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

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**FORM 8-K**

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

**February 7, 2017  
Date of Report  
(Date of earliest event reported)**

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**GENWORTH FINANCIAL, INC.**

(Exact name of registrant as specified in its charter)

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**Delaware**  
(State or other jurisdiction  
of incorporation)

**001-32195**  
(Commission  
File Number)

**80-0873306**  
(I.R.S. Employer  
Identification No.)

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

**23230**  
(Zip Code)

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

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

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

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
  - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
  - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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**Item 2.02 Results of Operations and Financial Condition.**

On February 7, 2017, Genworth Financial, Inc. (the “Company”) issued (1) a press release announcing its financial results for the quarter ended December 31, 2016, 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 December 31, 2016, a copy of which is attached hereto as Exhibit 99.2 and is incorporated herein by reference.

**Item 7.01 Regulation FD Disclosure**

On February 7, 2017, the Company also issued its Fourth Quarter 2016 earnings summary presentation, a copy of which is attached hereto as Exhibit 99.3 and is incorporated herein by reference.

The press release, the financial supplement and the earnings summary presentation are also available on the Company’s website, [www.genworth.com](http://www.genworth.com), under the “Investors” section.

The information furnished pursuant to Items 2.02 and 7.01, including Exhibits 99.1, 99.2 and 99.3, shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934 (the “Exchange Act”) or otherwise subject to the liabilities under that Section and shall not be deemed to be incorporated by reference into any filing of the company under the Securities Act of 1933, as amended or the Exchange Act, except as shall be expressly set forth by specific reference in such filing. The information contained in this Current Report on Form 8-K shall not be incorporated by reference into any registration statement or other document pursuant to the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in any such filing.

**Item 9.01 Financial Statements and Exhibits.**

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

<u>Exhibit Number</u>	<u>Description of Exhibit</u>
99.1	Press Release dated February 7, 2017.
99.2	Financial Supplement for the quarter ended December 31, 2016.
99.3	Fourth Quarter 2016 Earnings Summary Presentation issued February 7, 2017.

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**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.

Date: February 7, 2017

GENWORTH FINANCIAL, INC.

By: /s/ Matthew D. Farney  
Matthew D. Farney  
Vice President and Controller  
(Principal Accounting Officer)

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**Exhibit Index**

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## News Release

6620 West Broad Street  
Richmond, VA 23230



### Genworth Financial Announces Fourth Quarter 2016 Results

Net Loss Of \$122 Million And Adjusted Operating Loss Of \$137 Million

- Special Meeting Of Stockholders To Vote On Acquisition By China Oceanwide Holdings Group Co., Ltd. (China Oceanwide) Scheduled For March 7
- All Regulatory Filings For China Oceanwide Acquisition Submitted
- GAAP Annual Assumption Review Complete For U.S. Life Insurance
  - Long Term Care Insurance (LTC) Active Life GAAP Margins Of Approximately \$1.0 To \$1.5 Billion
  - Universal Life Insurance<sup>1</sup> After-Tax Charges Of \$196 Million Primarily Reflecting Updates To Mortality Assumptions
  - Statutory Results And Cash Flow Testing Results For U.S. Life Insurance Companies Expected To Be Made Available At The Time Of The Form 10-K Filing
- Net Loss<sup>2</sup> And Adjusted Operating Loss<sup>3</sup> Included Aggregate Unfavorable Items In Universal Life Insurance Relating To Annual Assumption Updates Of \$196 Million, Or \$0.39 Per Diluted Share, And Tax Charges Of \$29 Million, Or \$0.06 Per Diluted Share
- Strong Loss Ratio And Capital Levels In The Fourth Quarter For U.S., Canada And Australia Mortgage Insurance (MI); 2016 Full Year Loss Ratios At Or Better Than Company Outlook
- U.S. MI Full Year Adjusted Operating Income And New Insurance Written (NIW) Increased 40 Percent And 35 Percent, Respectively, Compared To 2015
- Holding Company Cash And Liquid Assets Of Approximately \$1.1 Billion

Richmond, VA (February 7, 2017) – Genworth Financial, Inc. (NYSE: GNW) today reported results for the period ended December 31, 2016. The company reported a net loss of \$122 million, or \$0.25 per diluted share, in the fourth quarter of 2016, compared with a net loss of \$292 million, or \$0.59 per diluted share, in the fourth quarter of 2015. The adjusted operating loss for the fourth quarter of 2016 was \$137 million, or \$0.27 per diluted share, compared with an adjusted operating loss of \$82 million, or \$0.17 per diluted share, in the fourth quarter of 2015.

<sup>1</sup> Includes both universal life and term universal life insurance.

<sup>2</sup> Unless otherwise stated, all references in this press release to net loss, net loss per share, adjusted operating income (loss) - formerly labeled “net operating income (loss),” adjusted operating income (loss) per share and book value per share should be read as net loss available to Genworth’s common stockholders, net loss available to Genworth’s common stockholders per diluted share, adjusted operating income (loss) available to Genworth’s common stockholders, adjusted operating income (loss) available to Genworth’s common stockholders per diluted share and book value available to Genworth’s common stockholders per share, respectively.

<sup>3</sup> This is a financial measure that is 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.

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The company reported a net loss of \$277 million, or \$0.56 per diluted share, in 2016, compared with a net loss of \$615 million, or \$1.24 per diluted share, in 2015. The company reported an adjusted operating loss of \$316 million, or \$0.63 per diluted share, in 2016, compared with adjusted operating income of \$255 million, or \$0.51 per diluted share, in 2015.

### **Strategic Update**

The previously announced transaction with China Oceanwide is subject to receipt of required approvals by Genworth's stockholders, regulators and other closing conditions. On January 25, 2017, Genworth filed a definitive proxy statement with the Securities and Exchange Commission (SEC) and commenced mailing to stockholders of record the definitive proxy materials in connection with the transaction. The special meeting of Genworth stockholders will be held on Tuesday, March 7, 2017, at 9:00 a.m. Eastern Time.

All filings required under the merger agreement for regulatory approval of the transaction have been submitted, including those for the Committee on Foreign Investment in the United States (CFIUS), where we are waiting for the CFIUS staff to initiate the review period, and the other regulators in the U.S., China, and other international markets. Both parties are engaging with regulators regarding the applications and the pending transaction. Genworth and China Oceanwide continue to expect the transaction to close by mid-2017.

"China Oceanwide is continuing to work diligently with Genworth to obtain all regulatory approvals and satisfy other necessary conditions to closing," said Mr. Lu Zhiqiang, Chairman of China Oceanwide.

"The Genworth Board of Directors continues to believe that this transaction is in the best interests of Genworth's stockholders and unanimously recommends the approval of the transaction," said Tom McInerney, President and CEO of Genworth.

## Financial Performance

### Consolidated Net Loss & Adjusted Operating Income (Loss)

	Three months ended December 31 (Unaudited)					Twelve months ended December 31 (Unaudited)				
	2016		2015		Total % change	2016		2015		Total % change
	Total	Per diluted share	Total	Per diluted share		Total	Per diluted share	Total	Per diluted share	
<i>(Amounts in millions, except per share)</i>										
Net loss available to Genworth's commonstockholders	\$ (122)	\$ (0.25)	\$ (292)	\$ (0.59)	58%	\$ (277)	\$ (0.56)	\$ (615)	\$ (1.24)	55%
Adjusted operating income (loss)	\$ (137)	\$ (0.27)	\$ (82)	\$ (0.17)	(67)%	\$ (316)	\$ (0.63)	\$ 255	\$ 0.51	NM <sup>4</sup>
Weighted-average diluted shares <sup>5</sup>	498.4		497.6			498.3		497.4		

	Three months ended December 31 (Unaudited)	
	2016	2015
	Book value per share	\$25.37
Book value per share, excluding accumulated other comprehensive income (loss)	\$19.16	\$19.71

The net loss in the fourth quarter of 2016 was impacted by net investment gains, net of taxes and other adjustments, of \$19 million in the quarter, compared to net investment losses of \$1 million in the prior year. The net loss in the current quarter and prior year quarter also reflected after-tax losses of \$196 million and \$194 million, respectively, related to assumption updates in universal life insurance and \$214 million in the prior year quarter related to the pending and completed sale of the European mortgage and lifestyle protection insurance businesses.

Net investment income was \$786 million in the quarter, down from \$805 million in the prior quarter and up from \$781 million in the prior year. Prepayment speed adjustments related to residential mortgage-backed securities were unfavorable versus the prior quarter and prior year. The reported yield and core yield<sup>3</sup> for the current quarter were 4.50 percent and 4.47 percent, respectively.

<sup>4</sup> The company defines "NM" as not meaningful for increases or decreases greater than 200 percent.

<sup>5</sup> 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, 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 of 2.5 million, 2.2 million and 1.4 million, respectively, for the three months ended December 31, 2016, September 30, 2016 and December 31, 2015 and 2.0 million and 1.6 million, respectively, for the twelve months ended December 31, 2016 and December 31, 2015, would have been antidilutive to the calculation. If the company had not incurred a loss from continuing operations in these periods, dilutive potential weighted-average common shares outstanding would have been 500.9 million, 500.5 million and 499.0 million, respectively, for the three months ended December 31, 2016, September 30, 2016 and December 31, 2015 and 500.3 million and 499.0 million, respectively, for the twelve months ended December 31, 2016 and December 31, 2015. Since it had adjusted operating income for the twelve months ended December 31, 2015, the company used 499.0 million diluted weighted-average common shares outstanding in the calculation of diluted adjusted operating income (loss) per common share.

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

**Adjusted Operating Income (Loss)**

<i>(Amounts in millions)</i>	<b>Q4 16</b>	<b>Q3 16</b>	<b>Q4 15</b>
U.S. Mortgage Insurance	\$ 61	\$ 67	\$ 41
Canada Mortgage Insurance	39	36	37
Australia Mortgage Insurance	14	14	22
U.S. Life Insurance	(154)	(207)	(135)
Runoff	6	12	11
Corporate and Other	(103)	(327)	(58)
<b>Total Adjusted Operating Loss</b>	<b>\$ (137)</b>	<b>\$ (405)</b>	<b>\$ (82)</b>

Adjusted operating income (loss) represents income (loss) from continuing operations excluding net investment gains (losses), gains (losses) on the sale of businesses, gains (losses) on the early extinguishment of debt, gains (losses) on insurance block transactions, restructuring costs and other adjustments, net of taxes. A reconciliation of net income (loss) to adjusted operating income (loss) of segments and Corporate and Other activities is included at the end of this press release.

Unless specifically noted in the discussion of results for the MI businesses in Canada and Australia, 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.

**U.S. Mortgage Insurance**

**Operating Metrics**

<i>(Dollar amounts in millions)</i>	<b>Q4 16</b>	<b>Q3 16</b>	<b>Q4 15</b>
Adjusted operating income	\$ 61	\$ 67	\$ 41
New insurance written			
Primary Flow	\$11,100	\$12,800	\$7,800
Loss ratio	28%	21%	39%

U.S. MI reported adjusted operating income of \$61 million, compared with \$67 million in the prior quarter and \$41 million in the prior year. The loss ratio in the current quarter was 28 percent, up seven points sequentially driven primarily by the favorable adjustment to loss reserves in the prior quarter and down 11 points from the prior year primarily reflecting the continued decline and improved performance in delinquencies from the 2005 to 2008 book years. The full year loss ratio was 24 percent in 2016, compared to 37 percent in 2015 and better than the company's outlook for 2016 of 30 to 40 percent.

Flow NIW of \$11.1 billion decreased 13 percent from the prior quarter from a seasonally smaller purchase originations market, but increased 42 percent versus the prior year primarily from a larger purchase originations market and higher refinance originations from lower interest rates. U.S. MI's flow insurance in force grew 13 percent during 2016 driven by an expanding purchase originations market, higher refinance originations and its differentiated service offerings.

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**Canada Mortgage Insurance****Operating Metrics***(Dollar amounts in millions)*

	<u>Q4 16</u>	<u>Q3 16</u>	<u>Q4 15</u>
Adjusted operating income	\$ 39	\$ 36	\$ 37
New insurance written			
Flow	\$3,900	\$5,300	\$4,700
Bulk	\$3,700	\$5,100	\$7,300
Loss ratio	18%	24%	23%

Canada MI reported adjusted operating income of \$39 million versus \$36 million in the prior quarter and \$37 million in the prior year. The loss ratio in the quarter was 18 percent, down six points from the prior quarter from a decrease in new delinquencies, net of cures, primarily related to higher cures in Alberta and down five points compared to the prior year from a decrease in new delinquencies, net of cures. The full year loss ratio was 22 percent in 2016, compared to 21 percent in 2015 and better than the company's outlook for 2016 of 25 to 35 percent. Results versus the prior year included increased earned premiums from a higher level of NIW in recent years.

Flow NIW was down 25 percent<sup>6</sup> sequentially primarily from a seasonally smaller originations market and down 17 percent<sup>6</sup> from the prior year primarily from targeted underwriting changes in select markets and a smaller market size. In addition, the company completed several bulk transactions in the quarter of \$3.7 billion in the aggregate, consisting of high quality low loan-to-value prime loans. Effective March 17, 2017, Canada MI will increase its flow mortgage insurance premium rates for new insured mortgages an average of approximately 20 percent to reflect the regulatory capital framework that came into effect on January 1, 2017.

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<sup>6</sup> Percent change excludes the impact of foreign exchange.

## Australia Mortgage Insurance

### Operating Metrics

(Dollar amounts in millions)

	Q4 16	Q3 16	Q4 15
Adjusted operating income	\$ 14	\$ 14	\$ 22
New insurance written			
Flow	\$5,000	\$4,600	\$4,600
Loss ratio	30%	42%	17%

Australia MI reported adjusted operating income of \$14 million versus \$14 million in the prior quarter and \$22 million in the prior year. The loss ratio in the quarter was 30 percent, down 12 points sequentially from higher cure activity and favorable aging of later stage delinquencies and up 13 points from the prior year from continued unfavorable experience from the commodity dependent regions of Queensland and Western Australia. The full year loss ratio was 34 percent in 2016, compared to 23 percent in 2015 and at the upper end of the company's outlook for 2016 of 25 to 35 percent.

Flow NIW was up nine percent<sup>6</sup> sequentially from a larger originations market and up two percent<sup>6</sup> from the prior year.

## U.S. Life Insurance

### Operating Metrics

(Amounts in millions)

	Q4 16	Q3 16	Q4 15
Adjusted operating income (loss)			
Long Term Care Insurance	\$ (1)	\$ (270)	\$ 19
Life Insurance	(193)	48	(173)
Fixed Annuities	40	15	19
Total U.S. Life Insurance	<u>\$ (154)</u>	<u>\$ (207)</u>	<u>\$ (135)</u>
Sales			
Long Term Care Insurance			
Individual	\$ 1	\$ 2	\$ 8
Group	1	3	2
Life Insurance			
Term Life	—	—	6
Universal Life	—	1	3
Linked Benefits	—	—	1
Fixed Annuities	—	1	314

### *Long Term Care Insurance*

LTC reported an adjusted operating loss of \$1 million, compared with \$270 million in the prior quarter and adjusted operating income of \$19 million in the prior year. Results in the prior quarter included an increase to LTC claim reserves of approximately \$435 million pre-tax resulting in an after-tax charge of \$283 million related to the company's annual review of LTC claim reserves assumptions and methodologies.

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During the quarter, the company completed its annual review of GAAP active life margins or loss recognition testing. GAAP loss recognition testing margins for the business were reduced to approximately \$1.0 to \$1.5 billion as higher expected future claim costs were partially offset by the impact of higher future in force rate actions. The company continues to separately test its LTC acquired block (representing business written prior to late 1995) for recoverability as part of testing its GAAP loss recognition margins. The GAAP loss recognition testing margin for the LTC acquired block was positive and did not require an increase to reserves in the quarter, driven mostly by more favorable claim termination assumptions.

Results for the quarter included a less favorable impact from reduced benefit options from elections from in force policyholders of \$13 million after-tax versus the prior quarter and \$26 million after-tax versus the prior year. Estimated favorable impact from in force rate action premiums continues to build and was \$67 million after-tax in the current quarter versus \$62 million after-tax in the prior quarter and \$51 million after-tax in the prior year.

Results in the quarter were negatively impacted by a \$7 million after-tax increase to the reserve related to profits followed by losses versus the prior quarter.

### ***Life Insurance***

Life insurance reported an adjusted operating loss of \$193 million, compared with adjusted operating income of \$48 million in the prior quarter and an adjusted operating loss of \$173 million in the prior year.

During the quarter, the company completed its annual review of life insurance assumptions and recorded an after-tax charge of \$196 million associated with its universal life insurance products. The negative impact was primarily driven by assumption changes due to emerging mortality experience in older age populations with more modest assumption updates related to interest rates, lapses and other refinements. Results in the prior year reflected an after-tax charge of \$194 million related to the company's annual review of life insurance assumptions.

Results versus the prior quarter and prior year reflect lower investment income from unfavorable prepayment speed adjustments related to residential mortgage-backed securities as well as higher mortality.

### ***Fixed Annuities***

Fixed annuities reported adjusted operating income of \$40 million, compared with \$15 million in the prior quarter and \$19 million in the prior year. Results in the quarter include a \$6 million after-tax favorable adjustment related to state guaranty funds and a \$10 million after-tax favorable impact related to an update of lapse assumptions and other refinements versus the prior quarter. Results in the prior quarter also included an \$8 million after-tax unfavorable correction related to state guaranty funds.

## **Runoff**

Runoff reported adjusted operating income of \$6 million which included an after-tax charge of \$3 million primarily related to lapse assumption updates, compared with adjusted operating income of \$12 million in the prior quarter and \$11 million in the prior year which included an after-tax benefit of \$3 million from assumption updates primarily relating to mortality.

## **Corporate And Other**

Corporate and Other reported an adjusted operating loss of \$103 million, compared with an adjusted operating loss of \$327 million in the prior quarter and \$58 million in the prior year. Results in the quarter reflected \$29 million of deferred tax charges compared with \$265 million of deferred tax charges in the prior quarter and an increase in professional fees and legal expenses associated with the China Oceanwide transaction and pending litigation.

## **Capital & Liquidity**

Genworth maintains the following capital positions in its operating subsidiaries:

### **Key Capital & Liquidity Metrics**

*(Dollar amounts in millions)*

	<b>Q4 16</b>	<b>Q3 16</b>	<b>Q4 15</b>
<b>U.S. MI</b>			
Consolidated Risk-To-Capital Ratio <sup>7</sup>	14.4:1	15.0:1	16.3:1
Genworth Mortgage Insurance Corporation Risk-To-Capital Ratio <sup>7</sup>	14.5:1	15.0:1	16.4:1
Private Mortgage Insurer Eligibility Requirements (PMIERS) Sufficiency Ratio <sup>8</sup>	115%	117%	109%
<b>Canada MI</b>			
Minimum Capital Test (MCT) Ratio <sup>7</sup>	245%	237%	234%
<b>Australia MI</b>			
Prescribed Capital Amount (PCA) Ratio <sup>7</sup>	157%	155%	159%
<b>U.S. Life Insurance Companies</b>			
Consolidated Risk-Based Capital (RBC) Ratio	N/A <sup>9</sup>	345%	393%
Unassigned Surplus	N/A <sup>9</sup>	\$ (650)	\$ (329)
Holding Company Cash <sup>10</sup> and Liquid Assets <sup>11</sup>	\$ 1,098	\$ 1,165	\$ 1,374

### **Key Points**

- The U.S. MI PMIERS sufficiency ratio of 115 percent decreased slightly in the quarter on strong NIW;
- Canada MI and Australia MI continue to maintain solid capital ratios in excess of management targets;
- Canada MI's pro-forma MCT ratio as of December 31, 2016 under the new capital framework is estimated to be 158 to 162 percent, above the recalibrated minimum target of 150 percent;
- U.S. life insurance companies' statutory results are expected to be made available at the time of the Form 10-K filing;

<sup>7</sup> Company estimate for the fourth quarter of 2016, due to timing of the filing of statutory statements.

<sup>8</sup> Calculated as available assets divided by required assets as defined within PMIERS. As of December 31, 2016 and September 30, 2016, the PMIERS sufficiency ratios were in excess of approximately \$350 million and \$400 million, respectively, of available assets above the PMIERS requirements. Company estimate for the fourth quarter of 2016.

<sup>9</sup> U.S. life insurance companies' statutory results are expected to be made available at the time of the Form 10-K filing.

<sup>10</sup> 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.

<sup>11</sup> Comprises cash and cash equivalents of \$998 million, \$1,065 million and \$1,124 million, respectively, and U.S. government bonds of \$100 million, \$100 million and \$250 million, respectively, as of December 31, 2016, September 30, 2016 and December 31, 2015.



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- U.S. Life Insurance maintaining previously achieved cash expense reduction target of \$150 million pre-tax on an annualized basis;
  - The holding company ended the quarter with \$1,098 million of cash and liquid assets, representing a buffer of approximately \$660 million in excess of one and a half times annual debt service and restricted cash and liquid assets; and
  - \$175 million of holding company cash is committed to facilitate the separation and isolation of the LTC business.

#### **About Genworth Financial**

Genworth Financial, Inc. (NYSE: GNW) is a Fortune 500 insurance holding company committed to helping families achieve the dream of homeownership and address the financial challenges of aging through its leadership positions in mortgage insurance and long term care insurance. Headquartered in Richmond, Virginia, Genworth traces its roots back to 1871 and became a public company in 2004. For more information, visit [genworth.com](http://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](http://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>.

#### **Financial Supplement Information**

This press release, fourth quarter 2016 financial supplement and earnings presentation are now posted on the company's website. Investors are encouraged to review these materials. Due to the pending sale to China Oceanwide, the company does not plan to host an earnings call.

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

This press release includes the non-GAAP financial measures entitled "adjusted operating income (loss)" and "adjusted operating income (loss) per common share." Adjusted operating income (loss) per common share is derived from adjusted operating income (loss). The chief operating decision maker evaluates segment performance and allocates resources on the basis of adjusted operating income (loss). The company defines adjusted operating income (loss) as 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, restructuring costs 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, gains (losses) on insurance block transactions and restructuring costs are also excluded from adjusted operating income (loss) because, in the company's opinion, they are not indicative of overall operating trends. Infrequent or unusual non-operating items are also excluded from adjusted operating income (loss) if, in the company's opinion, they are not indicative of overall operating trends.

While some of these items may be significant components of net loss available to Genworth's common stockholders in accordance with GAAP, the company believes that adjusted operating income (loss) and measures that are derived from or incorporate adjusted operating income (loss), including adjusted 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 adjusted 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 adjusted operating income (loss) have occurred in the past and could, and in some cases will, recur in the future. Adjusted operating income (loss) and adjusted operating income (loss) per common share on a basic and diluted basis are not substitutes for net loss available to Genworth's common stockholders or net 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 adjusted operating income (loss) may differ from the definitions used by other companies.

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

In June 2016, the company completed the sale of its term life insurance new business platform and recorded a pre-tax gain of \$12 million. In May 2016, the company completed the sale of its mortgage insurance business in Europe and recorded an additional pre-tax loss of \$2 million. In the first quarter of 2016, the company recorded an estimated pre-tax loss of \$7 million and a tax benefit of \$27 million related to the planned sale of the mortgage insurance business in Europe. The company also recognized an estimated pre-tax loss of \$140 million in the fourth quarter of 2015 for the planned sale of this business. The company also incurred a \$6 million tax benefit in the fourth quarter of 2015 related to the planned sale as well as a tax charge of \$7 million in the third quarter of 2015 from potential business portfolio changes related to this business. These transactions were excluded from adjusted operating income (loss) for the periods presented as they related to a gain (loss) on the sale of businesses.

In June 2016, the company settled restricted borrowings of \$70 million related to a securitization entity and recorded a \$64 million pre-tax gain related to the early extinguishment of debt. In January 2016, the company paid a pre-tax make-whole expense of \$20 million related to the early redemption of Genworth Holdings, Inc.'s (Genworth Holdings) 2016 notes. The company also repurchased \$28 million principal amount of Genworth Holdings' notes with various maturity dates for a pre-tax gain of \$4 million in the first quarter of 2016. In the third quarter of 2015, the company paid an early redemption payment of approximately \$1 million, net of the portion attributable to noncontrolling interests, related to the early redemption of Genworth Financial Mortgage Insurance Pty Limited's notes that were scheduled to mature in 2021. In the third quarter of 2015, the company also repurchased approximately \$50 million principal amount of Genworth Holdings' notes with various maturity dates for a pre-tax loss of \$1 million. These transactions were excluded from adjusted operating income (loss) for the periods presented as they related to a gain (loss) on the early extinguishment of debt.

In the first quarter of 2016, the company completed a life block transaction resulting in a pre-tax loss of \$9 million in connection with the early extinguishment of non-recourse funding obligations. In the third quarter of 2015, the company recorded a pre-tax DAC impairment of \$455 million on certain term life insurance policies in connection with entering into an agreement to complete a life block transaction.

In the third, second and first quarters of 2016, the company recorded a pre-tax expense of \$2 million, \$5 million and \$15 million, respectively, related to restructuring costs as part of an expense reduction plan as the company evaluates and appropriately sizes its organizational needs and expenses. In the fourth and second quarters of 2015, the company also recorded a pre-tax expense of \$5 million and \$3 million, respectively, related to restructuring costs.

There were no infrequent or unusual items excluded from adjusted operating income (loss) during the periods presented other than fees incurred during the first quarter of 2016 related to Genworth Holdings' bond consent solicitation of \$18 million for broker, advisor and investment banking fees.

The tables at the end of this press release provide a reconciliation of net loss available to Genworth's common stockholders to adjusted operating income (loss) for the three and twelve months ended December 31, 2016 and 2015, as well as for the three months ended September 30, 2016 and reflect adjusted operating income (loss) as determined in accordance with accounting guidance related to segment reporting.

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 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. 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) new insurance written for mortgage insurance; (2) annualized first-year premiums for long term care and term life insurance products; (3) annualized first-year deposits plus five percent of excess deposits for universal and term universal life insurance products; (4) 10 percent of premium deposits for linked-benefits products; and (5) new and additional premiums/deposits for fixed annuities. Sales do not include renewal premiums on policies or contracts written during prior periods. The company considers new insurance written, annualized first-year premiums/deposits, premium equivalents and new premiums/deposits 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 also regularly monitors and reports a loss ratio for the company's businesses. For the mortgage insurance businesses, the loss ratio is the ratio of incurred losses and loss adjustment expenses to net earned premiums. 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. 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.

