22 | (7) | 15 | 30 | (10) | 20 | 79 | (27) | 52 |
| Net investment gains (losses) | — | — | — | — | — | — | 1 | — | 1 | 1 | — | 1 |
| Insurance and investment product fees and other | 2 | — | 2 | 2 | — | 2 | 1 | — | 1 | 5 | — | 5 |
| Total revenues | 214 | 24 | 238 | 223 | 34 | 257 | 207 | 33 | 240 | 644 | 91 | 735 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | | | | |
| Benefits and other changes in policy reserves | 52 | 9 | 61 | 56 | 20 | 76 | 46 | 20 | 66 | 154 | 49 | 203 |
| Interest credited | — | — | — | — | — | — | — | — | — | — | — | — |
| Acquisition and operating expenses, net of deferrals | 117 | 9 | 126 | 126 | 8 | 134 | 109 | 9 | 118 | 352 | 26 | 378 |
| Amortization of deferred acquisition costs and intangibles | 30 | 8 | 38 | 30 | 9 | 39 | 30 | 10 | 40 | 90 | 27 | 117 |
| Interest expense | 10 | (2) | 8 | 9 | (3) | 6 | 15 | (6) | 9 | 34 | (11) | 23 |
| Total benefits and expenses | 209 | 24 | 233 | 221 | 34 | 255 | 200 | 33 | 233 | 630 | 91 | 721 |
| **INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | 5 | — | 5 | 2 | — | 2 | 7 | — | 7 | 14 | — | 14 |
| Provision (benefit) for income taxes | 3 | — | 3 | — | — | — | (1) | — | (1) | 2 | — | 2 |
| **INCOME FROM CONTINUING OPERATIONS** | 2 | — | 2 | 2 | — | 2 | 8 | — | 8 | 12 | — | 12 |
| **ADJUSTMENT TO INCOME FROM CONTINUING OPERATIONS:** | | | | | | | | | | | | |
| Net investment (gains) losses, net | 1 | — | 1 | — | — | — | (1) | — | (1) | — | — | — |
| **NET OPERATING INCOME**(1) | $ 3 | $ — | $ 3 | $ 2 | $ — | $ 2 | $ 7 | $ — | $ 7 | $ 12 | $ — | $ 12 |
| *Effective tax rate (operating income)* | *47.7%* | | *47.7%* | *6.8%* | | *6.8%* | *-22.3%* | | *-22.3%* | *10.6%* | | *10.6%* |
| **Other Metrics:** | | | | | | | | | | | | |
| Premiums | $ 185 | $ 34 | $ 219 | $ 199 | $ 41 | $ 240 | $ 175 | $ 43 | $ 218 | $ 559 | $ 118 | $ 677 |
| Benefits and other changes in policy reserves | 52 | 9 | 61 | 56 | 20 | 76 | 46 | 20 | 66 | 154 | 49 | 203 |
| Commissions(2) | 87 | 6 | 93 | 96 | 8 | 104 | 81 | 9 | 90 | 264 | 23 | 287 |
| Margin before profit sharing | 46 | 19 | 65 | 47 | 13 | 60 | 48 | 14 | 62 | 141 | 46 | 187 |
| Profit share(2) | 22 | 10 | 32 | 18 | 10 | 28 | 19 | 9 | 28 | 59 | 29 | 88 |
| Underwriting profit(3) | $ 24 | $ 9 | $ 33 | $ 29 | $ 3 | $ 32 | $ 29 | $ 5 | $ 34 | $ 82 | $ 17 | $ 99 |
| **Loss Ratio** | 28% | | 28% | 28% | | 32% | 26% | | 30% | 28% | | 30% |
| **Underwriting Margin**(3) | 13% | | 15% | 15% | | 13% | 17% | | 16% | 15% | | 15% |
| **Combined Ratio**(4) | 108% | | 103% | 107% | | 104% | 106% | | 103% | 107% | | 103% |

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 the 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. While ''pre-deposit accounting basis" is a non-GAAP measure, management believes that it represents an economic view of the underlying performance of the business. However, pre-deposit accounting basis is not a substitute for income statement activity determined in accordance with GAAP.

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 $3 million and $12 million for the three and nine months ended September 30, 2014, 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.

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

| | 4Q 2013 | | | 3Q 2013 | | | 2Q 2013 | | | 1Q 2013 | | | Total 2013 | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 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 | $ 158 | $ 43 | $ 201 | $ 159 | $ 47 | $ 206 | $ 154 | $ 52 | $ 206 | $ 165 | $ 62 | $ 227 | $ 636 | $ 204 | $ 840 |
| Net investment income | 29 | (8) | 21 | 26 | (6) | 20 | 31 | (9) | 22 | 33 | (11) | 22 | 119 | (34) | 85 |
| Net investment gains (losses) | 4 | — | 4 | 1 | — | 1 | 16 | — | 16 | 6 | — | 6 | 27 | — | 27 |
| Insurance and investment product fees and other | 1 | — | 1 | 1 | — | 1 | 1 | — | 1 | 1 | — | 1 | 4 | — | 4 |
| Total revenues | 192 | 35 | 227 | 187 | 41 | 228 | 202 | 43 | 245 | 205 | 51 | 256 | 786 | 170 | 956 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | | | | | | | |
| Benefits and other changes in policy reserves | 39 | 15 | 54 | 40 | 22 | 62 | 41 | 21 | 62 | 39 | 33 | 72 | 159 | 91 | 250 |
| Interest credited | — | — | — | — | — | — | — | — | — | — | — | — | — | — | — |
| Acquisition and operating expenses, net of deferrals | 107 | 11 | 118 | 106 | 6 | 112 | 110 | 13 | 123 | 110 | 9 | 119 | 433 | 39 | 472 |
| Amortization of deferred acquisition costs and intangibles | 27 | 8 | 35 | 25 | 13 | 38 | 26 | 11 | 37 | 28 | 14 | 42 | 106 | 46 | 152 |
| Interest expense | 8 | 1 | 9 | 9 | — | 9 | 11 | (2) | 9 | 14 | (5) | 9 | 42 | (6) | 36 |
| Total benefits and expenses | 181 | 35 | 216 | 180 | 41 | 221 | 188 | 43 | 231 | 191 | 51 | 242 | 740 | 170 | 910 |
| **INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | 11 | — | 11 | 7 | — | 7 | 14 | — | 14 | 14 | — | 14 | 46 | — | 46 |
| Provision (benefit) for income taxes | (5) | — | (5) | 3 | — | 3 | 5 | — | 5 | 4 | — | 4 | 7 | — | 7 |
| **INCOME FROM CONTINUING OPERATIONS** | 16 | — | 16 | 4 | — | 4 | 9 | — | 9 | 10 | — | 10 | 39 | — | 39 |
| **ADJUSTMENTS TO INCOME FROM CONTINUING OPERATIONS:** | | | | | | | | | | | | | | | |
| Net investment (gains) losses, net | (3) | — | (3) | — | — | — | (11) | — | (11) | (4) | — | (4) | (18) | — | (18) |
| Expenses related to restructuring, net | — | — | — | — | — | — | 3 | — | 3 | — | — | — | 3 | — | 3 |
| **NET OPERATING INCOME** | $ 13 | $— | $ 13 | $ 4 | $— | $ 4 | $ 1 | $— | $ 1 | $ 6 | $— | $ 6 | $ 24 | $ — | $ 24 |
| *Effective tax rate (operating income)* | *-95.6%* | | *-95.6%* | *36.7%* | | *36.7%* | *38.7%* | | *38.7%* | *26.1%* | | *26.1%* | *-5.1%* | | *-5.1%* |
| **Other Metrics:** | | | | | | | | | | | | | | | |
| Premiums | $ 158 | $ 43 | $ 201 | $ 159 | $ 47 | $ 206 | $ 154 | $ 52 | $ 206 | $ 165 | $ 62 | $ 227 | $ 636 | $ 204 | $ 840 |
| Benefits and other changes in policy reserves | 39 | 15 | 54 | 40 | 22 | 62 | 41 | 21 | 62 | 39 | 33 | 72 | 159 | 91 | 250 |
| Commissions(1) | 74 | 10 | 84 | 75 | 12 | 87 | 75 | 11 | 86 | 80 | 12 | 92 | 304 | 45 | 349 |
| Margin before profit sharing | 45 | 18 | 63 | 44 | 13 | 57 | 38 | 20 | 58 | 46 | 17 | 63 | 173 | 68 | 241 |
| Profit share(1) | 20 | 10 | 30 | 18 | 8 | 26 | 18 | 13 | 31 | 18 | 11 | 29 | 74 | 42 | 116 |
| Underwriting profit(2) | $ 25 | $ 8 | $ 33 | $ 26 | $ 5 | $ 31 | $ 20 | $ 7 | $ 27 | $ 28 | $ 6 | $ 34 | $ 99 | $ 26 | $ 125 |
| **Loss Ratio** | 25% | | 27% | 25% | | 30% | 26% | | 30% | 24% | | 32% | 25% | | 30% |
| **Underwriting Margin**(2) | 16% | | 16% | 16% | | 15% | 13% | | 13% | 17% | | 15% | 16% | | 15% |
| **Combined Ratio**(3) | 109% | | 103% | 108% | | 103% | 115% | | 108% | 107% | | 103% | 110% | | 104% |

