**UNITED STATES**

**SECURITIES AND EXCHANGE COMMISSION**

**Washington, D.C. 20549**

**FORM 8-K**

**CURRENT REPORT**

**PURSUANT TO SECTION 13 OR 15(d) OF THE**

**SECURITIES EXCHANGE ACT OF 1934**

**October 25, 2005**

**Date of Report**

**(Date of earliest event reported)**

**GENWORTH FINANCIAL, INC.**

**(Exact name of registrant as specified in its charter)**

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

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

**(804) 281-6000**

**(Registrants telephone number, including area code)**

**N/A**

**(Former Name or Former Address, if Changed Since Last Report)**

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

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

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

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

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

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

On October 25, 2005, Genworth Financial, Inc. issued (1) a press release announcing its financial results for the quarter ended September 30, 2005, a copy of which is attached hereto as Exhibit 99.1 and is incorporated herein by reference, and (2) a financial supplement for the quarter ended September 30, 2005, a copy of which is attached hereto as Exhibit 99.2 and is incorporated herein by reference.

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

**Item 9.01(d). Financial Statements and Exhibits.**

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

|  |  |  |
| --- | --- | --- |
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| **Exhibit Number** |  | **Description of Exhibit** |
| 99.1 |  | Press Release dated October 25, 2005. |
|  |  | |
| 99.2 |  | Financial supplement for the quarter ended September 30, 2005. |

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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.

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|  | | |  |  |  | GENWORTH FINANCIAL, INC. | | |
|  | | |  | |  | |  | |
| DATE: October 25, 2005 | | |  |  |  | By: |  | /s/ Richard P. McKenney |
|  |  |  |  |  |  |  |  | Richard P. McKenney  Senior Vice President   Chief Financial Officer |

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**Exhibit Index**

|  |  |  |
| --- | --- | --- |
|  |  |  |
| **Exhibit Number** |  | **Description of Exhibit** |
| 99.1 |  | Press Release dated October 25, 2005. |
|  |  | |
| 99.2 |  | Financial supplement for the quarter ended September 30, 2005. |

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**Exhibit 99.1**



**Genworth Financial Reports Third Quarter 2005 Earnings**

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
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|  |  | **Three months ended September 30th, (Unaudited)** | | | | | | | | | | |
|  |  | **2005** | | | | |  | **2004** | | | | |
| ***(Amounts in millions, except per share)*** |  | **Total** | |  | **Per diluted**  **share** | |  | **Total** | |  | **Per diluted share** | |
| Net earnings |  | $ | 307 |  | $ | 0.64 |  | $ | 271 |  | $ | 0.55 |
| Net operating earnings |  | $ | 311 |  | $ | 0.65 |  | $ | 269 |  | $ | 0.55 |
| Weighted average diluted shares |  |  | 481.1 |  |  |  |  |  | 490.4 |  |  |  |

Richmond, VA (October 25, 2005)  Genworth Financial, Inc. (NYSE: GNW) reported net earnings for the third quarter of 2005 of $307 million, or $0.64 per diluted share as compared with net earnings for the third quarter of 2004 of $271 million, or $0.55 per diluted share. The current quarter included earnings of $24 million, or $0.05 per diluted share related to bond calls, mortgage loan prepayments and partnership earnings.

Net operating earnings for the third quarter of 2005 were $311 million, or $0.65 per diluted share, as compared with net operating earnings of $269 million or $0.55 per diluted share in the third quarter of 2004.

Genworths earnings and sales results in the quarter demonstrate the success of our growth initiatives and continued disciplined execution, said Michael D. Fraizer, chairman and chief executive officer. We are growing our life insurance franchise at a strong pace, increasing assets under management in our retirement income business and building a significant international mortgage insurance revenue pipeline.

**Third Quarter Highlights**

|  |  |  |  |
| --- | --- | --- | --- |
|  |  |  | Term life sales increased to $38 million, up 46 percent over the prior year quarter and 12 percent sequentially driven by competitive pricing, distribution reach and service initiatives. |

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| --- | --- | --- | --- |
|  |  |  | Sales of income distribution series products (1) increased 41 percent over the prior year quarter to $99 million. In October, the company launched a guaranteed income for life rider, expanding the income distribution series to address additional consumer needs for income and liquidity. |

|  |  |
| --- | --- |
| (1) | Income distribution series products are comprised of the companys retirement income annuity product and three variable annuity riders that provide similar income features. The term does not include immediate annuities or fixed annuities, which also serve income distribution needs but are reported separately in the companys financial supplement. |

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|  |  |  | International growth platforms continued to expand in the quarter. Payment protection insurance sales grew 14 percent as compared with the prior year quarter from increased penetration of existing customers and activation of new clients. The business launched platforms in two additional countries during the quarter bringing the year-to-date new countries to four. International mortgage insurance achieved strong sales growth in Australia and Europe as new insurance written (NIW) increased to $21 billion, up 59 percent from the third quarter of 2004, including $1.3 billion of favorable foreign exchange (FX). Genworth also entered the mortgage insurance market in Japan. |

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| --- | --- | --- | --- |
|  |  |  | Domestic mortgage insurance flow NIW grew 22 percent over the third quarter of 2004 from clear progress in penetrating additional distribution channels and sales of recently introduced products. |

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| --- | --- | --- | --- |
|  |  |  | Long term care (LTC) results remained stable in the face of an ongoing market transition. Genworth entered the group long term care market for small and mid-sized companies to expand access to younger consumers with lower price points. |

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|  |  |  | General Electric (GE) reduced its ownership of Genworth to 27 percent with its sale of 116 million shares of Genworth stock; a highly successful offering that increased 25 percent in size from announcement to pricing. As a result, Genworth is no longer a consolidated subsidiary of GE. |

|  |  |  |  |
| --- | --- | --- | --- |
|  |  |  | During the quarter, Genworth increased its quarterly common stock dividend by 15 percent to $0.075 per share. The company also issued $350 million of 10-year debt taking advantage of low interest rates to retire outstanding commercial paper. |

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| --- | --- | --- | --- |
|  |  |  | Mark W. Griffin was recently appointed as the companys new chief investment officer. Mark previously served as the companys chief risk officer and acting chief investment officer. |

**2005 Outlook**

We are increasing our outlook for 2005 operating earnings per share to $2.40 to $2.50, said Fraizer. This outlook incorporates the positive investment items we saw this quarter along with anticipated seasonal increases in mortgage insurance delinquencies in the fourth quarter.

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**Segment Results**

Segment net operating earnings presented below are equivalent to net earnings for all segments except Corporate and Other. For a reconciliation of the Corporate and Other segment net operating earnings to GAAP net earnings, see the disclosure at the end of this release.

**Segment Net Operating Earnings (Unaudited)**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |
| **Protection**  **Net operating earnings**  **(in millions)** |  | **Q3 05** | |  | **Q3 04** | |
| Life |  | $ | 73 |  | $ | 61 |
| Long-term care |  |  | 41 |  |  | 43 |
| Payment protection |  |  | 23 |  |  | 21 |
| Group |  |  | 8 |  |  | 10 |
|  |  |  |  |  |  |  |
| **Total Protection** |  | **$** | **145** |  | **$** | **135** |
|  |  |  |  |  |  |  |
|  |  | | |  | | |
| **Sales**  **(in millions)** |  | **Q3 05** | |  | **Q3 04** | |
| Life |  | $ | 57 |  | $ | 36 |
| Long-term care |  |  | 41 |  |  | 39 |
| Payment protection |  |  | 454 |  |  | 397 |
| Group |  |  | 37 |  |  | 39 |
|  |  |  |  |  |  |  |
| **Total Protection** |  | **$** | **589** |  | **$** | **511** |
|  |  |  |  |  |  |  |

Protection net operating earnings increased 7 percent to $145 million in the third quarter primarily from growth in the life insurance business. Life operating earnings reflected double-digit new business growth and sound in-force performance including mortality that was favorable to pricing. Long term care net operating earnings declined $2 million to $41 million mainly from lower experience gains on reinsured blocks. Payment protection operating earnings grew 10 percent from new business growth and a lower effective tax rate, partially offset by additional expense for investments in new growth platforms.

Sales of term life increased 46 percent to $38 million over the prior year quarter from ongoing competitive pricing, expanded distribution reach and service initiatives. During the quarter, Genworth completed its fifth capital markets securitization, funding an additional $300 million of reserves. Total universal life sales increased 90 percent to $19 million reflecting a 15 percent growth in annual premiums and a three-fold increase in excess premiums. LTC sales were flat as compared with both the prior year and previous quarters as the market continued to transition. Payment protection sales increased 14 percent over third quarter of 2004 from increased penetration of existing customers and activation of new clients.

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| **Retirement Income & Investments**  **Net operating earnings**  **(in millions)** |  | **Q3 05** | |  | **Q3 04** | |
| Spread-based retail |  | $ | 39 |  | $ | 24 |
| Fee-based |  |  | 14 |  |  | 12 |
| Spread-based institutional |  |  | 6 |  |  | 4 |
|  |  |  |  |  |  |  |
| **Total RI&I** |  | **$** | **59** |  | **$** | **40** |
|  |  |  |  |  |  |  |
|  |  | | |  | | |
| **Sales**  **(in millions)** |  | **Q3 05** | |  | **Q3 04** | |
| Spread-based retail |  | $ | 618 |  | $ | 929 |
| Fee-based |  |  | 673 |  |  | 521 |
| Spread-based institutional |  |  | 1,081 |  |  | 580 |
|  |  |  |  |  |  |  |
| **Total RI&I** |  | **$** | **2,372** |  | **$** | **2,030** |
|  |  |  |  |  |  |  |
| **Assets Under Management (1)** |  | **$** | **39,010** |  | **$** | **34,509** |
|  |  |  |  |  |  |  |

Retirement Income and Investments net operating earnings grew $19 million to $59 million for the third quarter of 2005 with growth across all product lines. Results included $10 million related to bond calls and mortgage loan prepayments. Spread-based retail net operating earnings increased $15 million as a result of 8 percent growth in assets under management, improved spreads and higher bond calls and mortgage loan prepayments versus the third quarter of 2004.

Net operating earnings for fee-based products increased 17 percent over the prior year quarter to $14 million from a 48 percent increase in assets under management. Spread-based institutional earnings grew to $6 million as a result of improved spreads.

Fee-based product sales increased 29 percent over the third quarter of 2004 to $673 million through broadened distribution and product offerings. Sales of income distribution series products increased considerably compared to the prior year quarter, up 41 percent to $99 million. Spread-based retail sales in the current quarter declined 33 percent associated primarily with a drop in fixed annuity sales as a flattening yield curve made alternative short-term investment products more attractive and the business maintained pricing discipline. Spread-based institutional product sales increased to $1.1 billion.

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| (1) | Assets under management represent account values, net of reinsurance, and managed third party assets. |

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| **Mortgage Insurance**  **Net operating earnings**  **(in millions)** |  | **Q3 05** | |  | **Q3 04** | |
| International |  | $ | 68 |  | $ | 50 |
| United States |  |  | 58 |  |  | 52 |
|  |  |  |  |  |  |  |
| **Total Mortgage Insurance** |  | **$** | **126** |  | **$** | **102** |
|  |  |  |  |  |  |  |
|  |  | | |  | | |
| **Sales**  **(in billions)** |  | **Q3 05** | |  | **Q3 04** | |
| International |  | $ | 21.0 |  | $ | 13.2 |
| United States |  |  | 7.2 |  |  | 6.2 |
|  |  |  |  |  |  |  |
| **Total Mortgage Insurance** |  | **$** | **28.2** |  | **$** | **19.4** |
|  |  |  |  |  |  |  |

International mortgage insurance net operating earnings increased 36 percent over the third quarter of 2004 to $68 million from solid revenue growth partially offset by investment in new markets. In the quarter a $3 million after tax favorable loss reserve development and a $3 million after tax adjustment to paid claims reduced the reported loss ratio to 8 percent from an underlying loss ratio of 17 percent. Net operating earnings included $5 million of favorable FX. International NIW grew 59 percent over the prior year period to $21 billion from ongoing account penetration and favorable market conditions in Australia and Europe. NIW included $1.3 billion of foreign exchange benefit.

U.S. mortgage insurance net operating earnings increased to $58 million for the third quarter of 2005 and included $9 million of tax benefits and a $3 million favorable reserve adjustment in our prime bulk business. Total paid claims declined $3 million from the prior year quarter. On a sequential basis, delinquencies increased in line with seasonal patterns, but this impact was offset by a reduction in loss reserves from a mix shift in reported delinquencies. Expenses increased in the quarter primarily from higher contract underwriting volumes and $3 million after-tax from unusual items. Persistency dropped to 59 percent in the quarter from ongoing low interest rates and home price appreciation; consequently, we lowered our persistency estimate for the full year and accelerated DAC amortization of $4 million after-tax. U.S. NIW increased $1 billion from a 22 percent increase in flow NIW. This improvement marks progress in penetrating additional distribution channels and it includes approximately $800 million of sales for our recently introduced HomeOpenersSM products.

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| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |
| **Corporate and Other**  **(in millions)** |  | **Q3 05** | |  |  | **Q3 04** | |  |
| **Net operating loss** |  | $ | (19 | ) |  | $ | (8 | ) |

The Corporate and Other segment net operating loss was $19 million in the current quarter as compared with a net operating loss of $8 million in the third quarter of 2004. This decline was largely the result of higher public company expenses and taxes versus the prior year period. Partially offsetting these items was $10 million higher net earnings in the current period from bond calls, mortgage loan prepayments and partnership income.

Stockholders interest as of September 30, 2005 was $13.3 billion, or $28.31 per share. Stockholders interest, excluding accumulated non-owner changes, as of September 30, 2005 was $11.6 billion. Book value per share, excluding accumulated other comprehensive income, increased to $24.67 as of September 30, 2005, compared with $24.10 as of June 30, 2005.

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**Conference Call Information**

Genworth will conduct a conference call on October 26 from 10 a.m. to 11 a.m. (EDT) to discuss third quarter results and business outlook.

The conference call will be accessible via telephone and the Internet. The earnings release and financial supplement are now posted on the companys website. Investors are encouraged to review all of these materials. The web cast will be available at www.genworth.com. To access the call by telephone, dial 1-800-599-9795 (U.S.) or 1-617-786-2905 (outside the U.S.), access code Genworth. A replay of the call will be available from 1 p.m. EDT on October 26 through November 9, 2005 at 1-888-286-8010 or 1-617-801-6888 (outside the U.S.), access code 56584034. The call will also be replayed at the companys website during this same time period.

**Use of Non-GAAP Measures**

This press release includes the non-GAAP financial measure entitled net operating earnings. The company defines net operating earnings as net earnings from continuing operations, excluding after-tax net realized investment gains and losses (which can fluctuate significantly from period to period), changes in accounting principles and infrequent or unusual non-operating items. There were no infrequent or unusual non-operating items excluded from net operating earnings for the periods presented in this press release.

Management believes that analysis of net operating earnings enhances understanding and comparability of performance by highlighting underlying business activity and profitability drivers. However, net operating earnings should not be viewed as a substitute for GAAP net earnings. In addition, the companys definition of net operating earnings may differ from the definitions used by other companies. The table at the end of this press release provides a reconciliation of net earnings to net operating earnings (as defined above) for the three months ended September 30, 2005 and 2004.

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

From time to time the company also references the non-GAAP financial measure entitled operating return on equity or operating ROE. The company defines operating ROE as net operating earnings divided by average stockholders interest, excluding accumulated non-owner changes in average stockholders interest (commonly referred to as accumulated other comprehensive income (AOCI)). Management believes that analysis of operating ROE enhances understanding of the efficiency with which the company deploys its capital. However, operating ROE as defined by the company should not be viewed as a substitute for GAAP net earnings divided by average stockholders interest. Due to the unpredictable nature of net operating earnings and average stockholders interest excluding AOCI, the company is unable to reconcile its outlook for operating ROE to GAAP net earnings divided by average stockholders interest.

All net realized investment gains (losses) are reflected in the Corporate and Other segment and are not reflected in the results of any of the companys other segments. As a result, the segment results contained in this press release are presented on a net operating earnings basis, which is the same as net earnings from continuing operations before accounting change under GAAP for all segments, except Corporate and Other segment. For a reconciliation of net operating earnings for Corporate and Other segment to net earnings presented in accordance with GAAP, see the

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table at the end of this press release. The term net operating loss as used in this press release is also a non-GAAP financial measure and has an analogous meaning to net operating earnings.

**Definition of Sales**

The term sales as used in this financial supplement means (1) all anticipated premiums and deposit receipts during the first twelve contract months from all contracts sold during the quarter for term life insurance, long-term care insurance, and group life and health insurance; (2) new and additional premiums/deposits for universal life insurance, spread-based and variable products; (3) new deposits for managed assets; (4) written premiums gross of reinsurance and cancellations for payment protection insurance; and (5) new insurance written for mortgage insurance, which in each case reflects the amount of business the company generated during each period presented. Sales do not include renewal premiums on policies or contracts written during prior periods. The company considers annualized first-year premiums, new premiums/deposits, written premiums and new insurance written to be a measure of the companys operating performance because they represent a measure of new sales of insurance policies or contracts during a specified period, rather than a measure of the companys revenues or profitability during that period. This operating measure enables 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.

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**Cautionary Note Regarding Forward-Looking Statements**

This press release contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements may be identified by words such as expects, intends, anticipates, plans, believes, seeks, estimates, will, or words of similar meaning and include, but are not limited to, statements regarding the outlook for the companys future business and financial performance. Forward-looking statements are based on managements current expectations and assumptions, which are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict. Actual outcomes and results may differ materially due to global political, economic, business, competitive, market, regulatory and other factors and risks, including the following:

|  |  |  |  |
| --- | --- | --- | --- |
|  |  |  | *Risks relating to our businesses*, including interest rate fluctuations, downturns and volatility in equity markets, defaults in portfolio securities, downgrades in our financial strength and credit ratings, insufficiency of reserves, legal constraints on dividend distributions by subsidiaries, illiquidity of investments, competition, inability to attract or retain independent sales intermediaries and dedicated sales specialists, defaults by counterparties, foreign exchange rate fluctuations, regulatory restrictions on our operations and changes in applicable laws and regulations, legal or regulatory actions or investigations, political or economic instability, the failure or any compromise of the security of our computer systems and the occurrence of natural or man-made disasters; |

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| --- | --- | --- | --- |
|  |  |  | *Risks relating to our Protection and Retirement Income and Investments segments*, including unexpected changes in mortality, morbidity and unemployment rates, accelerated amortization of deferred acquisition costs and present value of future profits, goodwill impairments, medical advances such as genetic mapping research, unexpected changes in persistency rates, increases in statutory reserve requirements, the failure of demand for long-term care insurance to increase as we expect and changes in tax and securities laws; |

|  |  |  |  |
| --- | --- | --- | --- |
|  |  |  | *Risks relating to our Mortgage Insurance segment*, including the influence of Fannie Mae, Freddie Mac and a small number of large mortgage lenders and investors, increased regulatory scrutiny of Fannie Mae and Freddie Mac resulting in possible regulatory changes, decreases in the volume of high loan-to-value mortgage originations, increases in mortgage insurance cancellations, increases in the use of simultaneous second mortgages and other alternatives to private mortgage insurance and reductions by lenders in the level of coverage they select, unexpected increases in mortgage insurance default rates or severity of defaults, deterioration in economic conditions, insufficiency of premium rates to compensate us for risks associated with mortgage loans bearing high loan-to-value ratios, increases in the use of captive reinsurance in the mortgage insurance market, changes in the demand for mortgage insurance that could arise as a result of efforts of large mortgage investors, legal or regulatory actions or investigations under applicable laws and regulations, including the Real Estate Settlement Practices Act and the Federal Fair Credit Reporting Act, potential liabilities in connection with contract underwriting services and growth in the European mortgage insurance market that is lower than we expect; and |

|  |  |  |  |
| --- | --- | --- | --- |
|  |  |  | *Risks relating to our separation from GE*, including the loss of benefits associated with GEs brand and reputation, our need to establish our new Genworth brand identity quickly and effectively, the lack of comparability between our financial information for periods before the IPO and for periods after the IPO, the possibility that we will not be able to replace services previously provided by GE on terms that are at least as favorable, the possibility that in certain circumstances we will be obligated to make payments to GE under our tax matters agreement even if our corresponding tax savings either are delayed or never materialize, the possibility that in the event of a change in control of our |

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company we would have insufficient funds to meet accelerated obligations under the tax matters agreement, GEs control over certain tax matters that could have an impact on us, potential conflicts of interest with GE and GEs engaging in the same type of business as we do in the future.

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

**About Genworth Financial**

Genworth is a leading insurance holding company, serving the lifestyle protection, retirement income, investment and mortgage insurance needs of more than 15 million customers, and has operations in 24 countries, including the U.S., Canada, Australia, the U.K. and more than a dozen other European countries. For more information, visit www.genworth.com.