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An assumed tax rate of 35 percent is utilized in certain adjustments to adjusted 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 related to the proposed transaction with China Oceanwide Holdings Group Co., Ltd. (China Oceanwide)* including: the company’s inability to complete the transaction in a timely manner or at all; the company’s inability to obtain stockholder or regulatory approvals, or the possibility that the parties may delay the transaction or that materially burdensome or adverse regulatory conditions may be imposed in connection with any such regulatory approvals; legal proceedings may be instituted against the company in connection with the proposed transaction; the proposed transaction may disrupt the company’s current plans and operations; certain restrictions during the pendency of the transaction may impact the company’s ability to pursue certain business opportunities or strategic transactions; there may be insufficient continued availability of capital and financing to the company before the consummation of the transaction; there may be further rating agency actions and downgrades in the company’s financial strength ratings; there may be changes in applicable laws or regulations; the company may not recognize the anticipated benefits of the transaction; the amount of the costs, fees, expenses and other charges related to the transaction may be material; management’s attention may be diverted from the company’s ongoing business operations; the merger agreement may be terminated in circumstances that would require the company to pay China Oceanwide a fee; the company’s ability to attract, recruit, retain and motivate current and prospective employees may be adversely affected; and disruptions and uncertainty relating to the transaction, whether or not it is completed, may harm the company’s relationships with its employees, customers, distributors, vendors or other business partners, and may result in a negative impact on the company’s business;
- *strategic risks in the event the proposed transaction with China Oceanwide is not consummated* including: the company’s inability to successfully execute alternative strategic plans to effectively address its current business challenges (including with respect to the restructuring of its U.S. life insurance businesses, debt obligations, cost savings, ratings and capital); the company’s inability to attract buyers for any businesses or other assets it may seek to sell, or securities it may seek to issue, in each case, in a timely manner on anticipated terms; failure to obtain any required regulatory, stockholder and/or noteholder approvals or consents, or the company’s challenges changing or being more costly or difficult to successfully address than currently anticipated or the benefits achieved being less than anticipated; inability to achieve

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anticipated cost-savings in a timely manner; adverse tax or accounting charges; and inability to increase the capital needed in the company's businesses in a timely manner and on anticipated terms, including through improved business performance, reinsurance or similar transactions, asset sales, securities offerings or otherwise, in each case as and when required;

- *risks relating to estimates, assumptions and valuations* including: risks related to the impact of the company's annual review of assumptions and methodologies related to its long term care insurance claim reserves in the third quarter of 2016 and its margin reviews in the fourth quarter of 2016; inadequate reserves and the need to increase reserves (including any changes the company may make in the future to its assumptions, methodologies or otherwise in connection with periodic or other reviews); inaccurate models; deviations from the company's estimates and actuarial assumptions or other reasons in its long term care insurance, life insurance and/or annuity businesses; accelerated amortization of deferred acquisition costs (DAC) and present value of future profits (PVFP) (including any changes it may make in the future to its assumptions, methodologies or otherwise in connection with periodic or other reviews); adverse impact on the company's financial results as a result of projected profits followed by projected losses (as is currently the case with its long term care insurance business); and changes in valuation of fixed maturity, equity and trading securities;
- *risks relating to economic, market and political conditions* including: downturns and volatility in global economies and equity and credit markets; interest rates and changes in rates (particularly given the historically low interest rate environment) have adversely impacted, and may continue to materially adversely impact, the company's business and profitability; deterioration in economic conditions or a decline in home prices that adversely affect the company's loss experience in mortgage insurance; political and economic instability or changes in government policies; and fluctuations in foreign currency exchange rates and international securities markets;
- *regulatory and legal risks* including: extensive regulation of the company's businesses and changes in applicable laws and regulations; litigation and regulatory investigations or other actions; dependence on dividends and other distributions from the company's subsidiaries (particularly its international subsidiaries) and the inability of any subsidiaries to pay dividends or make other distributions to the company, including as a result of the performance of its subsidiaries and insurance, regulatory or corporate law restrictions; adverse change in regulatory requirements, including risk-based capital; changes in regulations adversely affecting the company's international operations; inability to meet or maintain the private mortgage insurer eligibility requirements (PMIERS); inability of the company's U.S. mortgage insurance subsidiaries to meet 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 on the U.S. mortgage insurance market and adverse changes to the role or structure of Fannie Mae and Freddie Mac; adverse changes in regulations affecting the company's mortgage insurance businesses; inability to continue to implement actions to mitigate the impact of statutory reserve requirements; impact of additional regulations pursuant to the Dodd-Frank Wall Street Reform and Consumer Protection Act (the Dodd-Frank Act); and changes in accounting and reporting standards;
- *liquidity, financial strength ratings, credit and counterparty risks* including: insufficient internal sources to meet liquidity needs and limited or no access to capital (including the company's inability to enter into a credit facility); recent or future adverse rating agency actions, including with respect to rating downgrades or potential downgrades or being put on review for potential downgrade (including in connection with the

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company's recent announcement of a material increase to the company's universal life insurance reserves), all of which could have adverse implications for the company, including with respect to key business relationships, product offerings, business results of operations, financial condition and capital needs, strategic plans, collateral obligations and availability and terms of hedging, reinsurance and borrowings; defaults by counterparties to reinsurance arrangements or derivative instruments; defaults or other events impacting the value of the company's fixed maturity securities portfolio; and defaults on the company's commercial mortgage loans or the mortgage loans underlying its investments in commercial mortgage-backed securities and volatility in performance;

- *operational risks* including: inability to retain, attract and motivate qualified employees or senior management; ineffective or inadequate risk management in identifying, controlling or mitigating risks; reliance on, and loss of, key customer or distribution relationships; availability, affordability and adequacy of reinsurance to protect the company against losses; competition; competition in the company's mortgage insurance businesses from government and government-owned and government-sponsored enterprises (GSEs) offering mortgage insurance; material weakness in, or ineffective, internal control over financial reporting; and failure or any compromise of the security of the company's computer systems, disaster recovery systems and business continuity plans and failures to safeguard, or breaches of, its confidential information;
- *insurance and product-related risks* including: the company's inability to increase sufficiently, and in a timely manner, premiums on in force long term care and life insurance policies and/or reduce in force benefits, and charge higher premiums on new policies, in each case, as currently anticipated and as may be required from time to time in the future (including as a result of the company's failure to obtain any necessary regulatory approvals or unwillingness or inability of policyholders to pay increased premiums), including to offset the impact on the company's margins of updated claim reserves assumptions in connection with its annual review of its long term care insurance claim reserves in the third quarter of 2016 and its annual U.S. life insurance assumption reviews in the fourth quarter of 2016; the company's inability to reflect future premium increases and other management actions in its margin calculation as anticipated; failure to sufficiently increase new sales for the company's long term care insurance products; inability to realize anticipated benefits of the company's rescissions, curtailments, loan modifications or other similar programs in its mortgage insurance businesses; premiums for the significant portion of the company's mortgage insurance risk in force with high loan-to-value ratios may not be sufficient to compensate the company for the greater risks associated with those policies; decreases in the volume of high loan-to-value mortgage originations or increases in mortgage insurance cancellations; increases in the use of alternatives to private mortgage insurance and reductions in the level of coverage selected; potential liabilities in connection with the company's U.S. contract underwriting services; and medical advances, such as genetic research and diagnostic imaging, and related legislation that impact policyholder behavior in ways adverse to the company;
- *other risks* including: occurrence of natural or man-made disasters or a pandemic; impairments of or valuation allowances against the company's deferred tax assets; 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 its 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

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- *risks relating to the company's common stock* including: the continued suspension of payment 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.

### **Important Information For Investors and Stockholders**

This communication may be deemed to be a solicitation material in respect of the proposed transaction with China Oceanwide Holdings Group Co., Ltd. Genworth filed the definitive proxy statement with the SEC in connection with the solicitation of proxies for a special meeting to be held on March 7, 2017 (the Proxy Statement). The Proxy Statement and a proxy card are in the process of being mailed to each stockholder entitled to vote at the meeting. Genworth stockholders are urged to read the Proxy Statement (including any and all amendments and supplements thereto) and all other relevant documents which Genworth will file with the SEC when they become available, because they will contain important information about the proposed transaction and related matters. Stockholders will also be able to obtain copies of the Proxy Statement, without charge, when available, at the SEC's website at [www.sec.gov](http://www.sec.gov) or by contacting the investor relations department of Genworth at the following:

[investorinfo@genworth.com](mailto:investorinfo@genworth.com)

### **Participants in the Solicitation**

Genworth and its directors and executive officers may be deemed to be participants in the solicitation of proxies of Genworth's stockholders in connection with the proposed transaction with China Oceanwide Holdings Group Co., Ltd. Genworth's stockholders may obtain, without charge, more detailed information regarding such interested participants in the Proxy Statement, Genworth's Annual Report on Form 10-K filed with the SEC on February 26, 2016, any Statements of Changes in Beneficial Ownership on Form 4 of such participants, filed with the SEC, and certain other documents to be filed with the SEC in connection with the proposed transaction.

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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		Twelve months ended	
	December 31,		December 31,	
	2016	2015	2016	2015
<b>Revenues:</b>				
Premiums	\$ 1,131	\$ 1,157	\$ 4,160	\$ 4,579
Net investment income	786	781	3,159	3,138
Net investment gains (losses)	41	(16)	72	(75)
Policy fees and other income	240	234	978	906
Total revenues	<u>2,198</u>	<u>2,156</u>	<u>8,369</u>	<u>8,548</u>
<b>Benefits and expenses:</b>				
Benefits and other changes in policy reserves	1,530	1,435	5,245	5,149
Interest credited	173	180	696	720
Acquisition and operating expenses, net of deferrals	283	433	1,273	1,309
Amortization of deferred acquisition costs and intangibles	193	207	498	966
Interest expense	75	104	337	419
Total benefits and expenses	<u>2,254</u>	<u>2,359</u>	<u>8,049</u>	<u>8,563</u>
Income (loss) from continuing operations before income taxes	(56)	(203)	320	(15)
Provision (benefit) for income taxes	3	(36)	358	(9)
Loss from continuing operations	(59)	(167)	(38)	(6)
Loss from discontinued operations, net of taxes	(4)	(73)	(29)	(407)
Net loss	(63)	(240)	(67)	(413)
Less: net income attributable to noncontrolling interests	59	52	210	202
Net loss available to Genworth Financial, Inc.'s common stockholders	<u>\$ (122)</u>	<u>\$ (292)</u>	<u>\$ (277)</u>	<u>\$ (615)</u>
Loss from continuing operations available to Genworth Financial, Inc.'s common stockholders per common share:				
Basic	<u>\$ (0.24)</u>	<u>\$ (0.44)</u>	<u>\$ (0.50)</u>	<u>\$ (0.42)</u>
Diluted	<u>\$ (0.24)</u>	<u>\$ (0.44)</u>	<u>\$ (0.50)</u>	<u>\$ (0.42)</u>
Net loss available to Genworth Financial, Inc.'s common stockholders per common share:				
Basic	<u>\$ (0.25)</u>	<u>\$ (0.59)</u>	<u>\$ (0.56)</u>	<u>\$ (1.24)</u>
Diluted	<u>\$ (0.25)</u>	<u>\$ (0.59)</u>	<u>\$ (0.56)</u>	<u>\$ (1.24)</u>
<b>Weighted-average shares outstanding:</b>				
Basic	<u>498.4</u>	<u>497.6</u>	<u>498.3</u>	<u>497.4</u>
Diluted <sup>5</sup>	<u>498.4</u>	<u>497.6</u>	<u>498.3</u>	<u>497.4</u>



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

	Three months ended December 31,		Twelve months ended December 31,		Three months ended September 30,
	2016	2015	2016	2015	2016
Net loss available to Genworth Financial, Inc.'s common stockholders	\$ (122)	\$ (292)	\$ (277)	\$ (615)	\$ (380)
Add: net income attributable to noncontrolling interests	59	52	210	202	48
Net loss	(63)	(240)	(67)	(413)	(332)
Income (loss) from discontinued operations, net of taxes	(4)	(73)	(29)	(407)	15
Loss from continuing operations	(59)	(167)	(38)	(6)	(347)
Less: income from continuing operations attributable to noncontrolling interests	59	52	210	202	48
Loss from continuing operations available to Genworth Financial, Inc.'s common stockholders	(118)	(219)	(248)	(208)	(395)
Adjustments to loss from continuing operations available to Genworth Financial, Inc.'s common stockholders:					
Net investment (gains) losses, net <sup>12</sup>	(28)	1	(66)	30	(18)
(Gains) losses on sale of businesses	—	140	(3)	140	—
(Gains) losses on early extinguishment of debt, net <sup>13</sup>	—	—	(48)	2	—
Losses from life block transactions	—	—	9	455	—
Expenses related to restructuring	—	5	22	8	2
Fees associated with bond consent solicitation	—	—	18	—	—
Taxes on adjustments	9	(9)	—	(172)	6
Adjusted operating income (loss)	<u>\$ (137)</u>	<u>\$ (82)</u>	<u>\$ (316)</u>	<u>\$ 255</u>	<u>\$ (405)</u>
Adjusted operating income (loss):					
U.S. Mortgage Insurance segment	\$ 61	\$ 41	\$ 250	\$ 179	\$ 67
Canada Mortgage Insurance segment	39	37	146	152	36
Australia Mortgage Insurance segment	14	22	62	102	14
U.S. Life Insurance segment:					
Long Term Care Insurance	(1)	19	(200)	29	(270)
Life Insurance	(193)	(173)	(83)	(80)	48
Fixed Annuities	40	19	68	94	15
Total U.S. Life Insurance segment	(154)	(135)	(215)	43	(207)
Runoff segment	6	11	28	27	12
Corporate and Other	(103)	(58)	(587)	(248)	(327)
Adjusted operating income (loss)	<u>\$ (137)</u>	<u>\$ (82)</u>	<u>\$ (316)</u>	<u>\$ 255</u>	<u>\$ (405)</u>
Net loss available to Genworth Financial, Inc.'s common stockholders per common share:					
Basic	<u>\$ (0.25)</u>	<u>\$ (0.59)</u>	<u>\$ (0.56)</u>	<u>\$ (1.24)</u>	<u>\$ (0.76)</u>
Diluted	<u>\$ (0.25)</u>	<u>\$ (0.59)</u>	<u>\$ (0.56)</u>	<u>\$ (1.24)</u>	<u>\$ (0.76)</u>
Adjusted operating income (loss) per common share:					
Basic	<u>\$ (0.27)</u>	<u>\$ (0.17)</u>	<u>\$ (0.63)</u>	<u>\$ 0.51</u>	<u>\$ (0.81)</u>
Diluted	<u>\$ (0.27)</u>	<u>\$ (0.17)</u>	<u>\$ (0.63)</u>	<u>\$ 0.51</u>	<u>\$ (0.81)</u>
Weighted-average common shares outstanding:					
Basic	498.4	497.6	498.3	497.4	498.3
Diluted <sup>5</sup>	498.4	497.6	498.3	497.4	498.3

<sup>12</sup> For the three months ended December 31, 2016 and 2015, the years ended December 31, 2016 and 2015 and the three months ended September 30, 2016, net investment gains (losses) were adjusted for DAC and other intangible amortization and certain benefit reserves of \$1 million, \$(11) million, \$(14) million, \$(35) million and zero, respectively, and adjusted for net investment gains (losses) attributable to noncontrolling interests of \$12 million, \$(4) million, \$20 million, \$(10) million and \$2 million, respectively.

<sup>13</sup> For the year ended December 31, 2015, (gains) losses on the early extinguishment of debt were adjusted by \$1 million related to the mortgage insurance business in Australia for the portion attributable to noncontrolling interests.

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

	December 31, 2016	December 31, 2015
<b>Assets</b>		
Cash, cash equivalents and invested assets	\$ 75,012	\$ 75,746
Deferred acquisition costs	3,571	4,398
Intangible assets and goodwill	348	357
Reinsurance recoverable	17,755	17,245
Deferred tax and other assets	673	675
Separate account assets	7,299	7,883
Assets held for sale	—	127
Total assets	<u>\$ 104,658</u>	<u>\$ 106,431</u>
<b>Liabilities and equity</b>		
<b>Liabilities:</b>		
Future policy benefits	\$ 37,063	\$ 36,475
Policyholder account balances	25,662	26,209
Liability for policy and contract claims	9,256	8,095
Unearned premiums	3,378	3,308
Deferred tax and other liabilities	2,969	3,028
Borrowings related to securitization entities	74	179
Non-recourse funding obligations	310	1,920
Long-term borrowings	4,180	4,570
Separate account liabilities	7,299	7,883
Liabilities held for sale	—	127
Total liabilities	<u>90,191</u>	<u>91,794</u>
<b>Equity:</b>		
Common stock	1	1
Additional paid-in capital	11,962	11,949
<b>Accumulated other comprehensive income (loss):</b>		
<b>Net unrealized investment gains (losses):</b>		
Net unrealized gains (losses) on securities not other-than-temporarily impaired	1,253	1,236
Net unrealized gains (losses) on other-than-temporarily impaired securities	9	18
Net unrealized investment gains (losses)	<u>1,262</u>	<u>1,254</u>
Derivatives qualifying as hedges	2,085	2,045
Foreign currency translation and other adjustments	<u>(253)</u>	<u>(289)</u>
Total accumulated other comprehensive income (loss)	3,094	3,010
Retained earnings	287	564
Treasury stock, at cost	<u>(2,700)</u>	<u>(2,700)</u>
Total Genworth Financial, Inc.'s stockholders' equity	12,644	12,824
Noncontrolling interests	1,823	1,813
Total equity	<u>14,467</u>	<u>14,637</u>
Total liabilities and equity	<u>\$ 104,658</u>	<u>\$ 106,431</u>

**Impact of Foreign Exchange on Adjusted Operating Income<sup>14</sup>**  
**Three months ended December 31, 2016**

	<u>Percentages Including Foreign Exchange</u>	<u>Percentages Excluding Foreign Exchange<sup>15</sup></u>
<b>Canada Mortgage Insurance (MI):</b>		
Flow new insurance written	(17)%	(17)%
Flow new insurance written (4Q16 vs. 3Q16)	(26)%	(25)%
<b>Australia MI:</b>		
Flow new insurance written	9%	2%
Flow new insurance written (4Q16 vs. 3Q16)	9%	9%

<sup>14</sup> All percentages are comparing the fourth quarter of 2016 to the fourth quarter of 2015 unless otherwise stated.

<sup>15</sup> The impact of foreign exchange was calculated using the comparable prior period exchange rates.

## Reconciliation of Core Yield to Reported Yield

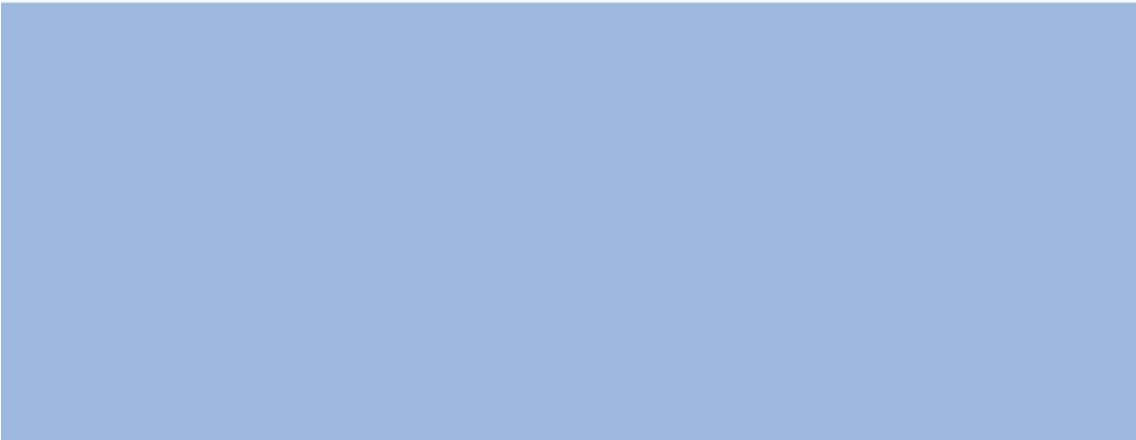
	<b>Three months ended December 31, 2016</b>
<b>(Assets - amounts in billions)</b>	
Reported Total Invested Assets and Cash	\$ 74.4
Subtract:	
Securities lending	0.5
Unrealized gains (losses)	4.3
Adjusted end of period invested assets	<u>\$ 69.6</u>
Average Invested Assets Used in Reported Yield Calculation	\$ 69.8
Subtract:	
Restricted commercial mortgage loans and other invested assets related to securitization entities <sup>6</sup>	0.1
Average Invested Assets Used in Core Yield Calculation	<u>\$ 69.7</u>
<b>(Income - amounts in millions)</b>	
Reported Net Investment Income	\$ 786
Subtract:	
Bond calls and commercial mortgage loan prepayments	22
Other non-core items <sup>17</sup>	(17)
Restricted commercial mortgage loans and other invested assets related to securitization entities <sup>6</sup>	2
Core Net Investment Income	<u>\$ 779</u>
Reported Yield	<u>4.50%</u>
Core Yield	<u>4.47%</u>

<sup>16</sup> Represents the incremental assets and investment income related to restricted commercial mortgage loans and other invested assets.

<sup>17</sup> Includes cost basis adjustments on structured securities and various other immaterial items.

# Fourth Quarter Financial Supplement

December 31, 2016



**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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**Note:**

Unless otherwise stated, all 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, adjusted operating income (loss) - formerly labeled “net operating income (loss),” adjusted operating income (loss) per common 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, non-U.S. Generally Accepted Accounting Principles (GAAP) adjusted operating income (loss) available to Genworth Financial, Inc.’s common stockholders, non-GAAP adjusted operating income (loss) available to Genworth Financial, Inc.’s common stockholders per share, book value available to Genworth Financial, Inc.’s common stockholders and book value available to Genworth Financial, Inc.’s common stockholders per share, respectively.

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**GENWORTH FINANCIAL, INC.  
FINANCIAL SUPPLEMENT  
FOURTH QUARTER 2016**

Dear Investor,

Thank you for your continued interest in Genworth Financial.

Regards,

Investor Relations  
[InvestorInfo@genworth.com](mailto:InvestorInfo@genworth.com)

**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

**Use of Non-GAAP Measures**

This financial supplement includes the non-GAAP financial measures entitled “adjusted operating income (loss)” and “adjusted operating income (loss) per common share.” Adjusted operating income (loss) per common share is derived from adjusted operating income (loss). The chief operating decision maker evaluates segment performance and allocates resources on the basis of adjusted operating income (loss). The company defines adjusted 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, restructuring costs 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, gains (losses) on insurance block transactions and restructuring costs are also excluded from adjusted operating income (loss) because, in the company’s opinion, they are not indicative of overall operating trends. Infrequent or unusual non-operating items are also excluded from adjusted operating income (loss) if, in the company’s opinion, they are not indicative of overall operating trends.

While some of these items may be significant components of net income (loss) available to Genworth Financial, Inc.’s common stockholders in accordance with GAAP, the company believes that adjusted operating income (loss) and measures that are derived from or incorporate adjusted operating income (loss), including adjusted 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 adjusted 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 adjusted operating income (loss) have occurred in the past and could, and in some cases will, recur in the future. Adjusted operating income (loss) and adjusted 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 adjusted operating income (loss) may differ from the definitions used by other companies.

Adjustments to reconcile net income (loss) attributable to Genworth Financial, Inc.’s common stockholders and adjusted operating income (loss) assume a 35% tax rate (unless otherwise indicated) 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 46).

In June 2016, the company completed the sale of its term life insurance new business platform and recorded a pre-tax gain of \$12 million. In May 2016, the company completed the sale of its mortgage insurance business in Europe and recorded an additional pre-tax loss of \$2 million. In the first quarter of 2016, the company recorded an estimated pre-tax loss of \$7 million and a tax benefit of \$27 million related to the planned sale of the mortgage insurance business in Europe. The company also recognized an estimated pre-tax loss of \$140 million in the fourth quarter of 2015 for the planned sale of this business. The company also incurred a \$6 million tax benefit in the fourth quarter of 2015 related to the planned sale as well as a tax charge of \$7 million in the third quarter of 2015 from potential business portfolio changes related to this business. These transactions were excluded from adjusted operating income (loss) for the periods presented as they related to a gain (loss) on the sale of businesses.

In June 2016, the company settled restricted borrowings of \$70 million related to a securitization entity and recorded a \$64 million pre-tax gain related to the early extinguishment of debt. In January 2016, the company paid a pre-tax make-whole expense of \$20 million related to the early redemption of Genworth Holdings, Inc.’s (Genworth Holdings) 2016 notes. The company also repurchased \$28 million principal amount of Genworth Holdings’ notes with various maturity dates for a pre-tax gain of \$4 million in the first quarter of 2016. In the third quarter of 2015, the company paid an early redemption payment of approximately \$1 million, net of the portion attributable to noncontrolling interests, related to the early redemption of Genworth Financial Mortgage Insurance Pty Limited’s notes that were scheduled to mature in 2021. In the third quarter of 2015, the company also repurchased approximately \$50 million principal amount of Genworth Holdings’ notes with various maturity dates for a pre-tax loss of \$1 million. These transactions were excluded from adjusted operating income (loss) for the periods presented as they related to a gain (loss) on the early extinguishment of debt.

In the first quarter of 2016, the company completed a life block transaction resulting in a pre-tax loss of \$9 million in connection with the early extinguishment of non-recourse funding obligations. In the third quarter of 2015, the company recorded a pre-tax DAC impairment of \$455 million on certain term life insurance policies in connection with entering into an agreement to complete a life block transaction.

In the third, second and first quarters of 2016, the company recorded a pre-tax expense of \$2 million, \$5 million and \$15 million, respectively, related to restructuring costs as part of an expense reduction plan as the company evaluates and appropriately sizes its organizational needs and expenses. In the fourth and second quarters of 2015, the company also recorded a pre-tax expense of \$5 million and \$3 million, respectively, related to restructuring costs.

There were no infrequent or unusual items excluded from adjusted operating income (loss) during the periods presented other than fees incurred during the first quarter of 2016 related to Genworth Holdings’ bond consent solicitation of \$18 million for broker, advisor and investment banking fees.

The table on page 9 of this financial supplement provides a reconciliation of net income (loss) available to Genworth Financial, Inc.’s common stockholders to adjusted operating income (loss) for the periods presented and reflects adjusted operating income (loss) as determined in accordance with accounting guidance related to segment reporting. 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 48 and 49 of this financial supplement.



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**Results of Operations and Selected Operating Performance Measures**

The company's chief operating decision maker evaluates segment performance and allocates resources on the basis of adjusted operating income (loss). The table on page 9 of this financial supplement provides a reconciliation of net income (loss) available to Genworth Financial, Inc.'s common stockholders to adjusted operating income (loss) for the periods presented and reflects adjusted operating income (loss) as determined in accordance with accounting guidance related to segment reporting.

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) new insurance written for mortgage insurance; (2) annualized first-year premiums for long-term care and term life insurance products; (3) annualized first-year deposits plus 5% of excess deposits for universal and term universal life insurance products; (4) 10% of premium deposits for linked-benefits products; and (5) new and additional premiums/deposits for fixed annuities. Sales do not include renewal premiums on policies or contracts written during prior periods. The company considers new insurance written, annualized first-year premiums/deposits, premium equivalents and new premiums/deposits 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 mortgage insurance businesses is a measure of the aggregate original loan balance for outstanding insurance policies as of the respective reporting date. Risk in-force for the U.S. mortgage insurance business is based on the coverage percentage applied to the estimated current outstanding loan balance. For risk in-force in the mortgage insurance businesses in Canada and Australia, 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 mortgage insurance businesses in Canada and Australia. In Australia, the company has certain risk share arrangements where it provides pro-rata coverage of certain loans rather than 100% coverage. As a result, for loans with these risk share arrangements, the applicable pro-rata coverage amount provided is used when applying the factor. 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.

Management also regularly monitors and reports a loss ratio for the company's businesses. For the mortgage insurance businesses, the loss ratio is the ratio of incurred losses and loss adjustment expenses to net earned premiums. 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. 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.**  
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**Financial Highlights**  
(amounts in millions, except per share data)

<b>Balance Sheet Data</b>	<b>December 31, 2016</b>	<b>September 30, 2016</b>	<b>June 30, 2016</b>	<b>March 31, 2016</b>	<b>December 31, 2015</b>
Total Genworth Financial, Inc.'s stockholders' equity, excluding accumulated other comprehensive income	\$ 9,550	\$ 9,669	\$10,045	\$ 9,870	\$ 9,814
Total accumulated other comprehensive income	3,094	5,202	5,088	4,185	3,010
Total Genworth Financial, Inc.'s stockholders' equity	<u>\$ 12,644</u>	<u>\$ 14,871</u>	<u>\$15,133</u>	<u>\$ 14,055</u>	<u>\$ 12,824</u>
Book value per common share	\$ 25.37	\$ 29.84	\$ 30.37	\$ 28.19	\$ 25.76
Book value per common share, excluding accumulated other comprehensive income	\$ 19.16	\$ 19.40	\$ 20.16	\$ 19.80	\$ 19.71
Common shares outstanding as of the balance sheet date	498.4	498.4	498.3	498.5	497.8

<b>Twelve Month Rolling Average ROE</b>	<b>Twelve months ended</b>				
	<b>December 31, 2016</b>	<b>September 30, 2016</b>	<b>June 30, 2016</b>	<b>March 31, 2016</b>	<b>December 31, 2015</b>
GAAP Basis ROE	-2.8%	-4.5%	-3.5%	-7.0%	-6.0%
Operating ROE <sup>(1)</sup>	-3.2%	-2.6%	2.1%	2.0%	2.5%

<b>Quarterly Average ROE</b>	<b>Three months ended</b>				
	<b>December 31, 2016</b>	<b>September 30, 2016</b>	<b>June 30, 2016</b>	<b>March 31, 2016</b>	<b>December 31, 2015</b>
GAAP Basis ROE	-5.1%	-15.4%	6.9%	2.2%	-11.7%
Operating ROE <sup>(1)</sup>	-5.7%	-16.4%	4.9%	4.2%	-3.3%

<b>Basic and Diluted Shares</b>	<b>Three months ended December 31, 2016</b>	<b>Twelve months ended December 31, 2016</b>
	Weighted-average common shares used in basic earnings per common share calculations	498.4
Potentially dilutive securities:		
Stock options, restricted stock units and stock appreciation rights <sup>(2)</sup>	—	—
Weighted-average common shares used in diluted earnings per common share calculations	<u>498.4</u>	<u>498.3</u>

(1) See page 48 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 loss from continuing operations for the three and twelve months ended December 31, 2016, the company was required to use basic weighted-average common shares outstanding in the calculation of diluted loss per share for the three and twelve months ended December 31, 2016, as the inclusion of shares for stock options, restricted stock units and stock appreciation rights of 2.5 million and 2.0 million, respectively, would have been antidilutive to the calculation. If the company had not incurred a loss from continuing operations for the three and twelve months ended December 31, 2016, dilutive potential weighted-average common shares outstanding would have been 500.9 million and 500.3 million, respectively.