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 the 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. While ''pre-deposit accounting basis" is a non-GAAP measure, management believes that it represents an economic view of the underlying performance of the business. However, pre-deposit accounting basis is not a substitute for income statement activity determined in accordance with GAAP.

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.

# Runoff Segment

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2014

**Net Operating Income—Runoff Segment**
**(amounts in millions)**

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $ 1 | $ 1 | $ 1 | $ 3 | $ 1 | $ 1 | $ 2 | $ 1 | $ 5 |
| Net investment income | 32 | 33 | 32 | 97 | 38 | 33 | 34 | 34 | 139 |
| Net investment gains (losses) | (33) | 3 | (13) | (43) | 24 | (14) | (20) | (48) | (58) |
| Insurance and investment product fees and other | 53 | 52 | 53 | 158 | 54 | 53 | 53 | 56 | 216 |
| Total revenues | 53 | 89 | 73 | 215 | 117 | 73 | 69 | 43 | 302 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | 13 | 6 | 8 | 27 | 9 | 9 | 10 | 4 | 32 |
| Interest credited | 30 | 29 | 29 | 88 | 30 | 28 | 29 | 32 | 119 |
| Acquisition and operating expenses, net of deferrals | 22 | 20 | 20 | 62 | 21 | 18 | 22 | 20 | 81 |
| Amortization of deferred acquisition costs and intangibles | 5 | 10 | 11 | 26 | 9 | 2 | 8 | (13) | 6 |
| Interest expense | — | 1 | — | 1 | 1 | — | 1 | — | 2 |
| Total benefits and expenses | 70 | 66 | 68 | 204 | 70 | 57 | 70 | 43 | 240 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | (17) | 23 | 5 | 11 | 47 | 16 | (1) | — | 62 |
| Provision (benefit) for income taxes | (5) | 5 | — | — | 15 | (5) | — | 3 | 13 |
| **INCOME (LOSS) FROM CONTINUING OPERATIONS** | (12) | 18 | 5 | 11 | 32 | 21 | (1) | (3) | 49 |
| **ADJUSTMENT TO INCOME (LOSS) FROM CONTINUING OPERATIONS:** | | | | | | | | | |
| Net investment (gains) losses, net | 17 | (3) | 7 | 21 | (13) | 4 | 7 | 19 | 17 |
| **NET OPERATING INCOME** | $ 5 | $ 15 | $ 12 | $ 32 | $ 19 | $ 25 | $ 6 | $ 16 | $ 66 |
| *Effective tax rate (operating income)* | *48.2%* | *16.1%* | *25.1%* | *26.1%* | *28.1%* | *-6.9%* | *40.9%* | *44.8%* | *25.5%* |

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

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **Variable Annuities—Income Distribution Series** | | | | | | | | | |
| Account value, beginning of the period | $5,984 | $5,990 | $6,061 | $6,061 | $6,044 | $5,983 | $6,202 | $6,141 | $ 6,141 |
| Deposits | 12 | 13 | 16 | 41 | 19 | 19 | 18 | 20 | 76 |
| Surrenders, benefits and product charges | (204) | (210) | (198) | (612) | (212) | (186) | (183) | (173) | (754) |
| Net flows | (192) | (197) | (182) | (571) | (193) | (167) | (165) | (153) | (678) |
| Interest credited and investment performance | (29) | 191 | 111 | 273 | 210 | 228 | (54) | 214 | 598 |
| Account value, end of the period | 5,763 | 5,984 | 5,990 | 5,763 | 6,061 | 6,044 | 5,983 | 6,202 | 6,061 |
| **Traditional Variable Annuities** | | | | | | | | | |
| Account value, net of reinsurance, beginning of the period | 1,583 | 1,598 | 1,643 | 1,643 | 1,620 | 1,601 | 1,674 | 1,662 | 1,662 |
| Deposits | 2 | 4 | 3 | 9 | 4 | 4 | 2 | 3 | 13 |
| Surrenders, benefits and product charges | (81) | (80) | (78) | (239) | (71) | (67) | (80) | (81) | (299) |
| Net flows | (79) | (76) | (75) | (230) | (67) | (63) | (78) | (78) | (286) |
| Interest credited and investment performance | (12) | 61 | 30 | 79 | 90 | 82 | 5 | 90 | 267 |
| Account value, net of reinsurance, end of the period | 1,492 | 1,583 | 1,598 | 1,492 | 1,643 | 1,620 | 1,601 | 1,674 | 1,643 |
| **Variable Life Insurance** | | | | | | | | | |
| Account value, beginning of the period | 317 | 313 | 316 | 316 | 302 | 293 | 301 | 292 | 292 |
| Deposits | 2 | 2 | 2 | 6 | 3 | 2 | 2 | 2 | 9 |
| Surrenders, benefits and product charges | (10) | (8) | (11) | (29) | (9) | (10) | (11) | (9) | (39) |
| Net flows | (8) | (6) | (9) | (23) | (6) | (8) | (9) | (7) | (30) |
| Interest credited and investment performance | 2 | 10 | 6 | 18 | 20 | 17 | 1 | 16 | 54 |
| Account value, end of the period | 311 | 317 | 313 | 311 | 316 | 302 | 293 | 301 | 316 |
| **Total** | $7,566 | $7,884 | $7,901 | $7,566 | $8,020 | $7,966 | $7,877 | $8,177 | $ 8,020 |
| **Guaranteed Investment Contracts, Funding Agreements Backing Notes and Funding Agreements** | | | | | | | | | |
| Account value, beginning of the period | $ 667 | $ 891 | $ 896 | $ 896 | $1,036 | $1,077 | $1,970 | $2,153 | $ 2,153 |
| Surrenders and benefits | (142) | (225) | (7) | (374) | (142) | (43) | (900) | (167) | (1,252) |
| Net flows | (142) | (225) | (7) | (374) | (142) | (43) | (900) | (167) | (1,252) |
| Interest credited | 1 | 1 | 2 | 4 | 2 | 2 | 7 | 15 | 26 |
| Foreign currency translation | — | — | — | — | — | — | — | (31) | (31) |
| Account value, end of the period | $ 526 | $ 667 | $ 891 | $ 526 | $ 896 | $1,036 | $1,077 | $1,970 | $ 896 |