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**Contact Information:**

|  |  |  |
| --- | --- | --- |
|  |  |  |
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|  |  | |
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|  |  | neal.mcgarity@genworth.com |

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**STATEMENT OF EARNINGS INFORMATION**

**(Amounts in millions, except per share data)**

**(Unaudited)**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |
|  |  | **Three months ended September 30,** | | | | | |
|  |  | **2005** | |  |  | **2004** | |
| **Revenues:** |  |  |  |  |  |  |  |
| Premiums |  | $ | 1,547 |  |  | $ | 1,523 |
| Net investment income |  |  | 902 |  |  |  | 785 |
| Net realized investment (losses) gains |  |  | (7 | ) |  |  | 3 |
| Policy fees and other income |  |  | 186 |  |  |  | 159 |
|  |  |  |  |  |  |  |  |
| **Total revenues** |  |  | 2,628 |  |  |  | 2,470 |
|  |  |  |  |  |  |  |  |
| **Benefits and expenses:** |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 1,026 |  |  |  | 1,034 |
| Interest credited |  |  | 364 |  |  |  | 328 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 506 |  |  |  | 411 |
| Amortization of deferred acquisition costs and intangibles |  |  | 217 |  |  |  | 230 |
| Interest expense |  |  | 72 |  |  |  | 60 |
|  |  |  |  |  |  |  |  |
| **Total benefits and expenses** |  |  | 2,185 |  |  |  | 2,063 |
|  |  |  |  |  |  |  |  |
| **Earnings from continuing operations before income taxes and accounting change** |  |  | 443 |  |  |  | 407 |
| Provision for income taxes |  |  | 136 |  |  |  | 136 |
|  |  |  |  |  |  |  |  |
| **Net earnings** |  | $ | 307 |  |  | $ | 271 |
|  |  |  |  |  |  |  |  |
| **Net earnings per common share:** |  |  |  |  |  |  |  |
| Basic |  | $ | 0.65 |  |  | $ | 0.55 |
|  |  |  |  |  |  |  |  |
| Diluted |  | $ | 0.64 |  |  | $ | 0.55 |
|  |  |  |  |  |  |  |  |
| **Weighted-average common shares outstanding:** |  |  |  |  |  |  |  |
| Basic |  |  | 470.7 |  |  |  | 489.6 |
|  |  |  |  |  |  |  |  |
| Diluted |  |  | 481.1 |  |  |  | 490.4 |
|  |  |  |  |  |  |  |  |

10

**RECONCILIATION OF NET EARNINGS TO NET OPERATING EARNINGS**

**(Amounts in millions, except per share data)**

**(Unaudited)**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |
|  |  | **Three months ended September 30,** | | | | |  |
|  |  | **2005** | |  | **2004** | |  |
| **Net earnings** |  | $ | 307 |  | $ | 271 |  |
| Net realized investment losses (gains), net of taxes |  |  | 4 |  |  | (2 | ) |
|  |  |  |  |  |  |  |  |
| **Net operating earnings** |  | $ | 311 |  | $ | 269 |  |
|  |  |  |  |  |  |  |  |
| **Net earnings per common share:** |  |  |  |  |  |  |  |
| Basic |  | $ | 0.65 |  | $ | 0.55 |  |
|  |  |  |  |  |  |  |  |
| Diluted |  | $ | 0.64 |  | $ | 0.55 |  |
|  |  |  |  |  |  |  |  |
| **Net operating earnings per common share:** |  |  |  |  |  |  |  |
| Basic |  | $ | 0.66 |  | $ | 0.55 |  |
|  |  |  |  |  |  |  |  |
| Diluted |  | $ | 0.65 |  | $ | 0.55 |  |
|  |  |  |  |  |  |  |  |
| **Weighted-average common shares outstanding:** |  |  |  |  |  |  |  |
| Basic |  |  | 470.7 |  |  | 489.6 |  |
|  |  |  |  |  |  |  |  |
| Diluted |  |  | 481.1 |  |  | 490.4 |  |
|  |  |  |  |  |  |  |  |

**RECONCILIATION OF CORPORATE AND OTHER SEGMENT NET LOSS TO**

**NET OPERATING LOSS**

**(Amounts in millions)**

**(Unaudited)**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |
|  |  | **Three months ended September 30,** | | | | | |  |
|  |  | **2005** | |  |  | **2004** | |  |
| **Segment net loss** |  | $ | (23 | ) |  | $ | (6 | ) |
| Net realized investment losses (gains), net of taxes |  |  | 4 |  |  |  | (2 | ) |
|  |  |  |  |  |  |  |  |  |
| **Segment net operating loss** |  | $ | (19 | ) |  | $ | (8 | ) |
|  |  |  |  |  |  |  |  |  |

11

**Exhibit 99.2**



**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

|  |  |  |
| --- | --- | --- |
|  |  |  |
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|  |  |  |
| --- | --- | --- |
|  |  |  |
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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

Dear Investor,

In conjunction with the release of Genworths third quarter results for 2005, we have prepared this financial supplement to assist investors in understanding Genworths financial results. This quarter we re-ordered the financial information, bringing the current period information to the front of the Supplement to make it easier to locate.

This supplement compares current period results to earnings and other financial information from the third quarter of 2004 including pro forma earnings for the nine months ended September 30, 2004. The pro forma financial information that is presented reflects the effect of the companys corporate reorganization and the other transactions effected in connection with our initial public offering, completed in May, 2004.

Additional detail on the basis of financial information is provided on page 4 of this supplement.

Please feel free to call if you have any additional questions.

Regards,

Jean Peters

Senior Vice President

Investor Relations and Corporate Communications

804-662-2693

Alicia Charity

Vice President

Investor Relations

804-662-2248

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Basis of Financial Information**

As part of a corporate reorganization effected in connection with the companys IPO, the company acquired substantially all of the assets and liabilities of GE Financial Assurance Holdings, Inc. (GEFAHI), an indirect subsidiary of GE. The company also acquired certain other insurance businesses that were owned by other GE subsidiaries but managed by members of the companys management team. In consideration for the assets that the company acquired and the liabilities that the company assumed, the company issued various equity and debt securities to GEFAHI.

The company has prepared its financial information as if the company had been in existence throughout all relevant periods. The financial information through the date of the corporate reorganization (May 24, 2004) includes all businesses that were owned by GEFAHI, including those that were not transferred to the company, as well as the other insurance businesses that the company acquired from other GE subsidiaries in connection with the corporate reorganization. As a result, the companys financial information for periods prior to the corporate reorganization is not comparable to financial information for periods ending after that date.

Prior to the completion of the IPO, the company entered into several significant reinsurance transactions with Union Fidelity Life Insurance Company (UFLIC), an indirect subsidiary of GE. As part of these transactions, the company ceded to UFLIC, effective as of January 1, 2004, policy obligations under all of its in-force structured settlement contracts, which had reserves of $12.0 billion, and substantially all of its in-force variable annuity contracts, which had general account reserves of $2.8 billion and separate account reserves of $7.9 billion, each as of December 31, 2003. These contracts represent substantially all of the companys contracts that were in force as of December 31, 2003 for these products. In addition, effective as of January 1, 2004, the company ceded to UFLIC policy obligations under a block of long-term care insurance policies, which had reserves of $1.5 billion as of December 31, 2003. As part of the reinsurance transactions, UFLIC ceded to the company in-force blocks of Medicare supplement insurance, which had reserves of $19 million.

The unaudited pro forma financial information for the nine month period ended September 30, 2004 contained in this financial supplement reflects the companys financial information as adjusted to give effect to the transactions described below and certain other transactions as if each had occurred as of January 1, 2004. There were no pro forma adjustments for the three month period ended September 30, 2004. The following transactions are reflected in the unaudited pro forma financial information:

|  |  |  |  |
| --- | --- | --- | --- |
|  |  |  | the removal of certain businesses of GEFAHI that were not transferred to the company in connection with the corporate reorganization; |

|  |  |  |  |
| --- | --- | --- | --- |
|  |  |  | the reinsurance transactions with UFLIC; |

|  |  |  |  |
| --- | --- | --- | --- |
|  |  |  | the issuance of equity and debt securities to GEFAHI in exchange for the assets that the company acquired and the liabilities that the company assumed in connection with the corporate reorganization; and |

|  |  |  |  |
| --- | --- | --- | --- |
|  |  |  | the issuance and sale of $1.9 billion of senior notes and $500 million of commercial paper and the application of the proceeds there from. |

The unaudited pro forma financial information is based upon available information and assumptions that the company believes are reasonable. The unaudited pro forma financial information is for illustrative and informational purposes only and is not intended to represent or be indicative of what the companys financial condition or results of operations would have been had the transactions described above occurred on the dates indicated, nor what they may be in the future.

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Use of Non-GAAP Measures**

This financial supplement includes the non-GAAP financial measure entitled net operating earnings. The company defines net operating earnings as net earnings from continuing operations, excluding after-tax net realized investment gains and losses (which can fluctuate significantly from period to period), changes in accounting principles and infrequent or unusual non-operating items. There were no infrequent or unusual non-operating items excluded from net operating earnings for the periods presented in this financial supplement other than a $22 million IPO-related tax charge recorded during the second quarter of 2004, a $68 million IPO-related net tax benefit recorded during the fourth quarter of 2004 and a $25 million after-tax gain related to our waiver of contractual rights under an outsourcing services agreement with GEs global outsourcing provider, 60% of which was sold in the fourth quarter of 2004.

Management believes that analysis of net operating earnings enhances understanding and comparability of performance by highlighting underlying business activity and profitability drivers. However, net operating earnings should not be viewed as a substitute for GAAP net earnings. In addition, the companys definition of net operating earnings may differ from the definitions used by other companies. The table on page 7 of this report provides a reconciliation of net earnings to net operating earnings (as defined above) for the three and nine months ended September 30, 2005 and 2004 and to pro forma net operating earnings for the nine months ended September 30, 2004.

All net realized investment gains (losses) are reflected in the Corporate and Other Segment and are not reflected in the results of any of the companys other segments. As a result, the segment results contained in this financial supplement are presented on a net operating earnings basis, which is the same as net earnings from continuing operations before accounting change under GAAP for all segments, except for the Corporate and Other Segment. For a reconciliation of Corporate and Other segment net earnings to segment net operating earnings for the three and nine months ended September 30, 2005 and 2004, and to pro forma segment net operating earnings for the nine months ended September 30, 2004, presented in accordance with GAAP, see the tables on pages 10 & 45 in this report. The term net operating loss as used in this report is also a non-GAAP financial measure and has an analogous meaning to net operating earnings.

**Definition of Sales**

The term sales as used in this financial supplement means (1) annualized first-year premiums for term life insurance, long-term care insurance and group life and health insurance; (2) new and additional premiums/deposits for universal life insurance, spread-based and variable products; (3) new deposits for managed assets; (4) written premiums gross of reinsurance and cancellations for payment protection insurance; and (5) new insurance written for mortgage insurance, which in each case reflects the amount of business the company generated during each period presented. Sales do not include renewal premiums on policies or contracts written during prior periods. The company considers annualized first-year premiums, new premiums/deposits, written premiums and new insurance written to be a measure of the companys operating performance because they represent a measure of new sales of insurance policies or contracts during a specified period, rather than a measure of the companys revenues or profitability during that period. This operating measure enables 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.

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Financial Highlights**

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

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |
| **Balance Sheet Data** |  | **September 30, 2005** | |  | **December 31, 2004** | |
| Total stockholders interest, excluding accumulated nonowner changes in stockholders interest |  | $ | 11,614 |  | $ | 11,257 |
| Total accumulated non-owner changes in stockholders interest |  |  | 1,714 |  |  | 1,609 |
|  |  |  |  |  |  |  |
| Total stockholders interest |  | $ | 13,328 |  | $ | 12,866 |
|  |  |  |  |  |  |  |
| **Book value per common share** |  | **$** | **28.31** |  | **$** | **26.28** |
| **Book value per common share, excluding accumulated nonowner changes in stockholders interest** |  | **$** | **24.67** |  | **$** | **22.99** |
|  |  | | |  | | |
| Common shares outstanding as of balance sheet date |  |  | 470.8 |  |  | 489.6 |
|  |  | | |  | | |
| **Basic and Diluted Shares** |  | **Three months ended September 30, 2005** | |  | **Nine months ended September 30, 2005** | |
| Weighted-average shares used in basic earnings per common share calculations |  |  | 470.7 |  |  | 476.7 |
| Dilutive securities: |  |  |  |  |  |  |
| Stock purchase contracts underlying equity units |  |  | 6.4 |  |  | 4.9 |
| Stock options and stock appreciation rights |  |  | 3.6 |  |  | 2.7 |
| Restricted stock units |  |  | 0.4 |  |  | 0.4 |
|  |  |  |  |  |  |  |
| Weighted-average shares used in diluted earnings per common share calculations |  |  | 481.1 |  |  | 484.7 |
|  |  |  |  |  |  |  |

***Stock Purchase Contracts Underlying Equity Units***

For more information on our Equity Units, see note 14 (d) in our audited financial statements filed on Form 10-K for the year ended December 31, 2004.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |
| **Dilutive Effect of Stock Purchase Contracts Underlying Equity Units** |  | **Average market price** | |  | **Incremental shares (a)** |
|  |  | $ | 25.00 |  | 1.4 |
|  |  | $ | 26.00 |  | 2.4 |
|  |  | $ | 27.00 |  | 3.2 |
|  |  | $ | 28.00 |  | 4.0 |
|  |  | $ | 29.00 |  | 4.7 |
|  |  | $ | 30.00 |  | 5.4 |
|  |  | $ | 31.00 |  | 6.1 |
|  |  | $ | 32.00 |  | 6.7 |
|  |  | $ | 33.00 |  | 7.2 |
|  |  | $ | 34.00 |  | 7.8 |
|  |  | $ | 35.00 |  | 8.3 |

|  |  |
| --- | --- |
| (a) | Incremental shares are calculated using the treasury stock method. |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Reconciliation of Net Earnings to Net Operating Earnings**

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

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | **Three months ended September 30,** | | | | |  |  | **Nine months ended September 30,** | | | | |  |
|  |  | **2005** | |  | **2004** | |  |  | **2005** | |  | **2004** | |  |
| **Net earnings** |  | $ | 307 |  | $ | 271 |  |  | $ | 914 |  | $ | 811 |  |
| Gain on sale of discontinued operations, net of taxes |  |  |  |  |  |  |  |  |  |  |  |  | (7 | ) |
| Cumulative effect of accounting change, net of taxes |  |  |  |  |  |  |  |  |  |  |  |  | (5 | ) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Net earnings from continuing operations before accounting change** |  |  | 307 |  |  | 271 |  |  |  | 914 |  |  | 799 |  |
| Net realized investment losses (gains), net of taxes |  |  | 4 |  |  | (2 | ) |  |  | 8 |  |  | (17 | ) |
| Net tax expense related to initial public offering |  |  |  |  |  |  |  |  |  |  |  |  | 22 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Net operating earnings** |  | $ | 311 |  | $ | 269 |  |  | $ | 922 |  | $ | 804 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Net earnings from continuing operations before accounting change** |  |  |  |  |  |  |  |  |  |  |  | $ | 799 |  |
| Excluded assets and liabilities (a) |  |  |  |  |  |  |  |  |  |  |  |  | 7 |  |
| Reinsurance transactions (b) |  |  |  |  |  |  |  |  |  |  |  |  | (4 | ) |
| Capital structure and other (c) |  |  |  |  |  |  |  |  |  |  |  |  | (18 | ) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Pro forma net earnings from continuing operations** |  |  |  |  |  |  |  |  |  |  |  |  | 784 |  |
| Net realized investment gains, net of taxes |  |  |  |  |  |  |  |  |  |  |  |  | (16 | ) |
| Net tax expense related to initial public offering |  |  |  |  |  |  |  |  |  |  |  |  | 22 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Pro forma net operating earnings** |  |  |  |  |  |  |  |  |  |  |  | $ | 790 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Net earnings per common share:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | $ | 0.65 |  | $ | 0.55 |  |  | $ | 1.92 |  | $ | 1.66 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted |  | $ | 0.64 |  | $ | 0.55 |  |  | $ | 1.88 |  | $ | 1.65 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Net earnings from continuing operations before accounting change per common share:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | $ | 0.65 |  | $ | 0.55 |  |  | $ | 1.92 |  | $ | 1.63 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted |  | $ | 0.64 |  | $ | 0.55 |  |  | $ | 1.88 |  | $ | 1.63 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Net operating earnings per common share:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | $ | 0.66 |  | $ | 0.55 |  |  | $ | 1.93 |  | $ | 1.64 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted |  | $ | 0.65 |  | $ | 0.55 |  |  | $ | 1.90 |  | $ | 1.64 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Pro forma net earnings from continuing operations per common share:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  |  |  |  |  |  |  |  |  |  |  | $ | 1.60 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted |  |  |  |  |  |  |  |  |  |  |  | $ | 1.60 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Pro forma net operating earnings per common share:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  |  |  |  |  |  |  |  |  |  |  | $ | 1.61 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted |  |  |  |  |  |  |  |  |  |  |  | $ | 1.61 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Weighted-average common shares outstanding:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  |  | 470.7 |  |  | 489.6 |  |  |  | 476.7 |  |  | 489.5 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted |  |  | 481.1 |  |  | 490.4 |  |  |  | 484.7 |  |  | 490.4 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

|  |  |
| --- | --- |
| *Note:* | *For a discussion of notes (a), (b), and (c) to these tables see Notes To Pro Forma Financial Information on page 8.* |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Notes to Pro Forma Financial Information**

|  |  |
| --- | --- |
| (a) | Reflects adjustments to exclude amounts included in the companys earnings relating to (1) certain businesses (formerly reported in the companys Affinity Segment) and certain investment partnerships, which in each case were not transferred to the company, and (2) net realized investment (gains) losses and related tax benefit arising from sales of Affinity segment assets that were reflected in the companys Corporate and Other Segment. |

|  |  |
| --- | --- |
| (b) | Reflects adjustments to record the effects of the reinsurance transactions the company entered into with, and the related contribution the company made to UFLIC, an indirect subsidiary of GE. As part of these transactions, the company ceded to UFLIC all of its in-force structured settlement contracts, substantially all of its in-force variable annuity contracts, and a block of long-term care insurance policies that it reinsured from Travelers in 2000, and it assumed from UFLIC a block of Medicare supplement insurance, all effective as of January 1, 2004. |

The unaudited pro forma earnings information for 2004 gives effect to the reinsurance transactions as if each had occurred as of January 1, 2004 and excludes the effects of all ceded reinsured contracts that were issued before January 1, 2004. The company has continued to sell variable annuities and structured settlements after completion of the reinsurance transactions and is retaining that business for its own account, subject to third party reinsurance in the ordinary course of business. The companys pro forma statement of earnings for the nine months ended September 30, 2004 excludes the impact of the entire block of long-term care insurance policies that the company ceded to UFLIC as the company did not issue any new policies for this block in 2004, and the company will not issue any in the future.

Under the reinsurance transactions, the company receives an expense allowance to reimburse it for costs it incurs to service the reinsured blocks. Actual costs and expense allowance amounts will be determined by expense studies to be conducted periodically. The pro forma adjustments have been prepared assuming that actual costs incurred during the pro forma periods, as determined under the companys historical cost structure and allocation methods, were reimbursed by an expense allowance.