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## **Consolidated Quarterly Results**

**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
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**Consolidated Net Income (Loss) by Quarter**  
**(amounts in millions, except per share amounts)**

	2016					2015				
	4Q	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
<b>REVENUES:</b>										
Premiums	\$ 1,131	\$1,108	\$1,127	\$ 794	\$4,160	\$1,157	\$1,145	\$1,134	\$1,143	\$4,579
Net investment income	786	805	779	789	3,159	781	783	793	781	3,138
Net investment gains (losses)	41	20	30	(19)	72	(16)	(51)	8	(16)	(75)
Policy fees and other income	240	217	300	221	978	234	223	222	227	906
Total revenues	2,198	2,150	2,236	1,785	8,369	2,156	2,100	2,157	2,135	8,548
<b>BENEFITS AND EXPENSES:</b>										
Benefits and other changes in policy reserves	1,530	1,662	1,193	860	5,245	1,435	1,290	1,232	1,192	5,149
Interest credited	173	173	173	177	696	180	179	181	180	720
Acquisition and operating expenses, net of deferrals	283	269	327	394	1,273	433	314	295	267	1,309
Amortization of deferred acquisition costs and intangibles	193	94	112	99	498	207	563	101	95	966
Interest expense	75	77	80	105	337	104	105	103	107	419
Total benefits and expenses	2,254	2,275	1,885	1,635	8,049	2,359	2,451	1,912	1,841	8,563
<b>INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES</b>	(56)	(125)	351	150	320	(203)	(351)	245	294	(15)
Provision (benefit) for income taxes	3	222	110	23	358	(36)	(134)	70	91	(9)
<b>INCOME (LOSS) FROM CONTINUING OPERATIONS</b>	(59)	(347)	241	127	(38)	(167)	(217)	175	203	(6)
Income (loss) from discontinued operations, net of taxes <sup>(1)</sup>	(4)	15	(21)	(19)	(29)	(73)	(21)	(314)	1	(407)
<b>NET INCOME (LOSS)</b>	(63)	(332)	220	108	(67)	(240)	(238)	(139)	204	(413)
Less: net income attributable to noncontrolling interests	59	48	48	55	210	52	46	54	50	202
<b>NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS</b>	<u>\$ (122)</u>	<u>\$ (380)</u>	<u>\$ 172</u>	<u>\$ 53</u>	<u>\$ (277)</u>	<u>\$ (292)</u>	<u>\$ (284)</u>	<u>\$ (193)</u>	<u>\$ 154</u>	<u>\$ (615)</u>
<b>Earnings (Loss) Per Share Data:</b>										
Income (loss) from continuing operations available to Genworth Financial, Inc.'s common stockholders per common share										
Basic	\$ (0.24)	\$ (0.79)	\$ 0.39	\$ 0.14	\$ (0.50)	\$ (0.44)	\$ (0.53)	\$ 0.24	\$ 0.31	\$ (0.42)
Diluted	\$ (0.24)	\$ (0.79)	\$ 0.39	\$ 0.14	\$ (0.50)	\$ (0.44)	\$ (0.53)	\$ 0.24	\$ 0.31	\$ (0.42)
Net income (loss) available to Genworth Financial, Inc.'s common stockholders per common share										
Basic	\$ (0.25)	\$ (0.76)	\$ 0.35	\$ 0.11	\$ (0.56)	\$ (0.59)	\$ (0.57)	\$ (0.39)	\$ 0.31	\$ (1.24)
Diluted	\$ (0.25)	\$ (0.76)	\$ 0.34	\$ 0.11	\$ (0.56)	\$ (0.59)	\$ (0.57)	\$ (0.39)	\$ 0.31	\$ (1.24)
Weighted-average common shares outstanding										
Basic	498.4	498.3	498.5	498.0	498.3	497.6	497.4	497.4	497.0	497.4
Diluted <sup>(2)</sup>	498.4	498.3	500.4	499.4	498.3	497.6	497.4	499.3	498.9	497.4

(1) Income (loss) from discontinued operations related to the lifestyle protection business that was sold on December 1, 2015. During the fourth, third, second and first quarters of 2016, the company recorded an additional after-tax gain (loss) of approximately \$(4) million, \$15 million, \$(21) million and \$(19) million, respectively, as it finalized the closing balance sheet purchase price adjustments.

(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, 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 of 2.5 million, 2.2 million, 1.4 million and 1.3 million, respectively, for the three months ended December 31, 2016, September 30, 2016, December 31, 2015 and September 30, 2015 and 2.0 million and 1.6 million, respectively, for the twelve months ended December 31, 2016 and December 31, 2015 would have been antidilutive to the calculation. If the company had not incurred a loss from continuing operations in these periods, dilutive potential weighted-average common shares outstanding would have been 500.9 million, 500.5 million, 499.0 million and 498.7 million, respectively, for the three months ended December 31, 2016, September 30, 2016, December 31, 2015 and September 30, 2015 and 500.3 million and 499.0 million, respectively, for the twelve months ended December 31, 2016 and December 31, 2015.

**GENWORTH FINANCIAL, INC.**  
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**Reconciliation of Net Income (Loss) to Adjusted Operating Income (Loss)**  
**(amounts in millions, except per share amounts)**

	2016					2015				
	4Q	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
<b>NET INCOME (LOSS) AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS</b>	\$ (122)	\$ (380)	\$ 172	\$ 53	\$ (277)	\$ (292)	\$ (284)	\$ (193)	\$ 154	\$ (615)
Add: net income attributable to noncontrolling interests	59	48	48	55	210	52	46	54	50	202
<b>NET INCOME (LOSS)</b>	(63)	(332)	220	108	(67)	(240)	(238)	(139)	204	(413)
Income (loss) from discontinued operations, net of taxes	(4)	15	(21)	(19)	(29)	(73)	(21)	(314)	1	(407)
<b>INCOME (LOSS) FROM CONTINUING OPERATIONS</b>	(59)	(347)	241	127	(38)	(167)	(217)	175	203	(6)
Less: income from continuing operations attributable to noncontrolling interests	59	48	48	55	210	52	46	54	50	202
<b>INCOME (LOSS) FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS</b>	(118)	(395)	193	72	(248)	(219)	(263)	121	153	(208)
<b>ADJUSTMENTS TO INCOME (LOSS) FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:</b>										
Net investment (gains) losses, net(1)	(28)	(18)	(39)	19	(66)	1	33	(5)	1	30
(Gains) losses on sale of businesses	—	—	(10)	7	(3)	140	—	—	—	140
(Gains) losses on early extinguishment of debt, net(2)	—	—	(64)	16	(48)	—	2	—	—	2
Losses from life block transactions	—	—	—	9	9	—	455	—	—	455
Expenses related to restructuring	—	2	5	15	22	5	—	3	—	8
Fees associated with bond consent solicitation	—	—	—	18	18	—	—	—	—	—
Taxes on adjustments	9	6	38	(53)	—	(9)	(163)	—	—	(172)
<b>ADJUSTED OPERATING INCOME (LOSS)</b>	<u>\$ (137)</u>	<u>\$ (405)</u>	<u>\$ 123</u>	<u>\$ 103</u>	<u>\$ (316)</u>	<u>\$ (82)</u>	<u>\$ 64</u>	<u>\$ 119</u>	<u>\$ 154</u>	<u>\$ 255</u>
<b>ADJUSTED OPERATING INCOME (LOSS):</b>										
U.S. Mortgage Insurance segment	\$ 61	\$ 67	\$ 61	\$ 61	\$ 250	\$ 41	\$ 37	\$ 49	\$ 52	\$ 179
Canada Mortgage Insurance segment	39	36	38	33	146	37	38	37	40	152
Australia Mortgage Insurance segment	14	14	15	19	62	22	21	29	30	102
U.S. Life Insurance segment:										
Long-Term Care Insurance	(1)	(270)	37	34	(200)	19	(10)	10	10	29
Life Insurance	(193)	48	31	31	(83)	(173)	31	22	40	(80)
Fixed Annuities	40	15	(13)	26	68	19	19	25	31	94
Total U.S. Life Insurance segment	(154)	(207)	55	91	(215)	(135)	40	57	81	43
Runoff segment	6	12	6	4	28	11	(4)	9	11	27
Corporate and Other	(103)	(327)	(52)	(105)	(587)	(58)	(68)	(62)	(60)	(248)
<b>ADJUSTED OPERATING INCOME (LOSS)</b>	<u>\$ (137)</u>	<u>\$ (405)</u>	<u>\$ 123</u>	<u>\$ 103</u>	<u>\$ (316)</u>	<u>\$ (82)</u>	<u>\$ 64</u>	<u>\$ 119</u>	<u>\$ 154</u>	<u>\$ 255</u>
<b>Earnings (Loss) Per Share Data:</b>										
Net income (loss) available to Genworth Financial, Inc.'s common stockholders per common share										
Basic	\$ (0.25)	\$ (0.76)	\$ 0.35	\$ 0.11	\$ (0.56)	\$ (0.59)	\$ (0.57)	\$ (0.39)	\$ 0.31	\$ (1.24)
Diluted	\$ (0.25)	\$ (0.76)	\$ 0.34	\$ 0.11	\$ (0.56)	\$ (0.59)	\$ (0.57)	\$ (0.39)	\$ 0.31	\$ (1.24)
Adjusted operating income (loss) per common share										
Basic	\$ (0.27)	\$ (0.81)	\$ 0.25	\$ 0.21	\$ (0.63)	\$ (0.17)	\$ 0.13	\$ 0.24	\$ 0.31	\$ 0.51
Diluted	\$ (0.27)	\$ (0.81)	\$ 0.25	\$ 0.21	\$ (0.63)	\$ (0.17)	\$ 0.13	\$ 0.24	\$ 0.31	\$ 0.51
Weighted-average common shares outstanding										
Basic	498.4	498.3	498.5	498.0	498.3	497.6	497.4	497.4	497.0	497.4
Diluted(3)	498.4	498.3	500.4	499.4	498.3	497.6	497.4	499.3	498.9	497.4

(1) Net investment (gains) losses were adjusted for the portion attributable to noncontrolling interests and DAC and other intangible amortization and certain benefit reserves (see page 46 for reconciliation).

(2) For the three months ended September 30, 2015, losses on early extinguishment of debt were adjusted by \$1 million related to the mortgage insurance business in Australia for the portion attributable to noncontrolling interests.

(3) 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, 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 of 2.5 million, 2.2 million, 1.4 million and 1.3 million, respectively, for the three months ended December 31, 2016, September 30, 2016, December 31, 2015 and September 30, 2015 and 2.0 million and 1.6 million, respectively, for the twelve months ended December 31, 2016 and December 31, 2015 would have been antidilutive to the calculation. If the company had not incurred a loss from continuing operations in these periods, dilutive potential weighted-average common shares outstanding would have been 500.9 million, 500.5 million, 499.0 million and 498.7 million, respectively, for the three months ended December 31, 2016, September 30, 2016, December 31, 2015 and September 30, 2015 and 500.3 million and 499.0 million, respectively, for the twelve months ended December 31, 2016 and December 31, 2015. Since it had adjusted operating income for the three months ended September 30, 2015 and the twelve months ended December 31, 2015, the company used 498.7 million and 499.0 million, respectively, diluted weighted-average common shares outstanding in the calculation of diluted adjusted operating income per common share.

**GENWORTH FINANCIAL, INC.**  
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**FOURTH QUARTER 2016**

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

	December 31, 2016	September 30, 2016	June 30, 2016	March 31, 2016	December 31, 2015
<b>ASSETS</b>					
Investments:					
Fixed maturity securities available-for-sale, at fair value	\$ 60,572	\$ 63,780	\$ 62,828	\$ 60,290	\$ 58,197
Equity securities available-for-sale, at fair value	632	590	481	431	310
Commercial mortgage loans	6,111	6,017	6,121	6,179	6,170
Restricted commercial mortgage loans related to securitization entities	129	134	141	155	161
Policy loans	1,742	1,751	1,754	1,565	1,568
Other invested assets	2,071	2,676	2,510	2,923	2,309
Restricted other invested assets related to securitization entities	312	312	312	422	413
Total investments	71,569	75,260	74,147	71,965	69,128
Cash and cash equivalents	2,784	3,078	3,457	4,043	5,965
Accrued investment income	659	677	601	720	653
Deferred acquisition costs	3,571	3,982	4,046	4,235	4,398
Intangible assets and goodwill	348	258	267	291	357
Reinsurance recoverable	17,755	17,542	17,564	17,587	17,245
Other assets	673	570	640	577	520
Deferred tax asset	—	—	—	—	155
Separate account assets	7,299	7,485	7,484	7,624	7,883
Assets held for sale <sup>(1)</sup>	—	—	—	131	127
Total assets	<u>\$ 104,658</u>	<u>\$ 108,852</u>	<u>\$108,206</u>	<u>\$107,173</u>	<u>\$ 106,431</u>

(1) Assets held for sale related to the European mortgage insurance business (prior to its sale on May 9, 2016).

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

	December 31, 2016	September 30, 2016	June 30, 2016	March 31, 2016	December 31, 2015
<b>LIABILITIES AND EQUITY</b>					
Liabilities:					
Future policy benefits	\$ 37,063	\$ 37,405	\$ 37,154	\$ 36,776	\$ 36,475
Policyholder account balances	25,662	25,867	26,182	26,354	26,209
Liability for policy and contract claims	9,256	8,869	8,289	8,177	8,095
Unearned premiums	3,378	3,464	3,412	3,378	3,308
Other liabilities	2,916	3,280	3,197	3,596	3,004
Borrowings related to securitization entities	74	78	85	173	179
Non-recourse funding obligations	310	310	310	310	1,920
Long-term borrowings	4,180	4,194	4,191	4,232	4,570
Deferred tax liability	53	1,151	893	449	24
Separate account liabilities	7,299	7,485	7,484	7,624	7,883
Liabilities held for sale(1)	—	—	—	131	127
Total liabilities	<u>90,191</u>	<u>92,103</u>	<u>91,197</u>	<u>91,200</u>	<u>91,794</u>
Equity:					
Common stock	1	1	1	1	1
Additional paid-in capital	11,962	11,959	11,955	11,952	11,949
Accumulated other comprehensive income (loss):					
Net unrealized investment gains (losses):					
Net unrealized gains (losses) on securities not other-than-temporarily impaired	1,253	2,836	2,770	2,043	1,236
Net unrealized gains (losses) on other-than-temporarily impaired securities	9	24	19	14	18
Net unrealized investment gains (losses)	<u>1,262</u>	<u>2,860</u>	<u>2,789</u>	<u>2,057</u>	<u>1,254</u>
Derivatives qualifying as hedges	2,085	2,493	2,439	2,302	2,045
Foreign currency translation and other adjustments	(253)	(151)	(140)	(174)	(289)
Total accumulated other comprehensive income	<u>3,094</u>	<u>5,202</u>	<u>5,088</u>	<u>4,185</u>	<u>3,010</u>
Retained earnings	287	409	789	617	564
Treasury stock, at cost	(2,700)	(2,700)	(2,700)	(2,700)	(2,700)
Total Genworth Financial, Inc.'s stockholders' equity	<u>12,644</u>	<u>14,871</u>	<u>15,133</u>	<u>14,055</u>	<u>12,824</u>
Noncontrolling interests	<u>1,823</u>	<u>1,878</u>	<u>1,876</u>	<u>1,918</u>	<u>1,813</u>
Total equity	<u>14,467</u>	<u>16,749</u>	<u>17,009</u>	<u>15,973</u>	<u>14,637</u>
Total liabilities and equity	<u>\$ 104,658</u>	<u>\$ 108,852</u>	<u>\$ 108,206</u>	<u>\$ 107,173</u>	<u>\$ 106,431</u>

(1) Liabilities held for sale related to the European mortgage insurance business (prior to its sale on May 9, 2016).

**FINANCIAL SUPPLEMENT  
FOURTH QUARTER 2016**

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

	December 31, 2016						
	U.S. Mortgage Insurance	Canada Mortgage Insurance	Australia Mortgage Insurance	U.S. Life Insurance	Runoff	Corporate and Other <sup>(1)</sup>	Total
<b>ASSETS</b>							
Cash and investments	\$ 2,587	\$ 4,686	\$ 2,562	\$ 61,251	\$ 2,961	\$ 965	\$ 75,012
Deferred acquisition costs and intangible assets	44	137	45	3,430	255	8	3,919
Reinsurance recoverable	2	—	—	16,907	846	—	17,755
Other assets	41	61	12	345	(9)	223	673
Separate account assets	—	—	—	—	7,299	—	7,299
Total assets	<u>\$ 2,674</u>	<u>\$ 4,884</u>	<u>\$ 2,619</u>	<u>\$ 81,933</u>	<u>\$ 11,352</u>	<u>\$ 1,196</u>	<u>\$ 104,658</u>
<b>LIABILITIES AND EQUITY</b>							
Liabilities:							
Future policy benefits	\$ —	\$ —	\$ —	\$ 37,060	\$ 3	\$ —	\$ 37,063
Policyholder account balances	—	—	—	22,285	3,377	—	25,662
Liability for policy and contract claims	635	112	211	8,276	15	7	9,256
Unearned premiums	342	1,595	850	586	5	—	3,378
Non-recourse funding obligations	—	—	—	310	—	—	310
Deferred tax and other liabilities	(373)	137	95	2,436	(30)	704	2,969
Borrowings and capital securities	—	322	142	—	12	3,778	4,254
Separate account liabilities	—	—	—	—	7,299	—	7,299
Total liabilities	<u>604</u>	<u>2,166</u>	<u>1,298</u>	<u>70,953</u>	<u>10,681</u>	<u>4,489</u>	<u>90,191</u>
Equity:							
Allocated equity, excluding accumulated other comprehensive income (loss)	2,065	1,751	575	7,712	670	(3,223)	9,550
Allocated accumulated other comprehensive income (loss)	5	(186)	76	3,268	1	(70)	3,094
Total Genworth Financial, Inc.'s stockholders' equity	<u>2,070</u>	<u>1,565</u>	<u>651</u>	<u>10,980</u>	<u>671</u>	<u>(3,293)</u>	<u>12,644</u>
Noncontrolling interests	—	1,153	670	—	—	—	1,823
Total equity	<u>2,070</u>	<u>2,718</u>	<u>1,321</u>	<u>10,980</u>	<u>671</u>	<u>(3,293)</u>	<u>14,467</u>
Total liabilities and equity	<u>\$ 2,674</u>	<u>\$ 4,884</u>	<u>\$ 2,619</u>	<u>\$ 81,933</u>	<u>\$ 11,352</u>	<u>\$ 1,196</u>	<u>\$ 104,658</u>

(1) Includes inter-segment eliminations and other businesses that are managed outside the operating segments.



**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

	September 30, 2016						
	U.S. Mortgage Insurance	Canada Mortgage Insurance	Australia Mortgage Insurance	U.S. Life Insurance	Runoff	Corporate and Other <sup>(1)</sup>	Total
<b>ASSETS</b>							
Cash and investments	\$ 2,582	\$ 4,796	\$ 2,731	\$ 64,157	\$ 3,003	\$ 1,746	\$ 79,015
Deferred acquisition costs and intangible assets	43	140	50	3,746	253	8	4,240
Reinsurance recoverable	2	—	—	16,736	804	—	17,542
Other assets	40	47	13	377	(42)	135	570
Separate account assets	—	—	—	—	7,485	—	7,485
Total assets	<u>\$ 2,667</u>	<u>\$ 4,983</u>	<u>\$ 2,794</u>	<u>\$ 85,016</u>	<u>\$ 11,503</u>	<u>\$ 1,889</u>	<u>\$ 108,852</u>
<b>LIABILITIES AND EQUITY</b>							
Liabilities:							
Future policy benefits	\$ —	\$ —	\$ —	\$ 37,402	\$ 3	\$ —	\$ 37,405
Policyholder account balances	—	—	—	22,436	3,431	—	25,867
Liability for policy and contract claims	658	112	215	7,861	16	7	8,869
Unearned premiums	329	1,628	922	579	6	—	3,464
Non-recourse funding obligations	—	—	—	310	—	—	310
Deferred tax and other liabilities	(409)	140	114	3,531	(65)	1,120	4,431
Borrowings and capital securities	—	330	150	—	11	3,781	4,272
Separate account liabilities	—	—	—	—	7,485	—	7,485
Total liabilities	<u>578</u>	<u>2,210</u>	<u>1,401</u>	<u>72,119</u>	<u>10,887</u>	<u>4,908</u>	<u>92,103</u>
Equity:							
Allocated equity, excluding accumulated other comprehensive income (loss)	2,049	1,716	544	7,713	612	(2,965)	9,669
Allocated accumulated other comprehensive income (loss)	40	(115)	143	5,184	4	(54)	5,202
Total Genworth Financial, Inc.'s stockholders' equity	<u>2,089</u>	<u>1,601</u>	<u>687</u>	<u>12,897</u>	<u>616</u>	<u>(3,019)</u>	<u>14,871</u>
Noncontrolling interests	—	1,172	706	—	—	—	1,878
Total equity	<u>2,089</u>	<u>2,773</u>	<u>1,393</u>	<u>12,897</u>	<u>616</u>	<u>(3,019)</u>	<u>16,749</u>
Total liabilities and equity	<u>\$ 2,667</u>	<u>\$ 4,983</u>	<u>\$ 2,794</u>	<u>\$ 85,016</u>	<u>\$ 11,503</u>	<u>\$ 1,889</u>	<u>\$ 108,852</u>

(1) Includes inter-segment eliminations and other businesses that are managed outside the operating segments.

**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

	U.S. Mortgage Insurance	Canada Mortgage Insurance	Australia Mortgage Insurance	U.S. Life Insurance <sup>(1)</sup>	Runoff <sup>(2)</sup>	Corporate and Other	Total
Unamortized balance as of September 30, 2016	\$ 27	\$ 123	\$ 34	\$ 4,011	\$ 249	\$ —	\$4,444
Costs deferred	3	11	2	10	—	—	26
Amortization, net of interest accretion	(2)	(10)	(3)	(205)	(4)	—	(224)
Impact of foreign currency translation	—	(3)	(2)	—	—	—	(5)
Unamortized balance as of December 31, 2016	28	121	31	3,816	245	—	4,241
Effect of accumulated net unrealized investment (gains) losses	—	—	—	(667)	(3)	—	(670)
Balance as of December 31, 2016	<u>\$ 28</u>	<u>\$ 121</u>	<u>\$ 31</u>	<u>\$ 3,149</u>	<u>\$ 242</u>	<u>\$ —</u>	<u>\$3,571</u>

(1) Amortization, net of interest accretion, included \$5 million of amortization related to net investment losses for the policyholder account balances.

(2) Amortization, net of interest accretion, included \$4 million of amortization related to net investment gains for the policyholder account balances.

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

**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

	2016					2015				
	4Q	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
<b>REVENUES:</b>										
Premiums	\$ 171	\$ 169	\$ 160	\$ 160	\$ 660	\$ 153	\$ 146	\$ 153	\$ 150	\$ 602
Net investment income	17	16	15	15	63	14	12	13	19	58
Net investment gains (losses)	—	—	—	(1)	(1)	—	1	—	—	1
Policy fees and other income	1	1	1	1	4	1	2	—	1	4
Total revenues	<u>189</u>	<u>186</u>	<u>176</u>	<u>175</u>	<u>726</u>	<u>168</u>	<u>161</u>	<u>166</u>	<u>170</u>	<u>665</u>
<b>BENEFITS AND EXPENSES:</b>										
Benefits and other changes in policy reserves	48	36	38	38	160	59	63	50	50	222
Acquisition and operating expenses, net of deferrals	42	45	41	39	167	42	38	38	37	155
Amortization of deferred acquisition costs and intangibles	4	3	2	3	12	3	3	2	2	10
Total benefits and expenses	<u>94</u>	<u>84</u>	<u>81</u>	<u>80</u>	<u>339</u>	<u>104</u>	<u>104</u>	<u>90</u>	<u>89</u>	<u>387</u>
<b>INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES</b>										
Provision for income taxes	95	102	95	95	387	64	57	76	81	278
<b>INCOME FROM CONTINUING OPERATIONS</b>	<u>34</u>	<u>36</u>	<u>34</u>	<u>34</u>	<u>138</u>	<u>23</u>	<u>20</u>	<u>27</u>	<u>29</u>	<u>99</u>
<b>ADJUSTMENTS TO INCOME FROM CONTINUING OPERATIONS:</b>										
Net investment (gains) losses	—	—	—	1	1	—	(1)	—	—	(1)
Expenses related to restructuring	—	1	—	—	1	—	—	—	—	—
Taxes on adjustments	—	—	—	(1)	(1)	—	1	—	—	1
<b>ADJUSTED OPERATING INCOME</b>	<u>\$ 61</u>	<u>\$ 67</u>	<u>\$ 61</u>	<u>\$ 61</u>	<u>\$ 250</u>	<u>\$ 41</u>	<u>\$ 37</u>	<u>\$ 49</u>	<u>\$ 52</u>	<u>\$ 179</u>
<b>SALES:</b>										
<b>New Insurance Written (NIW)</b>										
Flow	\$11,100	\$12,800	\$11,400	\$7,400	\$42,700	\$7,800	\$9,300	\$8,200	\$6,300	\$31,600
Bulk	—	—	—	—	—	—	—	—	—	—
<b>Total U.S. Mortgage Insurance NIW</b>	<u>\$11,100</u>	<u>\$12,800</u>	<u>\$11,400</u>	<u>\$7,400</u>	<u>\$42,700</u>	<u>\$7,800</u>	<u>\$9,300</u>	<u>\$8,200</u>	<u>\$6,300</u>	<u>\$31,600</u>

**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

	2016								2015							
	4Q		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)	Flow NIW	Premium Rate (bps)
<b>Product</b>																
Monthly <sup>(1)</sup>	\$ 8,800	53	\$10,000	54	\$ 8,400	55	\$5,400	59	\$5,900	60	\$7,000	60	\$6,500	60	\$4,400	60
Single	2,300	162	2,800	167	3,000	161	2,000	164	1,900	168	2,300	171	1,700	172	1,900	160
<b>Total Flow</b>	<b>\$11,100</b>		<b>\$12,800</b>		<b>\$11,400</b>		<b>\$7,400</b>		<b>\$7,800</b>		<b>\$9,300</b>		<b>\$8,200</b>		<b>\$6,300</b>	
	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	Flow NIW	% of Flow NIW
<b>FICO Scores</b>																
Over 735	\$ 7,000	63%	\$ 8,100	63%	\$ 7,100	62%	\$4,400	60%	\$4,600	59%	\$5,500	59%	\$5,000	61%	\$3,700	59%
680-735	3,300	30	3,800	30	3,400	30	2,400	32	2,500	32	3,000	32	2,500	30	2,100	33
660-679 <sup>(2)</sup>	500	4	500	4	500	4	300	4	400	5	500	6	400	5	300	5
620-659	300	3	400	3	400	4	300	4	300	4	300	3	300	4	200	3
<620	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
<b>Total Flow</b>	<b>\$11,100</b>	<b>100%</b>	<b>\$12,800</b>	<b>100%</b>	<b>\$11,400</b>	<b>100%</b>	<b>\$7,400</b>	<b>100%</b>	<b>\$7,800</b>	<b>100%</b>	<b>\$9,300</b>	<b>100%</b>	<b>\$8,200</b>	<b>100%</b>	<b>\$6,300</b>	<b>100%</b>
<b>Loan-To-Value Ratio</b>																
95.01% and above	\$ 1,000	9%	\$ 1,000	8%	\$ 700	6%	\$ 400	5%	\$ 400	5%	\$ 500	5%	\$ 400	5%	\$ 300	5%
90.01% to 95.00%	5,000	45	6,100	48	5,900	52	3,700	50	4,000	51	4,900	53	4,200	51	3,100	49
85.01% to 90.00%	3,400	31	4,000	31	3,400	30	2,400	33	2,500	32	3,000	32	2,600	32	2,000	32
85.00% and below	1,700	15	1,700	13	1,400	12	900	12	900	12	900	10	1,000	12	900	14
<b>Total Flow</b>	<b>\$11,100</b>	<b>100%</b>	<b>\$12,800</b>	<b>100%</b>	<b>\$11,400</b>	<b>100%</b>	<b>\$7,400</b>	<b>100%</b>	<b>\$7,800</b>	<b>100%</b>	<b>\$9,300</b>	<b>100%</b>	<b>\$8,200</b>	<b>100%</b>	<b>\$6,300</b>	<b>100%</b>
<b>Origination</b>																
Purchase	\$ 8,400	76%	\$10,500	82%	\$ 9,400	82%	\$6,000	81%	\$6,500	83%	\$8,100	87%	\$6,500	79%	\$4,300	68%
Refinance	2,700	24	2,300	18	2,000	18	1,400	19	1,300	17	1,200	13	1,700	21	2,000	32
<b>Total Flow</b>	<b>\$11,100</b>	<b>100%</b>	<b>\$12,800</b>	<b>100%</b>	<b>\$11,400</b>	<b>100%</b>	<b>\$7,400</b>	<b>100%</b>	<b>\$7,800</b>	<b>100%</b>	<b>\$9,300</b>	<b>100%</b>	<b>\$8,200</b>	<b>100%</b>	<b>\$6,300</b>	<b>100%</b>