# Corporate and Other

# GENWORTH FINANCIAL, INC.
# FINANCIAL SUPPLEMENT
# THIRD QUARTER 2014

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

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **REVENUES:** | | | | | | | | | |
| Premiums | $— | $ — | $ — | $ — | $ — | $ — | $ — | $ — | $ — |
| Net investment income | (9) | 1 | (9) | (17) | — | (6) | 3 | 2 | (1) |
| Net investment gains (losses) | 9 | (6) | (5) | (2) | (9) | (11) | (5) | (10) | (35) |
| Insurance and investment product fees and other | (3) | (1) | — | (4) | — | 2 | (1) | 43 | 44 |
| Total revenues | (3) | (6) | (14) | (23) | (9) | (15) | (3) | 35 | 8 |
| **BENEFITS AND EXPENSES:** | | | | | | | | | |
| Benefits and other changes in policy reserves | — | — | — | — | — | — | — | — | — |
| Interest credited | — | — | — | — | — | — | — | — | — |
| Acquisition and operating expenses, net of deferrals | (1) | 9 | 6 | 14 | 7 | 38 | 8 | 49 | 102 |
| Amortization of deferred acquisition costs and intangibles | 1 | — | 1 | 2 | (1) | 1 | 4 | 3 | 7 |
| Interest expense | 74 | 81 | 83 | 238 | 80 | 81 | 77 | 80 | 318 |
| Total benefits and expenses | 74 | 90 | 90 | 254 | 86 | 120 | 89 | 132 | 427 |
| **LOSS FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** | (77) | (96) | (104) | (277) | (95) | (135) | (92) | (97) | (419) |
| Provision (benefit) for income taxes | 4 | (28) | (49) | (73) | (24) | (20) | (33) | (33) | (110) |
| **LOSS FROM CONTINUING OPERATIONS** | (81) | (68) | (55) | (204) | (71) | (115) | (59) | (64) | (309) |
| Income (loss) from discontinued operations, net of taxes [2] | — | — | — | — | — | 2 | 6 | (20) | (12) |
| **NET LOSS** | (81) | (68) | (55) | (204) | (71) | (113) | (53) | (84) | (321) |
| **ADJUSTMENTS TO NET LOSS:** | | | | | | | | | |
| Net investment (gains) losses, net | (7) | 4 | 4 | 1 | 6 | 7 | 4 | 6 | 23 |
| (Gains) losses on early extinguishment of debt, net | — | — | — | — | — | 20 | — | — | 20 |
| (Income) loss from discontinued operations, net of taxes | — | — | — | — | — | (2) | (6) | 20 | 12 |
| **NET OPERATING LOSS** | $ (88) | $ (64) | $ (51) | $(203) | $ (65) | $ (88) | $ (55) | $ (58) | $(266) |
| *Effective tax rate (operating loss)* | *-0.9%* | *28.8%* | *47.8%* | *26.2%* | *24.8%* | *6.3%* | *36.7%* | *33.5%* | *24.9%* |

(1) Includes inter-segment eliminations and non-core products.
(2) Operating results associated with discontinued operations related to the wealth management business prior to the sale on August 30, 2013.