Concurrently with the reinsurance transactions, the company contributed $1.836 billion of capital to UFLIC, which primarily represented the excess statutory capital in the companys insurance subsidiaries after giving effect to the reinsurance transactions. As a significant portion of the assets transferred and contributed were not owned for the entire period, the pro forma adjustments to reduce net investment income and net realized investment gains were based upon a proportional allocation of investment income from the investment assets historically identified as (1) supporting the blocks of business reinsured for the reinsurance, and (2) representing surplus of subsidiaries providing assets that were contributed to UFLIC.

|  |  |
| --- | --- |
| (c) | Reflects adjustments for changes in the companys capitalization to exclude the impact of commercial paper, short-term borrowings from GE Capital and derivatives that were not transferred to the company in connection with the corporate reorganization and to include the impact of the issuance of $600 million of the companys 6.00% Equity Units and $100 million of the companys 5.25% mandatory redeemable Series A Cumulative Preferred Stock, both of which were completed on May 28, 2004, the issuance of 3, 5, 10 and 30 year notes totaling $1.9 billion which was completed June 15, 2004, and the issuance of $500 million of commercial paper which was completed June 14, 2004, as well as interest expense related to the accretion of the companys obligation to GE under the Tax Matters Agreement and the tax impacts resulting from these changes in the companys capitalization. |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Third Quarter Results**

**Three and nine months ended September 30, 2005 as compared to**

**three and nine months ended September 30, 2004**

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Financial Highlights**

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

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |
|  |  | **Three months ended September 30,** | | | | | |  |
| **EARNINGS BY SEGMENT** |  | **2005** | |  |  | **2004** | |  |
| **Earnings (loss) from continuing operations before income taxes** |  |  |  |  |  |  |  |  |
| Protection |  | $ | 225 |  |  | $ | 216 |  |
| Retirement Income and Investments |  |  | 84 |  |  |  | 62 |  |
| Mortgage Insurance |  |  | 168 |  |  |  | 150 |  |
| Corporate and Other |  |  | (34 | ) |  |  | (21 | ) |
|  |  |  |  |  |  |  |  |  |
| Earnings (loss) from continuing operations before income taxes |  | $ | 443 |  |  | $ | 407 |  |
|  |  |  |  |  |  |  |  |  |
| **Net earnings (loss) from continuing operations** |  |  |  |  |  |  |  |  |
| Protection |  | $ | 145 |  |  | $ | 135 |  |
| Retirement Income and Investments |  |  | 59 |  |  |  | 40 |  |
| Mortgage Insurance |  |  | 126 |  |  |  | 102 |  |
| Corporate and Other |  |  | (23 | ) |  |  | (6 | ) |
|  |  |  |  |  |  |  |  |  |
| Net earnings (loss) from continuing operations |  | $ | 307 |  |  | $ | 271 |  |
|  |  |  |  |  |  |  |  |  |
| **Net operating earnings (loss)** |  |  |  |  |  |  |  |  |
| Protection |  | $ | 145 |  |  | $ | 135 |  |
| Retirement Income and Investments |  |  | 59 |  |  |  | 40 |  |
| Mortgage Insurance |  |  | 126 |  |  |  | 102 |  |
| Corporate and Other (see reconciliation below) |  |  | (19 | ) |  |  | (8 | ) |
|  |  |  |  |  |  |  |  |  |
| Net operating earnings (loss) |  | $ | 311 |  |  | $ | 269 |  |
|  |  |  |  |  |  |  |  |  |
|  |  | | | | | | | |
|  |  | **Three months ended September 30,** | | | | | |  |
| **EARNINGS PER COMMON SHARE** |  | **2005** | |  |  | **2004** | |  |
| **Net earnings from continuing operations per common share** |  |  |  |  |  |  |  |  |
| Basic |  | $ | 0.65 |  |  | $ | 0.55 |  |
|  |  |  |  |  |  |  |  |  |
| Diluted |  | $ | 0.64 |  |  | $ | 0.55 |  |
|  |  |  |  |  |  |  |  |  |
| **Net operating earnings per common share** |  |  |  |  |  |  |  |  |
| Basic |  | $ | 0.66 |  |  | $ | 0.55 |  |
|  |  |  |  |  |  |  |  |  |
| Diluted |  | $ | 0.65 |  |  | $ | 0.55 |  |
|  |  |  |  |  |  |  |  |  |
| **Weighted-average common shares outstanding:** |  |  |  |  |  |  |  |  |
| Basic |  |  | 470.7 |  |  |  | 489.6 |  |
|  |  |  |  |  |  |  |  |  |
| Diluted |  |  | 481.1 |  |  |  | 490.4 |  |
|  |  |  |  |  |  |  |  |  |
|  |  | | | | | | | |
|  |  | **Three months ended September 30,** | | | | | |  |
|  |  | **2005** | |  |  | **2006** | |  |
| **Reconciliation of Corporate and Other segment net loss to segment net operating loss** |  |  |  |  |  |  |  |  |
| **Segment net loss from continuing operations** |  | $ | (23 | ) |  | $ | (6 | ) |
| Net realized investment losses (gains), net of taxes |  |  | 4 |  |  |  | (2 | ) |
|  |  |  |  |  |  |  |  |  |
| **Segment net operating loss** |  | $ | (19 | ) |  | $ | (8 | ) |
|  |  |  |  |  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Financial Highlights**

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

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |
|  |  | **Nine months ended September 30,** | | | | | |  |
| **EARNINGS BY SEGMENT** |  | **2005** | |  |  | **2004** | |  |
| **Earnings (loss) from continuing operations before income taxes and accounting change** |  |  |  |  |  |  |  |  |
| Protection |  | $ | 646 |  |  | $ | 616 |  |
| Retirement Income and Investments |  |  | 254 |  |  |  | 183 |  |
| Mortgage Insurance |  |  | 544 |  |  |  | 461 |  |
| Corporate and Other |  |  | (105 | ) |  |  | (5 | ) |
| Affinity |  |  |  |  |  |  | (32 | ) |
|  |  |  |  |  |  |  |  |  |
| Earnings (loss) from continuing operations before income taxes and accounting change |  | $ | 1,339 |  |  | $ | 1,223 |  |
|  |  |  |  |  |  |  |  |  |
|  |  | | | |  | | | |
| **Net earnings (loss) from continuing operations before accounting change** |  |  |  |  |  |  |  |  |
| Protection |  | $ | 416 |  |  | $ | 388 |  |
| Retirement Income and Investments |  |  | 179 |  |  |  | 118 |  |
| Mortgage Insurance |  |  | 388 |  |  |  | 319 |  |
| Corporate and Other |  |  | (69 | ) |  |  | (12 | ) |
| Affinity |  |  |  |  |  |  | (14 | ) |
|  |  |  |  |  |  |  |  |  |
| Net earnings (loss) from continuing operations before accounting change |  |  | 914 |  |  |  | 799 |  |
| Gain on sale of discontinued operations, net of taxes |  |  |  |  |  |  | 7 |  |
| Cumulative effect of accounting changes, net of taxes |  |  |  |  |  |  | 5 |  |
|  |  |  |  |  |  |  |  |  |
| **Net earnings** |  | $ | 914 |  |  | $ | 811 |  |
|  |  |  |  |  |  |  |  |  |
|  |  | | | | | | | |
|  |  | **Nine months ended September 30,** | | | | | |  |
| **EARNINGS PER COMMON SHARE** |  | **2005** | |  |  | **2004** | |  |
| **Basic earnings per common share:** |  |  |  |  |  |  |  |  |
| Net earnings from continuing operations before accounting change |  | $ | 1.92 |  |  | $ | 1.63 |  |
| Gain on sale of discontinued operations, net of taxes |  |  |  |  |  |  | 0.01 |  |
| Cumulative effect of accounting changes, net of taxes |  |  |  |  |  |  | 0.01 |  |
|  |  |  |  |  |  |  |  |  |
| Basic earnings per common share |  | $ | 1.92 |  |  | $ | 1.66 |  |
|  |  |  |  |  |  |  |  |  |
|  |  | | | |  | | | |
| **Diluted earnings per common share:** |  |  |  |  |  |  |  |  |
| Net earnings from continuing operations before accounting change |  | $ | 1.88 |  |  | $ | 1.63 |  |
| Gain on sale of discontinued operations, net of taxes |  |  |  |  |  |  | 0.01 |  |
| Cumulative effect of accounting changes, net of taxes |  |  |  |  |  |  | 0.01 |  |
|  |  |  |  |  |  |  |  |  |
| Diluted earnings per common share |  | $ | 1.88 |  |  | $ | 1.65 |  |
|  |  |  |  |  |  |  |  |  |
|  |  | | | |  | | | |
| **Weighted-average common shares outstanding:** |  |  |  |  |  |  |  |  |
| Basic |  |  | 476.7 |  |  |  | 489.5 |  |
|  |  |  |  |  |  |  |  |  |
| Diluted |  |  | 484.7 |  |  |  | 490.4 |  |
|  |  |  |  |  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Earnings From Continuing Operations**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |
|  |  | **Three months ended September 30,** | | | | | |  |
|  |  | **2005** | |  |  | **2004** | |  |
| **REVENUES:** |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 1,547 |  |  | $ | 1,523 |  |
| Net investment income |  |  | 902 |  |  |  | 785 |  |
| Net realized investment (losses) gains |  |  | (7 | ) |  |  | 3 |  |
| Policy fees and other income |  |  | 186 |  |  |  | 159 |  |
|  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 2,628 |  |  |  | 2,470 |  |
|  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 1,026 |  |  |  | 1,034 |  |
| Interest credited |  |  | 364 |  |  |  | 328 |  |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 506 |  |  |  | 411 |  |
| Amortization of deferred acquisition costs and intangibles |  |  | 217 |  |  |  | 230 |  |
| Interest expense |  |  | 72 |  |  |  | 60 |  |
|  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 2,185 |  |  |  | 2,063 |  |
|  |  |  |  |  |  |  |  |  |
| **EARNINGS FROM CONTINUING OPERATIONS BEFORE INCOME TAXES AND ACCOUNTING CHANGE** |  |  | 443 |  |  |  | 407 |  |
|  |  | | | |  | | | |
| Provision for income taxes |  |  | 136 |  |  |  | 136 |  |
| *Effective tax rate* |  |  | *30.7* | *%* |  |  | *33.4* | *%* |
|  |  |  |  |  |  |  |  |  |
| **NET EARNINGS FROM CONTINUING OPERATIONS BEFORE INCOME TAXES AND ACCOUNTING CHANGE** |  | $ | 307 |  |  | $ | 271 |  |
|  |  |  |  |  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Earnings From Continuing Operations**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |
|  |  | **Nine months ended September 30,** | | | | | |  |
|  |  | **2005** | |  |  | **2004** | |  |
| **REVENUES:** |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 4,766 |  |  | $ | 4,953 |  |
| Net investment income |  |  | 2,595 |  |  |  | 2,823 |  |
| Net realized investment (losses) gains |  |  | (13 | ) |  |  | 27 |  |
| Policy fees and other income |  |  | 501 |  |  |  | 612 |  |
|  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 7,849 |  |  |  | 8,415 |  |
|  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 3,152 |  |  |  | 3,675 |  |
| Interest credited |  |  | 1,051 |  |  |  | 1,088 |  |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 1,476 |  |  |  | 1,445 |  |
| Amortization of deferred acquisition costs and intangibles |  |  | 618 |  |  |  | 830 |  |
| Interest expense |  |  | 213 |  |  |  | 154 |  |
|  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 6,510 |  |  |  | 7,192 |  |
|  |  |  |  |  |  |  |  |  |
| **EARNINGS FROM CONTINUING OPERATIONS BEFORE INCOME TAXES AND ACCOUNTING CHANGE** |  |  | 1,339 |  |  |  | 1,223 |  |
| Provision for income taxes |  |  | 425 |  |  |  | 424 |  |
| *Effective tax rate* |  |  | *31.7* | *%* |  |  | *34.7* | *%* |
|  |  |  |  |  |  |  |  |  |
| **NET EARNINGS FROM CONTINUING OPERATIONS BEFORE ACCOUNTING CHANGE** |  | $ | 914 |  |  | $ | 799 |  |
|  |  |  |  |  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Statement of Financial Position**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |
|  |  | **September 30, 2005** | |  |  | **December 31, 2004** | |
| **ASSETS** |  |  |  |  |  |  |  |
| Investments: |  |  |  |  |  |  |  |
| Fixed maturities available-for-sale |  | $ | 53,569 |  |  | $ | 52,424 |
| Equity securities available-for-sale |  |  | 366 |  |  |  | 374 |
| Mortgage and other loans |  |  | 7,272 |  |  |  | 6,051 |
| Policy loans |  |  | 1,353 |  |  |  | 1,224 |
| Short-term investments |  |  | 26 |  |  |  | 247 |
| Restricted investments held by securitization entities |  |  | 753 |  |  |  | 860 |
| Other invested assets |  |  | 3,198 |  |  |  | 3,996 |
|  |  |  |  |  |  |  |  |
| Total investments |  |  | 66,537 |  |  |  | 65,176 |
| Cash and cash equivalents |  |  | 1,834 |  |  |  | 1,963 |
| Accrued investment income |  |  | 749 |  |  |  | 733 |
| Deferred acquisition costs |  |  | 5,391 |  |  |  | 5,020 |
| Intangible assets |  |  | 778 |  |  |  | 780 |
| Goodwill |  |  | 1,455 |  |  |  | 1,465 |
| Reinsurance recoverables |  |  | 18,331 |  |  |  | 18,535 |
| Other assets |  |  | 1,691 |  |  |  | 1,322 |
| Separate account assets |  |  | 8,923 |  |  |  | 8,884 |
|  |  |  |  |  |  |  |  |
| Total assets |  | $ | 105,689 |  |  | $ | 103,878 |
|  |  |  |  |  |  |  |  |
| **LIABILITIES AND STOCKHOLDERS INTEREST** |  |  |  |  |  |  |  |
| Liabilities: |  |  |  |  |  |  |  |
| Future annuity and contract benefits |  | $ | 63,786 |  |  | $ | 61,698 |
| Liability for policy and contract claims |  |  | 3,315 |  |  |  | 3,329 |
| Unearned premiums |  |  | 3,567 |  |  |  | 3,597 |
| Other policyholder liabilities |  |  | 518 |  |  |  | 638 |
| Other liabilities |  |  | 5,337 |  |  |  | 6,792 |
| Non-recourse funding obligations |  |  | 1,400 |  |  |  | 900 |
| Short-term borrowings |  |  | 167 |  |  |  | 559 |
| Long-term borrowings |  |  | 2,761 |  |  |  | 2,442 |
| Senior notes underlying equity units |  |  | 600 |  |  |  | 600 |
| Preferred stock |  |  | 100 |  |  |  | 100 |
| Deferred tax liability |  |  | 1,177 |  |  |  | 624 |
| Borrowings related to securitization entities |  |  | 710 |  |  |  | 849 |
| Separate account liabilities |  |  | 8,923 |  |  |  | 8,884 |
|  |  |  |  |  |  |  |  |
| Total liabilities |  |  | 92,361 |  |  |  | 91,012 |
|  |  |  |  |  |  |  |  |
| Commitments and Contingencies |  |  |  |  |  |  |  |
|  |  | | | |  | | |
| Stockholders Interest: |  |  |  |  |  |  |  |
| Common stock |  |  |  |  |  |  |  |
| Additional paid-in capital |  |  | 10,651 |  |  |  | 10,612 |
|  |  |  |  |  |  |  |  |
| Accumulated non-owner changes in stockholders interest: |  |  |  |  |  |  |  |
| Net unrealized investment gains |  |  | 1,040 |  |  |  | 1,019 |
| Derivatives qualifying as hedges |  |  | 399 |  |  |  | 268 |
| Foreign currency translation adjustments |  |  | 275 |  |  |  | 322 |
|  |  |  |  |  |  |  |  |
| Total accumulated non-owner changes in stockholders interest |  |  | 1,714 |  |  |  | 1,609 |
|  |  |  |  |  |  |  |  |
| Retained earnings |  |  | 1,463 |  |  |  | 645 |
| Treasury stock, at cost |  |  | (500 | ) |  |  |  |
|  |  |  |  |  |  |  |  |
| Total stockholders interest |  |  | 13,328 |  |  |  | 12,866 |
|  |  |  |  |  |  |  |  |
| Total liabilities and stockholders interest |  | $ | 105,689 |  |  | $ | 103,878 |
|  |  |  |  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Third Quarter Results by Segment**