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

**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

	2016					2015				
	4Q	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
<b>Net Premiums Written</b>	\$ 185	\$ 193	\$ 190	\$ 176	\$ 744	\$ 171	\$ 171	\$ 170	\$ 170	\$ 682
<b>New Risk Written</b>										
Flow	\$ 2,673	\$ 3,188	\$ 2,865	\$ 1,845	\$10,571	\$ 1,964	\$ 2,364	\$ 2,040	\$ 1,557	\$7,925
Bulk	—	—	—	—	—	—	—	—	—	—
Total Primary	2,673	3,188	2,865	1,845	10,571	1,964	2,364	2,040	1,557	7,925
Pool	—	—	—	—	—	—	—	—	—	—
<b>Total New Risk Written</b>	<u>\$ 2,673</u>	<u>\$ 3,188</u>	<u>\$ 2,865</u>	<u>\$ 1,845</u>	<u>\$10,571</u>	<u>\$ 1,964</u>	<u>\$ 2,364</u>	<u>\$ 2,040</u>	<u>\$ 1,557</u>	<u>\$7,925</u>
<b>Primary Insurance In-Force<sup>(1)</sup></b>	\$137,500	\$133,700	\$128,400	\$124,100		\$122,400	\$120,400	\$117,100	\$115,200	
<b>Risk In-Force</b>										
Flow <sup>(2)</sup>	\$ 32,891	\$ 32,067	\$ 30,760	\$ 29,620		\$ 29,142	\$ 28,563	\$ 27,623	\$ 27,025	
Bulk <sup>(3)</sup>	278	290	314	318		326	349	360	387	
Total Primary	33,169	32,357	31,074	29,938		29,468	28,912	27,983	27,412	
Pool	100	104	111	116		120	129	137	142	
<b>Total Risk In-Force</b>	<u>\$ 33,269</u>	<u>\$ 32,461</u>	<u>\$ 31,185</u>	<u>\$ 30,054</u>		<u>\$ 29,588</u>	<u>\$ 29,041</u>	<u>\$ 28,120</u>	<u>\$ 27,554</u>	
<b>Primary Risk In-Force That Is GSE Conforming</b>	95%	96%	96%	96%		96%	97%	97%	97%	
<b>Expense Ratio (Net Earned Premiums)<sup>(4)</sup></b>	27%	28%	27%	26%	27%	29%	28%	26%	26%	27%
<b>Expense Ratio (Net Premiums Written)<sup>(5)</sup></b>	25%	24%	23%	24%	24%	26%	24%	23%	23%	24%
<b>Flow Persistency</b>	78%	77%	77%	82%		81%	80%	79%	81%	
<b>Risk To Capital Ratio<sup>(6)</sup></b>	14.4:1	15.0:1	15.0:1	15.3:1		16.3:1	14.3:1	13.7:1	14.1:1	
<b>PMIERS Sufficiency Ratio<sup>(7)</sup></b>	115%	117%	115%	113%		109%	NA	NA	NA	
<b>Average Primary Loan Size (in thousands)</b>	\$ 196	\$ 195	\$ 192	\$ 189		\$ 188	\$ 186	\$ 184	\$ 182	

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) Primary insurance in-force represents aggregate loan balances for outstanding insurance policies and is used to determine premiums. Original loan balances are presented for policies with level renewal premiums. Amortized loan balances are presented for policies with annual, amortizing renewal premiums.
- (2) Flow risk in-force represents current loan balances as provided by servicers, lenders and investors and conform to the presentation under the Private Mortgage Insurer Eligibility Requirements (PMIERS).
- (3) As of December 31, 2016, 89% of the bulk risk in-force was related to loans financed by lenders who participated in the mortgage programs sponsored by the Federal Home Loan Banks.
- (4) 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.
- (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) 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.
- (7) PMIERS became effective December 31, 2015. The PMIERS sufficiency ratio is calculated as available assets divided by required assets as defined within PMIERS. The current period PMIERS sufficiency ratio is an estimate due to the timing of the PMIERS filing for the U.S. mortgage insurance business. As of December 31, 2016, September 30, 2016, June 30, 2016, March 31, 2016 and December 31, 2015, the PMIERS sufficiency ratios were in excess of \$350 million, \$400 million, \$350 million, \$300 million and \$200 million, respectively, of available assets above the PMIERS requirements.

**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

	2016					2015				
	4Q	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
<b>Paid Claims</b>										
Flow										
Direct(1)	\$ 65	\$ 80	\$ 94	\$ 112	\$ 351	\$ 158	\$ 98	\$ 131	\$ 130	\$ 517
Assumed(2)	1	1	1	2	5	1	3	4	5	13
Ceded	—	—	(1)	(3)	(4)	(1)	—	(1)	(16)	(18)
Loss adjustment expenses	3	2	3	3	11	3	3	3	4	13
Total Flow	69	83	97	114	363	161	104	137	123	525
Bulk	1	1	1	2	5	1	1	2	2	6
Total Primary	70	84	98	116	368	162	105	139	125	531
Pool	1	—	1	—	2	1	—	1	1	3
<b>Total Paid Claims</b>	<u>\$ 71</u>	<u>\$ 84</u>	<u>\$ 99</u>	<u>\$ 116</u>	<u>\$ 370</u>	<u>\$ 163</u>	<u>\$ 105</u>	<u>\$ 140</u>	<u>\$ 126</u>	<u>\$ 534</u>
<b>Average Paid Claim (in thousands)<sup>(3)</sup></b>	\$50.0	\$53.6	\$50.8	\$51.9		\$63.6	\$54.0	\$ 50.8	\$ 46.5	
<b>Average Reserve Per Delinquency (in thousands)</b>										
Flow	\$25.1	\$25.9	\$27.8	\$28.3		\$27.2	\$29.4	\$ 30.6	\$ 31.0	
Bulk loans with established reserve	18.5	18.8	21.1	21.2		19.9	20.0	21.5	21.2	
<b>Reserves:</b>										
Flow direct case	\$ 579	\$ 599	\$ 640	\$ 698		\$ 775	\$ 870	\$ 909	\$ 992	
Bulk direct case	13	14	14	15		17	17	18	20	
Assumed(2)	5	6	6	7		8	9	12	15	
All other(4)	38	39	47	48		49	57	57	60	
<b>Total Reserves</b>	<u>\$ 635</u>	<u>\$ 658</u>	<u>\$ 707</u>	<u>\$ 768</u>		<u>\$ 849</u>	<u>\$ 953</u>	<u>\$ 996</u>	<u>\$ 1,087</u>	
<b>Beginning Reserves</b>	\$ 658	\$ 707	\$ 768	\$ 849	\$ 849	\$ 953	\$ 996	\$ 1,087	\$ 1,180	\$ 1,180
Paid claims(1)	(71)	(84)	(99)	(119)	(373)	(164)	(105)	(141)	(142)	(552)
Increase in reserves	48	35	38	38	159	60	62	50	49	221
<b>Ending Reserves</b>	<u>\$ 635</u>	<u>\$ 658</u>	<u>\$ 707</u>	<u>\$ 768</u>	<u>\$ 635</u>	<u>\$ 849</u>	<u>\$ 953</u>	<u>\$ 996</u>	<u>\$ 1,087</u>	<u>\$ 849</u>
<b>Beginning Reinsurance Recoverable<sup>(5)</sup></b>	\$ 2	\$ 2	\$ 2	\$ 5	\$ 5	\$ 6	\$ 6	\$ 7	\$ 24	\$ 24
Ceded paid claims	—	—	—	(3)	(3)	(1)	—	(1)	(16)	(18)
Decrease in recoverable	—	—	—	—	—	—	—	—	(1)	(1)
<b>Ending Reinsurance Recoverable</b>	<u>\$ 2</u>	<u>\$ 2</u>	<u>\$ 2</u>	<u>\$ 2</u>	<u>\$ 2</u>	<u>\$ 5</u>	<u>\$ 6</u>	<u>\$ 6</u>	<u>\$ 7</u>	<u>\$ 5</u>
<b>Loss Ratio<sup>(6)</sup></b>	28%	21%	24%	24%	24%	39%	43%	33%	33%	37%

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) Direct paid claims and paid claims in the fourth quarter of 2015 included payment of a previously disclosed negotiated servicer settlement reached in 2014 and payment in relation to an agreement on non-performing loans.
- (2) Assumed is comprised of reinsurance arrangements with state governmental housing finance agencies.
- (3) Average paid claim in the fourth quarter of 2015 reflected the non-recurring payment to extinguish the risk on prior paid claims pursuant to a previously disclosed servicer settlement reached in 2014.
- (4) Other includes loss adjustment expenses, pool and incurred but not reported reserves.
- (5) Reinsurance recoverable excludes ceded unearned premium recoveries and amounts for which cash proceeds have not yet been received.
- (6) The ratio of incurred losses and loss adjustment expenses to net earned premiums.

**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

	2016					2015				
	4Q	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
<b>Number of Primary Delinquencies</b>										
Flow	24,631	24,720	24,753	26,491		30,416	31,678	31,876	34,220	
Bulk loans with an established reserve	756	778	732	776		889	917	908	984	
Bulk loans with no reserve (1)	322	305	313	335		358	394	415	461	
<b>Total Number of Primary Delinquencies</b>	<b>25,709</b>	<b>25,803</b>	<b>25,798</b>	<b>27,602</b>		<b>31,663</b>	<b>32,989</b>	<b>33,199</b>	<b>35,665</b>	
<b>Beginning Number of Primary Delinquencies</b>	25,803	25,798	27,602	31,663	31,663	32,989	33,199	35,665	39,786	39,786
New delinquencies	9,504	9,609	8,265	8,761	36,139	10,043	10,192	9,061	9,554	38,850
Delinquency cures	(8,201)	(8,043)	(8,137)	(10,602)	(34,983)	(8,835)	(8,484)	(8,800)	(10,988)	(37,107)
Paid claims	(1,397)	(1,561)	(1,932)	(2,220)	(7,110)	(2,534)	(1,918)	(2,727)	(2,687)	(9,866)
<b>Ending Number of Primary Delinquencies</b>	<b>25,709</b>	<b>25,803</b>	<b>25,798</b>	<b>27,602</b>	<b>25,709</b>	<b>31,663</b>	<b>32,989</b>	<b>33,199</b>	<b>35,665</b>	<b>31,663</b>
<b>Composition of Cures</b>										
Reported delinquent and cured-intraquarter	1,742	1,798	1,597	2,503		1,740	1,805	1,658	2,271	
Number of missed payments delinquent prior to cure:										
3 payments or less	4,660	4,276	4,335	5,775		5,005	4,630	4,260	6,112	
4 - 11 payments	1,301	1,413	1,577	1,443		1,330	1,487	2,250	1,912	
12 payments or more	498	556	628	881		760	562	632	693	
<b>Total</b>	<b>8,201</b>	<b>8,043</b>	<b>8,137</b>	<b>10,602</b>		<b>8,835</b>	<b>8,484</b>	<b>8,800</b>	<b>10,988</b>	
<b>Primary Delinquencies by Missed Payment Status</b>										
3 payments or less	9,703	9,405	8,529	8,395		10,487	10,226	9,432	9,271	
4 - 11 payments	6,548	6,212	6,323	7,254		7,577	7,376	7,824	9,086	
12 payments or more	9,458	10,186	10,946	11,953		13,599	15,387	15,943	17,308	
<b>Primary Delinquencies</b>	<b>25,709</b>	<b>25,803</b>	<b>25,798</b>	<b>27,602</b>		<b>31,663</b>	<b>32,989</b>	<b>33,199</b>	<b>35,665</b>	

	December 31, 2016			
	Delinquencies	Direct Case Reserves <sup>(2)</sup>	Risk In-Force	Reserves as % of Risk In-Force
3 payments or less in default	9,355	\$ 49	\$ 382	13%
4 - 11 payments in default	6,364	147	268	55%
12 payments or more in default	8,912	383	434	88%
<b>Total</b>	<b>24,631</b>	<b>\$ 579</b>	<b>\$ 1,084</b>	<b>53%</b>

	December 31, 2015			
	Delinquencies	Direct Case Reserves <sup>(2)</sup>	Risk In-Force	Reserves as % of Risk In-Force
3 payments or less in default	10,103	\$ 52	\$ 405	13%
4 - 11 payments in default	7,366	180	307	59%
12 payments or more in default	12,947	543	638	85%
<b>Total</b>	<b>30,416</b>	<b>\$ 775</b>	<b>\$ 1,350</b>	<b>57%</b>

(1) Reserves were not established on loans where the company was in a secondary loss position due to an existing deductible and the company believes currently have no risk for claim.

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



**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

	2016				2015			
	4Q	3Q	2Q	1Q	4Q	3Q	2Q	1Q
<b>Primary Loans</b>								
Primary loans in-force	699,841	686,789	668,951	655,300	651,668	647,126	636,640	631,591
Primary delinquent loans	25,709	25,803	25,798	27,602	31,663	32,989	33,199	35,665
Primary delinquency rate	3.67%	3.76%	3.86%	4.21%	4.86%	5.10%	5.21%	5.65%
Flow loans in-force	678,168	665,821	647,100	632,010	627,349	620,430	608,615	601,472
Flow delinquent loans	24,631	24,720	24,753	26,491	30,416	31,678	31,876	34,220
Flow delinquency rate	3.63%	3.71%	3.83%	4.19%	4.85%	5.11%	5.24%	5.69%
Bulk loans in-force	21,673	20,968	21,851	23,290	24,319	26,696	28,025	30,119
Bulk delinquent loans	1,078	1,083	1,045	1,111	1,247	1,311	1,323	1,445
Bulk delinquency rate	4.97%	5.17%	4.78%	4.77%	5.13%	4.91%	4.72%	4.80%
A minus and sub-prime loans in-force	23,063	24,281	25,552	26,995	28,332	29,745	31,051	33,805
A minus and sub-prime delinquent loans	5,252	5,306	5,220	5,546	6,448	6,642	6,530	7,019
A minus and sub-prime delinquency rate	22.77%	21.85%	20.43%	20.54%	22.76%	22.33%	21.03%	20.76%
<b>Pool Loans</b>								
Pool loans in-force	5,742	5,896	6,196	6,406	6,620	7,284	7,709	7,979
Pool delinquent loans	325	343	356	369	386	426	447	468
Pool delinquency rate	5.66%	5.82%	5.75%	5.76%	5.83%	5.85%	5.80%	5.87%
<b>Primary Risk In-Force by Credit Quality</b>								
Over 735	55%	55%	54%	53%	53%	52%	52%	52%
680-735	31%	31%	32%	32%	31%	31%	31%	31%
660-679 <sup>(1)</sup>	6%	6%	6%	6%	7%	7%	7%	7%
620-659	6%	6%	6%	7%	7%	7%	7%	7%
< 620	2%	2%	2%	2%	2%	3%	3%	3%

(1) Loans with unknown FICO scores are included in the 660-679 category.

**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

Policy Year	December 31, 2016							
	Average Rate <sup>(1)</sup>	% of Total Reserves <sup>(2)</sup>	Primary Insurance In-Force	% of Total	Primary Risk In-Force	% of Total	Delinquency Rate	
2004 and prior	6.02%	11.3%	\$ 2,957	2.2%	\$ 580	1.7%	14.02%	
2005	5.62%	10.8	2,688	2.0	650	2.0	13.14%	
2006	5.77%	16.5	4,729	3.4	1,113	3.3	13.08%	
2007	5.70%	34.7	12,371	9.0	2,845	8.6	11.84%	
2008	5.25%	16.5	10,286	7.5	2,407	7.3	6.58%	
2009	4.95%	0.8	1,201	0.9	258	0.8	2.63%	
2010	4.68%	0.7	1,577	1.1	360	1.1	1.91%	
2011	4.53%	0.7	2,188	1.6	522	1.6	1.67%	
2012	3.84%	0.8	5,823	4.2	1,429	4.3	0.84%	
2013	4.03%	1.6	10,422	7.6	2,555	7.7	0.88%	
2014	4.41%	2.7	15,163	11.0	3,717	11.2	1.10%	
2015	4.11%	2.3	26,725	19.4	6,574	19.8	0.62%	
2016	3.86%	0.6	41,374	30.1	10,159	30.6	0.14%	
Total	4.53%	100.0%	\$ 137,504	100.0%	\$ 33,169	100.0%	3.67%	

	December 31, 2016		September 30, 2016		December 31, 2015	
	Primary Risk In-Force	Primary Delinquency Rate	Primary Risk In-Force	Primary Delinquency Rate	Primary Risk In-Force <sup>(3)</sup>	Primary Delinquency Rate
Lender concentration (by original applicant)	\$ 33,169	3.67%	\$ 32,357	3.76%	\$ 29,468	4.86%
Top 10 lenders	10,478	4.64%	10,538	4.63%	10,913	6.47%
Top 20 lenders	13,737	4.52%	13,696	4.56%	13,500	5.68%
Loan-to-value ratio						
95.01% and above	\$ 5,677	6.97%	\$ 5,685	6.92%	\$ 5,879	8.17%
90.01% to 95.00%	16,738	2.51%	16,168	2.55%	13,828	3.36%
80.01% to 90.00%	10,495	3.24%	10,235	3.41%	9,458	4.57%
80.00% and below	259	3.27%	269	3.19%	303	3.39%
Total	\$ 33,169	3.67%	\$ 32,357	3.76%	\$ 29,468	4.86%
Loan grade						
Prime	\$ 32,357	3.02%	\$ 31,503	3.09%	\$ 28,470	4.05%
A minus and sub-prime	812	22.77%	854	21.85%	998	22.76%
Total	\$ 33,169	3.67%	\$ 32,357	3.76%	\$ 29,468	4.86%

(1) Average Annual Mortgage Interest Rate.

(2) Total reserves were \$635 million as of December 31, 2016.

(3) Beginning in the second quarter of 2016, all flow risk in-force metrics are based upon more current loan balances as provided by servicers, lenders and investors and conform to the presentation under PMIERS. Previously, certain flow risk in-force metrics were based on original loan balances when current loan balances were not available. The prior period has been re-presented to reflect these modified metrics.

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## **Canada Mortgage Insurance Segment**

**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

	2016					2015				
	4Q	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
<b>REVENUES:</b>										
Premiums	\$ 124	\$ 124	\$ 122	\$ 111	\$ 481	\$ 115	\$ 116	\$ 116	\$ 119	\$ 466
Net investment income	32	33	32	29	126	31	32	33	34	130
Net investment gains (losses)	25	—	(8)	20	37	(11)	(23)	20	(18)	(32)
Policy fees and other income	1	(1)	1	—	1	—	(1)	—	1	—
Total revenues	<u>182</u>	<u>156</u>	<u>147</u>	<u>160</u>	<u>645</u>	<u>135</u>	<u>124</u>	<u>169</u>	<u>136</u>	<u>564</u>
<b>BENEFITS AND EXPENSES:</b>										
Benefits and other changes in policy reserves	23	30	25	26	104	26	24	21	25	96
Acquisition and operating expenses, net of deferrals	19	21	19	18	77	16	16	22	12	66
Amortization of deferred acquisition costs and intangibles	10	10	10	9	39	9	9	9	9	36
Interest expense	5	5	4	4	18	4	5	4	5	18
Total benefits and expenses	<u>57</u>	<u>66</u>	<u>58</u>	<u>57</u>	<u>238</u>	<u>55</u>	<u>54</u>	<u>56</u>	<u>51</u>	<u>216</u>
<b>INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES</b>	<b>125</b>	<b>90</b>	<b>89</b>	<b>103</b>	<b>407</b>	<b>80</b>	<b>70</b>	<b>113</b>	<b>85</b>	<b>348</b>
Provision for income taxes	37	24	23	29	113	20	17	31	22	90
<b>INCOME FROM CONTINUING OPERATIONS</b>	<b>88</b>	<b>66</b>	<b>66</b>	<b>74</b>	<b>294</b>	<b>60</b>	<b>53</b>	<b>82</b>	<b>63</b>	<b>258</b>
Less: income from continuing operations attributable to noncontrolling interests	41	30	30	34	135	27	24	38	29	118
<b>INCOME FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS</b>	<b>47</b>	<b>36</b>	<b>36</b>	<b>40</b>	<b>159</b>	<b>33</b>	<b>29</b>	<b>44</b>	<b>34</b>	<b>140</b>
<b>ADJUSTMENTS TO INCOME FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:</b>										
Net investment (gains) losses, net <sup>(1)</sup>	(14)	—	4	(11)	(21)	7	13	(11)	10	19
Taxes on adjustments	6	—	(2)	4	8	(3)	(4)	4	(4)	(7)
<b>ADJUSTED OPERATING INCOME<sup>(2)</sup></b>	<b>\$ 39</b>	<b>\$ 36</b>	<b>\$ 38</b>	<b>\$ 33</b>	<b>\$ 146</b>	<b>\$ 37</b>	<b>\$ 38</b>	<b>\$ 37</b>	<b>\$ 40</b>	<b>\$ 152</b>
<b>SALES:</b>										
<b>New Insurance Written (NIW)</b>										
Flow	\$3,900	\$ 5,300	\$ 4,400	\$2,500	\$16,100	\$ 4,700	\$ 6,600	\$5,400	\$3,300	\$20,000
Bulk	3,700	5,100	19,700	3,200	31,700	7,300	4,800	3,300	5,000	20,400
<b>Total Canada NIW<sup>(3)</sup></b>	<b>\$7,600</b>	<b>\$10,400</b>	<b>\$24,100</b>	<b>\$5,700</b>	<b>\$47,800</b>	<b>\$12,000</b>	<b>\$11,400</b>	<b>\$8,700</b>	<b>\$8,300</b>	<b>\$40,400</b>

(1) Net investment (gains) losses were adjusted for the portion of net investment gains (losses) attributable to noncontrolling interests as reconciled below:

Net investment (gains) losses, gross	\$ (25)	\$ —	\$ 8	\$ (20)	\$ (37)	\$ 11	\$ 23	\$ (20)	\$ 18	\$ 32
Adjustment for net investment gains (losses) attributable to noncontrolling interests	11	—	(4)	9	16	(4)	(10)	9	(8)	(13)
Net investment (gains) losses, net	<u>\$ (14)</u>	<u>\$ —</u>	<u>\$ 4</u>	<u>\$ (11)</u>	<u>\$ (21)</u>	<u>\$ 7</u>	<u>\$ 13</u>	<u>\$ (11)</u>	<u>\$ 10</u>	<u>\$ 19</u>

(2) Adjusted operating income for the Canadian platform adjusted for foreign exchange as compared to the prior year period was \$40 million and \$155 million for the three and twelve months ended December 31, 2016, respectively.

(3) New insurance written for the Canadian platform adjusted for foreign exchange as compared to the prior year period was \$7,600 million and \$50,100 million for the three and twelve months ended December 31, 2016, respectively.

**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

	2016					2015				
	4Q	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
<b>Net Premiums Written</b>	\$ 129	\$ 172	\$ 191	\$ 84	\$ 576	\$ 162	\$ 204	\$ 166	\$ 109	\$ 641
<b>Loss Ratio<sup>(1)</sup></b>	18%	24%	20%	24%	22%	23%	21%	17%	22%	21%
<b>Expense Ratio (Net Earned Premiums)<sup>(2)</sup></b>	24%	24%	24%	24%	24%	22%	22%	27%	18%	22%
<b>Expense Ratio (Net Premiums Written)<sup>(3)</sup></b>	23%	18%	15%	32%	20%	15%	12%	19%	20%	16%
<b>Primary Insurance In-Force<sup>(4)</sup></b>	\$345,600	\$347,300	\$341,600	\$317,400		\$292,600	\$292,000	\$300,900	\$288,800	
<b>Primary Risk In-Force<sup>(5)</sup></b>										
Flow	\$ 81,600	\$ 82,300	\$ 81,400	\$ 79,900		\$ 74,300	\$ 75,500	\$ 78,500	\$ 75,700	
Bulk	39,400	39,200	38,100	31,200		28,100	26,700	26,800	25,400	
Total	<u>\$121,000</u>	<u>\$121,500</u>	<u>\$119,500</u>	<u>\$111,100</u>		<u>\$102,400</u>	<u>\$102,200</u>	<u>\$105,300</u>	<u>\$101,100</u>	

<b>Risk In-Force by Loan-To-Value Ratio<sup>(6)</sup></b>	December 31, 2016			September 30, 2016		
	Primary	Flow	Bulk	Primary	Flow	Bulk
95.01% and above	\$ 39,726	\$ 39,726	\$ —	\$ 39,938	\$39,938	\$ —
90.01% to 95.00%	24,366	24,366	—	24,616	24,616	—
80.01% to 90.00%	14,569	14,566	3	14,787	14,784	3
80.00% and below	42,289	2,939	39,350	42,198	2,973	39,225
Total	<u>\$120,950</u>	<u>\$ 81,597</u>	<u>\$ 39,353</u>	<u>\$121,539</u>	<u>\$82,311</u>	<u>\$ 39,228</u>

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

Amounts may not total due to rounding.

- (1) The ratio of incurred losses and loss adjustment expenses to net earned premiums.
- (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 premiums written. In the business, general expenses consist of acquisition and operating expenses, net of deferrals, and amortization of DAC and intangibles.
- (4) As part of an ongoing effort to improve the estimate of outstanding insurance exposure, the company is receiving updated outstanding balances in Canada from most of its customers. As a result, the company estimates that the outstanding balance of insured mortgages was approximately \$166.0 billion, \$170.0 billion, \$170.0 billion, \$152.0 billion, \$139.0 billion, \$138.0 billion, \$142.0 billion and \$137.0 billion as of December 31, 2016, September 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015, September 30, 2015, June 30, 2015 and March 31, 2015, respectively. This is based on the extrapolation of the amounts reported by lenders to the entire insured population.
- (5) The business currently provides 100% coverage on the majority of the loans the company insures. For the purpose of representing the risk in-force, Canada 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 business. This factor was 35% for all periods presented.
- (6) Loan amount in loan-to-value ratio calculation includes capitalized premiums, where applicable.

**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

<b>Primary Insurance</b>	<b>December 31, 2016</b>	<b>September 30, 2016</b>	<b>June 30, 2016</b>	<b>March 31, 2016</b>	<b>December 31, 2015</b>	
Insured loans in-force <sup>(1),(2)</sup>	2,029,400	2,006,484	1,968,171	1,860,978	1,835,916	
Insured delinquent loans	2,070	2,027	1,961	2,034	1,829	
Insured delinquency rate <sup>(2),(3)</sup>	0.10%	0.10%	0.10%	0.11%	0.10%	
Flow loans in-force <sup>(1)</sup>	1,394,067	1,379,020	1,358,927	1,341,636	1,331,773	
Flow delinquent loans	1,693	1,715	1,669	1,711	1,550	
Flow delinquency rate <sup>(3)</sup>	0.12%	0.12%	0.12%	0.13%	0.12%	
Bulk loans in-force <sup>(1)</sup>	635,333	627,464	609,244	519,342	504,143	
Bulk delinquent loans	377	312	292	323	279	
Bulk delinquency rate <sup>(3)</sup>	0.06%	0.05%	0.05%	0.06%	0.06%	
<b>Loss Metrics</b>	<b>December 31, 2016</b>	<b>September 30, 2016</b>	<b>June 30, 2016</b>	<b>March 31, 2016</b>	<b>December 31, 2015</b>	
<b>Beginning Reserves</b>	\$ 112	\$ 104	\$ 102	\$ 87	\$ 83	
Paid claims <sup>(4)</sup>	(20)	(20)	(21)	(18)	(18)	
Increase in reserves	23	29	23	26	25	
Impact of changes in foreign exchange rates	(3)	(1)	—	7	(3)	
<b>Ending Reserves</b>	<u>\$ 112</u>	<u>\$ 112</u>	<u>\$ 104</u>	<u>\$ 102</u>	<u>\$ 87</u>	
	<b>December 31, 2016</b>		<b>September 30, 2016</b>		<b>December 31, 2015</b>	
<b>Province and Territory</b>	<b>% of Primary Risk In-Force</b>	<b>Primary Delinquency Rate</b>	<b>% of Primary Risk In-Force</b>	<b>Primary Delinquency Rate</b>	<b>% of Primary Risk In-Force</b>	<b>Primary Delinquency Rate</b>
Ontario	47%	0.04%	46%	0.04%	47%	0.05%
Alberta	16	0.22%	16	0.22%	17	0.12%
British Columbia	15	0.06%	15	0.07%	14	0.08%
Quebec	13	0.15%	13	0.15%	13	0.19%
Saskatchewan	3	0.28%	3	0.27%	3	0.17%
Nova Scotia	2	0.18%	2	0.20%	2	0.18%
Manitoba	2	0.07%	2	0.08%	2	0.09%
New Brunswick	1	0.19%	1	0.15%	1	0.20%
All Other	1	0.17%	2	0.14%	1	0.13%
Total	<u>100%</u>	<u>0.10%</u>	<u>100%</u>	<u>0.10%</u>	<u>100%</u>	<u>0.10%</u>
<b>By Policy Year</b>						
2007 and prior	30%	0.04%	30%	0.04%	36%	0.04%
2008	5	0.17%	4	0.16%	6	0.19%
2009	4	0.14%	4	0.16%	4	0.16%
2010	6	0.19%	6	0.19%	7	0.21%
2011	5	0.25%	6	0.27%	6	0.26%
2012	7	0.23%	7	0.21%	7	0.22%
2013	7	0.20%	8	0.19%	9	0.16%
2014	9	0.18%	9	0.17%	10	0.09%
2015	12	0.07%	13	0.06%	15	0.01%
2016	15	0.02%	13	0.01%	—	— %
Total	<u>100%</u>	<u>0.10%</u>	<u>100%</u>	<u>0.10%</u>	<u>100%</u>	<u>0.10%</u>

(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) As part of an ongoing effort to improve the estimate of outstanding insurance exposure, the company is receiving updated outstanding loans in-force in Canada from most of its customers. As a result, the company estimates that the outstanding loans in-force were 969,000 as of December 31, 2016, 973,000 as of September 30, 2016, 968,000 as of June 30, 2016, 883,000 as of March 31, 2016 and 870,000 as of December 31, 2015. This is based on the extrapolation of the amounts reported by lenders to the entire insured population. The corresponding insured delinquency rate was 0.21% as of December 31, 2016 and September 30, 2016, 0.20% as of June 30, 2016, 0.23% as of March 31, 2016 and 0.21% as of December 31, 2015.