# Additional Financial Data

## Investments Summary
## (amounts in millions)

| | September 30, 2014 Carrying Amount | September 30, 2014 % of Total | June 30, 2014 Carrying Amount | June 30, 2014 % of Total | March 31, 2014 Carrying Amount | March 31, 2014 % of Total | December 31, 2013 Carrying Amount | December 31, 2013 % of Total | September 30, 2013 Carrying Amount | September 30, 2013 % of Total |
|---|---|---|---|---|---|---|---|---|---|---|
| **Composition of Investment Portfolio** | | | | | | | | | | |
| Fixed maturity securities: | | | | | | | | | | |
| Investment grade: | | | | | | | | | | |
| Public fixed maturity securities | $ 36,587 | 48% | $ 36,726 | 48% | $ 35,526 | 48% | $ 34,666 | 48% | $ 35,503 | 49% |
| Private fixed maturity securities | 11,493 | 15 | 11,608 | 15 | 11,125 | 15 | 10,563 | 15 | 10,277 | 14 |
| Residential mortgage-backed securities(1) | 5,003 | 7 | 5,057 | 7 | 4,945 | 7 | 5,069 | 7 | 5,187 | 7 |
| Commercial mortgage-backed securities | 2,517 | 3 | 2,630 | 3 | 2,656 | 4 | 2,639 | 4 | 2,520 | 4 |
| Other asset-backed securities | 3,770 | 5 | 3,700 | 5 | 3,343 | 4 | 3,119 | 4 | 2,992 | 4 |
| Tax-exempt | 356 | — | 353 | — | 317 | — | 295 | — | 263 | — |
| Non-investment grade fixed maturity securities | 2,591 | 4 | 2,286 | 3 | 2,332 | 3 | 2,278 | 3 | 2,344 | 3 |
| Equity securities: | | | | | | | | | | |
| Common stocks and mutual funds | 221 | — | 227 | — | 260 | — | 258 | — | 303 | 1 |
| Preferred stocks | 92 | — | 93 | — | 89 | — | 83 | — | 76 | — |
| Commercial mortgage loans | 6,077 | 8 | 5,986 | 8 | 5,894 | 8 | 5,899 | 8 | 5,858 | 8 |
| Restricted commercial mortgage loans related to securitization entities | 209 | — | 217 | — | 227 | — | 233 | — | 290 | — |
| Policy loans | 1,512 | 2 | 1,514 | 2 | 1,438 | 2 | 1,434 | 2 | 1,668 | 2 |
| Cash, cash equivalents and short-term investments | 3,655 | 5 | 4,220 | 5 | 4,492 | 6 | 4,434 | 6 | 3,767 | 5 |
| Securities lending | 339 | — | 277 | — | 261 | — | 187 | — | 154 | — |
| Other invested assets: Limited partnerships | 262 | — | 263 | 1 | 267 | — | 282 | 1 | 297 | 1 |
| Derivatives: | | | | | | | | | | |
| Long-term care (LTC) forward starting swap—cash flow | 252 | — | 197 | — | 137 | — | 79 | — | 147 | — |
| Other cash flow | 10 | — | 20 | — | 30 | — | 46 | — | 3 | — |
| Fair value | — | — | — | — | — | — | 1 | — | 1 | — |
| Equity index options—non-qualified | 11 | — | 4 | — | 11 | — | 13 | — | 6 | — |
| Other non-qualified | 391 | 1 | 395 | 1 | 352 | 1 | 332 | 1 | 370 | 1 |
| Trading portfolio | 226 | — | 226 | — | 247 | — | 239 | — | 278 | — |
| Counterparty collateral | 521 | 1 | 417 | 1 | 355 | 1 | 199 | — | 272 | — |
| Restricted other invested assets related to securitization entities | 404 | 1 | 404 | 1 | 398 | 1 | 391 | 1 | 392 | 1 |
| Other | 91 | — | 82 | — | 83 | — | 88 | — | 85 | — |
| Total invested assets and cash | $ 76,590 | 100% | $ 76,902 | 100% | $ 74,785 | 100% | $ 72,827 | 100% | $ 73,053 | 100% |
| **Public Fixed Maturity Securities—Credit Quality:** | | | | | | | | | | |
| **NRSRO(2) Designation** | | | | | | | | | | |
| AAA | $ 15,459 | 33% | $ 15,552 | 33% | $ 15,338 | 34% | $ 15,148 | 34% | $ 15,859 | 35% |
| AA | 4,957 | 11 | 5,056 | 11 | 4,759 | 10 | 4,627 | 11 | 4,776 | 11 |
| A | 13,823 | 30 | 13,470 | 29 | 12,920 | 29 | 12,488 | 28 | 12,674 | 28 |
| BBB | 10,753 | 23 | 11,162 | 24 | 10,847 | 24 | 10,720 | 24 | 10,426 | 23 |
| BB | 1,388 | 3 | 1,232 | 3 | 1,251 | 3 | 1,148 | 3 | 1,134 | 3 |
| B | 78 | — | 82 | — | 87 | — | 132 | — | 128 | — |
| CCC and lower | 113 | — | 113 | — | 114 | — | 112 | — | 130 | — |
| Total public fixed maturity securities | $ 46,571 | 100% | $ 46,667 | 100% | $ 45,316 | 100% | $ 44,375 | 100% | $ 45,127 | 100% |
| **Private Fixed Maturity Securities—Credit Quality:** | | | | | | | | | | |
| **NRSRO(2) Designation** | | | | | | | | | | |
| AAA | $ 1,585 | 10% | $ 1,636 | 10% | $ 1,554 | 10% | $ 1,483 | 11% | $ 1,453 | 10% |
| AA | 1,902 | 12 | 1,800 | 12 | 1,661 | 11 | 1,570 | 11 | 1,551 | 11 |
| A | 5,034 | 32 | 5,027 | 32 | 4,593 | 31 | 4,331 | 30 | 4,247 | 31 |
| BBB | 6,213 | 39 | 6,371 | 40 | 6,240 | 42 | 5,984 | 42 | 5,756 | 41 |
| BB | 838 | 5 | 723 | 5 | 740 | 5 | 736 | 5 | 798 | 6 |
| B | 95 | 1 | 57 | — | 57 | — | 56 | — | 63 | — |
| CCC and lower | 79 | 1 | 79 | 1 | 83 | 1 | 94 | 1 | 91 | 1 |
| Total private fixed maturity securities | $ 15,746 | 100% | $ 15,693 | 100% | $ 14,928 | 100% | $ 14,254 | 100% | $ 13,959 | 100% |

(1) The company does not have any material exposure to residential mortgage-backed securities collateralized debt obligations (CDOs).
(2) Nationally Recognized Statistical Rating Organizations.