**Three and nine months ended September 30, 2005 as compared to three and nine months ended September 30, 2004**

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Statement of Earnings by Segment**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Three months ended September 30, 2005** |  | **Protection** | |  | **Retirement Income and Investments** | |  | **Mortgage Insurance** | |  | **Corporate and Other** | |  |  | **Total** | |  |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 1,120 |  | $ | 189 |  | $ | 218 |  | $ | 20 |  |  | $ | 1,547 |  |
| Net investment income |  |  | 321 |  |  | 455 |  |  | 73 |  |  | 53 |  |  |  | 902 |  |
| Net realized investment losses |  |  |  |  |  |  |  |  |  |  |  | (7 | ) |  |  | (7 | ) |
| Policy fees and other income |  |  | 108 |  |  | 61 |  |  | 12 |  |  | 5 |  |  |  | 186 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 1,549 |  |  | 705 |  |  | 303 |  |  | 71 |  |  |  | 2,628 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 732 |  |  | 247 |  |  | 36 |  |  | 11 |  |  |  | 1,026 |  |
| Interest credited |  |  | 90 |  |  | 274 |  |  |  |  |  |  |  |  |  | 364 |  |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 328 |  |  | 66 |  |  | 81 |  |  | 31 |  |  |  | 506 |  |
| Amortization of deferred acquisition costs and intangibles |  |  | 161 |  |  | 33 |  |  | 18 |  |  | 5 |  |  |  | 217 |  |
| Interest expense |  |  | 13 |  |  | 1 |  |  |  |  |  | 58 |  |  |  | 72 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 1,324 |  |  | 621 |  |  | 135 |  |  | 105 |  |  |  | 2,185 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS (LOSS) BEFORE INCOME TAXES** |  |  | 225 |  |  | 84 |  |  | 168 |  |  | (34 | ) |  |  | 443 |  |
| Provision for (benefit from) income taxes |  |  | 80 |  |  | 25 |  |  | 42 |  |  | (11 | ) |  |  | 136 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **NET EARNINGS (LOSS)** |  |  | 145 |  |  | 59 |  |  | 126 |  |  | (23 | ) |  |  | 307 |  |
| Net realized investment losses, net of taxes |  |  |  |  |  |  |  |  |  |  |  | 4 |  |  |  | 4 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **NET OPERATING EARNINGS (LOSS)** |  | $ | 145 |  | $ | 59 |  | $ | 126 |  | $ | (19 | ) |  | $ | 311 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Three months ended September 30, 2004** |  | **Protection** | |  | **Retirement Income and Investments** | |  | **Mortgage Insurance** | |  | **Corporate and Other** | |  |  | **Total** | |  |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 1,085 |  | $ | 219 |  | $ | 197 |  | $ | 22 |  |  | $ | 1,523 |  |
| Net investment income |  |  | 298 |  |  | 393 |  |  | 65 |  |  | 29 |  |  |  | 785 |  |
| Net realized investment gains |  |  |  |  |  |  |  |  |  |  |  | 3 |  |  |  | 3 |  |
| Policyholder fees and other income |  |  | 91 |  |  | 52 |  |  | 10 |  |  | 6 |  |  |  | 159 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Revenue |  |  | 1,474 |  |  | 664 |  |  | 272 |  |  | 60 |  |  |  | 2,470 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and changes in policy reserves |  |  | 698 |  |  | 281 |  |  | 46 |  |  | 9 |  |  |  | 1,034 |  |
| Interest credited |  |  | 91 |  |  | 237 |  |  |  |  |  |  |  |  |  | 328 |  |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 279 |  |  | 59 |  |  | 64 |  |  | 9 |  |  |  | 411 |  |
| Amortization of deferred acquisition costs and intangibles |  |  | 186 |  |  | 25 |  |  | 12 |  |  | 7 |  |  |  | 230 |  |
| Interest expense |  |  | 4 |  |  |  |  |  |  |  |  | 56 |  |  |  | 60 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 1,258 |  |  | 602 |  |  | 122 |  |  | 81 |  |  |  | 2,063 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS (LOSS) BEFORE INCOME TAXES** |  |  | 216 |  |  | 62 |  |  | 150 |  |  | (21 | ) |  |  | 407 |  |
| Provision for (benefit from) income taxes |  |  | 81 |  |  | 22 |  |  | 48 |  |  | (15 | ) |  |  | 136 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **NET EARNINGS (LOSS)** |  |  | 135 |  |  | 40 |  |  | 102 |  |  | (6 | ) |  |  | 271 |  |
| Net realized investment gains, net of taxes |  |  |  |  |  |  |  |  |  |  |  | (2 | ) |  |  | (2 | ) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **NET OPERATING EARNINGS (LOSS)** |  | $ | 135 |  | $ | 40 |  | $ | 102 |  | $ | (8 | ) |  | $ | 269 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Statement of Earnings by Segment**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Nine months ended September 30, 2005** |  | **Protection** | |  | **Retirement Income and Investments** | |  | **Mortgage Insurance** | |  | **Corporate and Other** | |  |  | **Affinity** | |  | **Total** | |  |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 3,377 |  | $ | 674 |  | $ | 653 |  | $ | 62 |  |  | $ |  |  | $ | 4,766 |  |
| Net investment income |  |  | 946 |  |  | 1,320 |  |  | 210 |  |  | 119 |  |  |  |  |  |  | 2,595 |  |
| Net realized investment losses |  |  |  |  |  |  |  |  |  |  |  | (13 | ) |  |  |  |  |  | (13 | ) |
| Policy fees and other income |  |  | 273 |  |  | 181 |  |  | 34 |  |  | 13 |  |  |  |  |  |  | 501 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 4,596 |  |  | 2,175 |  |  | 897 |  |  | 181 |  |  |  |  |  |  | 7,849 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 2,172 |  |  | 856 |  |  | 96 |  |  | 28 |  |  |  |  |  |  | 3,152 |  |
| Interest credited |  |  | 271 |  |  | 780 |  |  |  |  |  |  |  |  |  |  |  |  | 1,051 |  |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 1,004 |  |  | 191 |  |  | 215 |  |  | 66 |  |  |  |  |  |  | 1,476 |  |
| Amortization of deferred acquisition costs and intangibles |  |  | 470 |  |  | 92 |  |  | 42 |  |  | 14 |  |  |  |  |  |  | 618 |  |
| Interest expense |  |  | 33 |  |  | 2 |  |  |  |  |  | 178 |  |  |  |  |  |  | 213 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 3,950 |  |  | 1,921 |  |  | 353 |  |  | 286 |  |  |  |  |  |  | 6,510 |  |
| **EARNINGS (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES AND ACCOUNTING CHANGE** |  |  | 646 |  |  | 254 |  |  | 544 |  |  | (105 | ) |  |  |  |  |  | 1,339 |  |
| Provision for (benefit from) income taxes |  |  | 230 |  |  | 75 |  |  | 156 |  |  | (36 | ) |  |  |  |  |  | 425 |  |
| **NET EARNINGS (LOSS) FROM CONTINUING OPERATIONS BEFORE ACCOUNTING CHANGE** |  |  | 416 |  |  | 179 |  |  | 388 |  |  | (69 | ) |  |  |  |  |  | 914 |  |
| Net realized investment gains, net of taxes |  |  |  |  |  |  |  |  |  |  |  | 8 |  |  |  |  |  |  | 8 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **NET OPERATING EARNINGS (LOSS)** |  | $ | 416 |  | $ | 179 |  | $ | 388 |  | $ | (61 | ) |  | $ |  |  | $ | 922 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Nine months ended September 30, 2004** |  | **Protection** | |  | **Retirement Income and Investments** | |  | **Mortgage Insurance** | |  | **Corporate and Other** | |  |  | **Affinity** | |  |  | **Total** | |  |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 3,387 |  | $ | 817 |  | $ | 587 |  | $ | 74 |  |  | $ | 88 |  |  | $ | 4,953 |  |
| Net investment income |  |  | 913 |  |  | 1,579 |  |  | 186 |  |  | 119 |  |  |  | 26 |  |  |  | 2,823 |  |
| Net realized investment gains |  |  |  |  |  |  |  |  |  |  |  | 27 |  |  |  |  |  |  |  | 27 |  |
| Policyholder fees and other income |  |  | 257 |  |  | 213 |  |  | 28 |  |  | 10 |  |  |  | 104 |  |  |  | 612 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Revenue |  |  | 4,557 |  |  | 2,609 |  |  | 801 |  |  | 230 |  |  |  | 218 |  |  |  | 8,415 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and changes in policy reserves |  |  | 2,185 |  |  | 1,270 |  |  | 112 |  |  | 28 |  |  |  | 80 |  |  |  | 3,675 |  |
| Interest credited |  |  | 271 |  |  | 817 |  |  |  |  |  |  |  |  |  |  |  |  |  | 1,088 |  |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 877 |  |  | 202 |  |  | 193 |  |  | 50 |  |  |  | 123 |  |  |  | 1,445 |  |
| Amortization of deferred acquisition costs and intangibles |  |  | 599 |  |  | 136 |  |  | 35 |  |  | 13 |  |  |  | 47 |  |  |  | 830 |  |
| Interest expense |  |  | 9 |  |  | 1 |  |  |  |  |  | 144 |  |  |  |  |  |  |  | 154 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 3,941 |  |  | 2,426 |  |  | 340 |  |  | 235 |  |  |  | 250 |  |  |  | 7,192 |  |
| **EARNINGS (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES AND ACCOUNTING CHANGE** |  |  | 616 |  |  | 183 |  |  | 461 |  |  | (5 | ) |  |  | (32 | ) |  |  | 1,223 |  |
| Provision for (benefit from) income taxes |  |  | 228 |  |  | 65 |  |  | 142 |  |  | 7 |  |  |  | (18 | ) |  |  | 424 |  |
| **NET EARNINGS (LOSS) FROM CONTINUING OPERATIONS BEFORE ACCOUNTING CHANGE** |  |  | 388 |  |  | 118 |  |  | 319 |  |  | (12 | ) |  |  | (14 | ) |  |  | 799 |  |
| Net realized investment gains, net of taxes |  |  |  |  |  |  |  |  |  |  |  | (17 | ) |  |  |  |  |  |  | (17 | ) |
| Net tax expense related to initial public offering |  |  |  |  |  |  |  |  |  |  |  | 22 |  |  |  |  |  |  |  | 22 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **NET OPERATING EARNINGS (LOSS)** |  | $ | 388 |  | $ | 118 |  | $ | 319 |  | $ | (7 | ) |  | $ | (14 | ) |  | $ | 804 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Segment Net EarningsProtection**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Three months ended September 30, 2005** |  | **Life** | |  | **Long-Term Care** | |  | **Payment Protection** | |  | **Group Life and Health** | |  | **Total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 212 |  | $ | 412 |  | $ | 330 |  | $ | 166 |  | $ | 1,120 |
| Net investment income |  |  | 122 |  |  | 165 |  |  | 23 |  |  | 11 |  |  | 321 |
| Policy fees and other income |  |  | 94 |  |  | 6 |  |  | 5 |  |  | 3 |  |  | 108 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 428 |  |  | 583 |  |  | 358 |  |  | 180 |  |  | 1,549 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 168 |  |  | 389 |  |  | 60 |  |  | 115 |  |  | 732 |
| Interest credited |  |  | 59 |  |  | 31 |  |  |  |  |  |  |  |  | 90 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 36 |  |  | 80 |  |  | 172 |  |  | 40 |  |  | 328 |
| Amortization of deferred acquisition costs and intangibles |  |  | 39 |  |  | 19 |  |  | 91 |  |  | 12 |  |  | 161 |
| Interest expense |  |  | 13 |  |  |  |  |  |  |  |  |  |  |  | 13 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 315 |  |  | 519 |  |  | 323 |  |  | 167 |  |  | 1,324 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES** |  |  | 113 |  |  | 64 |  |  | 35 |  |  | 13 |  |  | 225 |
| Provision for income taxes |  |  | 40 |  |  | 23 |  |  | 12 |  |  | 5 |  |  | 80 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 73 |  | $ | 41 |  | $ | 23 |  | $ | 8 |  | $ | 145 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Three months ended September 30, 2004** |  | **Life** | |  | **Long-Term Care** | |  | **Payment Protection** | |  | **Group Life and Health** | |  | **Total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 190 |  | $ | 403 |  | $ | 336 |  | $ | 156 |  | $ | 1,085 |
| Net investment income |  |  | 111 |  |  | 149 |  |  | 27 |  |  | 11 |  |  | 298 |
| Policy fees and other income |  |  | 79 |  |  | 3 |  |  | 4 |  |  | 5 |  |  | 91 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 380 |  |  | 555 |  |  | 367 |  |  | 172 |  |  | 1,474 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 161 |  |  | 369 |  |  | 67 |  |  | 101 |  |  | 698 |
| Interest credited |  |  | 59 |  |  | 31 |  |  |  |  |  | 1 |  |  | 91 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 30 |  |  | 59 |  |  | 145 |  |  | 45 |  |  | 279 |
| Amortization of deferred acquisition costs and intangibles |  |  | 29 |  |  | 29 |  |  | 119 |  |  | 9 |  |  | 186 |
| Interest expense |  |  | 4 |  |  |  |  |  |  |  |  |  |  |  | 4 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 283 |  |  | 488 |  |  | 331 |  |  | 156 |  |  | 1,258 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES** |  |  | 97 |  |  | 67 |  |  | 36 |  |  | 16 |  |  | 216 |
| Provision for income taxes |  |  | 36 |  |  | 24 |  |  | 15 |  |  | 6 |  |  | 81 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 61 |  | $ | 43 |  | $ | 21 |  | $ | 10 |  | $ | 135 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

Segment Net Operating Earnings is equivalent to Segment Net Earnings.

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Segment Net EarningsProtection**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Nine months ended September 30, 2005** |  | **Life** | |  | **Long-Term Care** | |  | **Payment Protection** | |  | **Group Life and Health** | |  | **Total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 606 |  | $ | 1,251 |  | $ | 1,027 |  | $ | 493 |  | $ | 3,377 |
| Net investment income |  |  | 359 |  |  | 481 |  |  | 73 |  |  | 33 |  |  | 946 |
| Policy fees and other income |  |  | 237 |  |  | 10 |  |  | 16 |  |  | 10 |  |  | 273 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 1,202 |  |  | 1,742 |  |  | 1,116 |  |  | 536 |  |  | 4,596 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 505 |  |  | 1,148 |  |  | 179 |  |  | 340 |  |  | 2,172 |
| Interest credited |  |  | 176 |  |  | 94 |  |  |  |  |  | 1 |  |  | 271 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 98 |  |  | 219 |  |  | 561 |  |  | 126 |  |  | 1,004 |
| Amortization of deferred acquisition costs and intangibles |  |  | 85 |  |  | 81 |  |  | 271 |  |  | 33 |  |  | 470 |
| Interest expense |  |  | 33 |  |  |  |  |  |  |  |  |  |  |  | 33 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 897 |  |  | 1,542 |  |  | 1,011 |  |  | 500 |  |  | 3,950 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES** |  |  | 305 |  |  | 200 |  |  | 105 |  |  | 36 |  |  | 646 |
| Provision for income taxes |  |  | 109 |  |  | 71 |  |  | 37 |  |  | 13 |  |  | 230 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 196 |  | $ | 129 |  | $ | 68 |  | $ | 23 |  | $ | 416 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Nine months ended September 30, 2004** |  | **Life** | |  | **Long-Term Care** | |  | **Payment Protection** | |  | **Group Life and Health** | |  | **Total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 567 |  | $ | 1,276 |  | $ | 1,080 |  | $ | 464 |  | $ | 3,387 |
| Net investment income |  |  | 329 |  |  | 473 |  |  | 79 |  |  | 32 |  |  | 913 |
| Policy fees and other income |  |  | 222 |  |  | 6 |  |  | 14 |  |  | 15 |  |  | 257 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 1,118 |  |  | 1,755 |  |  | 1,173 |  |  | 511 |  |  | 4,557 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 467 |  |  | 1,187 |  |  | 212 |  |  | 319 |  |  | 2,185 |
| Interest credited |  |  | 182 |  |  | 88 |  |  |  |  |  | 1 |  |  | 271 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 90 |  |  | 211 |  |  | 449 |  |  | 127 |  |  | 877 |
| Amortization of deferred acquisition costs and intangibles |  |  | 88 |  |  | 72 |  |  | 414 |  |  | 25 |  |  | 599 |
| Interest expense |  |  | 9 |  |  |  |  |  |  |  |  |  |  |  | 9 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 836 |  |  | 1,558 |  |  | 1,075 |  |  | 472 |  |  | 3,941 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES** |  |  | 282 |  |  | 197 |  |  | 98 |  |  | 39 |  |  | 616 |
| Provision for income taxes |  |  | 104 |  |  | 71 |  |  | 39 |  |  | 14 |  |  | 228 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 178 |  | $ | 126 |  | $ | 59 |  | $ | 25 |  | $ | 388 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

Segment Net Operating Earnings is equivalent to Segment Net Earnings.

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Segment Net EarningsRetirement Income and Investments**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Three months ended September 30, 2005** |  | **Spread-Based Retail Products** | |  | **Fee-Based Products** | |  |  | **Spread-Based Institutional Products** | |  | **Total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 189 |  | $ |  |  |  | $ |  |  | $ | 189 |
| Net investment income |  |  | 338 |  |  | 4 |  |  |  | 113 |  |  | 455 |
| Policy fees and other income |  |  | 4 |  |  | 57 |  |  |  |  |  |  | 61 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 531 |  |  | 61 |  |  |  | 113 |  |  | 705 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 245 |  |  | 2 |  |  |  |  |  |  | 247 |
| Interest credited |  |  | 172 |  |  | 1 |  |  |  | 101 |  |  | 274 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 29 |  |  | 35 |  |  |  | 2 |  |  | 66 |
| Amortization of deferred acquisition costs and intangibles |  |  | 28 |  |  | 5 |  |  |  |  |  |  | 33 |
| Interest expense |  |  | 1 |  |  |  |  |  |  |  |  |  | 1 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 475 |  |  | 43 |  |  |  | 103 |  |  | 621 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES** |  |  | 56 |  |  | 18 |  |  |  | 10 |  |  | 84 |
| Provision for income taxes |  |  | 17 |  |  | 4 |  |  |  | 4 |  |  | 25 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 39 |  | $ | 14 |  |  | $ | 6 |  | $ | 59 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Three months ended September 30, 2004** |  | **Spread-Based Retail Products** | |  | **Fee-Based Products** | |  |  | **Spread-Based Institutional Products** | |  | **Total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 219 |  | $ |  |  |  | $ |  |  | $ | 219 |
| Net investment income |  |  | 312 |  |  | 3 |  |  |  | 78 |  |  | 393 |
| Policy fees and other income |  |  | 5 |  |  | 47 |  |  |  |  |  |  | 52 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 536 |  |  | 50 |  |  |  | 78 |  |  | 664 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 279 |  |  | 2 |  |  |  |  |  |  | 281 |
| Interest credited |  |  | 164 |  |  | 2 |  |  |  | 71 |  |  | 237 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 31 |  |  | 27 |  |  |  | 1 |  |  | 59 |
| Amortization of deferred acquisition costs and intangibles |  |  | 23 |  |  | 2 |  |  |  |  |  |  | 25 |
| Interest expense |  |  | 1 |  |  | (1 | ) |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 498 |  |  | 32 |  |  |  | 72 |  |  | 602 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES** |  |  | 38 |  |  | 18 |  |  |  | 6 |  |  | 62 |
| Provision for income taxes |  |  | 14 |  |  | 6 |  |  |  | 2 |  |  | 22 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 24 |  | $ | 12 |  |  | $ | 4 |  | $ | 40 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |

Segment Net Operating Earnings is equivalent to Segment Net Earnings.

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Segment Net EarningsRetirement Income and Investments**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Nine months ended September 30, 2005** |  | **Spread-Based Retail Products** | |  | **Fee-Based Products** | |  | **Spread-Based Institutional Products** | |  | **Total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 674 |  | $ |  |  | $ |  |  | $ | 674 |
| Net investment income |  |  | 991 |  |  | 13 |  |  | 316 |  |  | 1,320 |
| Policy fees and other income |  |  | 12 |  |  | 169 |  |  |  |  |  | 181 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 1,677 |  |  | 182 |  |  | 316 |  |  | 2,175 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 849 |  |  | 7 |  |  |  |  |  | 856 |
| Interest credited |  |  | 503 |  |  | 8 |  |  | 269 |  |  | 780 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 90 |  |  | 95 |  |  | 6 |  |  | 191 |
| Amortization of deferred acquisition costs and intangibles |  |  | 80 |  |  | 12 |  |  |  |  |  | 92 |
| Interest expense |  |  | 2 |  |  |  |  |  |  |  |  | 2 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 1,524 |  |  | 122 |  |  | 275 |  |  | 1,921 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES AND ACCOUNTING CHANGE** |  |  | 153 |  |  | 60 |  |  | 41 |  |  | 254 |
| Provision for income taxes |  |  | 45 |  |  | 15 |  |  | 15 |  |  | 75 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 108 |  | $ | 45 |  | $ | 26 |  | $ | 179 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Nine months ended September 30, 2004** |  | **Spread-Based Retail Products** | |  | **Fee-Based Products** | |  | **Spread-Based Institutional Products** | |  | **Total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 817 |  | $ |  |  | $ |  |  | $ | 817 |
| Net investment income |  |  | 1,285 |  |  | 56 |  |  | 238 |  |  | 1,579 |
| Policy fees and other income |  |  | 11 |  |  | 202 |  |  |  |  |  | 213 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 2,113 |  |  | 258 |  |  | 238 |  |  | 2,609 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 1,252 |  |  | 18 |  |  |  |  |  | 1,270 |
| Interest credited |  |  | 575 |  |  | 38 |  |  | 204 |  |  | 817 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 95 |  |  | 104 |  |  | 3 |  |  | 202 |
| Amortization of deferred acquisition costs and intangibles |  |  | 81 |  |  | 55 |  |  |  |  |  | 136 |
| Interest expense |  |  | 1 |  |  |  |  |  |  |  |  | 1 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 2,004 |  |  | 215 |  |  | 207 |  |  | 2,426 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES AND ACCOUNTING CHANGE** |  |  | 109 |  |  | 43 |  |  | 31 |  |  | 183 |
| Provision for income taxes |  |  | 39 |  |  | 15 |  |  | 11 |  |  | 65 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 70 |  | $ | 28 |  | $ | 20 |  | $ | 118 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |

Segment Net Operating Earnings is equivalent to Segment Net Earnings.

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Segment Net EarningsMortgage Insurance**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |
| **Three months ended September 30, 2005** |  | **U. S.** | |  | **International** | |  | **Total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 111 |  | $ | 107 |  | $ | 218 |
| Net investment income |  |  | 34 |  |  | 39 |  |  | 73 |
| Policy fees and other income |  |  | 6 |  |  | 6 |  |  | 12 |
|  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 151 |  |  | 152 |  |  | 303 |
|  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 27 |  |  | 9 |  |  | 36 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 49 |  |  | 32 |  |  | 81 |
| Amortization of deferred acquisition costs and intangibles |  |  | 13 |  |  | 5 |  |  | 18 |
|  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 89 |  |  | 46 |  |  | 135 |
|  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES** |  |  | 62 |  |  | 106 |  |  | 168 |
| Provision for income taxes |  |  | 4 |  |  | 38 |  |  | 42 |
|  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 58 |  | $ | 68 |  | $ | 126 |
|  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
| **Three months ended September 30, 2004** |  | **U. S.** | |  | **International** | |  | **Total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 113 |  | $ | 84 |  | $ | 197 |
| Net investment income |  |  | 35 |  |  | 30 |  |  | 65 |
| Policy fees and other income |  |  | 5 |  |  | 5 |  |  | 10 |
|  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 153 |  |  | 119 |  |  | 272 |
|  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 38 |  |  | 8 |  |  | 46 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 40 |  |  | 24 |  |  | 64 |
| Amortization of deferred acquisition costs and intangibles |  |  | 7 |  |  | 5 |  |  | 12 |
|  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 85 |  |  | 37 |  |  | 122 |
|  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES** |  |  | 68 |  |  | 82 |  |  | 150 |
| Provision for income taxes |  |  | 16 |  |  | 32 |  |  | 48 |
|  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 52 |  | $ | 50 |  | $ | 102 |
|  |  |  |  |  |  |  |  |  |  |

Segment Net Operating Earnings is equivalent to Segment Net Earnings.

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Segment Net EarningsMortgage Insurance**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |
| **Nine months ended September 30, 2005** |  | **U. S.** | |  | **International** | |  | **Total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 335 |  | $ | 318 |  | $ | 653 |
| Net investment income |  |  | 97 |  |  | 113 |  |  | 210 |
| Policy fees and other income |  |  | 20 |  |  | 14 |  |  | 34 |
|  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 452 |  |  | 445 |  |  | 897 |
|  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 67 |  |  | 29 |  |  | 96 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 123 |  |  | 92 |  |  | 215 |
| Amortization of deferred acquisition costs and intangibles |  |  | 26 |  |  | 16 |  |  | 42 |
|  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 216 |  |  | 137 |  |  | 353 |
|  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES** |  |  | 236 |  |  | 308 |  |  | 544 |
| Provision for income taxes |  |  | 45 |  |  | 111 |  |  | 156 |
|  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 191 |  | $ | 197 |  | $ | 388 |
|  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
| **Nine months ended September 30, 2004** |  | **U. S.** | |  | **International** | |  | **Total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 348 |  | $ | 239 |  | $ | 587 |
| Net investment income |  |  | 98 |  |  | 88 |  |  | 186 |
| Policy fees and other income |  |  | 14 |  |  | 14 |  |  | 28 |
|  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 460 |  |  | 341 |  |  | 801 |
|  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 88 |  |  | 24 |  |  | 112 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 124 |  |  | 69 |  |  | 193 |
| Amortization of deferred acquisition costs and intangibles |  |  | 21 |  |  | 14 |  |  | 35 |
|  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 233 |  |  | 107 |  |  | 340 |
|  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES** |  |  | 227 |  |  | 234 |  |  | 461 |
| Provision for income taxes |  |  | 53 |  |  | 89 |  |  | 142 |
|  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 174 |  | $ | 145 |  | $ | 319 |
|  |  |  |  |  |  |  |  |  |  |

Segment Net Operating Earnings is equivalent to Segment Net Earnings.