(3) Delinquency rates are based on insured loans in-force.

(4) Paid claims exclude adjustments for expected recoveries related to loss reserves and prior paid claims.

**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

	2016					2015				
	4Q	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
<b>Paid Claims<sup>(1)</sup></b>										
Flow	\$ 25	\$ 26	\$ 25	\$ 24	\$100	\$ 23	\$ 25	\$ 25	\$ 25	\$ 98
Bulk	<u>1</u>	<u>1</u>	<u>2</u>	<u>1</u>	<u>5</u>	<u>1</u>	<u>1</u>	<u>1</u>	<u>2</u>	<u>5</u>
<b>Total Paid Claims</b>	<u>\$ 26</u>	<u>\$ 27</u>	<u>\$ 27</u>	<u>\$ 25</u>	<u>\$105</u>	<u>\$ 24</u>	<u>\$ 26</u>	<u>\$ 26</u>	<u>\$ 27</u>	<u>\$103</u>
<b>Average Paid Claim (in thousands)</b>	\$66.3	\$62.0	\$62.5	\$67.8		\$63.7	\$66.2	\$58.7	\$67.9	
<b>Average Reserve Per Delinquency (in thousands)</b>	\$72.9	\$72.8	\$69.1	\$65.0		\$65.7	\$64.2	\$63.6	\$60.4	
<b>Loss Metrics</b>										
<b>Beginning Reserves</b>	\$ 148	\$ 136	\$ 132	\$ 120		\$ 110	\$ 106	\$ 108	\$ 106	
Paid claims <sup>(1)</sup>	(26)	(27)	(27)	(25)		(24)	(26)	(26)	(27)	
Increase in reserves	<u>29</u>	<u>39</u>	<u>31</u>	<u>37</u>		<u>34</u>	<u>30</u>	<u>24</u>	<u>29</u>	
<b>Ending Reserves</b>	<u>\$ 151</u>	<u>\$ 148</u>	<u>\$ 136</u>	<u>\$ 132</u>		<u>\$ 120</u>	<u>\$ 110</u>	<u>\$ 106</u>	<u>\$ 108</u>	
<b>Loan Amount<sup>(2)</sup></b>										
Over \$550K	8%	8%	8%	7%		7%	7%	6%	6%	
\$400K to \$550K	14	14	14	13		13	12	12	12	
\$250K to \$400K	34	33	34	34		33	33	33	33	
\$100K to \$250K	40	41	40	42		43	44	44	44	
\$100K or Less	<u>4</u>	<u>4</u>	<u>4</u>	<u>4</u>		<u>4</u>	<u>4</u>	<u>5</u>	<u>5</u>	
Total	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>		<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	
<b>Average Primary Loan Size (in thousands)</b>	\$ 229	\$ 227	\$ 225	\$ 222		\$ 221	\$ 218	\$ 216	\$ 215	

All amounts presented in Canadian dollars.

- (1) Paid claims exclude adjustments for expected recoveries related to loss reserves and prior paid claims.  
(2) The percentages in this table are based on the amount of primary insurance in-force in each loan band as a percentage of total insurance in-force.

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**Australia Mortgage Insurance Segment**



**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

**Adjusted Operating Income and Sales—Australia Mortgage Insurance Segment**  
**(amounts in millions)**

	2016					2015				
	4Q	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
<b>REVENUES:</b>										
Premiums	\$ 82	\$ 88	\$ 86	\$ 81	\$ 337	\$ 86	\$ 92	\$ 90	\$ 89	\$ 357
Net investment income	22	23	25	24	94	25	28	29	32	114
Net investment gains (losses)	3	4	2	—	9	2	3	—	1	6
Policy fees and other income	—	—	—	—	—	1	(1)	1	(4)	(3)
Total revenues	107	115	113	105	440	114	122	120	118	474
<b>BENEFITS AND EXPENSES:</b>										
Benefits and other changes in policy reserves	24	37	31	21	113	15	27	25	14	81
Acquisition and operating expenses, net of deferrals	29	23	25	19	96	24	27	25	22	98
Amortization of deferred acquisition costs and intangibles	3	4	4	3	14	4	4	5	5	18
Interest expense	2	2	3	3	10	3	3	2	2	10
Total benefits and expenses	58	66	63	46	233	46	61	57	43	207
<b>INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES</b>										
	49	49	50	59	207	68	61	63	75	267
Provision for income taxes	16	16	16	19	67	20	18	18	24	80
<b>INCOME FROM CONTINUING OPERATIONS</b>										
	33	33	34	40	140	48	43	45	51	187
Less: income from continuing operations attributable to noncontrolling interests	18	18	18	21	75	25	22	16	21	84
<b>INCOME FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS</b>										
	15	15	16	19	65	23	21	29	30	103
<b>ADJUSTMENTS TO INCOME FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:</b>										
Net investment (gains) losses, net <sup>(1)</sup>	(2)	(2)	(1)	—	(5)	(2)	(1)	—	—	(3)
(Gains) losses on early extinguishment of debt, net <sup>(2)</sup>	—	—	—	—	—	—	1	—	—	1
Taxes on adjustments	1	1	—	—	2	1	—	—	—	1
<b>ADJUSTED OPERATING INCOME<sup>(3)</sup></b>	<b>\$ 14</b>	<b>\$ 14</b>	<b>\$ 15</b>	<b>\$ 19</b>	<b>\$ 62</b>	<b>\$ 22</b>	<b>\$ 21</b>	<b>\$ 29</b>	<b>\$ 30</b>	<b>\$ 102</b>
<b>SALES:</b>										
<b>New Insurance Written (NIW)</b>										
Flow	\$5,000	\$4,600	\$5,000	\$4,400	\$19,000	\$4,600	\$6,300	\$6,500	\$5,800	\$23,200
Bulk	—	—	800	—	800	—	—	1,700	—	1,700
<b>Total Australia NIW<sup>(4)</sup></b>	<b>\$5,000</b>	<b>\$4,600</b>	<b>\$5,800</b>	<b>\$4,400</b>	<b>\$19,800</b>	<b>\$4,600</b>	<b>\$6,300</b>	<b>\$8,200</b>	<b>\$5,800</b>	<b>\$24,900</b>

(1) Net investment (gains) losses were adjusted for the portion of net investment gains (losses) attributable to noncontrolling interests as reconciled below:

Net investment (gains) losses, gross	\$ (3)	\$ (4)	\$ (2)	\$ —	\$ (9)	\$ (2)	\$ (3)	\$ —	\$ (1)	\$ (6)
Adjustment for net investment gains (losses) attributable to noncontrolling interests	1	2	1	—	4	—	2	—	1	3
Net investment (gains) losses, net	\$ (2)	\$ (2)	\$ (1)	\$ —	\$ (5)	\$ (2)	\$ (1)	\$ —	\$ —	\$ (3)

(2) For the three months ended September 30, 2015, (gains) losses on early extinguishment of debt were adjusted by \$1 million for the portion attributable to noncontrolling interests.

(3) Adjusted operating income for the Australian platform adjusted for foreign exchange as compared to the prior year period was \$13 million and \$64 million for the three and twelve months ended December 31, 2016, respectively.

(4) New insurance written for the Australian platform adjusted for foreign exchange as compared to the prior year period was \$4,700 million and \$20,200 million for the three and twelve months ended December 31, 2016, respectively.

**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

	2016					2015				
	4Q	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
<b>Net Premiums Written</b>	\$ 62	\$ 57	\$ 65	\$ 47	\$ 231	\$ 55	\$ 79	\$ 107	\$ 87	\$ 328
<b>Loss Ratio</b> (1),(2)	30%	42%	36%	26%	34%	17%	29%	28%	15%	23%
<b>Expense Ratio (Net Earned Premiums)</b> (3)	39%	31%	33%	27%	33%	31%	34%	33%	30%	32%
<b>Expense Ratio (Net Premiums Written)</b> (4)	51%	48%	44%	47%	47%	49%	40%	28%	31%	35%
<b>Primary Insurance In-Force</b>	\$234,000	\$247,900	\$241,100	\$246,800		\$233,600	\$224,100	\$243,800	\$240,900	
<b>Primary Risk In-Force</b> (5)										
Flow	\$ 76,000	\$ 80,400	\$ 78,300	\$ 80,300		\$ 76,000	\$ 72,900	\$ 79,100	\$ 78,600	
Bulk	5,400	5,900	5,700	5,700		5,500	5,500	6,200	5,700	
<b>Total</b>	<u>\$ 81,400</u>	<u>\$ 86,300</u>	<u>\$ 84,000</u>	<u>\$ 86,000</u>		<u>\$ 81,500</u>	<u>\$ 78,400</u>	<u>\$ 85,300</u>	<u>\$ 84,300</u>	

<b>Risk In-Force by Loan-To-Value Ratio</b> (6)	December 31, 2016			September 30, 2016		
	Primary	Flow	Bulk	Primary	Flow	Bulk
95.01% and above	\$ 13,775	\$ 13,775	\$ —	\$ 14,933	\$ 14,933	\$ —
90.01% to 95.00%	21,593	21,587	6	22,670	22,664	6
80.01% to 90.00%	21,971	21,910	61	23,153	23,087	66
80.00% and below	24,094	18,745	5,349	25,536	19,743	5,793
<b>Total</b>	<u>\$ 81,433</u>	<u>\$ 76,017</u>	<u>\$ 5,416</u>	<u>\$ 86,292</u>	<u>\$ 80,427</u>	<u>\$ 5,865</u>

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

Amounts may not total due to rounding.

- (1) The ratio of incurred losses and loss adjustment expenses to net earned premiums.
- (2) During the third quarter of 2015, the company increased reserves \$9 million mainly related to the estimate of the period of time it takes for a delinquent loan to be reported and increased net earned premiums \$8 million from refinements to premium recognition factors. These adjustments unfavorably impacted the loss ratio by seven percentage points for the three months ended September 30, 2015. During the first quarter of 2015, the company accrued a \$7 million pre-tax receivable for expected recoveries relating to paid claims reflecting its experience of successful borrower recovery activity, which favorably impacted the loss ratio by nine percentage points for the three months ended March 31, 2015.
- (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. The debt early redemption payment of \$2 million in the third quarter of 2015 unfavorably impacted this expense ratio by two percentage points for the three months ended September 30, 2015.
- (4) The ratio of an insurer's general expenses to net premiums written. In the business, general expenses consist of acquisition and operating expenses, net of deferrals, and amortization of DAC and intangibles. The debt early redemption payment of \$2 million in the third quarter of 2015 unfavorably impacted this expense ratio by two percentage points for the three months ended September 30, 2015.
- (5) The business currently provides 100% coverage on the majority of the loans the company insures. For the purpose of representing the risk in-force, Australia 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 business. This factor was 35% for all periods presented. Australia also has certain risk share arrangements where it provides pro-rata coverage of certain loans rather than 100% coverage. As a result, for loans with these risk share arrangements, the applicable pro-rata coverage amount provided is used when applying the factor.
- (6) Loan amount in loan-to-value ratio calculation includes capitalized premiums, where applicable.

**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

<b>Primary Insurance</b>	<b>December 31, 2016</b>	<b>September 30, 2016</b>	<b>June 30, 2016</b>	<b>March 31, 2016</b>	<b>December 31, 2015</b>	
Insured loans in-force	1,464,139	1,470,302	1,477,826	1,479,544	1,478,434	
Insured delinquent loans	6,731	6,844	6,413	5,889	5,552	
Insured delinquency rate	0.46%	0.47%	0.43%	0.40%	0.38%	
Flow loans in-force	1,354,616	1,358,286	1,364,756	1,366,914	1,364,628	
Flow delinquent loans	6,451	6,574	6,143	5,633	5,317	
Flow delinquency rate	0.48%	0.48%	0.45%	0.41%	0.39%	
Bulk loans in-force	109,523	112,016	113,070	112,630	113,806	
Bulk delinquent loans	280	270	270	256	235	
Bulk delinquency rate	0.26%	0.24%	0.24%	0.23%	0.21%	
<b>Loss Metrics</b>	<b>December 31, 2016</b>	<b>September 30, 2016</b>	<b>June 30, 2016</b>	<b>March 31, 2016</b>	<b>December 31, 2015</b>	
<b>Beginning Reserves</b>	\$ 215	\$ 190	\$ 181	\$ 165	\$ 156	
Paid claims <sup>(1)</sup>	(16)	(18)	(17)	(13)	(14)	
Increase in reserves	25	37	31	20	17	
Impact of changes in foreign exchange rates	(13)	6	(5)	9	6	
<b>Ending Reserves</b>	<u>\$ 211</u>	<u>\$ 215</u>	<u>\$ 190</u>	<u>\$ 181</u>	<u>\$ 165</u>	
	<b>December 31, 2016</b>		<b>September 30, 2016</b>		<b>December 31, 2015</b>	
<b>State and Territory</b>	<b>% of Primary Risk In-Force</b>	<b>Primary Delinquency Rate</b>	<b>% of Primary Risk In-Force</b>	<b>Primary Delinquency Rate</b>	<b>% of Primary Risk In-Force</b>	<b>Primary Delinquency Rate</b>
New South Wales	28%	0.30%	28%	0.32%	29%	0.27%
Queensland	23	0.66%	23	0.67%	23	0.53%
Victoria	23	0.38%	23	0.39%	23	0.33%
Western Australia	12	0.74%	12	0.69%	11	0.46%
South Australia	6	0.61%	6	0.62%	6	0.51%
Australian Capital Territory	3	0.17%	3	0.20%	3	0.17%
Tasmania	2	0.35%	2	0.37%	2	0.32%
New Zealand	2	0.07%	2	0.10%	2	0.17%
Northern Territory	1	0.36%	1	0.33%	1	0.17%
Total	<u>100%</u>	<u>0.46%</u>	<u>100%</u>	<u>0.47%</u>	<u>100%</u>	<u>0.38%</u>
<b>By Policy Year</b>						
2007 and prior	34%	0.30%	34%	0.31%	36%	0.29%
2008	6	1.03%	6	1.07%	6	0.89%
2009	7	0.87%	7	0.93%	8	0.71%
2010	5	0.56%	5	0.59%	6	0.46%
2011	5	0.68%	6	0.66%	6	0.46%
2012	8	0.80%	8	0.72%	8	0.49%
2013	8	0.61%	9	0.62%	10	0.37%
2014	10	0.51%	10	0.45%	11	0.19%
2015	9	0.23%	9	0.17%	9	0.02%
2016	8	0.03%	6	0.01%	—	— %
Total	<u>100%</u>	<u>0.46%</u>	<u>100%</u>	<u>0.47%</u>	<u>100%</u>	<u>0.38%</u>

(1) Paid claims exclude adjustments for expected recoveries related to loss reserves and prior paid claims.

**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

	2016					2015				
	4Q	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
<b>Paid Claims<sup>(1)</sup></b>										
Flow	\$ 21	\$ 24	\$ 23	\$ 18	\$ 86	\$ 22	\$ 21	\$ 19	\$ 17	\$ 79
Bulk	—	—	—	—	—	—	—	—	1	1
<b>Total Paid Claims</b>	<u>\$ 21</u>	<u>\$ 24</u>	<u>\$ 23</u>	<u>\$ 18</u>	<u>\$ 86</u>	<u>\$ 22</u>	<u>\$ 21</u>	<u>\$ 19</u>	<u>\$ 18</u>	<u>\$ 80</u>
<b>Average Paid Claim (in thousands)</b>	\$67.1	\$73.3	\$79.2	\$65.8		\$71.0	\$65.9	\$66.9	\$62.5	
<b>Average Reserve Per Delinquency (in thousands)</b>	\$43.5	\$41.0	\$39.9	\$40.1		\$40.7	\$38.3	\$35.2	\$36.4	
<b>Loss Metrics</b>										
<b>Beginning Reserves</b>	\$ 281	\$ 256	\$ 236	\$ 226		\$ 222	\$ 208	\$ 196	\$ 186	
Paid claims <sup>(1)</sup>	(21)	(24)	(23)	(18)		(22)	(21)	(19)	(18)	
Increase in reserves	33	49	43	28		26	35	31	28	
<b>Ending Reserves</b>	<u>\$ 293</u>	<u>\$ 281</u>	<u>\$ 256</u>	<u>\$ 236</u>		<u>\$ 226</u>	<u>\$ 222</u>	<u>\$ 208</u>	<u>\$ 196</u>	
<b>Loan Amount<sup>(2)</sup></b>										
Over \$550K	16%	15%	15%	15%		15%	15%	14%	13%	
\$400K to \$550K	20	20	20	20		19	19	19	19	
\$250K to \$400K	35	36	36	36		36	36	36	37	
\$100K to \$250K	24	24	24	24		25	25	25	26	
\$100K or Less	5	5	5	5		5	5	6	5	
Total	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>		<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	
<b>Average Primary Loan Size (in thousands)</b>	\$ 221	\$ 220	\$ 219	\$ 218		\$ 217	\$ 216	\$ 213	\$ 211	

All amounts presented in Australian dollars.

(1) Paid claims exclude adjustments for expected recoveries related to loss reserves and prior paid claims.

(2) The percentages in this table are based on the amount of primary insurance in-force in each loan band as a percentage of total insurance in-force.

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## **U.S. Life Insurance Segment**

**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

	2016					2015				
	4Q	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
<b>REVENUES:</b>										
Premiums	\$ 753	\$ 725	\$ 756	\$ 436	\$2,670	\$ 797	\$ 784	\$ 769	\$ 778	\$3,128
Net investment income	677	695	670	684	2,726	673	680	677	671	2,701
Net investment gains (losses)	9	21	114	(16)	128	17	(16)	(7)	(4)	(10)
Policy fees and other income	194	175	180	177	726	187	177	182	180	726
Total revenues	<u>1,633</u>	<u>1,616</u>	<u>1,720</u>	<u>1,281</u>	<u>6,250</u>	<u>1,674</u>	<u>1,625</u>	<u>1,621</u>	<u>1,625</u>	<u>6,545</u>
<b>BENEFITS AND EXPENSES:</b>										
Benefits and other changes in policy reserves	1,419	1,556	1,089	758	4,822	1,324	1,155	1,122	1,091	4,692
Interest credited	138	140	143	144	565	148	148	150	150	596
Acquisition and operating expenses, net of deferrals	135	149	199	165	648	178	176	167	163	684
Amortization of deferred acquisition costs and intangibles	172	69	84	78	403	194	530	75	73	872
Interest expense	3	2	5	28	38	23	22	22	25	92
Total benefits and expenses	<u>1,867</u>	<u>1,916</u>	<u>1,520</u>	<u>1,173</u>	<u>6,476</u>	<u>1,867</u>	<u>2,031</u>	<u>1,536</u>	<u>1,502</u>	<u>6,936</u>
<b>INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES</b>										
Provision (benefit) for income taxes	(234)	(300)	200	108	(226)	(193)	(406)	85	123	(391)
<b>INCOME (LOSS) FROM CONTINUING OPERATIONS</b>	<u>(151)</u>	<u>(194)</u>	<u>130</u>	<u>69</u>	<u>(146)</u>	<u>(125)</u>	<u>(262)</u>	<u>54</u>	<u>80</u>	<u>(253)</u>
<b>ADJUSTMENTS TO INCOME (LOSS) FROM CONTINUING OPERATIONS:</b>										
Net investment (gains) losses, net <sup>(1)</sup>	(4)	(21)	(119)	11	(133)	(20)	10	4	1	(5)
(Gains) losses on sale of businesses	—	—	(1)	—	(1)	—	—	—	—	—
Losses from life block transactions	—	—	—	9	9	—	455	—	—	455
Expenses related to restructuring	—	1	3	15	19	3	—	2	—	5
Taxes on adjustments	1	7	42	(13)	37	7	(163)	(3)	—	(159)
<b>ADJUSTED OPERATING INCOME (LOSS)</b>	<u><u>\$ (154)</u></u>	<u><u>\$ (207)</u></u>	<u><u>\$ 55</u></u>	<u><u>\$ 91</u></u>	<u><u>\$ (215)</u></u>	<u><u>\$ (135)</u></u>	<u><u>\$ 40</u></u>	<u><u>\$ 57</u></u>	<u><u>\$ 81</u></u>	<u><u>\$ 43</u></u>

(1) Net investment (gains) losses were adjusted for DAC and other intangible amortization and certain benefit reserves as reconciled below:

Net investment (gains) losses, gross	\$ (9)	\$ (21)	\$ (114)	\$ 16	\$ (128)	\$ (17)	\$ 16	\$ 7	\$ 4	\$ 10
Adjustment for DAC and other intangible amortization and certain benefit reserves	5	—	(5)	(5)	(5)	(3)	(6)	(3)	(3)	(15)
Net investment (gains) losses, net	<u><u>\$ (4)</u></u>	<u><u>\$ (21)</u></u>	<u><u>\$ (119)</u></u>	<u><u>\$ 11</u></u>	<u><u>\$ (133)</u></u>	<u><u>\$ (20)</u></u>	<u><u>\$ 10</u></u>	<u><u>\$ 4</u></u>	<u><u>\$ 1</u></u>	<u><u>\$ (5)</u></u>

**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

	2016					2015				
	4Q	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
<b>REVENUES:</b>										
Premiums	\$ 650	\$ 610	\$ 636	\$ 618	\$2,514	\$ 633	\$ 618	\$ 597	\$ 589	\$2,437
Net investment income	356	353	344	329	1,382	325	327	320	313	1,285
Net investment gains (losses)	(21)	17	139	4	139	24	4	(3)	3	28
Policy fees and other income	1	—	—	1	2	1	—	1	—	2
Total revenues	<u>986</u>	<u>980</u>	<u>1,119</u>	<u>952</u>	<u>4,037</u>	<u>983</u>	<u>949</u>	<u>915</u>	<u>905</u>	<u>3,752</u>
<b>BENEFITS AND EXPENSES:</b>										
Benefits and other changes in policy reserves	889	1,262	806	776	3,733	797	825	780	766	3,168
Interest credited	—	—	—	—	—	—	—	—	—	—
Acquisition and operating expenses, net of deferrals	94	95	93	95	377	110	112	98	95	415
Amortization of deferred acquisition costs and intangibles	26	25	26	26	103	25	24	24	26	99
Interest expense	—	—	—	—	—	—	—	—	—	—
Total benefits and expenses	<u>1,009</u>	<u>1,382</u>	<u>925</u>	<u>897</u>	<u>4,213</u>	<u>932</u>	<u>961</u>	<u>902</u>	<u>887</u>	<u>3,682</u>
<b>INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES</b>										
Provision (benefit) for income taxes	(8)	(142)	68	20	(62)	19	(5)	5	6	25
<b>INCOME (LOSS) FROM CONTINUING OPERATIONS</b>	<u>(15)</u>	<u>(260)</u>	<u>126</u>	<u>35</u>	<u>(114)</u>	<u>32</u>	<u>(7)</u>	<u>8</u>	<u>12</u>	<u>45</u>
<b>ADJUSTMENTS TO INCOME (LOSS) FROM CONTINUING OPERATIONS:</b>										
Net investment (gains) losses	21	(17)	(139)	(4)	(139)	(24)	(4)	3	(3)	(28)
Expenses related to restructuring	—	1	2	3	6	2	—	1	—	3
Taxes on adjustments	(7)	6	48	—	47	9	1	(2)	1	9
<b>ADJUSTED OPERATING INCOME (LOSS)</b>	<u>\$ (1)</u>	<u>\$ (270)</u>	<u>\$ 37</u>	<u>\$ 34</u>	<u>\$ (200)</u>	<u>\$ 19</u>	<u>\$ (10)</u>	<u>\$ 10</u>	<u>\$ 10</u>	<u>\$ 29</u>
<b>SALES:</b>										
Individual Long-Term Care Insurance	\$ 1	\$ 2	\$ 4	\$ 5	\$ 12	\$ 8	\$ 7	\$ 8	\$ 10	\$ 33
Group Long-Term Care Insurance	1	3	2	2	8	2	1	1	1	5
<b>Total Sales</b>	<u>\$ 2</u>	<u>\$ 5</u>	<u>\$ 6</u>	<u>\$ 7</u>	<u>\$ 20</u>	<u>\$ 10</u>	<u>\$ 8</u>	<u>\$ 9</u>	<u>\$ 11</u>	<u>\$ 38</u>
<b>RATIOS:</b>										
Loss Ratio <sup>(1)</sup>	78.6%	145.5%	70.1%	67.6%	90.0%	72.9%	76.4%	72.6%	72.4%	73.6%
Gross Benefits Ratio <sup>(2)</sup>	136.9%	207.0%	126.7%	125.5%	148.5%	125.9%	133.5%	130.5%	130.2%	130.0%

(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 benefits and other changes in policy reserves by net earned premiums.

**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

	2016				2015					
	4Q	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
<b>REVENUES:</b>										
Premiums <sup>(1)</sup>	\$ 103	\$ 115	\$ 120	\$(185)	\$ 153	\$ 160	\$ 162	\$ 169	\$ 179	\$ 670
Net investment income	116	128	117	133	494	125	126	127	127	505
Net investment gains (losses)	19	4	(1)	2	24	15	(8)	3	3	13
Policy fees and other income	190	171	176	173	710	183	175	178	178	714
Total revenues	428	418	412	123	1,381	483	455	477	487	1,902
<b>BENEFITS AND EXPENSES:</b>										
Benefits and other changes in policy reserves <sup>(1)</sup>	470	216	231	(87)	830	446	248	266	250	1,210
Interest credited	66	64	65	64	259	68	66	68	66	268
Acquisition and operating expenses, net of deferrals	36	31	39	51	157	50	48	52	51	201
Amortization of deferred acquisition costs and intangibles	133	27	27	33	220	150	487	33	30	700
Interest expense	3	2	5	28	38	23	22	22	25	92
Total benefits and expenses	708	340	367	89	1,504	737	871	441	422	2,471
<b>INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES</b>										
Provision (benefit) for income taxes	(100)	78	45	34	(123)	(254)	(416)	36	65	(569)
<b>INCOME (LOSS) FROM CONTINUING OPERATIONS</b>	<b>(180)</b>	<b>50</b>	<b>29</b>	<b>22</b>	<b>(79)</b>	<b>(164)</b>	<b>(269)</b>	<b>23</b>	<b>42</b>	<b>(368)</b>
<b>ADJUSTMENTS TO INCOME (LOSS) FROM CONTINUING OPERATIONS:</b>										
Net investment (gains) losses	(19)	(4)	1	(2)	(24)	(15)	8	(3)	(3)	(13)
(Gains) losses on sale of businesses	—	—	(1)	—	(1)	—	—	—	—	—
Losses from life block transactions	—	—	—	9	9	—	455	—	—	455
Expenses related to restructuring	—	—	2	8	10	—	—	1	—	1
Taxes on adjustments	6	2	—	(6)	2	6	(163)	1	1	(155)
<b>ADJUSTED OPERATING INCOME (LOSS)</b>	<b>\$(193)</b>	<b>\$ 48</b>	<b>\$ 31</b>	<b>\$ 31</b>	<b>\$ (83)</b>	<b>\$(173)</b>	<b>\$ 31</b>	<b>\$ 22</b>	<b>\$ 40</b>	<b>\$ (80)</b>
<b>SALES:</b>										
Term Life	\$ —	\$ —	\$ 2	\$ 5	\$ 7	\$ 6	\$ 7	\$ 9	\$ 9	\$ 31
Universal Life	—	1	1	2	4	3	2	4	4	13
Linked-Benefits	—	—	1	2	3	1	3	2	4	10
<b>Total Sales</b>	<b>\$ —</b>	<b>\$ 1</b>	<b>\$ 4</b>	<b>\$ 9</b>	<b>\$ 14</b>	<b>\$ 10</b>	<b>\$ 12</b>	<b>\$ 15</b>	<b>\$ 17</b>	<b>\$ 54</b>

(1) In January 2016, as part of a life block transaction, the company entered into a new reinsurance agreement to cede certain of its term life insurance policies. This new reinsurance agreement primarily reduced premiums by \$326 million and reduced benefits and other changes in policy reserves by \$331 million for the amounts initially ceded.