## Fixed Maturity Securities Summary
(amounts in millions)

| | September 30, 2014 | | June 30, 2014 | | March 31, 2014 | | December 31, 2013 | | September 30, 2013 | |
|---|---|---|---|---|---|---|---|---|---|---|
| | 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 | $ 5,642 | 9% | $ 5,483 | 9% | $ 5,214 | 9% | $ 4,810 | 8% | $ 5,325 | 9% |
| Tax-exempt | 356 | 1 | 353 | 1 | 317 | — | 295 | — | 263 | — |
| Foreign government | 2,035 | 3 | 2,132 | 3 | 2,153 | 4 | 2,146 | 4 | 2,232 | 4 |
| U.S. corporate | 26,956 | 43 | 26,847 | 43 | 26,060 | 43 | 25,035 | 43 | 24,782 | 42 |
| Foreign corporate | 15,637 | 25 | 15,749 | 25 | 15,141 | 25 | 15,071 | 26 | 15,276 | 26 |
| Residential mortgage-backed securities | 5,155 | 8 | 5,212 | 8 | 5,102 | 8 | 5,225 | 9 | 5,397 | 9 |
| Commercial mortgage-backed securities | 2,728 | 5 | 2,845 | 5 | 2,881 | 5 | 2,898 | 5 | 2,790 | 5 |
| Other asset-backed securities | 3,808 | 6 | 3,739 | 6 | 3,376 | 6 | 3,149 | 5 | 3,021 | 5 |
| Total fixed maturity securities | $ 62,317 | 100% | $ 62,360 | 100% | $ 60,244 | 100% | $ 58,629 | 100% | $ 59,086 | 100% |
| **Corporate Bond Holdings—Industry Sector:** | | | | | | | | | | |
| Investment Grade: | | | | | | | | | | |
| Finance and insurance | $ 7,771 | 19% | $ 7,908 | 19% | $ 7,506 | 19% | $ 7,382 | 19% | $ 7,344 | 19% |
| Utilities and energy | 9,901 | 25 | 9,890 | 24 | 9,494 | 24 | 9,213 | 24 | 9,084 | 24 |
| Consumer—non-cyclical | 4,778 | 12 | 4,825 | 12 | 4,837 | 12 | 4,669 | 12 | 4,722 | 12 |
| Consumer—cyclical | 2,425 | 6 | 2,408 | 6 | 2,337 | 6 | 2,282 | 6 | 2,185 | 6 |
| Capital goods | 2,364 | 6 | 2,402 | 6 | 2,335 | 6 | 2,238 | 6 | 2,276 | 6 |
| Industrial | 2,948 | 7 | 2,885 | 7 | 2,734 | 7 | 2,595 | 7 | 2,592 | 7 |
| Technology and communications | 3,142 | 8 | 3,066 | 8 | 2,978 | 8 | 2,867 | 8 | 2,928 | 8 |
| Transportation | 1,729 | 4 | 1,702 | 4 | 1,653 | 4 | 1,595 | 4 | 1,593 | 4 |
| Other | 5,411 | 13 | 5,699 | 14 | 5,469 | 14 | 5,471 | 14 | 5,534 | 14 |
| Subtotal | 40,469 | 100% | 40,785 | 100% | 39,343 | 100% | 38,312 | 100% | 38,258 | 100% |
| Non-Investment Grade: | | | | | | | | | | |
| Finance and insurance | 483 | 23% | 306 | 17% | 332 | 18% | 337 | 19% | 376 | 21% |
| Utilities and energy | 389 | 18 | 338 | 19 | 335 | 18 | 297 | 16 | 338 | 19 |
| Consumer—non-cyclical | 211 | 10 | 217 | 12 | 229 | 12 | 194 | 11 | 170 | 9 |
| Consumer—cyclical | 64 | 3 | 55 | 3 | 60 | 3 | 71 | 4 | 107 | 6 |
| Capital goods | 291 | 14 | 297 | 16 | 291 | 15 | 295 | 16 | 272 | 15 |
| Industrial | 265 | 12 | 252 | 14 | 254 | 14 | 267 | 15 | 243 | 14 |
| Technology and communications | 358 | 17 | 318 | 17 | 330 | 18 | 316 | 18 | 257 | 14 |
| Transportation | 20 | 1 | 16 | 1 | 15 | 1 | 5 | — | 26 | 1 |
| Other | 43 | 2 | 12 | 1 | 12 | 1 | 12 | 1 | 11 | 1 |
| Subtotal | 2,124 | 100% | 1,811 | 100% | 1,858 | 100% | 1,794 | 100% | 1,800 | 100% |
| Total | $ 42,593 | 100% | $ 42,596 | 100% | $ 41,201 | 100% | $ 40,106 | 100% | $ 40,058 | 100% |
| **Fixed Maturity Securities—Contractual Maturity Dates:** | | | | | | | | | | |
| Due in one year or less | $ 2,640 | 4% | $ 2,784 | 4% | $ 3,118 | 5% | $ 2,974 | 5% | $ 2,772 | 5% |
| Due after one year through five years | 11,009 | 18 | 10,701 | 17 | 10,257 | 17 | 10,187 | 17 | 10,563 | 18 |
| Due after five years through ten years | 13,113 | 21 | 13,401 | 22 | 12,915 | 21 | 12,526 | 22 | 12,570 | 21 |
| Due after ten years | 23,864 | 38 | 23,678 | 38 | 22,595 | 38 | 21,670 | 37 | 21,973 | 37 |
| Subtotal | 50,626 | 81 | 50,564 | 81 | 48,885 | 81 | 47,357 | 81 | 47,878 | 81 |
| Mortgage and asset-backed securities | 11,691 | 19 | 11,796 | 19 | 11,359 | 19 | 11,272 | 19 | 11,208 | 19 |
| Total fixed maturity securities | $ 62,317 | 100% | $ 62,360 | 100% | $ 60,244 | 100% | $ 58,629 | 100% | $ 59,086 | 100% |

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2014**

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

| | September 30, 2014 | | June 30, 2014 | | March 31, 2014 | | December 31, 2013 | | September 30, 2013 | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Carrying Amount | % of Total | Carrying Amount | % of Total | Carrying Amount | % of Total | Carrying Amount | % of Total | Carrying Amount | % of Total |
| **Geographic Region** | | | | | | | | | | |
| South Atlantic | $ 1,651 | 27% | $ 1,565 | 26% | $ 1,526 | 26% | $ 1,535 | 26% | $ 1,558 | 26% |
| Pacific | 1,646 | 27 | 1,607 | 27 | 1,601 | 27 | 1,590 | 27 | 1,624 | 28 |
| Middle Atlantic | 835 | 14 | 812 | 13 | 823 | 14 | 828 | 14 | 792 | 13 |
| Mountain | 531 | 9 | 514 | 9 | 494 | 8 | 478 | 8 | 462 | 8 |
| East North Central | 392 | 6 | 409 | 7 | 399 | 7 | 404 | 7 | 384 | 7 |
| West North Central | 374 | 6 | 366 | 6 | 370 | 6 | 377 | 6 | 366 | 6 |
| West South Central | 267 | 5 | 254 | 4 | 238 | 4 | 241 | 4 | 237 | 4 |
| New England | 265 | 4 | 350 | 6 | 335 | 6 | 337 | 6 | 327 | 6 |
| East South Central | 140 | 2 | 136 | 2 | 138 | 2 | 142 | 2 | 143 | 2 |
| Subtotal | 6,101 | 100% | 6,013 | 100% | 5,924 | 100% | 5,932 | 100% | 5,893 | 100% |
| Allowance for losses | (24) | | (27) | | (30) | | (33) | | (36) | |
| Unamortized fees and costs | — | | — | | — | | — | | 1 | |
| Total | $ 6,077 | | $ 5,986 | | $ 5,894 | | $ 5,899 | | $ 5,858 | |
| **Property Type** | | | | | | | | | | |
| Retail | $ 2,147 | 35% | $ 2,162 | 36% | $ 2,103 | 36% | $ 2,073 | 35% | $ 2,005 | 34% |
| Office | 1,642 | 27 | 1,533 | 26 | 1,509 | 25 | 1,558 | 26 | 1,610 | 27 |
| Industrial | 1,606 | 26 | 1,585 | 26 | 1,580 | 27 | 1,581 | 27 | 1,571 | 27 |
| Apartments | 499 | 8 | 480 | 8 | 493 | 8 | 491 | 8 | 473 | 8 |
| Mixed use/other | 207 | 4 | 253 | 4 | 239 | 4 | 229 | 4 | 234 | 4 |
| Subtotal | 6,101 | 100% | 6,013 | 100% | 5,924 | 100% | 5,932 | 100% | 5,893 | 100% |
| Allowance for losses | (24) | | (27) | | (30) | | (33) | | (36) | |
| Unamortized fees and costs | — | | — | | — | | — | | 1 | |
| Total | $ 6,077 | | $ 5,986 | | $ 5,894 | | $ 5,899 | | $ 5,858 | |
| **Allowance for Losses on Commercial Mortgage Loans** | | | | | | | | | | |
| Beginning balance | $ 27 | | $ 30 | | $ 33 | | $ 36 | | $ 38 | |
| Release | (3) | | (3) | | (3) | | (3) | | (2) | |
| Ending balance | $ 24 | | $ 27 | | $ 30 | | $ 33 | | $ 36 | |