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Segment Net EarningsCorporate and Other**

**(amounts in millions)**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  |  |  |  |  |
| **Three months ended September 30, 2005** |  | **Total** | |  |
| **REVENUES:** |  |  |  |  |
| Premiums |  | $ | 20 |  |
| Net investment income |  |  | 53 |  |
| Net realized investment losses |  |  | (7 | ) |
| Policy fees and other income |  |  | 5 |  |
|  |  |  |  |  |
| Total revenues |  |  | 71 |  |
|  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 11 |  |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 31 |  |
| Amortization of deferred acquisition costs and intangibles |  |  | 5 |  |
| Interest expense |  |  | 58 |  |
|  |  |  |  |  |
| Total benefits and expenses |  |  | 105 |  |
|  |  |  |  |  |
| **LOSS BEFORE INCOME TAXES** |  |  | (34 | ) |
| Benefit from income taxes |  |  | (11 | ) |
|  |  |  |  |  |
| **SEGMENT NET LOSS** |  |  | (23 | ) |
| Net realized investment losses, net of taxes |  |  | 4 |  |
|  |  |  |  |  |
| **NET OPERATING LOSS** |  | $ | (19 | ) |
|  |  |  |  |  |
|  |  |  |  |  |
| **Three months ended September 30, 2004** |  | **Total** | |  |
| **REVENUES:** |  |  |  |  |
| Premiums |  | $ | 22 |  |
| Net investment income |  |  | 29 |  |
| Net realized investment gains |  |  | 3 |  |
| Policy fees and other income |  |  | 6 |  |
|  |  |  |  |  |
| Total revenues |  |  | 60 |  |
|  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 9 |  |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 9 |  |
| Amortization of deferred acquisition costs and intangibles |  |  | 7 |  |
| Interest expense |  |  | 56 |  |
|  |  |  |  |  |
| Total benefits and expenses |  |  | 81 |  |
|  |  |  |  |  |
| **LOSS BEFORE INCOME TAXES** |  |  | (21 | ) |
| Benefit from income taxes |  |  | (15 | ) |
|  |  |  |  |  |
| **SEGMENT NET LOSS** |  |  | (6 | ) |
| Net realized investment gains, net of taxes |  |  | (2 | ) |
|  |  |  |  |  |
| **NET OPERATING LOSS** |  | $ | (8 | ) |
|  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Segment Net EarningsCorporate and Other**

**(amounts in millions)**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  |  |  |  |  |
| **Nine months ended September 30, 2005** |  | **Total** | |  |
| **REVENUES:** |  |  |  |  |
| Premiums |  | $ | 62 |  |
| Net investment income |  |  | 119 |  |
| Net realized investment losses |  |  | (13 | ) |
| Policy fees and other income |  |  | 13 |  |
|  |  |  |  |  |
| Total revenues |  |  | 181 |  |
|  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 28 |  |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 66 |  |
| Amortization of deferred acquisition costs and intangibles |  |  | 14 |  |
| Interest expense |  |  | 178 |  |
|  |  |  |  |  |
| Total benefits and expenses |  |  | 286 |  |
|  |  |  |  |  |
| **LOSS FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** |  |  | (105 | ) |
| Benefit from income taxes |  |  | (36 | ) |
|  |  |  |  |  |
| **SEGMENT NET LOSS** |  |  | (69 | ) |
| Net realized investment losses, net of taxes |  |  | 8 |  |
|  |  |  |  |  |
| **NET OPERATING LOSS** |  | $ | (61 | ) |
|  |  |  |  |  |
|  |  |  |  |  |
| **Nine months ended September 30, 2004** |  | **Total** | |  |
| **REVENUES:** |  |  |  |  |
| Premiums |  | $ | 74 |  |
| Net investment income |  |  | 119 |  |
| Net realized investment gains |  |  | 27 |  |
| Policy fees and other income |  |  | 10 |  |
|  |  |  |  |  |
| Total revenues |  |  | 230 |  |
|  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 28 |  |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 50 |  |
| Amortization of deferred acquisition costs and intangibles |  |  | 13 |  |
| Interest expense |  |  | 144 |  |
|  |  |  |  |  |
| Total benefits and expenses |  |  | 235 |  |
|  |  |  |  |  |
| **LOSS FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** |  |  | (5 | ) |
| Provision for income taxes |  |  | 7 |  |
|  |  |  |  |  |
| **SEGMENT NET LOSS** |  |  | (12 | ) |
| Net realized investment gains, net of taxes |  |  | (17 | ) |
| Net tax expense related to initial public offering |  |  | 22 |  |
|  |  |  |  |  |
| **NET OPERATING LOSS** |  | $ | (7 | ) |
|  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Net Earnings**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | **2005** | | | | | | | | | | | | |  |  | **2004** | | | | | | | | | | | | | | | | | |  |
|  |  | **Q3** | |  |  | **Q2** | |  | **Q1** | |  |  | **Total** | |  |  | **Q4** | |  |  | **Q3** | |  |  | **Q2** | |  |  | **Q1** | |  |  | **Total** | |  |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 1,547 |  |  | $ | 1,614 |  | $ | 1,605 |  |  | $ | 4,766 |  |  | $ | 1,606 |  |  | $ | 1,523 |  |  | $ | 1,708 |  |  | $ | 1,722 |  |  | $ | 6,559 |  |
| Net investment income |  |  | 902 |  |  |  | 842 |  |  | 851 |  |  |  | 2,595 |  |  |  | 825 |  |  |  | 785 |  |  |  | 1,001 |  |  |  | 1,037 |  |  |  | 3,648 |  |
| Net realized investment (losses) gains |  |  | (7 | ) |  |  |  |  |  | (6 | ) |  |  | (13 | ) |  |  | (1 | ) |  |  | 3 |  |  |  | 8 |  |  |  | 16 |  |  |  | 26 |  |
| Policy fees and other income |  |  | 186 |  |  |  | 154 |  |  | 161 |  |  |  | 501 |  |  |  | 212 |  |  |  | 159 |  |  |  | 204 |  |  |  | 249 |  |  |  | 824 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 2,628 |  |  |  | 2,610 |  |  | 2,611 |  |  |  | 7,849 |  |  |  | 2,642 |  |  |  | 2,470 |  |  |  | 2,921 |  |  |  | 3,024 |  |  |  | 11,057 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 1,026 |  |  |  | 1,051 |  |  | 1,075 |  |  |  | 3,152 |  |  |  | 1,129 |  |  |  | 1,034 |  |  |  | 1,290 |  |  |  | 1,351 |  |  |  | 4,804 |  |
| Interest credited |  |  | 364 |  |  |  | 347 |  |  | 340 |  |  |  | 1,051 |  |  |  | 344 |  |  |  | 328 |  |  |  | 364 |  |  |  | 396 |  |  |  | 1,432 |  |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 506 |  |  |  | 523 |  |  | 447 |  |  |  | 1,476 |  |  |  | 457 |  |  |  | 411 |  |  |  | 511 |  |  |  | 523 |  |  |  | 1,902 |  |
| Amortization of deferred acquisition costs and intangibles |  |  | 217 |  |  |  | 208 |  |  | 193 |  |  |  | 618 |  |  |  | 234 |  |  |  | 230 |  |  |  | 270 |  |  |  | 330 |  |  |  | 1,064 |  |
| Interest expense |  |  | 72 |  |  |  | 69 |  |  | 72 |  |  |  | 213 |  |  |  | 63 |  |  |  | 60 |  |  |  | 47 |  |  |  | 47 |  |  |  | 217 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 2,185 |  |  |  | 2,198 |  |  | 2,127 |  |  |  | 6,510 |  |  |  | 2,227 |  |  |  | 2,063 |  |  |  | 2,482 |  |  |  | 2,647 |  |  |  | 9,419 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS FROM CONTINUING OPERATIONS BEFORE INCOME TAXES AND ACCOUNTING CHANGE** |  |  | 443 |  |  |  | 412 |  |  | 484 |  |  |  | 1,339 |  |  |  | 415 |  |  |  | 407 |  |  |  | 439 |  |  |  | 377 |  |  |  | 1,638 |  |
| Provision for income taxes |  |  | 136 |  |  |  | 127 |  |  | 162 |  |  |  | 425 |  |  |  | 69 |  |  |  | 136 |  |  |  | 171 |  |  |  | 117 |  |  |  | 493 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **NET EARNINGS FROM CONTINUING OPERATIONS BEFORE ACCOUNTING CHANGE** |  |  | 307 |  |  |  | 285 |  |  | 322 |  |  |  | 914 |  |  |  | 346 |  |  |  | 271 |  |  |  | 268 |  |  |  | 260 |  |  |  | 1,145 |  |
| Net realized investment losses (gains), net of taxes |  |  | 4 |  |  |  |  |  |  | 4 |  |  |  | 8 |  |  |  | 1 |  |  |  | (2 | ) |  |  | (5 | ) |  |  | (10 | ) |  |  | (16 | ) |
| Net tax (benefit) expense related to initial public offering |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (68 | ) |  |  |  |  |  |  | 22 |  |  |  |  |  |  |  | (46 | ) |
| Gain on outsourcing services agreement, net of taxes |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (25 | ) |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (25 | ) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **NET OPERATING EARNINGS** |  | $ | 311 |  |  | $ | 285 |  | $ | 326 |  |  | $ | 922 |  |  | $ | 254 |  |  | $ | 269 |  |  | $ | 285 |  |  | $ | 250 |  |  | $ | 1,058 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Segment Net EarningsProtection**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | **2005** | | | | | | | | | | |  | **2004** | | | | | | | | | | | | | |
|  |  | **Q3** | |  | **Q2** | |  | **Q1** | |  | **Total** | |  | **Q4** | |  | **Q3** | |  | **Q2** | |  | **Q1** | |  | **Total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 1,120 |  | $ | 1,129 |  | $ | 1,128 |  | $ | 3,377 |  | $ | 1,094 |  | $ | 1,085 |  | $ | 1,132 |  | $ | 1,170 |  | $ | 4,481 |
| Net investment income |  |  | 321 |  |  | 311 |  |  | 314 |  |  | 946 |  |  | 311 |  |  | 298 |  |  | 306 |  |  | 309 |  |  | 1,224 |
| Policy fees and other income |  |  | 108 |  |  | 77 |  |  | 88 |  |  | 273 |  |  | 102 |  |  | 91 |  |  | 79 |  |  | 87 |  |  | 359 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Revenues |  |  | 1,549 |  |  | 1,517 |  |  | 1,530 |  |  | 4,596 |  |  | 1,507 |  |  | 1,474 |  |  | 1,517 |  |  | 1,566 |  |  | 6,064 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 732 |  |  | 702 |  |  | 738 |  |  | 2,172 |  |  | 705 |  |  | 698 |  |  | 727 |  |  | 760 |  |  | 2,890 |
| Interest credited |  |  | 90 |  |  | 91 |  |  | 90 |  |  | 271 |  |  | 91 |  |  | 91 |  |  | 90 |  |  | 90 |  |  | 362 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 328 |  |  | 349 |  |  | 327 |  |  | 1,004 |  |  | 307 |  |  | 279 |  |  | 307 |  |  | 291 |  |  | 1,184 |
| Amortization of deferred acquisition costs and intangibles |  |  | 161 |  |  | 159 |  |  | 150 |  |  | 470 |  |  | 180 |  |  | 186 |  |  | 184 |  |  | 229 |  |  | 779 |
| Interest expense |  |  | 13 |  |  | 11 |  |  | 9 |  |  | 33 |  |  | 6 |  |  | 4 |  |  | 2 |  |  | 3 |  |  | 15 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 1,324 |  |  | 1,312 |  |  | 1,314 |  |  | 3,950 |  |  | 1,289 |  |  | 1,258 |  |  | 1,310 |  |  | 1,373 |  |  | 5,230 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES** |  |  | 225 |  |  | 205 |  |  | 216 |  |  | 646 |  |  | 218 |  |  | 216 |  |  | 207 |  |  | 193 |  |  | 834 |
| Provision for income taxes |  |  | 80 |  |  | 73 |  |  | 77 |  |  | 230 |  |  | 78 |  |  | 81 |  |  | 78 |  |  | 69 |  |  | 306 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 145 |  | $ | 132 |  | $ | 139 |  | $ | 416 |  | $ | 140 |  | $ | 135 |  | $ | 129 |  | $ | 124 |  | $ | 528 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Segment Net EarningsRetirement Income and Investments**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | **2005** | | | | | | | | | | |  | **2004** | | | | | | | | | | | | | |
|  |  | **Q3** | |  | **Q2** | |  | **Q1** | |  | **Total** | |  | **Q4** | |  | **Q3** | |  | **Q2** | |  | **Q1** | |  | **Total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 189 |  | $ | 241 |  | $ | 244 |  | $ | 674 |  | $ | 277 |  | $ | 219 |  | $ | 321 |  | $ | 277 |  | $ | 1,094 |
| Net investment income |  |  | 455 |  |  | 432 |  |  | 433 |  |  | 1,320 |  |  | 417 |  |  | 393 |  |  | 569 |  |  | 617 |  |  | 1,996 |
| Policy fees and other income |  |  | 61 |  |  | 62 |  |  | 58 |  |  | 181 |  |  | 58 |  |  | 52 |  |  | 76 |  |  | 85 |  |  | 271 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 705 |  |  | 735 |  |  | 735 |  |  | 2,175 |  |  | 752 |  |  | 664 |  |  | 966 |  |  | 979 |  |  | 3,361 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 247 |  |  | 301 |  |  | 308 |  |  | 856 |  |  | 363 |  |  | 281 |  |  | 495 |  |  | 494 |  |  | 1,633 |
| Interest credited |  |  | 274 |  |  | 256 |  |  | 250 |  |  | 780 |  |  | 253 |  |  | 237 |  |  | 274 |  |  | 306 |  |  | 1,070 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 66 |  |  | 66 |  |  | 59 |  |  | 191 |  |  | 48 |  |  | 59 |  |  | 68 |  |  | 75 |  |  | 250 |
| Amortization of deferred acquisition costs and intangibles |  |  | 33 |  |  | 32 |  |  | 27 |  |  | 92 |  |  | 34 |  |  | 25 |  |  | 54 |  |  | 57 |  |  | 170 |
| Interest expense |  |  | 1 |  |  | 1 |  |  |  |  |  | 2 |  |  |  |  |  |  |  |  | 1 |  |  |  |  |  | 1 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 621 |  |  | 656 |  |  | 644 |  |  | 1,921 |  |  | 698 |  |  | 602 |  |  | 892 |  |  | 932 |  |  | 3,124 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES AND ACCOUNTING CHANGE** |  |  | 84 |  |  | 79 |  |  | 91 |  |  | 254 |  |  | 54 |  |  | 62 |  |  | 74 |  |  | 47 |  |  | 237 |
| Provision for income taxes |  |  | 25 |  |  | 19 |  |  | 31 |  |  | 75 |  |  | 19 |  |  | 22 |  |  | 27 |  |  | 16 |  |  | 84 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 59 |  | $ | 60 |  | $ | 60 |  | $ | 179 |  | $ | 35 |  | $ | 40 |  | $ | 47 |  | $ | 31 |  | $ | 153 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Segment Net EarningsMortgage Insurance**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | **2005** | | | | | | | | | | |  | **2004** | | | | | | | | | | | | | |
|  |  | **Q3** | |  | **Q2** | |  | **Q1** | |  | **Total** | |  | **Q4** | |  | **Q3** | |  | **Q2** | |  | **Q1** | |  | **Total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 218 |  | $ | 220 |  | $ | 215 |  | $ | 653 |  | $ | 213 |  | $ | 197 |  | $ | 195 |  | $ | 195 |  | $ | 800 |
| Net investment income |  |  | 73 |  |  | 68 |  |  | 69 |  |  | 210 |  |  | 68 |  |  | 65 |  |  | 61 |  |  | 60 |  |  | 254 |
| Policy fees and other income |  |  | 12 |  |  | 12 |  |  | 10 |  |  | 34 |  |  | 8 |  |  | 10 |  |  | 10 |  |  | 8 |  |  | 36 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 303 |  |  | 300 |  |  | 294 |  |  | 897 |  |  | 289 |  |  | 272 |  |  | 266 |  |  | 263 |  |  | 1,090 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 36 |  |  | 39 |  |  | 21 |  |  | 96 |  |  | 53 |  |  | 46 |  |  | 27 |  |  | 39 |  |  | 165 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 81 |  |  | 75 |  |  | 59 |  |  | 215 |  |  | 69 |  |  | 64 |  |  | 65 |  |  | 64 |  |  | 262 |
| Amortization of deferred acquisition costs and intangibles |  |  | 18 |  |  | 13 |  |  | 11 |  |  | 42 |  |  | 16 |  |  | 12 |  |  | 11 |  |  | 12 |  |  | 51 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 135 |  |  | 127 |  |  | 91 |  |  | 353 |  |  | 138 |  |  | 122 |  |  | 103 |  |  | 115 |  |  | 478 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES** |  |  | 168 |  |  | 173 |  |  | 203 |  |  | 544 |  |  | 151 |  |  | 150 |  |  | 163 |  |  | 148 |  |  | 612 |
| Provision for income taxes |  |  | 42 |  |  | 52 |  |  | 62 |  |  | 156 |  |  | 44 |  |  | 48 |  |  | 49 |  |  | 45 |  |  | 186 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 126 |  | $ | 121 |  | $ | 141 |  | $ | 388 |  | $ | 107 |  | $ | 102 |  | $ | 114 |  | $ | 103 |  | $ | 426 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Segment Net EarningsCorporate and Other**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | **2005** | | | | | | | | | | | | | |  |  | **2004** | | | | | | | | | | | | | | | | | |  |
|  |  | **Q3** | |  |  | **Q2** | |  |  | **Q1** | |  |  | **Total** | |  |  | **Q4** | |  |  | **Q3** | |  |  | **Q2** | |  |  | **Q1** | |  |  | **Total** | |  |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 20 |  |  | $ | 24 |  |  | $ | 18 |  |  | $ | 62 |  |  | $ | 22 |  |  | $ | 22 |  |  | $ | 26 |  |  | $ | 26 |  |  | $ | 96 |  |
| Net investment income |  |  | 53 |  |  |  | 31 |  |  |  | 35 |  |  |  | 119 |  |  |  | 29 |  |  |  | 29 |  |  |  | 57 |  |  |  | 33 |  |  |  | 148 |  |
| Net realized investment (losses) gains |  |  | (7 | ) |  |  |  |  |  |  | (6 | ) |  |  | (13 | ) |  |  | (1 | ) |  |  | 3 |  |  |  | 8 |  |  |  | 16 |  |  |  | 26 |  |
| Policy fees and other income |  |  | 5 |  |  |  | 3 |  |  |  | 5 |  |  |  | 13 |  |  |  | 44 |  |  |  | 6 |  |  |  | 2 |  |  |  | 2 |  |  |  | 54 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 71 |  |  |  | 58 |  |  |  | 52 |  |  |  | 181 |  |  |  | 94 |  |  |  | 60 |  |  |  | 93 |  |  |  | 77 |  |  |  | 324 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 11 |  |  |  | 9 |  |  |  | 8 |  |  |  | 28 |  |  |  | 8 |  |  |  | 9 |  |  |  | 10 |  |  |  | 9 |  |  |  | 36 |  |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 31 |  |  |  | 33 |  |  |  | 2 |  |  |  | 66 |  |  |  | 33 |  |  |  | 9 |  |  |  | 22 |  |  |  | 19 |  |  |  | 83 |  |
| Amortization of deferred acquisition costs and intangibles |  |  | 5 |  |  |  | 4 |  |  |  | 5 |  |  |  | 14 |  |  |  | 4 |  |  |  | 7 |  |  |  | 3 |  |  |  | 3 |  |  |  | 17 |  |
| Interest expense |  |  | 58 |  |  |  | 57 |  |  |  | 63 |  |  |  | 178 |  |  |  | 57 |  |  |  | 56 |  |  |  | 44 |  |  |  | 44 |  |  |  | 201 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 105 |  |  |  | 103 |  |  |  | 78 |  |  |  | 286 |  |  |  | 102 |  |  |  | 81 |  |  |  | 79 |  |  |  | 75 |  |  |  | 337 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **(LOSS) EARNINGS FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** |  |  | (34 | ) |  |  | (45 | ) |  |  | (26 | ) |  |  | (105 | ) |  |  | (8 | ) |  |  | (21 | ) |  |  | 14 |  |  |  | 2 |  |  |  | (13 | ) |
| (Benefit from) provision for income taxes |  |  | (11 | ) |  |  | (17 | ) |  |  | (8 | ) |  |  | (36 | ) |  |  | (72 | ) |  |  | (15 | ) |  |  | 24 |  |  |  | (2 | ) |  |  | (65 | ) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET (LOSS) EARNINGS** |  |  | (23 | ) |  |  | (28 | ) |  |  | (18 | ) |  |  | (69 | ) |  |  | 64 |  |  |  | (6 | ) |  |  | (10 | ) |  |  | 4 |  |  |  | 52 |  |
| Net realized investment losses (gains), net of taxes |  |  | 4 |  |  |  |  |  |  |  | 4 |  |  |  | 8 |  |  |  | 1 |  |  |  | (2 | ) |  |  | (5 | ) |  |  | (10 | ) |  |  | (16 | ) |
| Net tax (benefit) expense related to initial public offering |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (68 | ) |  |  |  |  |  |  | 22 |  |  |  |  |  |  |  | (46 | ) |
| Gain on outsourcing services agreement, net of taxes |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (25 | ) |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (25 | ) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **NET OPERATING (LOSS) EARNINGS** |  | $ | (19 | ) |  | $ | (28 | ) |  | $ | (14 | ) |  | $ | (61 | ) |  | $ | (28 | ) |  | $ | (8 | ) |  | $ | 7 |  |  | $ | (6 | ) |  | $ | (35 | ) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Segment Net EarningsAffinity**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | **2005** | | | | | | | | | | |  | **2004** | | | | | | | | | | | | | | | |  |
|  |  | **Q3** | |  | **Q2** | |  | **Q1** | |  | **Total** | |  | **Q4** | |  | **Q3** | |  | **Q2** | |  |  | **Q1** | |  |  | **Total** | |  |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ |  |  | $ |  |  | $ |  |  | $ |  |  | $ |  |  | $ |  |  | $ | 34 |  |  | $ | 54 |  |  | $ | 88 |  |
| Net investment income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 8 |  |  |  | 18 |  |  |  | 26 |  |
| Policy fees and other income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 37 |  |  |  | 67 |  |  |  | 104 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 79 |  |  |  | 139 |  |  |  | 218 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 31 |  |  |  | 49 |  |  |  | 80 |  |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 49 |  |  |  | 74 |  |  |  | 123 |  |
| Amortization of deferred acquisition costs and intangibles |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 18 |  |  |  | 29 |  |  |  | 47 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 98 |  |  |  | 152 |  |  |  | 250 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **LOSS BEFORE INCOME TAXES** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (19 | ) |  |  | (13 | ) |  |  | (32 | ) |
| Benefit from income taxes |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (7 | ) |  |  | (11 | ) |  |  | (18 | ) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET LOSS** |  | $ |  |  | $ |  |  | $ |  |  | $ |  |  | $ |  |  | $ |  |  | $ | (12 | ) |  | $ | (2 | ) |  | $ | (14 | ) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**STATISTICAL DATA**