**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

	2016					2015				
	4Q	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
<b>REVENUES:</b>										
Premiums	\$ —	\$ —	\$ —	\$ 3	\$ 3	\$ 4	\$ 4	\$ 3	\$ 10	\$ 21
Net investment income	205	214	209	222	850	223	227	230	231	911
Net investment gains (losses)	11	—	(24)	(22)	(35)	(22)	(12)	(7)	(10)	(51)
Policy fees and other income	3	4	4	3	14	3	2	3	2	10
Total revenues	219	218	189	206	832	208	221	229	233	891
<b>BENEFITS AND EXPENSES:</b>										
Benefits and other changes in policy reserves <sup>(1)</sup>	60	78	52	69	259	81	82	76	75	314
Interest credited	72	76	78	80	306	80	82	82	84	328
Acquisition and operating expenses, net of deferrals <sup>(2)</sup>	5	23	67	19	114	18	16	17	17	68
Amortization of deferred acquisition costs and intangibles	13	17	31	19	80	19	19	18	17	73
Interest expense	—	—	—	—	—	—	—	—	—	—
Total benefits and expenses	150	194	228	187	759	198	199	193	193	783
<b>INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES</b>	69	24	(39)	19	73	10	22	36	40	108
Provision (benefit) for income taxes	25	8	(14)	7	26	3	8	13	14	38
<b>INCOME (LOSS) FROM CONTINUING OPERATIONS</b>	44	16	(25)	12	47	7	14	23	26	70
<b>ADJUSTMENTS TO INCOME (LOSS) FROM CONTINUING OPERATIONS:</b>										
Net investment (gains) losses, net <sup>(3)</sup>	(6)	—	19	17	30	19	6	4	7	36
Expenses related to restructuring	—	—	(1)	4	3	1	—	—	—	1
Taxes on adjustments	2	(1)	(6)	(7)	(12)	(8)	(1)	(2)	(2)	(13)
<b>ADJUSTED OPERATING INCOME (LOSS)</b>	<u>\$ 40</u>	<u>\$ 15</u>	<u>\$ (13)</u>	<u>\$ 26</u>	<u>\$ 68</u>	<u>\$ 19</u>	<u>\$ 19</u>	<u>\$ 25</u>	<u>\$ 31</u>	<u>\$ 94</u>
<b>SALES:</b>										
Single Premium Deferred Annuities	\$ —	\$ 1	\$ 8	\$ 159	\$ 168	\$ 297	\$ 248	\$ 211	\$ 306	\$ 1,062
Single Premium Immediate Annuities	—	—	1	9	10	17	12	13	20	62
<b>Total Sales</b>	<u>\$ —</u>	<u>\$ 1</u>	<u>\$ 9</u>	<u>\$ 168</u>	<u>\$ 178</u>	<u>\$ 314</u>	<u>\$ 260</u>	<u>\$ 224</u>	<u>\$ 326</u>	<u>\$ 1,124</u>

- (1) In the second quarter of 2016, benefits and other changes in policy reserves included \$45 million of lower assumed reinsurance in connection with the recapture by a third party.  
(2) In the second quarter of 2016, acquisition and operating expenses, net of deferrals, included a \$55 million ceding commission paid in connection with the recapture by a third party.  
(3) Net investment (gains) losses were adjusted for DAC and other intangible amortization and certain benefit reserves as reconciled below:

Net investment (gains) losses, gross	\$ (11)	\$ —	\$ 24	\$ 22	\$ 35	\$ 22	\$ 12	\$ 7	\$ 10	\$ 51
Adjustment for DAC and other intangible amortization and certain benefit reserves	5	—	(5)	(5)	(5)	(3)	(6)	(3)	(3)	(15)
Net investment (gains) losses, net	<u>\$ (6)</u>	<u>\$ —</u>	<u>\$ 19</u>	<u>\$ 17</u>	<u>\$ 30</u>	<u>\$ 19</u>	<u>\$ 6</u>	<u>\$ 4</u>	<u>\$ 7</u>	<u>\$ 36</u>

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## **Runoff Segment**

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**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

**Adjusted Operating Income (Loss)—Runoff Segment**  
**(amounts in millions)**

	2016					2015				
	4Q	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
<b>REVENUES:</b>										
Premiums	\$—	\$—	\$—	\$—	\$—	\$—	\$—	\$ 1	\$—	\$ 1
Net investment income	39	37	36	35	147	35	32	40	31	138
Net investment gains (losses)	3	4	(13)	(8)	(14)	(30)	(25)	(8)	(6)	(69)
Policy fees and other income	42	43	42	42	169	45	46	49	49	189
Total revenues	84	84	65	69	302	50	53	82	74	259
<b>BENEFITS AND EXPENSES:</b>										
Benefits and other changes in policy reserves	16	2	9	15	42	8	18	11	7	44
Interest credited	35	33	30	33	131	32	31	31	30	124
Acquisition and operating expenses, net of deferrals	14	20	18	16	68	19	17	21	19	76
Amortization of deferred acquisition costs and intangibles	4	7	12	6	29	(3)	17	10	5	29
Interest expense	—	1	—	—	1	—	—	1	—	1
Total benefits and expenses	69	63	69	70	271	56	83	74	61	274
<b>INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES</b>										
	15	21	(4)	(1)	31	(6)	(30)	8	13	(15)
Provision (benefit) for income taxes	4	6	(2)	(2)	6	(3)	(12)	2	3	(10)
<b>INCOME (LOSS) FROM CONTINUING OPERATIONS</b>										
	11	15	(2)	1	25	(3)	(18)	6	10	(5)
<b>ADJUSTMENTS TO INCOME (LOSS) FROM CONTINUING OPERATIONS:</b>										
Net investment (gains) losses, net <sup>(1)</sup>	(7)	(4)	12	4	5	22	21	5	1	49
Taxes on adjustments	2	1	(4)	(1)	(2)	(8)	(7)	(2)	—	(17)
<b>ADJUSTED OPERATING INCOME (LOSS)</b>										
	\$ 6	\$ 12	\$ 6	\$ 4	\$ 28	\$ 11	\$ (4)	\$ 9	\$ 11	\$ 27

(1) Net investment (gains) losses were adjusted for DAC and other intangible amortization and certain benefit reserves as reconciled below:

Net investment (gains) losses, gross	\$ (3)	\$ (4)	\$ 13	\$ 8	\$ 14	\$ 30	\$ 25	\$ 8	\$ 6	\$ 69
Adjustment for DAC and other intangible amortization and certain benefit reserves	(4)	—	(1)	(4)	(9)	(8)	(4)	(3)	(5)	(20)
Net investment (gains) losses, net	\$ (7)	\$ (4)	\$ 12	\$ 4	\$ 5	\$ 22	\$ 21	\$ 5	\$ 1	\$ 49

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## **Corporate and Other**

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**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

**Adjusted Operating Loss—Corporate and Other<sup>(1)</sup>**  
**(amounts in millions)**

	2016					2015				
	4Q	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
<b>REVENUES:</b>										
Premiums	\$ 1	\$ 2	\$ 3	\$ 6	\$ 12	\$ 6	\$ 7	\$ 5	\$ 7	\$ 25
Net investment income	(1)	1	1	2	3	3	(1)	1	(6)	(3)
Net investment gains (losses) <sup>(2)</sup>	1	(9)	(65)	(14)	(87)	6	9	3	11	29
Policy fees and other income <sup>(3)</sup>	2	(1)	76	1	78	—	—	(10)	—	(10)
Total revenues	3	(7)	15	(5)	6	15	15	(1)	12	41
<b>BENEFITS AND EXPENSES:</b>										
Benefits and other changes in policy reserves	—	1	1	2	4	3	3	3	5	14
Acquisition and operating expenses, net of deferrals <sup>(4)</sup>	44	11	25	137	217	154	40	22	14	230
Amortization of deferred acquisition costs and intangibles	—	1	—	—	1	—	—	—	1	1
Interest expense	65	67	68	70	270	74	75	74	75	298
Total benefits and expenses	109	80	94	209	492	231	118	99	95	543
<b>LOSS FROM CONTINUING OPERATIONS BEFORE INCOME TAXES</b>	<b>(106)</b>	<b>(87)</b>	<b>(79)</b>	<b>(214)</b>	<b>(486)</b>	<b>(216)</b>	<b>(103)</b>	<b>(100)</b>	<b>(83)</b>	<b>(502)</b>
Provision (benefit) for income taxes	(5)	246	(31)	(96)	114	(28)	(33)	(39)	(30)	(130)
<b>LOSS FROM CONTINUING OPERATIONS</b>	<b>(101)</b>	<b>(333)</b>	<b>(48)</b>	<b>(118)</b>	<b>(600)</b>	<b>(188)</b>	<b>(70)</b>	<b>(61)</b>	<b>(53)</b>	<b>(372)</b>
<b>ADJUSTMENTS TO LOSS FROM CONTINUING OPERATIONS:</b>										
Net investment (gains) losses	(1)	9	65	14	87	(6)	(9)	(3)	(11)	(29)
(Gains) losses on sale of businesses	—	—	(9)	7	(2)	140	—	—	—	140
(Gains) losses on early extinguishment of debt, net	—	—	(64)	16	(48)	—	1	—	—	1
Expenses related to restructuring	—	—	2	—	2	2	—	1	—	3
Fees associated with bond consent solicitation	—	—	—	18	18	—	—	—	—	—
Taxes on adjustments	(1)	(3)	2	(42)	(44)	(6)	10	1	4	9
<b>ADJUSTED OPERATING LOSS</b>	<b><u>\$ (103)</u></b>	<b><u>\$ (327)</u></b>	<b><u>\$ (52)</u></b>	<b><u>\$ (105)</u></b>	<b><u>\$ (587)</u></b>	<b><u>\$ (58)</u></b>	<b><u>\$ (68)</u></b>	<b><u>\$ (62)</u></b>	<b><u>\$ (60)</u></b>	<b><u>\$ (248)</u></b>

- (1) Includes inter-segment eliminations and the results of other businesses that are managed outside the operating segments, including certain smaller international mortgage insurance businesses.
- (2) In the second quarter of 2016, net investment gains (losses) included a \$64 million loss from the write-off of residual interest in certain policy loan securitization entities.
- (3) In the second quarter of 2016, the company settled restricted borrowings of \$70 million related to a securitization entity and recorded a \$64 million pre-tax gain related to the early extinguishment of debt, which was included in policy fees and other income.
- (4) In the first quarter of 2016, acquisition and operating expenses, net of deferrals, included the following: \$83 million of legal fees and expenses, including \$69 million related to the settlement of the long-term care insurance class action lawsuit; \$20 million of make-whole expense on the early redemption of Genworth Holdings' 2016 senior notes in January 2016; \$18 million associated with Genworth Holdings' bond consent solicitation for broker, advisor and investment banking fees; and an additional estimated loss of \$7 million related to the planned sale of the mortgage insurance business in Europe. In the fourth quarter of 2015, acquisition and operating expenses, net of deferrals, included an estimated loss of \$140 million related to the planned sale of the mortgage insurance business in Europe.

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**Additional Financial Data**

**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

	<b>December 31, 2016</b>		<b>September 30, 2016</b>		<b>June 30, 2016</b>		<b>March 31, 2016</b>		<b>December 31, 2015</b>	
	<b>Carrying Amount</b>	<b>% of Total</b>	<b>Carrying Amount</b>	<b>% of Total</b>	<b>Carrying Amount</b>	<b>% of Total</b>	<b>Carrying Amount</b>	<b>% of Total</b>	<b>Carrying Amount</b>	<b>% of Total</b>
<b>Composition of Investment Portfolio</b>										
Fixed maturity securities:										
Investment grade:										
Public fixed maturity securities	\$ 33,733	46%	\$ 35,544	45%	\$ 35,003	45%	\$ 33,362	44%	\$ 31,969	43%
Private fixed maturity securities	11,261	15	11,669	15	11,370	15	10,867	14	10,822	15
Residential mortgage-backed securities <sup>(1)</sup>	4,314	6	4,742	6	4,981	6	5,041	7	4,998	7
Commercial mortgage-backed securities	3,106	4	3,148	4	2,940	4	2,633	4	2,475	3
Other asset-backed securities	3,140	4	3,310	4	3,279	4	3,287	4	3,253	4
State and political subdivisions	2,647	4	2,823	4	2,751	4	2,517	3	2,428	3
Non-investment grade fixed maturity securities	2,371	3	2,544	3	2,504	3	2,583	3	2,252	3
Equity securities:										
Common stocks and mutual funds	179	—	175	—	140	—	108	—	37	—
Preferred stocks	453	1	415	1	341	1	323	—	273	—
Commercial mortgage loans	6,111	8	6,017	8	6,121	8	6,179	8	6,170	8
Restricted commercial mortgage loans related to securitization entities	129	—	134	—	141	—	155	—	161	—
Policy loans	1,742	2	1,751	2	1,754	2	1,565	2	1,568	2
Cash, cash equivalents and short-term investments	3,136	4	3,420	4	3,730	5	4,217	6	6,162	8
Securities lending	534	1	417	1	328	—	415	1	347	—
Other invested assets: Limited partnerships	199	—	188	—	181	—	177	—	188	—
Derivatives:										
Long-term care (LTC) forward starting swap—cash flow	237	—	735	1	627	1	1,087	1	629	1
Other cash flow	4	—	6	—	7	—	7	—	8	—
Equity index options—non-qualified	72	—	61	—	57	—	36	—	30	—
Other non-qualified	395	1	529	1	578	1	537	1	445	1
Trading portfolio	259	1	384	1	441	1	471	1	447	1
Restricted other invested assets related to securitization entities	312	—	312	—	312	—	422	1	413	1
Other	19	—	14	—	18	—	19	—	18	—
Total invested assets and cash	<u>\$ 74,353</u>	<u>100%</u>	<u>\$ 78,338</u>	<u>100%</u>	<u>\$ 77,604</u>	<u>100%</u>	<u>\$ 76,008</u>	<u>100%</u>	<u>\$ 75,093</u>	<u>100%</u>
<b>Public Fixed Maturity Securities—Credit Quality:</b>										
<b>NRSRO<sup>(2)</sup> Designation</b>										
AAA	\$ 14,264	32%	\$ 15,608	33%	\$ 15,714	33%	\$ 15,385	34%	\$ 14,785	34%
AA	4,283	9	4,536	9	4,455	10	4,174	10	4,121	10
A	12,659	28	13,317	28	13,122	28	12,664	28	12,155	28
BBB	12,380	28	12,632	27	12,154	26	11,213	25	10,720	25
BB	1,334	3	1,464	3	1,440	3	1,464	3	1,200	3
B	151	—	145	—	149	—	141	—	63	—
CCC and lower	60	—	53	—	56	—	77	—	92	—
Total public fixed maturity securities	<u>\$ 45,131</u>	<u>100%</u>	<u>\$ 47,755</u>	<u>100%</u>	<u>\$ 47,090</u>	<u>100%</u>	<u>\$ 45,118</u>	<u>100%</u>	<u>\$ 43,136</u>	<u>100%</u>
<b>Private Fixed Maturity Securities—Credit Quality:</b>										
<b>NRSRO<sup>(2)</sup> Designation</b>										
AAA	\$ 1,661	11%	\$ 1,731	11%	\$ 1,683	10%	\$ 1,614	10%	\$ 1,531	10%
AA	1,970	13	2,071	13	2,013	13	1,923	13	1,899	13
A	4,719	30	4,937	31	4,864	31	4,725	31	4,731	31
BBB	6,265	41	6,404	40	6,319	40	6,009	40	6,003	40
BB	763	5	815	5	734	5	772	5	777	5
B	51	—	51	—	102	1	104	1	104	1
CCC and lower	12	—	16	—	23	—	25	—	16	—
Total private fixed maturity securities	<u>\$ 15,441</u>	<u>100%</u>	<u>\$ 16,025</u>	<u>100%</u>	<u>\$ 15,738</u>	<u>100%</u>	<u>\$ 15,172</u>	<u>100%</u>	<u>\$ 15,061</u>	<u>100%</u>

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

<sup>(2)</sup> Nationally Recognized Statistical Rating Organizations.

**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

	<b>December 31, 2016</b>		<b>September 30, 2016</b>		<b>June 30, 2016</b>		<b>March 31, 2016</b>		<b>December 31, 2015</b>	
	<b>Fair Value</b>	<b>% of Total</b>	<b>Fair Value</b>	<b>% of Total</b>	<b>Fair Value</b>	<b>% of Total</b>	<b>Fair Value</b>	<b>% of Total</b>	<b>Fair Value</b>	<b>% of Total</b>
<b>Fixed Maturity Securities—Security Sector:</b>										
U.S. government, agencies and government-sponsored enterprises	\$ 6,036	10%	\$ 6,703	11%	\$ 6,806	11%	\$ 6,524	11%	\$ 6,203	11%
State and political subdivisions	2,647	4	2,824	4	2,751	4	2,517	4	2,438	4
Foreign government	2,107	3	2,227	3	2,113	3	2,080	3	2,015	3
U.S. corporate	26,828	45	27,695	44	26,984	43	25,389	43	24,401	42
Foreign corporate	12,295	21	13,008	20	12,833	21	12,629	21	12,199	21
Residential mortgage-backed securities	4,379	7	4,823	8	5,055	8	5,122	8	5,101	9
Commercial mortgage-backed securities	3,129	5	3,173	5	2,979	5	2,713	4	2,559	4
Other asset-backed securities	3,151	5	3,327	5	3,307	5	3,316	6	3,281	6
Total fixed maturity securities	\$ 60,572	100%	\$ 63,780	100%	\$ 62,828	100%	\$ 60,290	100%	\$ 58,197	100%
<b>Corporate Bond Holdings—Industry Sector:</b>										
Investment Grade:										
Finance and insurance	\$ 8,408	23%	\$ 8,756	23%	\$ 8,499	23%	\$ 8,128	23%	\$ 7,746	22%
Utilities	5,475	15	5,637	15	5,507	15	5,275	15	4,453	13
Energy	2,944	8	2,961	8	2,949	8	2,908	8	3,839	11
Consumer—non-cyclical	5,268	14	5,483	14	5,292	14	4,894	14	4,619	13
Consumer—cyclical	1,853	5	2,034	5	2,039	5	2,150	6	2,119	6
Capital goods	2,665	7	2,623	7	2,613	7	2,444	7	2,361	7
Industrial	1,908	5	2,006	5	1,971	5	1,980	5	1,915	6
Technology and communications	3,220	9	3,418	9	3,272	9	3,019	8	2,872	8
Transportation	1,839	5	1,868	5	1,860	5	1,750	5	1,689	5
Other	3,406	9	3,605	9	3,538	9	3,162	9	3,049	9
Subtotal	36,986	100%	38,391	100%	37,540	100%	35,710	100%	34,662	100%
Non-Investment Grade:										
Finance and insurance	227	11%	242	11%	285	13%	306	13%	359	19%
Utilities	44	2	73	3	74	3	78	4	83	4
Energy	687	32	713	31	679	30	693	30	348	18
Consumer—non-cyclical	180	8	217	9	217	9	226	10	229	12
Consumer—cyclical	119	6	131	6	131	6	86	4	82	4
Capital goods	128	6	152	7	153	7	216	9	193	10
Industrial	273	13	303	13	263	11	279	12	244	13
Technology and communications	365	17	355	15	335	15	320	14	309	16
Transportation	28	1	30	1	30	1	2	—	2	—
Other	86	4	96	4	110	5	102	4	89	4
Subtotal	2,137	100%	2,312	100%	2,277	100%	2,308	100%	1,938	100%
Total	\$ 39,123	100%	\$ 40,703	100%	\$ 39,817	100%	\$ 38,018	100%	\$ 36,600	100%
<b>Fixed Maturity Securities—Contractual Maturity Dates:</b>										
Due in one year or less	\$ 1,721	3%	\$ 1,775	3%	\$ 1,851	3%	\$ 1,879	3%	\$ 1,744	3%
Due after one year through five years	10,938	18	11,309	18	11,024	18	10,730	18	10,192	18
Due after five years through ten years	12,647	21	13,129	20	12,708	20	11,964	20	11,917	20
Due after ten years	24,607	41	26,244	41	25,904	41	24,566	41	23,403	40
Subtotal	49,913	83	52,457	82	51,487	82	49,139	82	47,256	81
Mortgage and asset-backed securities	10,659	17	11,323	18	11,341	18	11,151	18	10,941	19
Total fixed maturity securities	\$ 60,572	100%	\$ 63,780	100%	\$ 62,828	100%	\$ 60,290	100%	\$ 58,197	100%



**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

	2016					2015				
	4Q	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
<b>GAAP Net Investment Income</b>										
Fixed maturity securities—taxable	\$ 635	\$ 655	\$ 634	\$ 641	\$2,565	\$ 634	\$ 647	\$ 645	\$ 632	\$2,558
Fixed maturity securities—non-taxable	3	3	3	3	12	3	3	3	3	12
Commercial mortgage loans	81	79	77	81	318	85	84	83	85	337
Restricted commercial mortgage loans related to securitization entities	2	3	3	2	10	4	3	3	4	14
Equity securities	8	8	7	5	28	4	3	4	4	15
Other invested assets	34	29	33	32	128	30	22	17	33	102
Limited partnerships	2	5	—	6	13	2	4	20	7	33
Restricted other invested assets related to securitization entities	—	—	1	2	3	2	1	1	1	5
Policy loans	39	38	34	35	146	36	33	35	33	137
Cash, cash equivalents and short-term investments	4	5	6	5	20	3	3	4	3	13
Gross investment income before expenses and fees	808	825	798	812	3,243	803	803	815	805	3,226
Expenses and fees	(22)	(20)	(19)	(23)	(84)	(22)	(20)	(22)	(24)	(88)
Net investment income	<u>\$ 786</u>	<u>\$ 805</u>	<u>\$ 779</u>	<u>\$ 789</u>	<u>\$3,159</u>	<u>\$ 781</u>	<u>\$ 783</u>	<u>\$ 793</u>	<u>\$ 781</u>	<u>\$3,138</u>
<b>Annualized Yields</b>										
Fixed maturity securities—taxable	4.5%	4.6%	4.6%	4.7%	4.6%	4.6%	4.6%	4.6%	4.6%	4.6%
Fixed maturity securities—non-taxable	3.7%	3.7%	3.6%	3.6%	3.6%	3.5%	3.5%	3.5%	3.5%	3.5%
Commercial mortgage loans	5.3%	5.2%	5.0%	5.2%	5.2%	5.5%	5.5%	5.4%	5.6%	5.5%
Restricted commercial mortgage loans related to securitization entities	6.1%	7.4%	8.0%	5.1%	7.1%	9.5%	6.4%	7.2%	8.2%	8.0%
Equity securities	5.2%	5.8%	5.8%	5.1%	5.6%	5.1%	4.0%	5.6%	6.1%	5.2%
Other invested assets	46.2%	31.6%	31.9%	29.4%	34.5%	27.4%	22.2%	24.2%	60.6%	30.7%
Limited partnerships <sup>(1)</sup>	4.1%	10.9%	— %	13.2%	7.0%	4.2%	7.8%	37.0%	12.0%	15.5%
Restricted other invested assets related to securitization entities	— %	— %	1.1%	2.0%	0.9%	2.0%	1.0%	1.0%	1.0%	1.3%
Policy loans	8.9%	8.7%	8.2%	8.9%	8.7%	9.2%	8.4%	9.1%	8.8%	8.9%
Cash, cash equivalents and short-term investments	0.5%	0.6%	0.6%	0.4%	0.5%	0.2%	0.3%	0.3%	0.2%	0.3%
Gross investment income before expenses and fees	4.6%	4.7%	4.6%	4.6%	4.6%	4.6%	4.6%	4.6%	4.6%	4.6%
Expenses and fees	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%
Net investment income	<u>4.5%</u>	<u>4.6%</u>	<u>4.5%</u>	<u>4.5%</u>	<u>4.5%</u>	<u>4.5%</u>	<u>4.5%</u>	<u>4.5%</u>	<u>4.5%</u>	<u>4.5%</u>

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 49 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**  
**FOURTH QUARTER 2016**

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

	2016					2015				
	4Q	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
Net realized gains (losses) on available-for-sale securities:										
Fixed maturity securities:										
U.S. corporate	\$ (1)	\$ 2	\$ —	\$ (7)	\$ (6)	\$ 12	\$ (3)	\$ —	\$ —	\$ 9
U.S. government, agencies and government-sponsored enterprises	(19)	15	137	7	140	3	—	—	1	4
Foreign corporate	1	(1)	(6)	(8)	(14)	(6)	(1)	(2)	(7)	(16)
Foreign government	1	4	—	—	5	(2)	—	1	1	—
Tax-exempt	—	—	—	—	—	(1)	—	—	—	(1)
Mortgage-backed securities	13	(1)	—	—	12	—	(3)	2	—	(1)
Asset-backed securities	(1)	(5)	(10)	—	(16)	(2)	(2)	—	—	(4)
Equity securities	2	1	—	1	4	1	3	12	7	23
Foreign exchange	2	—	1	—	3	2	2	1	1	6
Total net realized gains (losses) on available-for-sale securities	<u>(2)</u>	<u>15</u>	<u>122</u>	<u>(7)</u>	<u>128</u>	<u>7</u>	<u>(4)</u>	<u>14</u>	<u>3</u>	<u>20</u>
Impairments:										
Corporate fixed maturity securities	—	—	(16)	(8)	(24)	(15)	(6)	—	—	(21)
Foreign government	—	—	(1)	—	(1)	—	—	—	—	—
Limited partnerships	—	—	—	(3)	(3)	—	—	—	—	—
Commercial mortgage loans	—	—	(4)	—	(4)	—	(1)	—	(3)	(4)
Commercial mortgage-backed securities	—	—	(1)	—	(1)	—	—	—	—	—
Other asset-backed securities	—	—	—	—	—	—	(2)	—	—	(2)
Equity securities	(5)	(2)	—	—	(7)	—	—	—	—	—
Total impairments	<u>(5)</u>	<u>(2)</u>	<u>(22)</u>	<u>(11)</u>	<u>(40)</u>	<u>(15)</u>	<u>(9)</u>	<u>—</u>	<u>(3)</u>	<u>(27)</u>
Net unrealized gains (losses) on trading securities	(30)	(4)	16	28	10	(9)	12	(16)	6	(7)
Limited partnerships	6	—	—	—	6	—	—	—	—	—
Commercial mortgage loans held-for-sale market valuation allowance	—	(1)	1	1	1	2	1	2	2	7
Net gains (losses) related to securitization entities	1	2	(61)	8	(50)	(4)	(1)	2	8	5
Derivative instruments	72	10	(24)	(38)	20	3	(53)	6	(32)	(76)
Contingent purchase price valuation change	—	—	(2)	—	(2)	—	2	—	—	2
Other	(1)	—	—	—	(1)	—	1	—	—	1
Net investment gains (losses), gross	41	20	30	(19)	72	(16)	(51)	8	(16)	(75)
Adjustment for DAC and other intangible amortization and certain benefit reserves	(1)	—	6	9	14	11	10	6	8	35
Adjustment for net investment (gains) losses attributable to noncontrolling interests	(12)	(2)	3	(9)	(20)	4	8	(9)	7	10
Net investment gains (losses), net	<u>\$ 28</u>	<u>\$ 18</u>	<u>\$ 39</u>	<u>\$ (19)</u>	<u>\$ 66</u>	<u>\$ (1)</u>	<u>\$ (33)</u>	<u>\$ 5</u>	<u>\$ (1)</u>	<u>\$ (30)</u>

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## **Reconciliations of Non-GAAP Measures**

**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

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

**Twelve Month Rolling Average  
ROE**

	Twelve months ended				
	December 31, 2016	September 30, 2016	June 30, 2016	March 31, 2016	December 31, 2015
<b>GAAP Basis ROE</b>					
Net income (loss) available to Genworth Financial, Inc.'s common stockholders for the twelve months ended <sup>(1)</sup>	\$ (277)	\$ (447)	\$ (351)	\$ (716)	\$ (615)
Quarterly average Genworth Financial, Inc.'s stockholders' equity, excluding accumulated other comprehensive income (loss) <sup>(2)</sup>	\$ 9,790	\$ 9,900	\$10,042	\$ 10,160	\$ 10,281
GAAP Basis ROE <sup>(1)/(2)</sup>	-2.8%	-4.5%	-3.5%	-7.0%	-6.0%
<b>Operating ROE</b>					
Adjusted operating income (loss) for the twelve months ended <sup>(1)</sup>	\$ (316)	\$ (261)	\$ 208	\$ 204	\$ 255
Quarterly average Genworth Financial, Inc.'s stockholders' equity, excluding accumulated other comprehensive income (loss) <sup>(2)</sup>	\$ 9,790	\$ 9,900	\$10,042	\$ 10,160	\$ 10,281
Operating ROE <sup>(1)/(2)</sup>	-3.2%	-2.6%	2.1%	2.0%	2.5%

**Quarterly Average  
ROE**

	Three months ended				
	December 31, 2016	September 30, 2016	June 30, 2016	March 31, 2016	December 31, 2015
<b>GAAP Basis ROE</b>					
Net income (loss) available to Genworth Financial, Inc.'s common stockholders for the period ended <sup>(3)</sup>	\$ (122)	\$ (380)	\$ 172	\$ 53	\$ (292)
Quarterly average Genworth Financial, Inc.'s stockholders' equity for the period, excluding accumulated other comprehensive income (loss) <sup>(4)</sup>	\$ 9,610	\$ 9,857	\$ 9,958	\$ 9,842	\$ 9,958
Annualized GAAP Quarterly Basis ROE <sup>(3)/(4)</sup>	-5.1%	-15.4%	6.9%	2.2%	-11.7%
<b>Operating ROE</b>					
Adjusted operating income (loss) for the period ended <sup>(3)</sup>	\$ (137)	\$ (405)	\$ 123	\$ 103	\$ (82)
Quarterly average Genworth Financial, Inc.'s stockholders' equity for the period, excluding accumulated other comprehensive income (loss) <sup>(4)</sup>	\$ 9,610	\$ 9,857	\$ 9,958	\$ 9,842	\$ 9,958
Annualized Operating Quarterly Basis ROE <sup>(3)/(4)</sup>	-5.7%	-16.4%	4.9%	4.2%	-3.3%

**Non-GAAP Definition for Operating ROE**

The company references the non-GAAP financial measure entitled "operating return on equity" or "operating ROE." The company defines operating ROE as adjusted 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 adjusted 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), for the most recent five quarters.
- (3) Net income (loss) available to Genworth Financial, Inc.'s common stockholders and adjusted 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).