GENWORTH FINANCIAL, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2014

## Commercial Mortgage Loans Summary
(amounts in millions)

| Loan Size | September 30, 2014 Principal Balance | September 30, 2014 % of Total | June 30, 2014 Principal Balance | June 30, 2014 % of Total | March 31, 2014 Principal Balance | March 31, 2014 % of Total | December 31, 2013 Principal Balance | December 31, 2013 % of Total | September 30, 2013 Principal Balance | September 30, 2013 % of Total |
|---|---|---|---|---|---|---|---|---|---|---|
| Under $5 million | $ 2,445 | 40% | $ 2,415 | 40% | $ 2,405 | 41% | $ 2,435 | 41% | $ 2,393 | 41% |
| $5 million but less than $10 million | 1,704 | 28 | 1,687 | 28 | 1,645 | 28 | 1,638 | 28 | 1,594 | 27 |
| $10 million but less than $20 million | 1,498 | 25 | 1,380 | 23 | 1,376 | 23 | 1,358 | 23 | 1,315 | 22 |
| $20 million but less than $30 million | 256 | 4 | 232 | 4 | 204 | 3 | 205 | 3 | 227 | 4 |
| $30 million and over | 198 | 3 | 299 | 5 | 294 | 5 | 296 | 5 | 364 | 6 |
| Total | $ 6,101 | 100% | $ 6,013 | 100% | $ 5,924 | 100% | $ 5,932 | 100% | $ 5,893 | 100% |

## Commercial Mortgage Loan Information by Vintage as of September 30, 2014
(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 | $ 794 | 414 | $ 2 | 40% | $ — | — | $ — |
| 2005 | 960 | 240 | $ 4 | 54% | — | — | $ — |
| 2006 | 844 | 225 | $ 4 | 61% | 24 | 4 | $ 6 |
| 2007 | 669 | 148 | $ 5 | 69% | — | — | $ — |
| 2008 | 232 | 51 | $ 5 | 64% | 6 | 1 | $ 6 |
| 2009 | — | — | $ — | — % | — | — | $ — |
| 2010 | 129 | 59 | $ 2 | 43% | — | — | $ — |
| 2011 | 266 | 53 | $ 5 | 56% | — | — | $ — |
| 2012 | 652 | 95 | $ 7 | 61% | — | — | $ — |
| 2013 | 850 | 138 | $ 6 | 64% | — | — | $ — |
| 2014 | 705 | 113 | $ — | 69% | — | — | $ — |
| Total | $ 6,101 | 1,536 | $ 4 | 59% | $ 30 | 5 | $ 6 |

(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, 2014.

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

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 3Q | 2Q | 1Q | Total | 4Q | 3Q | 2Q | 1Q | Total |
| **GAAP Net Investment Income** | | | | | | | | | |
| Fixed maturity securities—taxable | $ 651 | $ 666 | $ 648 | $1,965 | $ 663 | $ 651 | $ 672 | $ 656 | $2,642 |
| Fixed maturity securities—non-taxable | 3 | 3 | 3 | 9 | 2 | 3 | 2 | 2 | 9 |
| Commercial mortgage loans | 82 | 81 | 83 | 246 | 91 | 81 | 81 | 82 | 335 |
| Restricted commercial mortgage loans related to securitization entities | 3 | 4 | 4 | 11 | 1 | 8 | 7 | 7 | 23 |
| Equity securities | 3 | 4 | 4 | 11 | 4 | 3 | 6 | 4 | 17 |
| Other invested assets | 36 | 26 | 39 | 101 | 33 | 33 | 33 | 46 | 145 |
| Limited partnerships | 10 | 13 | 11 | 34 | 24 | 8 | 6 | 2 | 40 |
| Restricted other invested assets related to securitization entities | 1 | 1 | 1 | 3 | 4 | — | — | — | 4 |
| Policy loans | 32 | 32 | 31 | 95 | 32 | 33 | 32 | 32 | 129 |
| Cash, cash equivalents and short-term investments | 7 | 7 | 5 | 19 | 4 | 4 | 5 | 7 | 20 |
| Gross investment income before expenses and fees | 828 | 837 | 829 | 2,494 | 858 | 824 | 844 | 838 | 3,364 |
| Expenses and fees | (23) | (24) | (24) | (71) | (23) | (23) | (23) | (24) | (93) |
| Net investment income | $ 805 | $ 813 | $ 805 | $2,423 | $ 835 | $ 801 | $ 821 | $ 814 | $3,271 |
| **Annualized Yields** | | | | | | | | | |
| Fixed maturity securities—taxable | 4.6% | 4.7% | 4.6% | 4.6% | 4.7% | 4.7% | 4.9% | 4.7% | 4.8% |
| Fixed maturity securities—non-taxable | 3.4% | 3.5% | 3.7% | 3.6% | 2.6% | 4.2% | 2.9% | 2.7% | 3.1% |
| Commercial mortgage loans | 5.4% | 5.5% | 5.6% | 5.5% | 6.2% | 5.5% | 5.5% | 5.6% | 5.7% |
| Restricted commercial mortgage loans related to securitization entities | 6.6% | 6.7% | 7.0% | 6.6% | 1.5% | 10.5% | 8.6% | 8.4% | 7.6% |
| Equity securities | 4.2% | 5.3% | 5.1% | 4.9% | 4.7% | 3.2% | 5.7% | 3.4% | 4.2% |
| Other invested assets | 58.6% | 40.5% | 56.9% | 51.8% | 44.9% | 42.1% | 29.4% | 28.3% | 32.8% |
| Limited partnerships(1) | 15.3% | 19.6% | 16.1% | 16.9% | 33.2% | 10.4% | 7.5% | 2.4% | 12.8% |
| Restricted other invested assets related to securitization entities | 1.0% | 1.0% | 1.0% | 1.0% | 4.2% | — % | — % | — % | 1.1% |
| Policy loans | 8.5% | 8.7% | 8.6% | 8.6% | 8.3% | 7.9% | 7.8% | 8.0% | 8.1% |
| Cash, cash equivalents and short-term investments | 0.7% | 0.6% | 0.4% | 0.6% | 0.4% | 0.4% | 0.5% | 0.7% | 0.5% |
| Gross investment income before expenses and fees | 4.7% | 4.7% | 4.7% | 4.7% | 4.9% | 4.8% | 4.9% | 4.8% | 4.8% |
| Expenses and fees | -0.1% | -0.1% | -0.1% | -0.1% | -0.1% | -0.1% | -0.1% | -0.1% | -0.1% |
| Net investment income | 4.6% | 4.6% | 4.6% | 4.6% | 4.8% | 4.7% | 4.8% | 4.7% | 4.7% |

Yields are based on net investment income as reported under GAAP and are consistent with how the company measures its investment performance for management purposes. Yields are annualized, for interim periods, and are calculated as net investment income as a percentage of average quarterly asset carrying values except for fixed maturity and equity securities, derivatives and derivative counterparty collateral, which exclude unrealized fair value adjustments and securities lending activity, which is included in other invested assets and is calculated net of the corresponding securities lending liability. See page 73 herein for average invested assets and cash used in the yield calculation.