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Investments Summary**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | | |  | **September 30, 2005** | | | |  |  | **June 30, 2005** | | | |  |  | **March 31, 2005** | | | |  |  | **December 31, 2004** | | | |  |  | **September 30, 2004** | | | |  |
|  | | |  | **Carrying Amount** | |  | **% of Total** |  |  | **Carrying Amount** | |  | **% of Total** |  |  | **Carrying Amount** | |  | **% of Total** |  |  | **Carrying Amount** | |  | **% of Total** |  |  | **Carrying Amount** | |  | **% of Total** |  |
| ***Composition of Investment Portfolio*** | | |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed maturities, available-for-sale: | | |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Public | | |  | $ | 40,507 |  | 59 | % |  | $ | 40,813 |  | 60 | % |  | $ | 40,644 |  | 61 | % |  | $ | 40,150 |  | 60 | % |  | $ | 39,210 |  | 59 | % |
| Private | | |  |  | 13,062 |  | 19 | % |  |  | 12,606 |  | 19 | % |  |  | 11,997 |  | 18 | % |  |  | 12,274 |  | 18 | % |  |  | 11,619 |  | 18 | % |
| Equity securities, available-for-sale | | |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Common stocks and mutual funds | | |  |  | 62 |  | 0 | % |  |  | 50 |  | 0 | % |  |  | 52 |  | 0 | % |  |  | 82 |  | 0 | % |  |  | 75 |  | 0 | % |
| Preferred stocks | | |  |  | 133 |  | 0 | % |  |  | 137 |  | 0 | % |  |  | 132 |  | 0 | % |  |  | 125 |  | 0 | % |  |  | 126 |  | 0 | % |
| Investment in special purpose entities | | |  |  | 171 |  | 0 | % |  |  | 172 |  | 0 | % |  |  | 171 |  | 1 | % |  |  | 167 |  | 1 | % |  |  | 159 |  | 1 | % |
| Commercial mortgage and other loans | | |  |  | 7,272 |  | 11 | % |  |  | 6,859 |  | 10 | % |  |  | 6,279 |  | 9 | % |  |  | 6,051 |  | 9 | % |  |  | 5,877 |  | 9 | % |
| Policy loans | | |  |  | 1,353 |  | 2 | % |  |  | 1,233 |  | 2 | % |  |  | 1,232 |  | 2 | % |  |  | 1,224 |  | 2 | % |  |  | 1,215 |  | 2 | % |
| Restricted investments held by securitization entities | | |  |  | 753 |  | 1 | % |  |  | 781 |  | 1 | % |  |  | 815 |  | 1 | % |  |  | 860 |  | 1 | % |  |  | 925 |  | 1 | % |
| Cash, cash equivalents and short-term investments | | |  |  | 1,860 |  | 3 | % |  |  | 1,545 |  | 2 | % |  |  | 1,526 |  | 2 | % |  |  | 2,210 |  | 3 | % |  |  | 2,667 |  | 4 | % |
| Other invested assets | | |  |  | 3,198 |  | 5 | % |  |  | 3,669 |  | 6 | % |  |  | 3,823 |  | 6 | % |  |  | 3,996 |  | 6 | % |  |  | 4,299 |  | 6 | % |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total invested assets and cash | | |  | **$** | **68,371** |  | **100** | **%** |  | **$** | **67,865** |  | **100** | **%** |  | **$** | **66,671** |  | **100** | **%** |  | **$** | **67,139** |  | **100** | **%** |  | **$** | **66,172** |  | **100** | **%** |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | | |  | | | | | |  | | | | | |  | | | | | |  | | | | | |  | | | | | |
|  | | |  | **September 30, 2005** | | | |  |  | **June 30, 2005** | | | |  |  | **March 31, 2005** | | | |  |  | **December 31, 2004** | | | |  |  | **September 30, 2004** | | | |  |
| **Public Fixed MaturitiesCredit Quality:** | | |  | **Carrying Amount** | |  | **% of Total** |  |  | **Carrying Amount** | |  | **% of Total** |  |  | **Estimated Fair Value** | |  | **% of Total** |  |  | **Estimated Fair Value** | |  | **% of Total** |  |  | **Estimated Fair Value** | |  | **% of Total** |  |
| **NAIC Designation** |  | **Rating Agency Equivalent Designation** |  |  | |  |  |  |  |  | |  |  |  |  |  | |  |  |  |  |  | |  |  |  |  |  | |  |  |  |
| 1 |  | Aaa/Aa/A |  | $ | 28,966 |  | 72 | % |  | $ | 29,191 |  | 72 | % |  | $ | 29,107 |  | 72 | % |  | $ | 28,635 |  | 71 | % |  | $ | 27,877 |  | 71 | % |
| 2 |  | Baa |  |  | 9,345 |  | 23 | % |  |  | 9,447 |  | 23 | % |  |  | 9,472 |  | 23 | % |  |  | 9,344 |  | 23 | % |  |  | 9,320 |  | 24 | % |
| 3 |  | Ba |  |  | 1,575 |  | 4 | % |  |  | 1,529 |  | 4 | % |  |  | 1,439 |  | 4 | % |  |  | 1,415 |  | 4 | % |  |  | 1,329 |  | 4 | % |
| 4 |  | B |  |  | 440 |  | 1 | % |  |  | 465 |  | 1 | % |  |  | 474 |  | 1 | % |  |  | 651 |  | 2 | % |  |  | 567 |  | 1 | % |
| 5 |  | Caa and lower |  |  | 122 |  | 0 | % |  |  | 119 |  | 0 | % |  |  | 91 |  | 0 | % |  |  | 63 |  | 0 | % |  |  | 59 |  | 0 | % |
| 6 |  | In or near default |  |  | 12 |  | 0 | % |  |  | 26 |  | 0 | % |  |  | 26 |  | 0 | % |  |  | 15 |  | 0 | % |  |  | 21 |  | 0 | % |
| Not rated |  | Not rated |  |  | 47 |  | 0 | % |  |  | 36 |  | 0 | % |  |  | 35 |  | 0 | % |  |  | 27 |  | 0 | % |  |  | 37 |  | 0 | % |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | Total public fixed maturities |  | **$** | **40,507** |  | **100** | **%** |  | **$** | **40,813** |  | **100** | **%** |  | **$** | **40,644** |  | **100** | **%** |  | **$** | **40,150** |  | **100** | **%** |  | **$** | **39,210** |  | **100** | **%** |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |
| **Private Fixed MaturitiesCredit Quality:** | | |  |  | |  |  |  |  |  | |  |  |  |  |  | |  |  |  |  |  | |  |  |  |  |  | |  |  |  |
| **NAIC Designation** |  | **Rating Agency Equivalent Designation** |  |  | |  |  |  |  |  | |  |  |  |  |  | |  |  |  |  |  | |  |  |  |  |  | |  |  |  |
| 1 |  | Aaa/Aa/A |  | $ | 7,201 |  | 55 | % |  | $ | 6,907 |  | 56 | % |  | $ | 6,350 |  | 53 | % |  | $ | 6,501 |  | 53 | % |  | $ | 6,024 |  | 52 | % |
| 2 |  | Baa |  |  | 5,081 |  | 39 | % |  |  | 4,818 |  | 38 | % |  |  | 4,743 |  | 40 | % |  |  | 4,768 |  | 39 | % |  |  | 4,605 |  | 40 | % |
| 3 |  | Ba |  |  | 535 |  | 4 | % |  |  | 550 |  | 4 | % |  |  | 543 |  | 5 | % |  |  | 605 |  | 5 | % |  |  | 597 |  | 5 | % |
| 4 |  | B |  |  | 139 |  | 1 | % |  |  | 217 |  | 2 | % |  |  | 175 |  | 1 | % |  |  | 202 |  | 2 | % |  |  | 191 |  | 2 | % |
| 5 |  | Caa and lower |  |  | 36 |  | 0 | % |  |  | 39 |  | 0 | % |  |  | 46 |  | 0 | % |  |  | 103 |  | 1 | % |  |  | 106 |  | 1 | % |
| 6 |  | In or near default |  |  | 50 |  | 1 | % |  |  | 55 |  | 0 | % |  |  | 37 |  | 0 | % |  |  | 43 |  | 0 | % |  |  | 74 |  | 0 | % |
| Not rated |  | Not rated |  |  | 20 |  | 0 | % |  |  | 20 |  | 0 | % |  |  | 103 |  | 1 | % |  |  | 52 |  | 0 | % |  |  | 22 |  | 0 | % |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | Total private fixed maturities |  | **$** | **13,062** |  | **100** | **%** |  | **$** | **12,606** |  | **100** | **%** |  | **$** | **11,997** |  | **100** | **%** |  | **$** | **12,274** |  | **100** | **%** |  | **$** | **11,619** |  | **100** | **%** |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Fixed Maturities Summary**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | **September 30, 2005** | | | |  |  | **June 30, 2005** | | | |  |  | **March 31, 2005** | | | |  |  | **December 31, 2004** | | | |  |  | **September 30, 2004** | | | |  |
|  |  | **Estimated Fair Value** | |  | **% of Total** |  |  | **Estimated Fair Value** | |  | **% of Total** |  |  | **Estimated Fair Value** | |  | **% of Total** |  |  | **Estimated Fair Value** | |  | **% of Total** |  |  | **Estimated Fair Value** | |  | **% of Total** |  |
| ***Fixed maturitiesSecurity Sector:*** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. government, agencies & government sponsored entities |  | $ | 715 |  | 1 | % |  | $ | 731 |  | 1 | % |  | $ | 493 |  | 1 | % |  | $ | 572 |  | 1 | % |  | $ | 569 |  | 1 | % |
| Tax exempt |  |  | 2,913 |  | 6 | % |  |  | 2,995 |  | 6 | % |  |  | 3,016 |  | 6 | % |  |  | 3,030 |  | 6 | % |  |  | 3,267 |  | 6 | % |
| Foreign government |  |  | 1,793 |  | 3 | % |  |  | 1,887 |  | 3 | % |  |  | 1,808 |  | 3 | % |  |  | 1,744 |  | 3 | % |  |  | 1,453 |  | 3 | % |
| U.S. corporate |  |  | 26,617 |  | 50 | % |  |  | 27,058 |  | 51 | % |  |  | 26,623 |  | 51 | % |  |  | 27,101 |  | 52 | % |  |  | 26,513 |  | 52 | % |
| Foreign corporate |  |  | 9,144 |  | 17 | % |  |  | 8,776 |  | 16 | % |  |  | 8,651 |  | 16 | % |  |  | 8,100 |  | 15 | % |  |  | 7,678 |  | 15 | % |
| Mortgage-backed |  |  | 8,553 |  | 16 | % |  |  | 8,451 |  | 16 | % |  |  | 8,722 |  | 17 | % |  |  | 8,577 |  | 17 | % |  |  | 7,969 |  | 16 | % |
| Asset-backed |  |  | 3,834 |  | 7 | % |  |  | 3,521 |  | 7 | % |  |  | 3,328 |  | 6 | % |  |  | 3,300 |  | 6 | % |  |  | 3,380 |  | 7 | % |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total fixed maturities |  | $ | 53,569 |  | 100 | % |  | $ | 53,419 |  | 100 | % |  | $ | 52,641 |  | 100 | % |  | $ | 52,424 |  | 100 | % |  | $ | 50,829 |  | 100 | % |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ***Corporate Bond HoldingsIndustry Sector:*** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Finance and insurance |  | $ | 11,151 |  | 31 | % |  | $ | 10,915 |  | 31 | % |  | $ | 10,658 |  | 30 | % |  | $ | 10,357 |  | 30 | % |  | $ | 10,080 |  | 29 | % |
| Utilities and energy |  |  | 6,963 |  | 19 | % |  |  | 7,171 |  | 20 | % |  |  | 6,985 |  | 20 | % |  |  | 7,056 |  | 20 | % |  |  | 7,061 |  | 21 | % |
| Consumernon cyclical |  |  | 4,734 |  | 13 | % |  |  | 4,877 |  | 14 | % |  |  | 4,705 |  | 13 | % |  |  | 4,351 |  | 12 | % |  |  | 4,349 |  | 13 | % |
| Consumercyclical |  |  | 2,719 |  | 8 | % |  |  | 2,670 |  | 7 | % |  |  | 2,634 |  | 8 | % |  |  | 2,666 |  | 8 | % |  |  | 2,637 |  | 8 | % |
| Capital goods |  |  | 2,134 |  | 6 | % |  |  | 2,194 |  | 6 | % |  |  | 2,289 |  | 6 | % |  |  | 2,240 |  | 6 | % |  |  | 2,284 |  | 7 | % |
| Industrial |  |  | 2,146 |  | 6 | % |  |  | 2,269 |  | 6 | % |  |  | 2,384 |  | 7 | % |  |  | 2,475 |  | 7 | % |  |  | 2,506 |  | 7 | % |
| Technology and communications |  |  | 2,476 |  | 7 | % |  |  | 2,473 |  | 7 | % |  |  | 2,329 |  | 7 | % |  |  | 2,223 |  | 6 | % |  |  | 2,135 |  | 6 | % |
| Transportation |  |  | 1,317 |  | 4 | % |  |  | 1,240 |  | 3 | % |  |  | 1,156 |  | 3 | % |  |  | 1,063 |  | 3 | % |  |  | 1,003 |  | 3 | % |
| Other |  |  | 2,121 |  | 6 | % |  |  | 2,025 |  | 6 | % |  |  | 2,134 |  | 6 | % |  |  | 2,770 |  | 8 | % |  |  | 2,136 |  | 6 | % |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total |  | $ | 35,761 |  | 100 | % |  | $ | 35,834 |  | 100 | % |  | $ | 35,274 |  | 100 | % |  | $ | 35,201 |  | 100 | % |  | $ | 34,191 |  | 100 | % |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ***Fixed maturitiesContractual Maturity Dates:*** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Due in one year or less |  | $ | 2,646 |  | 5 | % |  | $ | 2,858 |  | 5 | % |  | $ | 2,652 |  | 5 | % |  | $ | 2,040 |  | 4 | % |  | $ | 1,712 |  | 3 | % |
| Due after one year through five years |  |  | 10,331 |  | 19 | % |  |  | 10,382 |  | 20 | % |  |  | 10,329 |  | 20 | % |  |  | 10,749 |  | 20 | % |  |  | 10,660 |  | 21 | % |
| Due after five years through ten years |  |  | 11,567 |  | 22 | % |  |  | 11,514 |  | 22 | % |  |  | 11,658 |  | 22 | % |  |  | 11,842 |  | 23 | % |  |  | 11,663 |  | 23 | % |
| Due after ten years |  |  | 16,638 |  | 31 | % |  |  | 16,693 |  | 31 | % |  |  | 15,952 |  | 30 | % |  |  | 15,916 |  | 30 | % |  |  | 15,445 |  | 31 | % |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Subtotal |  |  | 41,182 |  | 77 | % |  |  | 41,447 |  | 78 | % |  |  | 40,591 |  | 77 | % |  |  | 40,547 |  | 77 | % |  |  | 39,480 |  | 78 | % |
| Mortgage-backed and asset backed |  |  | 12,387 |  | 23 | % |  |  | 11,972 |  | 22 | % |  |  | 12,050 |  | 23 | % |  |  | 11,877 |  | 23 | % |  |  | 11,349 |  | 22 | % |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total fixed maturities |  | $ | 53,569 |  | 100 | % |  | $ | 53,419 |  | 100 | % |  | $ | 52,641 |  | 100 | % |  | $ | 52,424 |  | 100 | % |  | $ | 50,829 |  | 100 | % |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Commercial Mortgage and Other Loans Data**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | **September 30, 2005** | | | | |  |  | **June 30, 2005** | | | |  |  | **March 31, 2005** | | | |  |  | **December 31, 2004** | | | |  |  | **September 30, 2004** | | | |  |
| **Summary of Commercial Mortgage and Other Loans** |  | **Carrying Amount** | |  | **% of Total** | |  |  | **Carrying Amount** | |  | **% of Total** |  |  | **Carrying Amount** | |  | **% of Total** |  |  | **Carrying Amount** | |  | **% of Total** |  |  | **Carrying Amount** | |  | **% of Total** |  |
| ***Geographic Region*** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Pacific |  | $ | 2,191 |  |  | 30 | % |  | $ | 2,043 |  | 30 | % |  | $ | 1,850 |  | 30 | % |  | $ | 1,796 |  | 30 | % |  | $ | 1,761 |  | 30 | % |
| South Atlantic |  |  | 1,508 |  |  | 21 | % |  |  | 1,451 |  | 21 | % |  |  | 1,234 |  | 20 | % |  |  | 1,239 |  | 20 | % |  |  | 1,196 |  | 20 | % |
| Middle Atlantic |  |  | 1,081 |  |  | 15 | % |  |  | 998 |  | 15 | % |  |  | 989 |  | 16 | % |  |  | 953 |  | 16 | % |  |  | 887 |  | 15 | % |
| East North Central |  |  | 766 |  |  | 10 | % |  |  | 704 |  | 10 | % |  |  | 662 |  | 11 | % |  |  | 682 |  | 11 | % |  |  | 681 |  | 12 | % |
| Mountain |  |  | 514 |  |  | 7 | % |  |  | 496 |  | 7 | % |  |  | 471 |  | 8 | % |  |  | 463 |  | 8 | % |  |  | 457 |  | 8 | % |
| West South Central |  |  | 346 |  |  | 5 | % |  |  | 306 |  | 5 | % |  |  | 304 |  | 5 | % |  |  | 306 |  | 5 | % |  |  | 275 |  | 5 | % |
| West North Central |  |  | 431 |  |  | 6 | % |  |  | 432 |  | 6 | % |  |  | 366 |  | 5 | % |  |  | 252 |  | 4 | % |  |  | 261 |  | 4 | % |
| East South Central |  |  | 268 |  |  | 4 | % |  |  | 261 |  | 4 | % |  |  | 230 |  | 3 | % |  |  | 225 |  | 4 | % |  |  | 227 |  | 4 | % |
| New England |  |  | 167 |  |  | 2 | % |  |  | 168 |  | 2 | % |  |  | 173 |  | 2 | % |  |  | 135 |  | 2 | % |  |  | 132 |  | 2 | % |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total |  | **$** | **7,272** |  |  | **100** | **%** |  | **$** | **6,859** |  | **100** | **%** |  | **$** | **6,279** |  | **100** | **%** |  | **$** | **6,051** |  | **100** | **%** |  | **$** | **5,877** |  | **100** | **%** |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ***Property Type*** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Office |  | $ | 2,156 |  |  | 30 | % |  | $ | 1,914 |  | 28 | % |  | $ | 1,861 |  | 30 | % |  | $ | 1,822 |  | 30 | % |  | $ | 1,774 |  | 30 | % |
| Industrial |  |  | 2,017 |  |  | 28 | % |  |  | 1,963 |  | 29 | % |  |  | 1,845 |  | 30 | % |  |  | 1,797 |  | 30 | % |  |  | 1,768 |  | 30 | % |
| Retail |  |  | 2,046 |  |  | 28 | % |  |  | 1,938 |  | 28 | % |  |  | 1,701 |  | 27 | % |  |  | 1,574 |  | 26 | % |  |  | 1,519 |  | 26 | % |
| Apartments |  |  | 746 |  |  | 10 | % |  |  | 708 |  | 10 | % |  |  | 655 |  | 10 | % |  |  | 650 |  | 11 | % |  |  | 612 |  | 10 | % |
| Mixed use/other |  |  | 307 |  |  | 4 | % |  |  | 336 |  | 5 | % |  |  | 217 |  | 3 | % |  |  | 208 |  | 3 | % |  |  | 204 |  | 4 | % |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total |  | **$** | **7,272** |  |  | **100** | **%** |  | **$** | **6,859** |  | **100** | **%** |  | **$** | **6,279** |  | **100** | **%** |  | **$** | **6,051** |  | **100** | **%** |  | **$** | **5,877** |  | **100** | **%** |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | | |  | | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |
|  |  | **Principal Balance** | |  | **% of Total** | |  |  | **Principal Balance** | |  | **% of Total** |  |  | **Principal Balance** | |  | **% of Total** |  |  | **Principal Balance** | |  | **% of Total** |  |  | **Principal Balance** | |  | **% of Total** |  |
| ***Loan Size*** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Under $5 million |  | $ | 3,330 |  |  | 46 | % |  | $ | 3,247 |  | 47 | % |  | $ | 3,122 |  | 49 | % |  | $ | 3,073 |  | 50 | % |  | $ | 3,053 |  | 52 | % |
| $5 million but less than $10 million |  |  | 1,720 |  |  | 23 | % |  |  | 1,647 |  | 24 | % |  |  | 1,457 |  | 23 | % |  |  | 1,442 |  | 24 | % |  |  | 1,378 |  | 23 | % |
| $10 million but less than $20 million |  |  | 1,382 |  |  | 19 | % |  |  | 1,245 |  | 18 | % |  |  | 1,072 |  | 17 | % |  |  | 1,009 |  | 17 | % |  |  | 965 |  | 16 | % |
| $20 million but less than $30 million |  |  | 466 |  |  | 6 | % |  |  | 323 |  | 5 | % |  |  | 350 |  | 6 | % |  |  | 334 |  | 5 | % |  |  | 287 |  | 5 | % |
| $30 million and over |  |  | 429 |  |  | 6 | % |  |  | 446 |  | 6 | % |  |  | 324 |  | 5 | % |  |  | 237 |  | 4 | % |  |  | 238 |  | 4 | % |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total |  | **$** | **7,327** |  |  | **100** | **%** |  | **$** | **6,908** |  | **100** | **%** |  | **$** | **6,325** |  | **100** | **%** |  | **$** | **6,095** |  | **100** | **%** |  | **$** | **5,921** |  | **100** | **%** |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | **September 30, 2005** | |  | **December 31, 2004** | |  |  |  | |  |  |  |  |  | |  |  |  |  |  | |  |  |  |  |  | |  |  |  |
| ***Allowance for Losses on Mortgage Loans*** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of year |  | $ | 52 |  | $ | 50 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Additions |  |  | 10 |  |  | 7 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deductions for write-downs and dispositions |  |  |  |  |  | (5 | ) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance, end of year |  | $ | 62 |  | $ | 52 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Deferred Acquisition Costs**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Deferred Acquisition Costs** |  | **Total** | |  |  | **Protection** | |  |  | **Retirement Income and Investments** | |  |  | **Mortgage Insurance** | |  |  | **Corporate and Other** | |  |
| Unamortized balance as of June 30, 2005 |  | $ | 5,324 |  |  | $ | 4,386 |  |  | $ | 812 |  |  | $ | 121 |  |  | $ | 5 |  |
| Costs Deferred |  |  | 301 |  |  |  | 226 |  |  |  | 55 |  |  |  | 18 |  |  |  | 2 |  |
| Amortization |  |  | (182 | ) |  |  | (133 | ) |  |  | (30 | ) |  |  | (17 | ) |  |  | (2 | ) |
| Impact of foreign currency translation |  |  | 5 |  |  |  | 3 |  |  |  |  |  |  |  | 2 |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Unamortized balance as of September 30, 2005 |  |  | 5,448 |  |  |  | 4,482 |  |  |  | 837 |  |  |  | 124 |  |  |  | 5 |  |
| Accumulated effect of net unrealized investment gains |  |  | (57 | ) |  |  | (16 | ) |  |  | (41 | ) |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance as of September 30, 2005 |  | $ | 5,391 |  |  | $ | 4,466 |  |  | $ | 796 |  |  | $ | 124 |  |  | $ | 5 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Assets Under ManagementRetirement Income and Investments**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |
|  |  | **Three months ended September 30,** | | | | | |  |
|  |  | **2005** | |  |  | **2004** | |  |
| ***Spread-Based Retail Products*** |  |  |  |  |  |  |  |  |
| **Fixed Annuities** |  |  |  |  |  |  |  |  |
| Account value, net of reinsurance, beginning of period (a) |  | $ | 15,540 |  |  | $ | 14,583 |  |
| Deposits |  |  | 530 |  |  |  | 462 |  |
| Interest credited |  |  | 154 |  |  |  | 151 |  |
| Surrenders, benefits and product charges |  |  | (548 | ) |  |  | (364 | ) |
|  |  |  |  |  |  |  |  |  |
| Account value, net of reinsurance, end of period |  |  | 15,676 |  |  |  | 14,832 |  |
|  |  |  |  |  |  |  |  |  |
| **Single Premium Income Annuities** |  |  |  |  |  |  |  |  |
| Account value, net of reinsurance, beginning of period (a) |  |  | 5,488 |  |  |  | 5,176 |  |
| Premiums and deposits |  |  | 230 |  |  |  | 174 |  |
| Interest credited |  |  | 77 |  |  |  | 76 |  |
| Surrenders, benefits and product charges |  |  | (217 | ) |  |  | (173 | ) |
|  |  |  |  |  |  |  |  |  |
| Account value, net of reinsurance, end of period |  |  | 5,578 |  |  |  | 5,253 |  |
|  |  |  |  |  |  |  |  |  |
| **Structured Settlements** |  |  |  |  |  |  |  |  |
| Account value, net of reinsurance, beginning of period (a) |  |  | 765 |  |  |  | 336 |  |
| Premiums and deposits |  |  | 69 |  |  |  | 88 |  |
| Interest credited |  |  | 11 |  |  |  | 6 |  |
| Surrenders, benefits and product charges |  |  | (14 | ) |  |  | (10 | ) |
|  |  |  |  |  |  |  |  |  |
| Account value, net of reinsurance, end of period |  |  | 831 |  |  |  | 420 |  |
|  |  |  |  |  |  |  |  |  |
| **Total Spread-Based Retail Products, net of reinsurance** |  | **$** | **22,085** |  |  | **$** | **20,505** |  |
|  |  |  |  |  |  |  |  |  |
| ***Spread-Based Institutional Products*** |  |  |  |  |  |  |  |  |
| **GICs and Funding Agreements** |  |  |  |  |  |  |  |  |
| Account value, net of reinsurance, beginning of period (a) |  |  | 9,162 |  |  |  | 9,384 |  |
| Deposits |  |  | 1,402 |  |  |  | 1,033 |  |
| Interest credited |  |  | 101 |  |  |  | 71 |  |
| Surrenders and benefits |  |  | (667 | ) |  |  | (1,159 | ) |
|  |  |  |  |  |  |  |  |  |
| Account value, end of period |  |  | 9,998 |  |  |  | 9,329 |  |
|  |  |  |  |  |  |  |  |  |
| **Total Spread-Based Products Assets Under Management** |  | **$** | **32,083** |  |  | **$** | **29,834** |  |
|  |  |  |  |  |  |  |  |  |
| ***Fee-Based Products*** |  |  |  |  |  |  |  |  |
| **Variable Annuities** |  |  |  |  |  |  |  |  |
| Account value, net of reinsurance, beginning of period (a) |  | $ | 1,536 |  |  | $ | 675 |  |
| Deposits |  |  | 246 |  |  |  | 193 |  |
| Interest credited and investment performance |  |  | 48 |  |  |  | (16 | ) |
| Surrenders, benefits and product charges |  |  | (35 | ) |  |  | (10 | ) |
|  |  |  |  |  |  |  |  |  |
| Account value, net of reinsurance, end of period |  |  | 1,795 |  |  |  | 842 |  |
|  |  |  |  |  |  |  |  |  |
| **Variable Life Insurance** |  |  |  |  |  |  |  |  |
| Account value, beginning of the period |  |  | 347 |  |  |  | 322 |  |
| Deposits |  |  | 7 |  |  |  | 9 |  |
| Interest credited and investment performance |  |  | 13 |  |  |  | 2 |  |
| Surrenders, benefits and product charges |  |  | (12 | ) |  |  | (11 | ) |
|  |  |  |  |  |  |  |  |  |
| Account value, end of period |  | $ | 355 |  |  | $ | 322 |  |
|  |  |  |  |  |  |  |  |  |