**GENWORTH FINANCIAL, INC.**  
**FINANCIAL SUPPLEMENT**  
**FOURTH QUARTER 2016**

**Reconciliation of Core Yield**

	2016					2015				
	4Q	3Q	2Q	1Q	Total	4Q	3Q	2Q	1Q	Total
<b>(Assets—amounts in billions)</b>										
<b>Reported—Total Invested Assets and Cash</b>	\$74.4	\$78.3	\$77.6	\$76.0	\$ 74.4	\$75.1	\$75.6	\$75.3	\$77.9	\$ 75.1
Subtract:										
Securities lending	0.5	0.4	0.3	0.4	0.5	0.3	0.4	0.3	0.3	0.3
Unrealized gains (losses)	4.3	7.7	7.6	6.3	4.3	4.2	5.4	4.9	7.8	4.2
<b>Adjusted end of period invested assets and cash</b>	<u>\$69.6</u>	<u>\$70.2</u>	<u>\$69.7</u>	<u>\$69.3</u>	<u>\$ 69.6</u>	<u>\$70.6</u>	<u>\$69.8</u>	<u>\$70.1</u>	<u>\$69.8</u>	<u>\$ 70.6</u>
<b>(A) Average Invested Assets and Cash Used in Reported Yield Calculation</b>	\$69.8	\$69.7	\$69.5	\$70.0	\$ 69.8	\$70.2	\$70.0	\$70.0	\$69.7	\$ 70.0
Subtract:										
Restricted commercial mortgage loans and other invested assets related to securitization entities(1)	0.1	0.3	0.1	0.2	0.2	0.2	0.2	0.2	0.2	0.2
<b>(B) Average Invested Assets and Cash Used in Core Yield Calculation</b>	<u>\$69.7</u>	<u>\$69.4</u>	<u>\$69.4</u>	<u>\$69.8</u>	<u>\$ 69.6</u>	<u>\$70.0</u>	<u>\$69.8</u>	<u>\$69.8</u>	<u>\$69.5</u>	<u>\$ 69.8</u>
<b>(Income—amounts in millions)</b>										
<b>(C) Reported—Net Investment Income</b>	\$ 786	\$ 805	\$ 779	\$ 789	\$3,159	\$ 781	\$ 783	\$ 793	\$ 781	\$3,138
Subtract:										
Bond calls and commercial mortgage loan prepayments	22	14	5	11	52	18	12	17	14	61
Other non-core items(2)	(17)	8	(6)	15	—	(2)	1	(4)	7	2
Restricted commercial mortgage loans and other invested assets related to securitization entities(1)	2	1	2	3	8	3	2	2	3	10
<b>(D) Core Net Investment Income</b>	<u>\$ 779</u>	<u>\$ 782</u>	<u>\$ 778</u>	<u>\$ 760</u>	<u>\$3,099</u>	<u>\$ 762</u>	<u>\$ 768</u>	<u>\$ 778</u>	<u>\$ 757</u>	<u>\$3,065</u>
<b>(C) / (A) Reported Yield</b>	4.50%	4.62%	4.48%	4.51%	4.53%	4.45%	4.47%	4.53%	4.48%	4.48%
<b>(D) / (B) Core Yield</b>	4.47%	4.51%	4.48%	4.36%	4.45%	4.35%	4.40%	4.46%	4.36%	4.39%

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) Includes cost basis adjustments on structured securities and various other immaterial items.

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## **Corporate Information**

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**GENWORTH FINANCIAL, INC.  
FINANCIAL SUPPLEMENT  
FOURTH QUARTER 2016**

**Financial Strength Ratings As Of February 6, 2017**

<u>Company</u>	<u>Standard &amp; Poor's Financial Services LLC (S&amp;P)</u>	<u>Moody's Investors Service, Inc. (Moody's)</u>	<u>A.M. Best Company, Inc. (A.M. Best)</u>
Genworth Mortgage Insurance Corporation	BB+ (Marginal)	Ba1 (Questionable)	Not rated
Genworth Financial Mortgage Insurance Company Canada <sup>(1)</sup>	A+ (Strong)	Not rated	Not rated
Genworth Financial Mortgage Insurance Pty Limited (Australia) <sup>(2)</sup>	A+ (Strong)	A3 (Good)	Not rated
Genworth Life Insurance Company	BB- (Marginal)	Ba2 (Questionable)	B (Fair)
Genworth Life and Annuity Insurance Company	BB- (Marginal)	Baa2 (Adequate)	B++ (Good)
Genworth Life Insurance Company of New York	BB- (Marginal)	Ba2 (Questionable)	B (Fair)

The S&P, Moody's, A.M. Best, Dominion Bond Rating Service (DBRS) and Fitch Rating Service (Fitch) 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.

S&P states that insurers rated "A" (Strong) or "BB" (Marginal) have strong or marginal financial security characteristics, respectively. The "A" and "BB" ranges are the third- 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 within a major rating category. These suffixes are not added to ratings in the "AAA" category or to ratings below the "CCC" category. Accordingly, the "A+," "BB+" and "BB-" ratings are the fifth-, eleventh- and thirteenth-highest of S&P's 21 ratings categories.

Moody's states that insurance companies rated "A" (Good) offer good financial security, that insurance companies rated "Baa" (Adequate) offer adequate financial security and that insurance companies rated "Ba" (Questionable) offer questionable financial security. The "A" (Good), "Baa" (Adequate) and "Ba" (Questionable) ranges are the third-, fourth- and fifth-highest, respectively, of nine financial strength rating ranges assigned by Moody's, which range from "Aaa" to "C." Numeric modifiers are used to refer to the ranking within the group, with 1 being the highest and 3 being the lowest. These modifiers are not added to ratings in the "Aaa" category or to ratings below the "Caa" category. Accordingly, the "A3," "Baa2," "Ba1" and "Ba2" ratings are the seventh-, ninth-, eleventh- and twelfth-highest, respectively, of Moody's 21 ratings categories.

A.M. Best states that the "B++" (Good) rating is assigned to those companies that have, in its opinion, a good ability to meet their ongoing insurance obligations while "B" (Fair) is assigned to those companies that have, in its opinion, a fair ability to meet their ongoing insurance obligations. The "B++" (Good) and "B" (Fair) ratings are the fifth- and seventh-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.

The Australian mortgage insurance subsidiary also solicits a rating from Fitch. Fitch states that "A" (Strong) rated insurance companies are viewed as possessing strong capacity to meet policyholder and contract obligations. The "A" rating category is the third-highest of nine financial strength rating categories, which range from "AAA" to "C." The symbol (+) or (-) may be appended to a rating to indicate the relative position of a credit within a rating category. These suffixes are not added to ratings in the "AAA" category or to ratings below the "B" category. Accordingly, the "A+" rating is the fifth-highest of Fitch's 21 ratings categories.

The company also solicits a rating from HR Ratings on a local scale for Genworth Seguros de Credito a la Vivienda S.A. de C.V., its Mexican mortgage insurance subsidiary, with a short-term rating of "HR1" and long-term rating of "HR AA-." For short-term ratings, HR Ratings states that "HR1" rated companies are viewed as exhibiting high capacity for timely payment of debt obligations in the short-term and maintain low credit risk. The "HR1" short-term rating category is the highest of six short-term rating categories, which range from "HR1" to "HR D." For long-term ratings, HR Ratings states that "HR AA-" rated companies are viewed as having high credit quality and offer high safety for timely payment of debt obligations and maintain low credit risk under adverse economic scenarios. The "HR AA-" long-term rating is the second-highest of HR Rating's eight long-term rating categories, which range from "HR AAA" to "HR D."

S&P, Moody's, A.M. Best, DBRS, Fitch and HR Ratings 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.

- (1) Genworth Financial Mortgage Insurance Company Canada is also rated "AA" by DBRS.  
(2) Genworth Financial Mortgage Insurance Pty Limited (Australia) is also rated "A+" by Fitch.

# Fourth Quarter 2016

Earnings Summary

February 7, 2017



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# Cautionary Note Regarding Forward-Looking Statements

This presentation contains certain "forward-looking statements" within the meaning of the United States Private Securities Litigation Reform Act of 1995. Forward-looking statements may be identified by words such as "expects," "anticipates," "intends," "plans," "believes," "seeks," "estimates," "will" or words of similar meaning & include, but are not limited to, statements regarding the outlook for future business and financial performance of Genworth Financial, Inc. (Genworth) and its consolidated subsidiaries. Forward-looking statements are based on management's current expectations and assumptions, which are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict. Actual outcomes and results may differ materially due to global political, economic, business, competitive, market, regulatory and other factors and risks, including those discussed at the end of this presentation, as well as in the risk factors section of Genworth's Annual Report on Form 10-K, filed with the United States Securities and Exchange Commission (SEC) on February 26, 2016 and as updated in Genworth's Form 10-Q filed with the SEC on November 8, 2016. Genworth undertakes no obligation to publicly update any forward-looking statement, whether as a result of new information, future developments or otherwise.

## Assumptions

This presentation discusses assumptions related to Genworth's long term care insurance, life insurance and annuities businesses. Genworth calculates and maintains reserves for the estimated future payment of claims to its policyholders and contractholders in accordance with applicable accounting and regulatory requirements. Long term care insurance, life insurance and annuities reserves are based on assumptions which extend for many years into the future about expenses, premium persistency, mortality, morbidity, lapse rates, future yield on related investments and other assumptions. Many factors can affect these reserves, including, but not limited to, interest rates, policyholder behavior, economic and social conditions, mortality and morbidity trends, inflation, healthcare experience, future premium rate increases, changes in doctrines of legal liability and damage awards in litigation. Therefore, the reserves Genworth establishes are necessarily based on estimates, assumptions and its analysis of historical experience and inherently uncertain predictions about the future. Genworth's results depend significantly upon the extent to which its actual experience (including with respect to future premium increases) is consistent with the assumptions it used in determining its reserves and pricing its products. Genworth's reserve assumptions and estimates require significant judgment and, therefore, are inherently uncertain. Genworth cannot determine with precision the ultimate amounts that it will pay for actual benefits or the timing of those payments. In addition, where circumstances warrant, Genworth changes its actuarial assumptions based on its monitoring of actual experience. Genworth also bases its reserves on complex calculations run through various models. Refinements to those models also can impact reserve levels. For additional information about Genworth's assumptions, refer to the Critical Accounting Estimates sub-section of the Management's Discussion and Analysis of Financial Condition and Results of Operations section of Genworth's Annual Report on Form 10-K, filed with the SEC on February 26, 2016 and as updated in Genworth's Form 10-Q filed with the SEC on November 8, 2016.

## Non-GAAP<sup>1</sup> And Other Items

All financial data is as of December 31, 2016 unless otherwise noted. For additional information, please see Genworth's fourth quarter of 2016 earnings release and financial supplement posted at [genworth.com](http://genworth.com).

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

Unless otherwise noted, all references in this presentation to net income (loss) and adjusted operating income (loss), formally labeled "net operating income (loss)" should be read as net income (loss) available to Genworth's common stockholders and adjusted operating income (loss) available to Genworth's common stockholders, respectively.

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

# Key Financial Themes For The 4th Quarter

## Financial Performance

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### **GAAP Annual Assumption Review Complete For U.S. Life Insurance**

Long Term Care Insurance (LTC) Active Life GAAP Margins Of ~\$1.0 To \$1.5 Billion

Universal Life<sup>1</sup> (UL) Insurance After-Tax Charges Of \$196MM Primarily Reflecting Updates To Mortality Assumptions

Statutory & Cash Flow Testing Results For U.S. Life Insurance Companies In Process & Expected To Be Made Available At The Time Of The Form 10-K Filing

### **U.S. Mortgage Insurance (MI) Strong Performance Continued As Full Year Adjusted Operating Income & New Insurance Written (NIW) Increased 40% & 35%, Respectively, Compared To 2015**

**Strong Loss Ratio & Capital Levels For U.S. MI, Canada MI & Australia MI; Full Year Loss Ratios Within Or Better Than Outlook**

**Holding Company Cash & Liquid Assets Of ~\$1.1 Billion**

<sup>1</sup>Includes Both Universal Life & Term Universal Life Insurance

# Key Genworth Mortgage Insurance Perspectives

## U.S. MI

2016 Adjusted Operating Income Of \$250MM Is Second Highest Year Since IPO In 2004  
Strong Flow Insurance In Force Growth With A 3 Year Compound Annual Growth Rate (“CAGR”) Of ~9%  
Flow Delinquencies Down To Less Than 25K After Reaching A Crisis Peak Of Over 107K In 4Q09  
PMIERS<sup>1</sup> Sufficiency Ratio Of 115% Of Required Assets Provides A Strong Capital Level

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## Canada MI

Financial Performance Has Driven Strong Capital Level & Sustained Dividends  
Mortgage Rule Changes Impacting MI Market Size, But Positive Impact On Portfolio Quality  
Recently Announced Average Premium Rate Increase Of ~20% In Response To Higher Capital Requirements  
Compliant With New Capital Framework That Was Effective January 1, 2017

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## Australia MI

Regulatory Focus On Mortgage Lending Quality Driving Flow NIW Lower  
Strong Capital Generation From Portfolio Seasoning & Smaller Recent Books  
Continued Pressure From Mining Areas ... Remaining Portfolio Performing Well

<sup>1</sup>Private Mortgage Insurer Eligibility Requirements

# 4Q16 Results Summary – Genworth Consolidated

## Adjusted Operating Income (Loss)<sup>1</sup> (\$MM)



### U.S. MI: 61

Insurance In Force Growth & New Delinquency Decline  
Continue To Drive Strong Results  
Strong Loss Ratio Performance

### Canada MI: 39

Continued Higher Earned Premiums From Increased Level Of  
NIW In Recent Years  
Strong Loss Ratio Performance

### Australia MI: 14

Sequential Loss Ratio Improvement Offset By Lower  
Premiums & Higher Expenses

### U.S. Life Insurance: (154)

UL Assumption Updates Negatively Impacting Results By  
\$196MM Primarily Reflecting Updates To Mortality  
Assumptions  
Less Favorable Variable Investment Income & Higher  
Sequential Mortality

### Runoff: 6

Unfavorable Assumption Updates For Variable Annuities

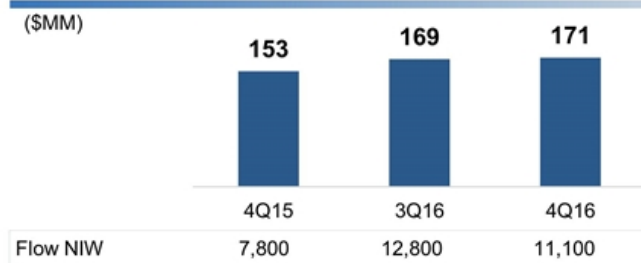
### Corporate & Other: (103)

Non-Cash Charge Related To Deferred Tax Assets & An  
Increase In Professional Fees & Legal Expenses

<sup>1</sup>Non-GAAP Measure, See Appendix For Additional Information

# U.S. Mortgage Insurance

## Premiums

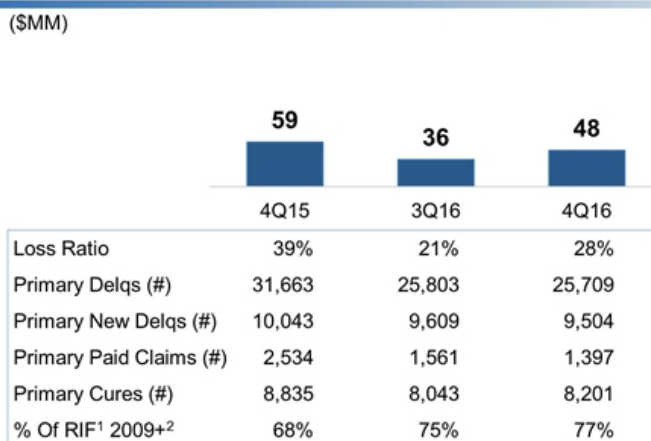


Premiums Up Sequentially & Versus Prior Year On Continued Solid Growth In Insurance In Force

Annual Increase In NIW Versus Prior Year From Higher Purchase Originations & Market Share; Full Year 2016 NIW Up 35% Versus 2015

Single Premium NIW Mix Down Sequentially & Versus Prior Year On Selective Participation

## Benefits/Changes In Policy Reserves



Primary New Delinquencies Down 1% Sequentially On Seasonality & Down 5% Versus The Prior Year

3Q16 Net Favorable Adjustment To Loss Reserves Of \$10MM Pre-Tax Favorably Impacted Loss Ratio By 6 Points

Full Year 2016 Loss Ratio Of 24%, Better Than 30-40% Outlook

<sup>1</sup>Risk In Force; <sup>2</sup>In 2Q16, All Flow RIF Metrics Were Based Upon More Current Loan Balances As Provided By Servicers, Lenders & Investors & Are Consistent With The Presentation Under PMIERS. 4Q15 Has Been Re-Presented To Reflect These Modified Metrics.

# Canada Mortgage Insurance

## Premiums

(\$MM)

	4Q15	3Q16	4Q16
	115	124	124
Flow NIW	4,700	5,300	3,900
Bulk NIW	7,300	5,100	3,700

Unfavorable \$2MM Premium Impact From Foreign Exchange (FX) Versus Prior Quarter; Full Year Unfavorable FX Impact Of \$25MM

Excluding FX, Premiums Higher Versus Prior Quarter & Prior Year Reflecting Relatively Larger 2015 & 2016 Books

Excluding FX, Flow NIW Decreased Versus Prior Quarter From Seasonally Smaller Originations Market & Versus Prior Year From Targeted Underwriting Changes In Select Markets & Smaller Market Size

## Benefits/Changes In Policy Reserves

(\$MM)

	4Q15	3Q16	4Q16
	26	30	23
Loss Ratio	23%	24%	18%
Total Delqs (#)	1,829	2,027	2,070
New Delqs (#)	1,198	1,252	1,228
Paid Claims (#)	373	427	393
Cures (#)	711	759	792

Loss Ratio Down Sequentially & Versus Prior Year From A Decrease In New Delinquencies, Net Of Cures

Full Year 2016 Loss Ratio Of 22%, Better Than Outlook Of 25-35%

2017 Full Year Loss Ratio Outlook 25-35%



# Australia Mortgage Insurance

## Premiums

(\$MM)

	4Q15	3Q16	4Q16
	86	88	82
Flow NIW	4,600	4,600	5,000
Bulk NIW	-	-	-

## Benefits/Changes In Policy Reserves

(\$MM)

	4Q15	3Q16	4Q16
	15	37	24
Loss Ratio	17%	42%	30%
Total Delqs (#)	5,552	6,844	6,731
New Delqs (#)	2,401	3,214	2,786
Paid Claims (#)	291	321	312
Cures (#)	2,362	2,462	2,587

Favorable \$5MM Premium Impact From FX Versus Prior Year

Excluding FX, Flow NIW Up Sequentially From A Larger Originations Market & Up Versus Prior Year

New Delinquencies Lower Versus Prior Quarter Across All Regions On Seasonality Although Remain Elevated In Mining Regions; Up 16% Versus Prior Year

Full Year 2016 Loss Ratio Of 34%, Within Outlook Of 25%-35%

Full Year 2017 Loss Ratio Outlook Of 40%-50%

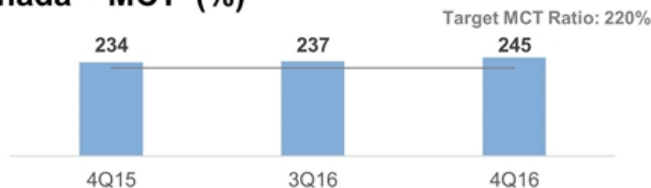
# MI Businesses – Capital Adequacy<sup>1</sup>

## U.S. MI – Consolidated RTC<sup>2</sup>



Strong PMIERS Sufficiency Ratio In Excess Of ~\$350MM Above Requirements

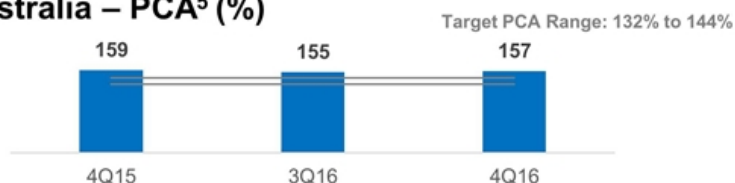
## Canada – MCT<sup>4</sup> (%)



MCT Ratio Up From Prior Quarter & Prior Year On Strong Earnings Performance

New Regulatory Capital Framework Effective January 1, 2017 With Estimated December 31, 2016 Pro-Forma Range Of 158-162%, Above A Recalibrated Minimum Target Of 150%

## Australia – PCA<sup>5</sup> (%)



PCA Ratio Improved Sequentially With Portfolio Seasoning Improving Capital Levels

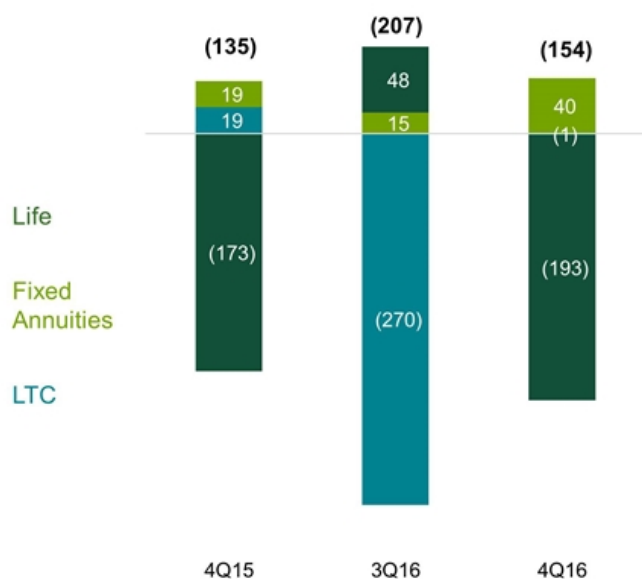
<sup>1</sup>Company Estimate For 4Q16, Due To Timing Of The Filing Of Statutory Statements; <sup>2</sup>Risk-To-Capital; <sup>3</sup>Calculated As Available Assets Divided By Required Assets As Defined Within PMIERS. As of December 31, 2015, September 30, 2016 & December 31, 2016, The PMIERS Sufficiency Ratios Were In Excess Of ~\$200 Million, ~\$400 Million & ~\$350 Million, Respectively, Of Available Assets Above The PMIERS Requirements. Company Estimate For 4Q16; <sup>4</sup>Minimum Capital Test; <sup>5</sup>Prescribed Capital Amount



# 4Q16 Summary – U.S. Life Insurance

## Adjusted Operating Income (Loss)

(\$MM)



## Highlights

### LTC

Less Favorable Impact From Reduced Benefit Elections From In-Force Policyholders Versus Prior Quarter & Prior Year

4Q16 Results Include \$7MM After-Tax Increase To Reserves Associated With Profits Followed By Losses

3Q16 Results Include Claim Reserves Strengthening Impact Of \$283MM After-Tax

### Life Insurance

Annual Assumption Reviews Resulted In Net After-Tax Charges Of \$196MM In 4Q16 & \$194MM In 4Q15

Unfavorable Mortality Versus Prior Quarter & Prior Year

Less Favorable Variable Investment Income Versus Prior Quarter & Prior Year

### Fixed Annuities

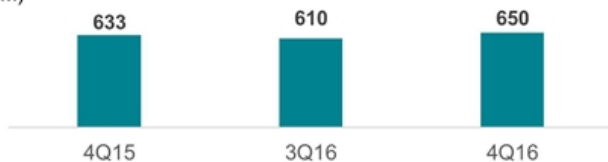
Annual Assumption Review Benefits Of \$10MM After-Tax Primarily Related To Lapses & Model Updates

Favorable State Guaranty Fund Annual Assessment Adjustment Of \$6MM After-Tax In 4Q16 & An Unfavorable \$8MM After-Tax Correction Related To State Guaranty Funds In 3Q16

# Long Term Care Insurance

## Premiums

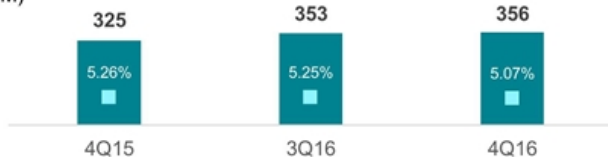
(\$MM)



\$103MM Estimated Pre-Tax Benefit In 4Q16 From Implemented In Force Premium Rate Actions<sup>1</sup>

## Net Investment Income & Yield

(\$MM)



Results Reflect Low Interest Rate Environment & Variability In Prepayment Speeds, Limited Partnership Performance & Bond Call Income

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

(\$MM)



3Q16 Claim Reserves Strengthening Of \$435MM Pre-Tax

\$45MM In 4Q16 Estimated Pre-Tax Favorable Impact From In Force Premium Rate Actions Implemented In 4Q16<sup>1</sup>

<sup>1</sup>\$140MM Pre-Tax (Or \$91MM After-Tax) Impact From Rate Actions In 4Q16 Includes \$(8)MM Pre-Tax Impact From Commissions, Premium Tax & Other Adjustments

# LTC In Force Premium Rate Increase

## Rate Action Progress

Approved Filings	FY15 Actual	1Q16 Actual	2Q16 Actual	3Q16 Actual	4Q16 Actual	Comments
State Filings Approved <sup>1</sup>	69	21	31	24	20	96 Approvals On ~\$719MM Annualized In Force Premiums At ~28% Average For Full Year 2016; In Line With Expectations For 2015 Margin Testing
Impacted In Force Premium (\$MM)	739	144	200	240	135	
Weighted Average % Rate Increase Approved on Impacted In Force	29%	30%	21%	36%	25%	
Filings Submitted	FY15 Actual	1Q16 Actual	2Q16 Actual	3Q16 Actual	4Q16 Actual	Comments
State Filings Submitted	79	19	26	26	8	2016 Filings In Line With Expectations In 2015 Margin Testing
In Force Premium Submitted (\$MM)	546	206	348	56	224	

<sup>1</sup>2015 State Filings Approved Were Previously Reported On A Rate Action Basis By Including Multiple Product Filings In A Number Of States (i.e. 2012 Rate Action, Which Included Combined Approvals For Pre-PCS, PCS1, PCS2 & Choice 1, And/Or 2013 Rate Action For Choice 2). State Filings Approved On That Basis For 2015 Was 35. 2015 & 2016 State Filings Approved Reporting Reflects Individual Product Filings (i.e. Individually For Pre-PCS, PCS1, PCS2, Choice 1 & Choice 2).