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

**GENWORTH FINANCIAL, INC.**
**FINANCIAL SUPPLEMENT**
**THIRD QUARTER 2014**

**Net Investment Gains (Losses), Net—Detail**[1)]
**(amounts in millions)**

| | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 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 | $ (6) | $ (9) | $ (10) | $ (5) | $ 1 | $ 22 | $ 4 | $ 22 |
| U.S. government, agencies and government-sponsored enterprises | — | 2 | — | 2 | 5 | 2 | 1 | — | 8 |
| Foreign corporate | 2 | 13 | (2) | 13 | 1 | — | 8 | 1 | 10 |
| Foreign government | — | — | — | — | 2 | (2) | 8 | 4 | 12 |
| Tax-exempt | — | — | (1) | (1) | — | — | — | (2) | (2) |
| Mortgage-backed securities | (1) | — | — | (1) | (2) | (9) | (15) | (20) | (46) |
| Asset-backed securities | — | — | — | — | (6) | (5) | (11) | (8) | (30) |
| Equity securities | 2 | 6 | 1 | 9 | 5 | 6 | 8 | 3 | 22 |
| Foreign exchange | — | 1 | — | 1 | — | — | — | — | — |
| Total net realized gains (losses) on available-for-sale securities | 8 | 16 | (11) | 13 | — | (7) | 21 | (18) | (4) |
| Impairments: | | | | | | | | | |
| Sub-prime residential mortgage-backed securities | — | — | — | — | (1) | (1) | — | (2) | (4) |
| Alt-A residential mortgage-backed securities | (1) | — | — | (1) | — | — | — | — | — |
| Total sub-prime and Alt-A residential mortgage-backed securities | (1) | — | — | (1) | (1) | (1) | — | (2) | (4) |
| Commercial mortgage-backed securities | — | — | — | — | (2) | (1) | (2) | (1) | (6) |
| Corporate fixed maturity securities | — | — | — | — | — | — | — | (4) | (4) |
| Financial hybrid securities | (3) | — | — | (3) | — | — | — | — | — |
| Commercial mortgage loans | — | (1) | (1) | (2) | — | (1) | (2) | — | (3) |
| Total impairments | (4) | (1) | (1) | (6) | (3) | (3) | (4) | (7) | (17) |
| Net unrealized gains (losses) on trading securities | 3 | 5 | 8 | 16 | (5) | (5) | (11) | 6 | (15) |
| Derivative instruments | (25) | (4) | (14) | (43) | 9 | (12) | (2) | (27) | (32) |
| Limited partnerships | — | (1) | — | (1) | — | (2) | — | — | (2) |
| Commercial mortgage loans held-for-sale market valuation allowance | 2 | 2 | 2 | 6 | (1) | 2 | 1 | 1 | 3 |
| Contingent purchase price valuation change | (1) | — | — | (1) | — | — | (1) | 1 | — |
| Net gains (losses) related to securitization entities | (1) | 6 | 4 | 9 | 17 | 13 | 9 | 6 | 45 |
| Other | — | — | — | — | — | — | — | (1) | (1) |
| Net investment gains (losses), net of taxes | (18) | 23 | (12) | (7) | 17 | (14) | 13 | (39) | (23) |
| Adjustment for DAC and other intangible amortization and certain benefit reserves, net of taxes | 6 | 1 | 1 | 8 | — | 4 | 5 | 12 | 21 |
| Adjustment for net investment (gains) losses attributable to noncontrolling interests, net of taxes | 2 | (4) | 1 | (1) | (2) | (3) | (3) | (1) | (9) |
| Net investment gains (losses), net | $ (10) | $ 20 | $ (10) | $— | $ 15 | $ (13) | $ 15 | $ (28) | $ (11) |

(1) All adjustments for income taxes assume a 35% tax rate.

# Reconciliations of Non-GAAP Measures

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

| Twelve Month Rolling Average ROE | Twelve months ended | | | | |
|---|---|---|---|---|---|
| | September 30, 2014 | June 30, 2014 | March 31, 2014 | December 31, 2013 | September 30, 2013 |
| **GAAP Basis ROE** | | | | | |
| Net income (loss) available to Genworth Financial, Inc.'s common stockholders for the twelve months ended [(1)] | $ (276) | $ 676 | $ 641 | $ 560 | $ 520 |
| Quarterly average Genworth Financial, Inc.'s stockholders' equity, excluding accumulated other comprehensive income (loss)[(2)] | $ 11,770 | $ 11,833 | $ 11,699 | $ 11,550 | $ 11,412 |
| GAAP Basis ROE [(1)/(2)] | -2.3% | 5.7% | 5.5% | 4.8% | 4.6% |
| **Operating ROE** | | | | | |
| Net operating income for the twelve months ended [(1)] | $ 228 | $ 684 | $ 659 | $ 616 | $ 584 |
| Quarterly average Genworth Financial, Inc.'s stockholders' equity, excluding accumulated other comprehensive income (loss)[(2)] | $ 11,770 | $ 11,833 | $ 11,699 | $ 11,550 | $ 11,412 |
| Operating ROE[(1)/(2)] | 1.9% | 5.8% | 5.6% | 5.3% | 5.1% |

| Quarterly Average ROE | Three months ended | | | | |
|---|---|---|---|---|---|
| | September 30, 2014 | June 30, 2014 | March 31, 2014 | December 31, 2013 | September 30, 2013 |
| **GAAP Basis ROE** | | | | | |
| Net income (loss) available to Genworth Financial, Inc.'s common stockholders for the period ended [(3)] | $ (844) | $ 176 | $ 184 | $ 208 | $ 108 |
| Average Genworth Financial, Inc.'s stockholders' equity for the period, excluding accumulated other comprehensive income (loss)[(4)] | $ 11,651 | $ 12,051 | $ 11,942 | $ 11,758 | $ 11,606 |
| Annualized GAAP Quarterly Basis ROE [(3)/(4)] | -29.0% | 5.8% | 6.2% | 7.1% | 3.7% |
| **Operating ROE** | | | | | |
| Net operating income (loss) for the period ended [(3)] | $ (317) | $ 158 | $ 194 | $ 193 | $ 139 |
| Quarterly average Genworth Financial, Inc.'s stockholders' equity for the period, excluding accumulated other comprehensive income (loss)[(4)] | $ 11,651 | $ 12,051 | $ 11,942 | $ 11,758 | $ 11,606 |
| Annualized Operating Quarterly Basis ROE [(3)/(4)] | -10.9% | 5.2% | 6.5% | 6.6% | 4.8% |

**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 is not a substitute for net income (loss) available to Genworth Financial, Inc.'s common stockholders divided by average ending Genworth Financial, Inc.'s stockholders' equity determined in accordance with GAAP.

(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 9 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), but including equity related to discontinued operations 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 9 herein.

(4) Quarterly average Genworth Financial, Inc.'s stockholders' equity, excluding accumulated other comprehensive income (loss), is derived by averaging ending Genworth Financial, Inc.'s stockholders' equity, excluding accumulated other comprehensive income (loss).