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|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |
|  |  | **Three months ended September 30,** | | | | | |  |
|  |  | **2005** | |  |  | **2004** | |  |
| **Third Party Assets** |  |  |  |  |  |  |  |  |
| **Private Asset Management** |  |  |  |  |  |  |  |  |
| Account value, beginning of the period |  | $ | 2,907 |  |  | $ | 2,483 |  |
| Deposits |  |  | 242 |  |  |  | 170 |  |
| Interest credited and investment performance |  |  | 120 |  |  |  | (24 | ) |
| Surrenders, benefits and product charges |  |  | (132 | ) |  |  | (154 | ) |
|  |  |  |  |  |  |  |  |  |
| Account value, end of period |  |  | 3,137 |  |  |  | 2,475 |  |
|  |  |  |  |  |  |  |  |  |
| **Personal Advisor Network** |  |  |  |  |  |  |  |  |
| Account value, beginning of the period |  |  | 1,428 |  |  |  | 948 |  |
| Deposits |  |  | 187 |  |  |  | 98 |  |
| Interest credited and investment performance |  |  | 40 |  |  |  | 1 |  |
| Surrenders, benefits and product charges |  |  | (15 | ) |  |  | (11 | ) |
|  |  |  |  |  |  |  |  |  |
| Account value, end of period |  |  | 1,640 |  |  |  | 1,036 |  |
|  |  |  |  |  |  |  |  |  |
| Total Third Party Assets |  |  | 4,777 |  |  |  | 3,511 |  |
|  |  |  |  |  |  |  |  |  |
| **Total Fee-Based Products Assets Under Management** |  | **$** | **6,927** |  |  | **$** | **4,675** |  |
|  |  |  |  |  |  |  |  |  |
| **Assets Under Management, net of reinsurance** |  | **$** | **39,010** |  |  | **$** | **34,509** |  |
|  |  |  |  |  |  |  |  |  |
| **Reinsured products** |  |  |  |  |  |  |  |  |
| Account value, beginning of period (a) |  | $ | 21,542 |  |  | $ | 22,299 |  |
| Deposits |  |  | 15 |  |  |  | 56 |  |
| Interest credited and investment performance |  |  | 496 |  |  |  | 234 |  |
| Surrenders, benefits and product charges |  |  | (760 | ) |  |  | (598 | ) |
|  |  |  |  |  |  |  |  |  |
| Account value, end of period |  | $ | 21,293 |  |  | $ | 21,991 |  |
|  |  |  |  |  |  |  |  |  |

|  |  |
| --- | --- |
| (a) | Assumes all reinsurance transactions were effective as of the beginning of the periods presented |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Assets Under Management by Contract TypeRetirement Income and Investments**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | **2005** | | | | | | | |  | **2004** | | | | | | | | | | |
|  |  | **Q3** | |  | **Q2** | |  | **Q1** | |  | **Q4** | |  | **Q3** | |  | **Q2** | |  | **Q1** | |
| ***Spread-Based Institutional Products*** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Guaranteed investment contracts (GICs) |  | $ | 3,217 |  | $ | 3,264 |  | $ | 3,302 |  | $ | 3,352 |  | $ | 3,412 |  | $ | 3,517 |  | $ | 3,474 |
| Funding agreements backing notes |  |  | 4,054 |  |  | 3,172 |  |  | 3,381 |  |  | 3,405 |  |  | 2,992 |  |  | 2,844 |  |  | 2,963 |
| Funding agreements |  |  | 2,727 |  |  | 2,726 |  |  | 2,725 |  |  | 2,784 |  |  | 2,925 |  |  | 3,024 |  |  | 3,024 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | $ | 9,998 |  | $ | 9,162 |  | $ | 9,408 |  | $ | 9,541 |  | $ | 9,329 |  | $ | 9,385 |  | $ | 9,461 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Funding agreements by liquidity provisions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 7 day |  | $ |  |  | $ |  |  | $ |  |  | $ |  |  | $ | 50 |  | $ | 100 |  | $ | 100 |
| 30 day |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 150 |  |  | 200 |  |  | 350 |
| 90 day |  |  | 858 |  |  | 1,108 |  |  | 1,308 |  |  | 1,518 |  |  | 1,610 |  |  | 1,660 |  |  | 1,960 |
| 180 day |  |  | 550 |  |  | 350 |  |  | 150 |  |  | 100 |  |  |  |  |  |  |  |  |  |
| No put |  |  | 1,035 |  |  | 985 |  |  | 1,010 |  |  | 900 |  |  | 850 |  |  | 850 |  |  | 500 |
| 13 month rolling maturity |  |  | 275 |  |  | 275 |  |  | 250 |  |  | 250 |  |  | 250 |  |  | 200 |  |  | 100 |
| Accrued interest |  |  | 9 |  |  | 8 |  |  | 7 |  |  | 16 |  |  | 15 |  |  | 14 |  |  | 14 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total funding agreements |  | $ | 2,727 |  | $ | 2,726 |  | $ | 2,725 |  | $ | 2,784 |  | $ | 2,925 |  | $ | 3,024 |  | $ | 3,024 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Segment Sales**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | **2005** | | | | | | | | | | |  | **2004** | | | | | | | | | | | | | |
|  |  | **Q3** | |  | **Q2** | |  | **Q1** | |  | **Total** | |  | **Q4** | |  | **Q3** | |  | **Q2** | |  | **Q1** | |  | **Total** | |
| ***Protection Segment*** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |
| **Annualized first-year premiums: (a)** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |
| **Term life** |  | **$** | **38** |  | **$** | **34** |  | **$** | **29** |  | **$** | **101** |  | **$** | **27** |  | **$** | **26** |  | **$** | **23** |  | **$** | **26** |  | **$** | **102** |
| Financial Intermediaries |  |  | 1 |  |  | 1 |  |  | 2 |  |  | 4 |  |  | 2 |  |  | 2 |  |  | 1 |  |  | 2 |  |  | 7 |
| Independent Producers |  |  | 37 |  |  | 33 |  |  | 27 |  |  | 97 |  |  | 25 |  |  | 24 |  |  | 22 |  |  | 24 |  |  | 95 |
|  |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |
| **Universal life** |  |  | **19** |  |  | **14** |  |  | **13** |  |  | **46** |  |  | **12** |  |  | **10** |  |  | **9** |  |  | **11** |  |  | **42** |
| Financial Intermediaries |  |  |  |  |  |  |  |  | 1 |  |  | 1 |  |  |  |  |  |  |  |  |  |  |  | 1 |  |  | 1 |
| Independent Producers |  |  | 19 |  |  | 14 |  |  | 12 |  |  | 45 |  |  | 12 |  |  | 10 |  |  | 9 |  |  | 9 |  |  | 40 |
| Dedicated Sales Specialists |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 1 |  |  | 1 |
|  |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |
| **Long-term care** |  |  | **41** |  |  | **42** |  |  | **41** |  |  | **124** |  |  | **41** |  |  | **39** |  |  | **41** |  |  | **41** |  |  | **162** |
| Financial Intermediaries |  |  | 10 |  |  | 9 |  |  | 10 |  |  | 29 |  |  | 11 |  |  | 10 |  |  | 10 |  |  | 10 |  |  | 41 |
| Independent Producers |  |  | 14 |  |  | 16 |  |  | 14 |  |  | 44 |  |  | 12 |  |  | 12 |  |  | 12 |  |  | 11 |  |  | 47 |
| **Independent Channels** |  |  | **24** |  |  | **25** |  |  | **24** |  |  | **73** |  |  | **23** |  |  | **22** |  |  | **22** |  |  | **21** |  |  | **88** |
| Dedicated Sales Specialists |  |  | 17 |  |  | 17 |  |  | 17 |  |  | 51 |  |  | 18 |  |  | 17 |  |  | 19 |  |  | 20 |  |  | 74 |
|  |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |
| **Group life and health** |  |  | **37** |  |  | **38** |  |  | **30** |  |  | **105** |  |  | **66** |  |  | **39** |  |  | **40** |  |  | **26** |  |  | **171** |
| Independent Producers |  |  | 37 |  |  | 38 |  |  | 30 |  |  | 105 |  |  | 66 |  |  | 39 |  |  | 40 |  |  | 26 |  |  | 171 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Total annualized first-year premiums** |  |  | **135** |  |  | **128** |  |  | **113** |  |  | **376** |  |  | **146** |  |  | **114** |  |  | **113** |  |  | **104** |  |  | **477** |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |
| **Written premiums: (b)** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Payment protection** |  |  | **454** |  |  | **501** |  |  | **453** |  |  | **1,408** |  |  | **351** |  |  | **397** |  |  | **402** |  |  | **351** |  |  | **1,501** |
| Financial Intermediaries |  |  | 454 |  |  | 501 |  |  | 453 |  |  | 1,408 |  |  | 351 |  |  | 397 |  |  | 402 |  |  | 351 |  |  | 1,501 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Total protection segment** |  | **$** | **589** |  | **$** | **629** |  | **$** | **566** |  | **$** | **1,784** |  | **$** | **497** |  | **$** | **511** |  | **$** | **515** |  | **$** | **455** |  | **$** | **1,978** |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

|  |  |
| --- | --- |
| (a) | In our Protection segment, sales from our life, long-term care and group life and health insurance businesses represent annualized first-year premiums. Annualized first-year premiums are calculated as if premiums are consistently paid for the full period of the sale even if they were actually paid for only a portion of such period. |