## Estimated Impact To Adjusted Operating Income (Loss) From Rate Actions & Key Drivers<sup>2</sup>

Estimated Adjusted Operating Income From Rate Actions <sup>3</sup> (\$MM)	186	255	92	103	99	91	385
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Premiums, Net  
Reserve Changes, Net



<sup>2</sup>Includes All Implemented Rate Actions Since 2012. Earned Premium & Reserve Change Estimates Reflect Certain Simplifying Assumptions That May Vary Materially From Actual Historical Results, Including But Not Limited To, A Uniform Rate Of Co-Insurance & Premium Taxes In Addition To Consistent Policyholder Behavior Over Time. Actual Behavior May Differ Significantly From These Assumptions; Excludes Reserve Updates Resulting From Profits Followed By Losses; <sup>3</sup>Estimated Adjusted Operating Income From Rate Actions Includes Estimates For Commissions & Premium Taxes, Net Of Tax Of \$(8)MM, \$(14)MM, \$(4)MM, \$(5)MM, \$(5)MM, \$(5)MM & \$(19)MM, Respectively; <sup>4</sup>1Q16 Included \$(4MM) After-Tax Unfavorable Correction Related To The Calculation For Reduced Benefit Options

# LTC: Margin Testing

## GAAP & Statutory Margin Testing

Margin	Testing Results	
PGAAP	Positive Margin; No Unlocking Of Reserves	} ~\$1.0 To \$1.5B Ending Margin
HGAAP	Positive Margin Although Decline From Prior Year	
Statutory	In Process – Expected To Be Made Available At The Time Of The Form 10-K Filing	

## Key Assumption Updates Included

Claim Severity: Increased Severity Assumptions From 3Q16 Claims Reserve Update Which Primarily Reflected Lower Claim Termination Rates For Longer Duration Claims

Premium Rate Increases: Future Rate Action Plan Updated To Reflect New Liability Assumptions

Modeling: Updates To Healthy Life Assumptions Including Incidence, Mortality & Lapse

Group LTC: Assumption Updates Included Morbidity, Mortality, Lapse & Premium Rate Increases

# Life Insurance

## Premiums & Policy Fees & Other Income



Lower Premiums Versus Prior Year From Reinsurance Transactions Completed In Early 2016

## Net Investment Income & Yield



Variability In Prepayment Speed Adjustments Impacting Reported Net Investment Income & Yield

## Benefits & Other Changes In Policy Reserves



Annual Assumption Reviews Resulted In An Increase Of \$208MM Pre-Tax In 4Q16 & \$187MM Pre-Tax In 4Q15

Unfavorable Mortality Versus The Prior Quarter & Versus The Prior Year

# Life Insurance

## Key Assumption Updates For UL & Term UL That Require Additional Reserves

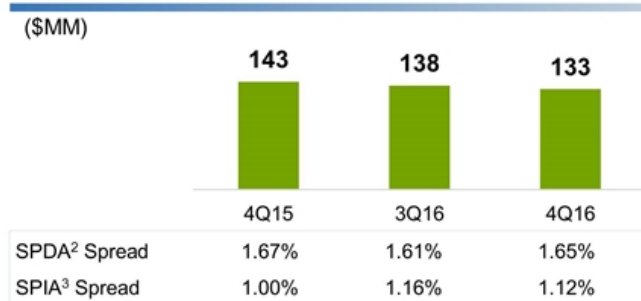
Assumption	Negative Driver
<b>Mortality</b>	More Credible Later Duration Experience Which Is Emerging Higher Lower Mortality Experience At Younger Ages 3 <sup>rd</sup> Party Validation Of Assumption Changes Performed
<b>Interest Rates</b>	Reflecting Latest View Of Forward Curve & Investment Strategy 10-Year Treasury Yield Growing To ~3.7% In 30 Years
<b>Persistency</b>	Align Term UL Level Period Lapse & Shock Lapse With Term Life

After Updates To These & Other Assumptions, Net Unfavorable \$196MM After-Tax Impact To GAAP Results In 4Q16

Statutory Results, Including Standalone Testing (Actuarial Guideline 38) Of Universal Life Insurance Products With Secondary Guarantees, Are In Process & Expected To Be Made Available At The Time Of The Form 10-K Filing

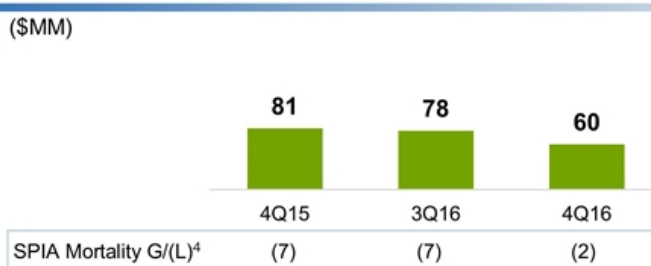
# Fixed Annuities

## Net Investment Spread<sup>1</sup>



Variability In Prepayment Speeds, Limited Partnership Performance & Bond Call Income Impacting Reported Investment Spreads

## Benefits/Changes In Policy Reserves & SPIA Mortality



Mortality Favorable Versus Prior Quarter & Prior Year

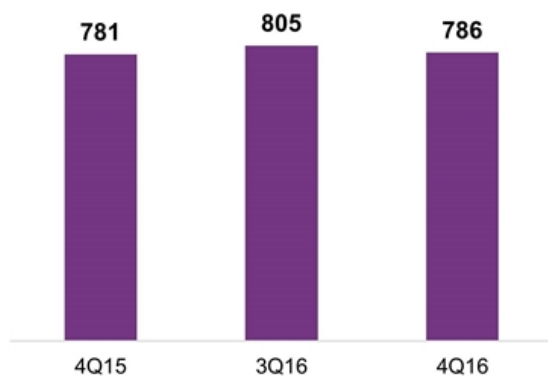
Favorable Versus Prior Quarter From 3Q16 Loss Recognition Testing & Market Impacts; Results Favorable To Prior Year Due To Suspension Of Sales & From Market Impacts

<sup>1</sup>Net Investment Income Less Interest Credited; <sup>2</sup>Single Premium Deferred Annuities; Excludes Fixed Indexed Annuities; <sup>3</sup>Single Premium Immediate Annuities; Includes Both Paid & Unpaid Interest Credited; <sup>4</sup>Excludes Incurred But Not Reported; Mortality Gain (Loss) Represents The Pre-Tax Income Impact Of The Product's Actual Mortality Experience Compared To The Mortality Assumptions Embedded In The Reserves Of The Product

# Net Investment Income

## Net Investment Income

(\$MM)



GNW Reported Yield	4.45%	4.62%	4.50%
GNW Core Yield <sup>1</sup>	4.35%	4.51%	4.47%
U.S. Life Ins. Segment Reported Yield	4.82%	4.99%	4.79%
Impairments	(15)	(2)	(5)

## Highlights

Continued Variability In Net Investment Income From Prepayment Speeds, Limited Partnership Performance & Bond Call Income

\$3.1B Of Purchases In 4Q16

~\$2.3B Primarily In Investment Grade Public Corporates, Investment Grade Structured Securities, CMLs<sup>2</sup>, & Private Assets With An Average Yield Of 3.48%

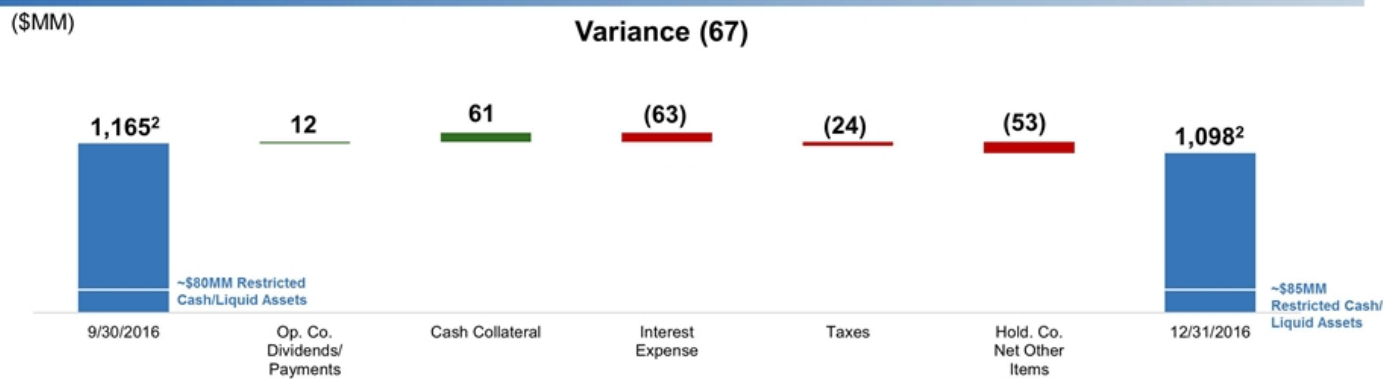
~\$0.8B In Short-Term Holdings & Temporary U.S. Treasuries With An Average Yield Of 2.24%

<sup>1</sup>Non-GAAP Measure, See Appendix <sup>2</sup>Commercial Mortgage Loans



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

## Cash & Liquid Assets Roll Forward



\$12MM Received From Canada MI In 4Q16; Full Year International MI Dividends/Payments Total \$225MM Exceeding Updated Outlook Of ~ \$200MM

Cash Collateral Position Improvement Of \$61MM On Increasing Interest Rates

Year End Balance Includes \$175MM Committed To Facilitate The Separation & Isolation Of The LTC Business

\$(53)MM Holding Company Net Other Items Includes Final Lifestyle Protection Purchase Price Adjustment & Other Miscellaneous Items

<sup>1</sup>Holding Company Cash & Liquid Assets Comprise Assets Held In Genworth Holdings, Inc. (The Issuer Of Outstanding Public Debt) Which Is A Wholly-Owned Subsidiary Of Genworth Financial, Inc.; <sup>2</sup> Comprises Cash & Cash Equivalents Of \$1,065MM & U.S. Government Bonds Of \$100MM As Of September 30, 2016 & Comprises Cash & Cash Equivalents Of \$998MM & U.S Government Bonds Of \$100MM As Of December 31, 2016

# 2016 Goals & Drivers – MI Businesses

## Goals

			FY2016 Results
<b>Dividends / Payments</b>	Australia MI & Canada MI	\$200MM	\$225MM
<b>Capital Ratios</b>	U.S. MI – Combined RTC	< 18.0:1	~14.4:1 <sup>1</sup>
	Canada MI – MCT	≥ 220%	~245% <sup>1</sup>
	Australia MI – PCA	132-144%	~157% <sup>1</sup>
<b>Portfolio Concentration</b>	U.S. MI – 2009+ Books RIF%	70-80%	77%
	U.S. MI – 2009+ Books + HARP <sup>2</sup> RIF%	80-90%	88%

## Drivers

<b>Loss Ratio</b>	U.S. MI	30-40%	24%
	Canada MI	25-35%	22%
	Australia MI	25-35%	34%

<sup>1</sup>Company Estimate For 4Q16, Due To Timing Of The Filing Of Statutory Statements; <sup>2</sup>Home Affordable Refinance Program

# 2016 Goals – U.S. Life Insurance & Holding Co.

## U.S. Life Insurance

		Results
LTC Rate Action	Continued Execution Of Current Rate Actions & Begin Execution Of Multi-Year Rate Action Filing Plan	96 Approvals On ~\$719MM Annualized In Force Premiums At ~28% Average For Full Year 2016
U.S. Life Restructuring Plan	<p>Complete Cash Expense Reduction Of \$100MM By First Half 2016</p> <p>Complete ~\$50MM Expense Reduction From Suspending Sales Of Traditional Life Insurance &amp; Fixed Annuity Products</p> <p>Recapture/Repatriate All Business From Bermuda</p> <p>Meaningful Progress Toward The Separation &amp; Isolation Of LTC</p>	<p>Achieved Cash Expense Reduction Goal Of ~\$150MM Pre-Tax On Annualized Basis In 2Q16</p> <p>Completed Repatriation Of Bermuda Subsidiary Effective 10/1/16</p> <p>Completed Bond Consent To Mitigate LTC Default Risk</p>

## Holding Company

Liquidity	Cash Above 1.5x Annual Debt Service Plus \$350MM Buffer At Quarter End Points	~\$660MM Buffer Above 1.5x Annual Debt Service At Year End
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# Appendix

## Total Genworth Financial, Inc.'s Stockholders' Equity (GAAP)

(\$MM)	4Q16	3Q16	2Q16	1Q16	4Q15
<b>U.S. MI</b>	2,070	2,089	2,015	1,814	1,703
<b>Canada MI</b>	1,565	1,601	1,592	1,551	1,443
<b>Australia MI</b>	651	687	706	773	763
<b>U.S. Life Insurance</b>	10,980	12,897	11,868	11,280	9,851
LTC <sup>1</sup>	7,621	8,957	8,155	7,666	6,690
Life Insurance <sup>1</sup>	2,452	2,892	2,640	2,584	2,096
Fixed Annuities <sup>1</sup>	907	1,048	1,073	1,030	1,065
<b>Runoff<sup>1</sup></b>	671	616	557	675	704
<b>Corporate &amp; Other<sup>1,2</sup></b>	(3,293)	(3,019)	(1,605)	(2,038)	(1,640)
<b>Total</b>	12,644	14,871	15,133	14,055	12,824

<sup>1</sup>Includes Estimate Of Allocated Deferred Tax Balances By Product Line; <sup>2</sup>Includes Value Of Long-Term Borrowings Of Genworth Holdings, Inc.

## Use Of Non-GAAP Measures

This presentation includes the non-GAAP financial measures entitled "adjusted operating income (loss)." The chief operating decision maker evaluates segment performance and allocates resources on the basis of adjusted operating income (loss). The company defines adjusted operating income (loss) as 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, restructuring costs 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, gains (losses) on insurance block transactions and restructuring costs are also excluded from adjusted operating income (loss) because, in the company's opinion, they are not indicative of overall operating trends. Infrequent or unusual non-operating items are also excluded from adjusted operating income (loss) if, in the company's opinion, they are not indicative of overall operating trends.

While some of these items may be significant components of net loss available to Genworth's common stockholders in accordance with GAAP, the company believes that adjusted operating income (loss) and measures that are derived from or incorporate adjusted operating income (loss) 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 adjusted 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 adjusted operating income (loss) have occurred in the past and could, and in some cases will, recur in the future. Adjusted operating income (loss) are not substitutes for net loss available to Genworth's common stockholders determined in accordance with GAAP. In addition, the company's definition of adjusted operating income (loss) may differ from the definitions used by other companies.

Adjustments to reconcile net loss attributable to Genworth's common stockholders and adjusted operating income (loss) assume a 35 percent tax rate (unless otherwise indicated) 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.

The company recognized an estimated pre-tax loss of \$140 million in the fourth quarter of 2015 for the planned sale of the mortgage insurance business in Europe. The company also incurred a \$6 million tax benefit in the fourth quarter of 2015 related to the planned sale of this business. These transactions were excluded from adjusted operating income (loss) for the periods presented as they related to a gain (loss) on the sale of businesses.

In the third quarter of 2016, the company recorded a pre-tax expense of \$2 million related to restructuring costs as part of an expense reduction plan as the company evaluates and appropriately sizes its organizational needs and expenses. In the fourth quarter of 2015, the company also recorded a pre-tax expense of \$5 million related to restructuring costs.

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

This presentation 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 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. 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 this appendix.

## Reconciliation Of Net Loss To Adjusted Operating Income (Loss)

	2016		2015
	4Q	3Q	4Q
<b>(Amounts in millions)</b>			
<b>NET LOSS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS</b>	\$ (122)	\$ (380)	\$ (292)
Add: net income attributable to noncontrolling interests	59	48	52
<b>NET LOSS</b>	(63)	(332)	(240)
Income (loss) from discontinued operations, net of taxes	(4)	15	(73)
<b>LOSS FROM CONTINUING OPERATIONS</b>	(59)	(347)	(167)
Less: income from continuing operations attributable to noncontrolling interests	59	48	52
<b>LOSS FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL INC.'S COMMON STOCKHOLDERS</b>	(118)	(395)	(219)
<b>ADJUSTMENTS TO LOSS FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL INC.'S COMMON STOCKHOLDERS:</b>			
Net investment (gains) losses, net (see below for reconciliation)	(28)	(18)	1
(Gains) losses on sale of businesses	-	-	140
Expenses related to restructuring	-	2	5
Taxes on adjustments	9	6	(9)
<b>ADJUSTED OPERATING LOSS</b>	\$ (137)	\$ (405)	\$ (82)
<b>ADJUSTED OPERATING INCOME (LOSS):</b>			
U.S. Mortgage Insurance segment	\$ 61	\$ 67	\$ 41
Canada Mortgage Insurance segment	39	36	37
Australia Mortgage Insurance segment	14	14	22
U.S. Life Insurance segment:			
Long-Term Care Insurance	(1)	(270)	19
Life Insurance	(193)	48	(173)
Fixed Annuities	40	15	19
Total U.S. Life Insurance segment	(154)	(207)	(135)
Runoff segment	6	12	11
Corporate and Other	(103)	(327)	(58)
<b>ADJUSTED OPERATING LOSS</b>	\$ (137)	\$ (405)	\$ (82)
<b>Reconciliation of net investment gains (losses):</b>			
Net investment gains (losses), gross	\$ 41	\$ 20	\$ (16)
Adjustments for:			
Deferred acquisition costs and other intangible amortization and certain benefit reserves	(1)	-	11
Net investment (gains) losses attributable to noncontrolling interests	(12)	(2)	4
Net investment gains (losses), net	\$ 28	\$ 18	\$ (1)



## Reconciliation Of Core Yield To Reported Yield

	2016		2015
	4Q	3Q	4Q
<b>(Assets - amounts in billions)</b>			
<b>Reported - Total Invested Assets and Cash</b>	\$ 74.4	\$ 78.3	\$ 75.1
Subtract:			
Securities lending	0.5	0.4	0.3
Unrealized gains (losses)	4.3	7.7	4.2
<b>Adjusted end of period invested assets and cash</b>	<b>\$ 69.6</b>	<b>\$ 70.2</b>	<b>\$ 70.6</b>
<b>(A) Average Invested Assets and Cash Used in Reported Yield Calculation</b>	<b>\$ 69.8</b>	<b>\$ 69.7</b>	<b>\$ 70.2</b>
Subtract:			
Restricted commercial mortgage loans and other invested assets related to securitization entities <sup>(1)</sup>	0.1	0.3	0.2
<b>(B) Average Invested Assets and Cash Used in Core Yield Calculation</b>	<b>\$ 69.7</b>	<b>\$ 69.4</b>	<b>\$ 70.0</b>
<b>(Income - amounts in millions)</b>			
<b>(C) Reported - Net Investment Income</b>	<b>\$ 786</b>	<b>\$ 805</b>	<b>\$ 781</b>
Subtract:			
Bond calls and commercial mortgage loan prepayments	22	14	18
Other non-core items <sup>(2)</sup>	(17)	8	(2)
Restricted commercial mortgage loans and other invested assets related to securitization entities <sup>(1)</sup>	2	1	3
<b>(D) Core Net Investment Income</b>	<b>\$ 779</b>	<b>\$ 782</b>	<b>\$ 762</b>
<b>(C) / (A) Reported Yield</b>	<b>4.50%</b>	<b>4.62%</b>	<b>4.45%</b>
<b>(D) / (B) Core Yield</b>	<b>4.47%</b>	<b>4.51%</b>	<b>4.35%</b>

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

<sup>(1)</sup> Represents the incremental assets and investment income related to restricted commercial mortgage loans and other invested assets.

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



## Results Of Operations By Segment

The company allocates the consolidated provision for income taxes to its operating segments. The allocation methodology applies a specific tax rate to the pre-tax income (loss) of each segment, which is then adjusted in each segment to reflect the tax attributes of items unique to that segment such as foreign income. The difference between the consolidated provision for income taxes and the sum of the provision for income taxes in each segment is reflected in Corporate and Other activities. The annually-determined tax rates and adjustments to each segment's provision for income taxes are estimates which are subject to review and could change from year to year.

## Definition Of Selected Operating Performance Measures

Management uses selected operating performance measures including "sales" and "insurance in force" or "risk in force" which are commonly used in the insurance industry as measures of operating performance.

Management regularly monitors and reports sales metrics as a measure of volume of new and renewal business generated in a period. Sales refer to new insurance written for mortgage insurance. Sales do not include renewal premiums on policies or contracts written during prior periods. The company considers new insurance written to be a measure of the company's operating performance because they represent a measure of new sales of insurance policies or contracts during a specified period, rather than a measure of the company's revenues or profitability during that period.

Management regularly monitors and reports insurance in force and risk in force. Insurance in force for the mortgage insurance businesses is a measure of the aggregate original loan balance for outstanding insurance policies as of the respective reporting date. Risk in force for the U.S. mortgage insurance business is based on the coverage percentage applied to the estimated current outstanding loan balance. For risk in force in the mortgage insurance businesses in Canada and Australia, 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 mortgage insurance businesses in Canada and Australia. In Australia, the company has certain risk share arrangements where it provides pro-rata coverage of certain loans rather than 100% coverage. As a result, for loans with these risk share arrangements, the applicable pro-rata coverage amount provided is used when applying the factor. 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.

Management also regularly monitors and reports a loss ratio for the company's businesses. For the mortgage insurance businesses, the loss ratio is the ratio of incurred losses and loss adjustment expenses to net earned premiums. 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. 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% is utilized in certain adjustments to adjusted 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 related to the proposed transaction with China Oceanwide Holdings Group Co., Ltd. (China Oceanwide)* including: the company's inability to complete the transaction in a timely manner or at all; the company's inability to obtain stockholder or regulatory approvals, or the possibility that the parties may delay the transaction or that materially burdensome or adverse regulatory conditions may be imposed in connection with any such regulatory approvals; legal proceedings may be instituted against the company in connection with the proposed transaction; the proposed transaction may disrupt the company's current plans and operations; certain restrictions during the pendency of the transaction may impact the company's ability to pursue certain business opportunities or strategic transactions; there may be insufficient continued availability of capital and financing to the company before the consummation of the transaction; there may be further rating agency actions and downgrades in the company's financial strength ratings; there may be changes in applicable laws or regulations; the company may not recognize the anticipated benefits of the transaction; the amount of the costs, fees, expenses and other charges related to the transaction may be material; management's attention may be diverted from the company's ongoing business operations; the merger agreement may be terminated in circumstances that would require the company to pay China Oceanwide a fee; the company's ability to attract, recruit, retain and motivate current and prospective employees may be adversely affected; and disruptions and uncertainty relating to the transaction, whether or not it is completed, may harm the company's relationships with its employees, customers, distributors, vendors or other business partners, and may result in a negative impact on the company's business;
- *strategic risks in the event the proposed transaction with China Oceanwide is not consummated* including: the company's inability to successfully execute alternative strategic plans to effectively address its current business challenges (including with respect to the restructuring of its U.S. life insurance businesses, debt obligations, cost savings, ratings and capital); the company's inability to attract buyers for any businesses or other assets it may seek to sell, or securities it may seek to issue, in each case, in a timely manner on anticipated terms; failure to obtain any required regulatory, stockholder and/or noteholder approvals or consents, or the company's challenges changing or being more costly or difficult to successfully address than currently anticipated or the benefits achieved being less than anticipated; inability to achieve anticipated cost-savings in a timely manner; adverse tax or accounting charges; and inability to increase the capital needed in the company's businesses in a timely manner and on anticipated terms, including through improved business performance, reinsurance or similar transactions, asset sales, securities offerings or otherwise, in each case as and when required;
- *risks relating to estimates, assumptions and valuations* including: risks related to the impact of the company's annual review of assumptions and methodologies related to its long term care insurance claim reserves in the third quarter of 2016 and its margin reviews in the fourth quarter of 2016; inadequate reserves and the need to increase reserves (including any changes the company may make in the future to its assumptions, methodologies or otherwise in connection with periodic or other reviews); inaccurate models; deviations from the company's estimates and actuarial assumptions or other reasons in its long term care insurance, life insurance and/or annuity businesses; accelerated amortization of deferred acquisition costs (DAC) and present value of future profits (PVFP) (including any changes it may make in the future to its assumptions, methodologies or otherwise in connection with periodic or other reviews); adverse impact on the company's financial results as a result of projected profits followed by projected losses (as is currently the case with its long term care insurance business); and changes in valuation of fixed maturity, equity and trading securities;
- *risks relating to economic, market and political conditions* including: downturns and volatility in global economies and equity and credit markets; interest rates and changes in rates (particularly given the historically low interest rate environment) have adversely impacted, and may continue to materially adversely impact, the company's business and profitability; deterioration in economic conditions or a decline in home prices that adversely affect the company's loss experience in mortgage insurance; political and economic instability or changes in government policies; and fluctuations in foreign currency exchange rates and international securities markets;

# Cautionary Note Regarding Forward-Looking Statements

- *regulatory and legal risks* including: extensive regulation of the company's businesses and changes in applicable laws and regulations; litigation and regulatory investigations or other actions; dependence on dividends and other distributions from the company's subsidiaries (particularly its international subsidiaries) and the inability of any subsidiaries to pay dividends or make other distributions to the company, including as a result of the performance of its subsidiaries and insurance, regulatory or corporate law restrictions; adverse change in regulatory requirements, including risk-based capital; changes in regulations adversely affecting the company's international operations; inability to meet or maintain the private mortgage insurer eligibility requirements (PMIERS); inability of the company's U.S. mortgage insurance subsidiaries to meet 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 on the U.S. mortgage insurance market and adverse changes to the role or structure of Fannie Mae and Freddie Mac; adverse changes in regulations affecting the company's mortgage insurance businesses; inability to continue to implement actions to mitigate the impact of statutory reserve requirements; impact of additional regulations pursuant to the Dodd-Frank Wall Street Reform and Consumer Protection Act (the Dodd-Frank Act); and changes in accounting and reporting standards;
- *liquidity, financial strength ratings, credit and counterparty risks* including: insufficient internal sources to meet liquidity needs and limited or no access to capital (including the company's inability to enter into a credit facility); recent or future adverse rating agency actions, including with respect to rating downgrades or potential downgrades or being put on review for potential downgrade (including in connection with the company's recent announcement of a material increase to the company's universal life insurance reserves), all of which could have adverse implications for the company, including with respect to key business relationships, product offerings, business results of operations, financial condition and capital needs, strategic plans, collateral obligations and availability and terms of hedging, reinsurance and borrowings; defaults by counterparties to reinsurance arrangements or derivative instruments; defaults or other events impacting the value of the company's fixed maturity securities portfolio; and defaults on the company's commercial mortgage loans or the mortgage loans underlying its investments in commercial mortgage-backed securities and volatility in performance;
- *operational risks* including: inability to retain, attract and motivate qualified employees or senior management; ineffective or inadequate risk management in identifying, controlling or mitigating risks; reliance on, and loss of, key customer or distribution relationships; availability, affordability and adequacy of reinsurance to protect the company against losses; competition; competition in the company's mortgage insurance businesses from government and government-owned and government-sponsored enterprises (GSEs) offering mortgage insurance; material weakness in, or ineffective, internal control over financial reporting; and failure or any compromise of the security of the company's computer systems, disaster recovery systems and business continuity plans and failures to safeguard, or breaches of, its confidential information;
- *insurance and product-related risks* including: the company's inability to increase sufficiently, and in a timely manner, premiums on in force long term care and life insurance policies and/or reduce in force benefits, and charge higher premiums on new policies, in each case, as currently anticipated and as may be required from time to time in the future (including as a result of the company's failure to obtain any necessary regulatory approvals or unwillingness or inability of policyholders to pay increased premiums), including to offset the impact on the company's margins of updated claim reserves assumptions in connection with its annual review of its long term care insurance claim reserves in the third quarter of 2016 and its annual U.S. life insurance assumption reviews in the fourth quarter of 2016; the company's inability to reflect future premium increases and other management actions in its margin calculation as anticipated; failure to sufficiently increase new sales for the company's long term care insurance products; inability to realize anticipated benefits of the company's rescissions, curtailments, loan modifications or other similar programs in its mortgage insurance businesses; premiums for the significant portion of the company's mortgage insurance risk in force with high loan-to-value ratios may not be sufficient to compensate the company for the greater risks associated with those policies; decreases in the volume of high loan-to-value mortgage originations or increases in mortgage insurance cancellations; increases in the use of alternatives to private mortgage insurance and reductions in the level of coverage selected; potential liabilities in connection with the company's U.S. contract underwriting services; and medical advances, such as genetic research and diagnostic imaging, and related legislation that impact policyholder behavior in ways adverse to the company;
- *other risks* including: occurrence of natural or man-made disasters or a pandemic; impairments of or valuation allowances against the company's deferred tax assets; 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 its 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 continued suspension of payment 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.