## Reconciliation of Core Yield

| | | 2014 | | | | 2013 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | **(Assets—amounts in billions)** | **3Q** | **2Q** | **1Q** | **Total** | **4Q** | **3Q** | **2Q** | **1Q** | **Total** |
| | **Reported—Total Invested Assets and Cash** | $76.6 | $76.9 | $74.8 | $ 76.6 | $72.8 | $73.1 | $72.2 | $76.5 | $ 72.8 |
| | Subtract: | | | | | | | | | |
| | Securities lending | 0.3 | 0.3 | 0.3 | 0.3 | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 |
| | Unrealized gains (losses) | 5.4 | 5.6 | 4.3 | 5.4 | 2.8 | 3.3 | 3.7 | 6.7 | 2.8 |
| | Derivative counterparty collateral | 0.5 | 0.4 | 0.4 | 0.5 | 0.2 | 0.3 | 0.4 | 0.6 | 0.2 |
| | **Adjusted end of period invested assets and cash** | $70.4 | $70.6 | $69.8 | $ 70.4 | $69.6 | $69.3 | $67.9 | $69.0 | $ 69.6 |
| **(A)** | **Average Invested Assets And Cash Used in Reported Yield Calculation** | $70.5 | $70.2 | $69.7 | $ 70.1 | $69.5 | $68.6 | $68.5 | $69.4 | $ 69.0 |
| | Subtract: | | | | | | | | | |
| | Restricted commercial mortgage loans and other invested assets related to securitization entities (1) | 0.2 | 0.2 | 0.2 | 0.2 | 0.3 | 0.3 | 0.2 | 0.3 | 0.3 |
| **(B)** | **Average Invested Assets And Cash Used in Core Yield Calculation** | 70.3 | 70.0 | 69.5 | 69.9 | 69.2 | 68.3 | 68.3 | 69.1 | 68.7 |
| | Subtract: | | | | | | | | | |
| | Portfolios supporting floating products and non-recourse funding obligations (2) | 4.0 | 4.2 | 4.3 | 4.2 | 4.4 | 4.6 | 5.2 | 5.7 | 5.0 |
| **(C)** | **Average Invested Assets And Cash Used in Core Yield (excl. Floating and Non-Recourse Funding) Calculation** | $66.3 | $65.8 | $65.2 | $ 65.7 | $64.8 | $63.7 | $63.1 | $63.4 | $ 63.7 |
| | **(Income—amounts in millions)** | | | | | | | | | |
| **(D)** | **Reported—Net Investment Income** | $ 805 | $ 813 | $ 805 | $2,423 | $ 835 | $ 801 | $ 821 | $ 814 | $3,271 |
| | Subtract: | | | | | | | | | |
| | Bond calls and commercial mortgage loan prepayments | 17 | 7 | 10 | 34 | 8 | 15 | 14 | 10 | 47 |
| | Reinsurance(3) | 19 | 13 | 22 | 54 | 20 | 17 | 21 | 22 | 80 |
| | Other non-core items (4) | (18) | 12 | 5 | (1) | 17 | 4 | 19 | 2 | 42 |
| | Restricted commercial mortgage loans and other invested assets related to securitization entities (1) | 3 | 3 | 3 | 9 | 3 | 4 | 4 | 4 | 15 |
| **(E)** | **Core Net Investment Income** | 784 | 778 | 765 | 2,327 | 787 | 761 | 763 | 776 | 3,087 |
| | Subtract: | | | | | | | | | |
| | Investment income from portfolios supporting floating products and non-recourse funding obligations (2) | 22 | 23 | 21 | 66 | 27 | 24 | 25 | 25 | 101 |
| **(F)** | **Core Net Investment Income (excl. Floating and Non-Recourse Funding)** | $ 762 | $ 755 | $ 744 | $2,261 | $ 760 | $ 737 | $ 738 | $ 751 | $2,986 |
| **(D) / (A)** | **Reported Yield** | 4.57% | 4.63% | 4.62% | 4.61% | 4.81% | 4.67% | 4.79% | 4.69% | 4.74% |
| **(E) / (B)** | **Core Yield** | 4.46% | 4.45% | 4.40% | 4.44% | 4.55% | 4.46% | 4.47% | 4.49% | 4.49% |
| **(F) / (C)** | **Core Yield (excl. Floating and Non-Recourse Funding)** | 4.60% | 4.59% | 4.56% | 4.58% | 4.69% | 4.63% | 4.68% | 4.74% | 4.68% |

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 items that do not reflect the underlying performance of the investment portfolio. Management believes that analysis of core yield enhances understanding of the investment yield of the company. However, core yield is not a substitute for investment yield determined in accordance with GAAP.

(1) Represents the incremental assets and investment income related to restricted commercial mortgage loans and other invested assets.
(2) 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.
(3) Represents imputed investment income related to reinsurance agreements in the lifestyle protection insurance business.
(4) Includes cost basis adjustments on structured securities, preferred stock income and various other immaterial items.

## Corporate Information

**Financial Strength Ratings**

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

| Company | S&P | Moody's | A.M. Best |
|---|---|---|---|
| Genworth Life Insurance Company | A- | A3 | A |
| Genworth Life and Annuity Insurance Company | A- | A3 | A |
| Genworth Life Insurance Company of New York | A- | A3 | A |

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

| Company | S&P | Moody's |
|---|---|---|
| Genworth Mortgage Insurance Corporation | BB- | Ba1 |
| Genworth Residential Mortgage Insurance Corporation of NC | BB- | Ba1 |
| Genworth Financial Mortgage Insurance Pty. Limited (Australia) | AA- | A3 |
| 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.(2) | Not rated | Aa3.mx |

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

(2) Genworth Seguros de Credito a la Vivienda S.A. de C.V. is also rated "Baa3" by Moody's on a Global Scale Insurance financial strength basis.

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

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

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.

**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 "BB" (Marginal) have very strong, strong, good, or marginal financial security characteristics, respectively. The "AA," "A," "BBB" and "BB" ranges are the second-, third-, fourth- and fifth-highest of nine financial strength rating ranges assigned by S&P, which range from "AAA" to "R." A plus (+) or minus (-) shows relative standing in a rating category. These suffixes are not added to ratings in the "AAA" category or to ratings below the "CCC" category. Accordingly, the "AA-," "A-," "BBB-" and "BB-" ratings are the fourth-, seventh-, tenth- and thirteenth-highest of S&P's 21 ratings categories.

Moody's states that insurance companies rated "A" (Good) offer good financial security and that insurance companies 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 groups, 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 "A3" and "Ba1" ratings are the seventh- and eleventh-highest, respectively, of Moody's 21 ratings categories. 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 vulnerable to future events. Credit quality differs from "AAA" only to a small degree.

S&P, Moody's, A.M. Best 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 services company meeting the retirement, longevity and lifestyle protection, investment and mortgage insurance needs of its customers, with a presence in more than 25 countries. For more information, visit www.genworth.com.

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