|  |  |
| --- | --- |
| (b) | In our Protection segment, sales from our payment protection insurance business represent total written premiums gross of reinsurance and cancellations during the specified period. |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Segment Sales, continued**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | **2005** | | | | | | | | | | |  | **2004** | | | | | | | | | | | | | |
|  |  | **Q3** | |  | **Q2** | |  | **Q1** | |  | **Total** | |  | **Q4** | |  | **Q3** | |  | **Q2** | |  | **Q1** | |  | **Total** | |
| ***Retirement Income and***  ***Investments (RI&I) Segment (c)*** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |
| **Spread-based retail Structured Annuities (d)** |  | **$** | **50** |  | **$** | **93** |  | **$** | **153** |  | **$** | **296** |  | **$** | **104** |  | **$** | **89** |  | **$** | **192** |  | **$** | **150** |  | **$** | **535** |
|  |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |
| **Income annuities** |  |  | **190** |  |  | **164** |  |  | **166** |  |  | **520** |  |  | **212** |  |  | **187** |  |  | **164** |  |  | **201** |  |  | **764** |
| Financial Intermediaries |  |  | 119 |  |  | 103 |  |  | 88 |  |  | 310 |  |  | 127 |  |  | 115 |  |  | 98 |  |  | 119 |  |  | 459 |
| Independent Producers |  |  | 67 |  |  | 57 |  |  | 70 |  |  | 194 |  |  | 79 |  |  | 68 |  |  | 63 |  |  | 78 |  |  | 288 |
| Dedicated Sales Specialists |  |  | 4 |  |  | 4 |  |  | 8 |  |  | 16 |  |  | 6 |  |  | 4 |  |  | 3 |  |  | 4 |  |  | 17 |
|  |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |
| **Fixed annuities** |  |  | **378** |  |  | **686** |  |  | **364** |  |  | **1,428** |  |  | **283** |  |  | **653** |  |  | **372** |  |  | **411** |  |  | **1,719** |
| Financial Intermediaries |  |  | 368 |  |  | 668 |  |  | 353 |  |  | 1,389 |  |  | 276 |  |  | 641 |  |  | 360 |  |  | 400 |  |  | 1,677 |
| Independent Producers |  |  | 7 |  |  | 14 |  |  | 7 |  |  | 28 |  |  | 4 |  |  | 6 |  |  | 9 |  |  | 6 |  |  | 25 |
| Dedicated Sales Specialists |  |  | 3 |  |  | 4 |  |  | 4 |  |  | 11 |  |  | 3 |  |  | 6 |  |  | 3 |  |  | 5 |  |  | 17 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Total spread-based retail** |  |  | **618** |  |  | **943** |  |  | **683** |  |  | **2,244** |  |  | **599** |  |  | **929** |  |  | **728** |  |  | **762** |  |  | **3,018** |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |
| **Fee-based** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Variable Annuities (e)** |  |  | **241** |  |  | **254** |  |  | **264** |  |  | **759** |  |  | **256** |  |  | **250** |  |  | **277** |  |  | **292** |  |  | **1,075** |
| Financial Intermediaries |  |  | 219 |  |  | 238 |  |  | 244 |  |  | 701 |  |  | 236 |  |  | 232 |  |  | 257 |  |  | 277 |  |  | 1,002 |
| Independent Producers |  |  | 7 |  |  | 6 |  |  | 9 |  |  | 22 |  |  | 8 |  |  | 5 |  |  | 13 |  |  | 7 |  |  | 33 |
| Dedicated Sales Specialists |  |  | 15 |  |  | 10 |  |  | 11 |  |  | 36 |  |  | 12 |  |  | 13 |  |  | 7 |  |  | 8 |  |  | 40 |
|  |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |
| **Variable life** |  |  | **3** |  |  | **5** |  |  | **3** |  |  | **11** |  |  | **4** |  |  | **4** |  |  | **5** |  |  | **5** |  |  | **18** |
| Financial Intermediaries |  |  | 2 |  |  | 5 |  |  | 3 |  |  | 10 |  |  | 3 |  |  | 3 |  |  | 4 |  |  | 4 |  |  | 14 |
| Independent Producers |  |  | 1 |  |  |  |  |  |  |  |  | 1 |  |  | 1 |  |  | 1 |  |  | 1 |  |  |  |  |  | 3 |
| Dedicated Sales Specialists |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 1 |  |  | 1 |
|  |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |
| **Managed assets** |  |  | **429** |  |  | **378** |  |  | **323** |  |  | **1,130** |  |  | **301** |  |  | **267** |  |  | **271** |  |  | **304** |  |  | **1,143** |
| Independent Producers |  |  | 210 |  |  | 222 |  |  | 193 |  |  | 625 |  |  | 161 |  |  | 139 |  |  | 159 |  |  | 183 |  |  | 642 |
| Dedicated Sales Specialists |  |  | 219 |  |  | 156 |  |  | 130 |  |  | 505 |  |  | 140 |  |  | 128 |  |  | 112 |  |  | 121 |  |  | 501 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Total fee-based** |  |  | **673** |  |  | **637** |  |  | **590** |  |  | **1,900** |  |  | **561** |  |  | **521** |  |  | **553** |  |  | **601** |  |  | **2,236** |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |
| **Spread-based institutional (d)** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Guaranteed investment contracts (GICs)** |  |  | **81** |  |  | **105** |  |  | **49** |  |  | **235** |  |  | **96** |  |  | **80** |  |  | **111** |  |  | **74** |  |  | **361** |
| **Funding agreements backing notes** |  |  | **1,000** |  |  | **150** |  |  | **300** |  |  | **1,450** |  |  | **600** |  |  | **500** |  |  | **210** |  |  | **180** |  |  | **1,490** |
| **Funding agreements** |  |  | **** |  |  | **100** |  |  | **** |  |  | **100** |  |  | **100** |  |  | **** |  |  | **100** |  |  | **100** |  |  | **300** |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Total spread-based institutional** |  |  | **1,081** |  |  | **355** |  |  | **349** |  |  | **1,785** |  |  | **796** |  |  | **580** |  |  | **421** |  |  | **354** |  |  | **2,151** |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Total RI&I segment** |  | **$** | **2,372** |  | **$** | **1,935** |  | **$** | **1,622** |  | **$** | **5,929** |  | **$** | **1,956** |  | **$** | **2,030** |  | **$** | **1,702** |  | **$** | **1,717** |  | **$** | **7,405** |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ***Mortgage Insurance Segment (f)*** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **New insurance written:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **U.S. Mortgage Insurance** |  | **$** | **7,220** |  | **$** | **7,220** |  | **$** | **5,666** |  | **$** | **20,106** |  | **$** | **7,074** |  | **$** | **6,206** |  | **$** | **8,055** |  | **$** | **6,798** |  | **$** | **28,133** |
| Flow |  |  | 7,073 |  |  | 6,533 |  |  | 4,983 |  |  | 18,589 |  |  | 6,338 |  |  | 5,805 |  |  | 6,523 |  |  | 5,759 |  |  | 24,425 |
| Bulk |  |  | 147 |  |  | 687 |  |  | 683 |  |  | 1,517 |  |  | 736 |  |  | 401 |  |  | 1,532 |  |  | 1,039 |  |  | 3,708 |
|  |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |  | | |
| **International Mortgage Insurance** |  |  | **21,030** |  |  | **21,403** |  |  | **14,243** |  |  | **56,676** |  |  | **15,225** |  |  | **13,163** |  |  | **12,545** |  |  | **10,905** |  |  | **51,838** |
| Flow |  |  | 18,556 |  |  | 14,070 |  |  | 12,743 |  |  | 45,369 |  |  | 13,842 |  |  | 12,367 |  |  | 12,159 |  |  | 10,802 |  |  | 49,170 |
| Bulk |  |  | 2,474 |  |  | 7,333 |  |  | 1,500 |  |  | 11,307 |  |  | 1,383 |  |  | 796 |  |  | 386 |  |  | 103 |  |  | 2,668 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Total Mortgage Insurance segment** |  | **$** | **28,250** |  | **$** | **28,623** |  | **$** | **19,909** |  | **$** | **76,782** |  | **$** | **22,299** |  | **$** | **19,369** |  | **$** | **20,600** |  | **$** | **17,703** |  | **$** | **79,971** |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

|  |  |
| --- | --- |
| (c) | In our Retirement Income and Investments segment, sales from our life-contingent spread-based retail products represent annualized first-year premiums. Annualized first-year premiums are calculated as if premiums are consistently paid for the full period of the sale even if they were actually paid for only a portion of such period. Sales from our non-life-contingent spread-based retail products, as well as our fee-based and spread-based institutional products, represent new and additional premiums/deposits. |

|  |  |
| --- | --- |
| (d) | All Structured Annuities and institutional products are sold by independent producers |

|  |  |
| --- | --- |
| (e) | Sales from our variable annuities include additional deposits on existing policies, including policies reinsured in connection with our corporate reorganization. Following is a table representing the additional deposits on policies reinsured: |

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | **2005** | | | | | | | | | | |  | **2004** | | | | | | | | | | | | | |
|  |  | **Q3** | |  | **Q2** | |  | **Q1** | |  | **Total** | |  | **Q4** | |  | **Q3** | |  | **Q2** | |  | **Q1** | |  | **Total** | |
|  |  | $ | 17 |  | $ | 28 |  | $ | 38 |  | $ | 83 |  | $ | 50 |  | $ | 59 |  | $ | 71 |  | $ | 82 |  | $ | 262 |

|  |  |
| --- | --- |
| (f) | In our Mortgage Insurance segment, all sales represent new insurance written. New insurance written represents the original principal balance of mortgages covered by newly issued primary mortgage insurance during the specified period. |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Selected Key Performance MeasuresMortgage Insurance**

**(dollar amounts in millions)**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |
|  |  | **As of or for the three months ended September 30,** | | | | | |  |
|  |  | **2005** | |  |  | **2004** | |  |
| **Primary Insurance in Force** |  |  |  |  |  |  |  |  |
| U.S. Mortgage Insurance |  | $ | 101,900 |  |  | $ | 112,900 |  |
| International Mortgage Insurance |  |  | 231,000 |  |  |  | 165,200 |  |
|  |  |  |  |  |  |  |  |  |
| Total primary insurance in force |  | $ | 332,900 |  |  | $ | 278,100 |  |
|  |  |  |  |  |  |  |  |  |
| **Total Risk in Force** |  |  |  |  |  |  |  |  |
| U.S. Mortgage Insurance |  | $ | 22,500 |  |  | $ | 24,600 |  |
| International Mortgage Insurance (a) |  |  | 74,500 |  |  |  | 53,000 |  |
|  |  |  |  |  |  |  |  |  |
| Total risk in force |  | $ | 97,000 |  |  | $ | 77,600 |  |
|  |  |  |  |  |  |  |  |  |
| **New Insurance Written** |  |  |  |  |  |  |  |  |
| U.S. Mortgage Insurance |  | $ | 7,200 |  |  | $ | 6,200 |  |
| International Mortgage Insurance |  |  | 21,000 |  |  |  | 13,200 |  |
|  |  |  |  |  |  |  |  |  |
| Total new insurance written |  | $ | 28,200 |  |  | $ | 19,400 |  |
|  |  |  |  |  |  |  |  |  |
| **Net Premiums Written** |  |  |  |  |  |  |  |  |
| U.S. Mortgage Insurance |  | $ | 112 |  |  | $ | 111 |  |
| International Mortgage Insurance |  |  | 204 |  |  |  | 177 |  |
|  |  |  |  |  |  |  |  |  |
| Total net premiums written |  | $ | 316 |  |  | $ | 288 |  |
|  |  |  |  |  |  |  |  |  |
| **Loss Ratio (b)** |  |  |  |  |  |  |  |  |
| U.S. Mortgage Insurance |  |  | 24 | % |  |  | 33 | % |
| International Mortgage Insurance |  |  | 8 | % |  |  | 11 | % |
| Total loss ratio |  |  | 17 | % |  |  | 24 | % |
|  |  | | | |  | | | |
| **Expense Ratio (c)** |  |  |  |  |  |  |  |  |
| U.S. Mortgage Insurance |  |  | 55 | % |  |  | 42 | % |
| International Mortgage Insurance |  |  | 18 | % |  |  | 16 | % |
| Total expense ratio |  |  | 31 | % |  |  | 26 | % |

|  |  |
| --- | --- |
| (a) | Our businesses in Australia, New Zealand and Canada currently provide 100% coverage on the majority of the loans we insure in those markets. For the purpose of representing our risk in force, we have computed an Effective Risk in Force amount, which recognizes that the loss on any particular loan will be reduced by the net proceeds received upon sale of the property. Effective risk in force has been calculated by applying to insurance in force a factor that represents our highest expected average per-claim payment for any one underwriting year over the life of our businesses in Australia, New Zealand and Canada. As of September 30, 2005 and 2004, this factor was 35%. |

|  |  |
| --- | --- |
| (b) | The ratio of incurred losses and loss adjustment expense to net premiums earned. |

|  |  |
| --- | --- |
| (c) | The ratio of an insurers general expenses to net premiums written. In our business, general expenses consist of underwriting, acquisition and insurance expenses, net of deferrals, and amortization of DAC and intangibles. |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Selected Key Performance MeasuresMortgage Insurance, U.S. Only**

**(dollar amounts in millions)**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |
|  |  | **As of or for the three months ended September 30,** | | | | | |  |
|  |  | **2005** | |  |  | **2004** | |  |
| ***New Risk Written*** |  |  |  |  |  |  |  |  |
| Flow |  | $ | 1,820 |  |  | $ | 1,511 |  |
| Bulk |  |  | 10 |  |  |  | 5 |  |
|  |  |  |  |  |  |  |  |  |
| Total |  | $ | 1,830 |  |  | $ | 1,516 |  |
|  |  |  |  |  |  |  |  |  |
| ***Risk in Force*** |  |  |  |  |  |  |  |  |
| Flow |  | $ | 21,500 |  |  | $ | 23,449 |  |
| Bulk |  |  | 370 |  |  |  | 320 |  |
|  |  |  |  |  |  |  |  |  |
| Total Primary |  |  | 21,870 |  |  |  | 23,769 |  |
| Pool |  |  | 590 |  |  |  | 792 |  |
|  |  |  |  |  |  |  |  |  |
| Total |  | $ | 22,460 |  |  | $ | 24,561 |  |
|  |  |  |  |  |  |  |  |  |
| ***Risk in Force by Credit Quality*** |  |  |  |  |  |  |  |  |
| Flow by FICO Scores >619 (%) |  |  | 92 | % |  |  | 92 | % |
| Flow by FICO Scores 575-619 |  |  | 6 | % |  |  | 6 | % |
| Flow by FICO Scores <575 |  |  | 2 | % |  |  | 2 | % |
|  |  | | | |  | | | |
| Bulk by FICO Scores >619 |  |  | 95 | % |  |  | 89 | % |
| Bulk by FICO Scores 575-619 |  |  | 3 | % |  |  | 6 | % |
| Bulk by FICO Scores <575 |  |  | 2 | % |  |  | 5 | % |
|  |  | | | |  | | | |
| Primary A minus and sub-prime |  |  | 10.1 | % |  |  | 9.7 | % |
|  |  | | | |  | | | |
| ***Primary Loans*** |  |  |  |  |  |  |  |  |
| Primary total loans in force |  |  | 763,988 |  |  |  | 866,205 |  |
| Primary total loans in default |  |  | 24,478 |  |  |  | 28,508 |  |
| Primary loans total default rate |  |  | 3.2 | % |  |  | 3.3 | % |
|  |  | | | |  | | | |
| Flow loans in default |  |  | 23,284 |  |  |  | 26,592 |  |
| Flow loans default rate |  |  | 3.5 | % |  |  | 3.5 | % |
|  |  | | | |  | | | |
| Bulk loans in default |  |  | 1,194 |  |  |  | 1,916 |  |
| Bulk loans default rate |  |  | 1.1 | % |  |  | 1.7 | % |
|  |  | | | |  | | | |
| A minus and sub-prime loans in default |  |  | 6,420 |  |  |  | 6,904 |  |
| A minus and sub-prime loans default rate |  |  | 9.6 | % |  |  | 9.6 | % |
|  |  | | | |  | | | |
| ***Pool Loans*** |  |  |  |  |  |  |  |  |
| Pool loans in default |  |  | 542 |  |  |  | 796 |  |
| Pool loans default rate |  |  | 2.7 | % |  |  | 2.8 | % |
|  |  | | | |  | | | |
| ***Claims Paid*** |  |  |  |  |  |  |  |  |
| Primary Claims Paid (includes LAE) |  |  | 34.0 |  |  |  | 37.6 |  |
| Pool Claims Paid (includes LAE) |  |  | 0.0 |  |  |  | 0.6 |  |
| Primary Average Claim Severity |  |  | 94 | % |  |  | 91 | % |
|  |  | | | |  | | | |
| ***Other Measures*** |  |  |  |  |  |  |  |  |
| Flow Persistency (a) |  |  | 59 | % |  |  | 64 | % |
| Gross written premiums ceded to captives/total gross written premiums |  |  | 24 | % |  |  | 24 | % |
| Risk to capital ratio (b) |  |  | 8.6:1 |  |  |  | 8.0:1 |  |

|  |  |
| --- | --- |
| (a) | Excludes bulk transactions and the effect of a period payoff reconciliation on one structured transaction involving single premium mortgage insurance |

|  |  |
| --- | --- |
| (b) | 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 risk to capital ratio for our U.S. mortgage insurance business was computed as of June 30, 2005 and June 30, 2004. |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Third Quarter Results**

**Nine months ended September 30, 2005 as compared to**

**pro forma nine months ended September 30, 2004**

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Financial Highlights**

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

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |
| **EARNINGS BY SEGMENT** |  | **Nine months ended September 30, 2005** | |  |  | **Pro forma Nine months ended September 30, 2004** | |  |
| **Earnings (loss) from continuing operations before income taxes** |  |  |  |  |  |  |  |  |
| Protection |  | $ | 646 |  |  | $ | 614 |  |
| Retirement Income and Investments |  |  | 254 |  |  |  | 176 |  |
| Mortgage Insurance |  |  | 544 |  |  |  | 461 |  |
| Corporate and Other |  |  | (105 | ) |  |  | (42 | ) |
|  |  |  |  |  |  |  |  |  |
| Earnings (loss) from continuing operations before income taxes |  | $ | 1,339 |  |  | $ | 1,209 |  |
|  |  |  |  |  |  |  |  |  |
| **Net earnings (loss) from continuing operations** |  |  |  |  |  |  |  |  |
| Protection |  | $ | 416 |  |  | $ | 387 |  |
| Retirement Income and Investments |  |  | 179 |  |  |  | 113 |  |
| Mortgage Insurance |  |  | 388 |  |  |  | 319 |  |
| Corporate and Other (see reconciliation below) |  |  | (69 | ) |  |  | (35 | ) |
|  |  |  |  |  |  |  |  |  |
| Net earnings (loss) from continuing operations |  | $ | 914 |  |  | $ | 784 |  |
|  |  |  |  |  |  |  |  |  |
| **Net operating earnings (loss)** |  |  |  |  |  |  |  |  |
| Protection |  | $ | 416 |  |  | $ | 387 |  |
| Retirement Income and Investments |  |  | 179 |  |  |  | 113 |  |
| Mortgage Insurance |  |  | 388 |  |  |  | 319 |  |
| Corporate and Other (see reconciliation below) |  |  | (61 | ) |  |  | (29 | ) |
|  |  |  |  |  |  |  |  |  |
| Net operating earnings (loss) |  | $ | 922 |  |  | $ | 790 |  |
|  |  |  |  |  |  |  |  |  |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |
| **EARNINGS PER COMMON SHARE** |  | **Nine months ended September 30, 2005** | |  | **Pro forma Nine months ended September 30, 2004** | |
| **Net earnings from continuing operations per common share** |  |  |  |  |  |  |
| Basic |  | $ | 1.92 |  | $ | 1.60 |
|  |  |  |  |  |  |  |
| Diluted |  | $ | 1.88 |  | $ | 1.60 |
|  |  |  |  |  |  |  |
| **Net operating earnings per common share** |  |  |  |  |  |  |
| Basic |  | $ | 1.93 |  | $ | 1.61 |
|  |  |  |  |  |  |  |
| Diluted |  | $ | 1.90 |  | $ | 1.61 |
|  |  |  |  |  |  |  |
| **Weighted-average common shares outstanding** |  |  |  |  |  |  |
| Basic |  |  | 476.7 |  |  | 489.5 |
|  |  |  |  |  |  |  |
| Diluted |  |  | 484.7 |  |  | 490.4 |
|  |  |  |  |  |  |  |

**Reconciliation of Corporate and Other segment net loss to segment net operating loss and pro forma segment net operating loss**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |
|  |  | **Nine months ended September 30,** | | | | | |  |
|  |  | **2005** | |  |  | **2004** | |  |
| **Segment net (loss) earnings from continuing operations** |  | $ | (69 | ) |  | $ | (12 | ) |
| Net realized investment losses (gains), net of taxes |  |  | 8 |  |  |  | (17 | ) |
| Net tax expense related to initial public offering |  |  |  |  |  |  | 22 |  |
|  |  |  |  |  |  |  |  |  |
| **Segment net operating loss** |  | $ | (61 | ) |  | $ | (7 | ) |
|  |  |  |  |  |  |  |  |  |
| **Segment net earnings from continuing operations** |  |  |  |  |  | $ | (12 | ) |
| Excluded assets and liabilities (a) |  |  |  |  |  |  | (7 | ) |
| Reinsurance transactions (b) |  |  |  |  |  |  | 2 |  |
| Capital structure and other (c) |  |  |  |  |  |  | (18 | ) |
|  |  |  |  |  |  |  |  |  |
| **Pro forma segment net loss** |  |  |  |  |  |  | (35 | ) |
| Net realized investment gains, net of taxes |  |  |  |  |  |  | (16 | ) |
| Net tax expense related to initial public offering |  |  |  |  |  |  | 22 |  |
|  |  |  |  |  |  |  |  |  |
| **Pro forma segment net operating loss** |  |  |  |  |  | $ | (29 | ) |
|  |  |  |  |  |  |  |  |  |

|  |  |
| --- | --- |
| *Note:* | *For a discussion of notes (a), (b), and (c) to these tables see Notes To Pro Forma Financial Information on page 8.* |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Earnings From Continuing Operations**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |
|  |  | **Nine months ended September 30, 2005** | |  |  | **Pro forma Nine months ended September 30, 2004** | |  |
| **REVENUES:** |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 4,766 |  |  | $ | 4,782 |  |
| Net investment income |  |  | 2,595 |  |  |  | 2,335 |  |
| Net realized investment (losses) gains |  |  | (13 | ) |  |  | 24 |  |
| Policy fees and other income |  |  | 501 |  |  |  | 452 |  |
|  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 7,849 |  |  |  | 7,593 |  |
|  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 3,152 |  |  |  | 3,211 |  |
| Interest credited |  |  | 1,051 |  |  |  | 975 |  |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 1,476 |  |  |  | 1,290 |  |
| Amortization of deferred acquisition costs and intangibles |  |  | 618 |  |  |  | 728 |  |
| Interest expense |  |  | 213 |  |  |  | 180 |  |
|  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 6,510 |  |  |  | 6,384 |  |
|  |  |  |  |  |  |  |  |  |
| **EARNINGS FROM CONTINUING OPERATIONS BEFORE INCOME TAXES AND ACCOUNTING CHANGE** |  |  | 1,339 |  |  |  | 1,209 |  |
| Provision for income taxes |  |  | 425 |  |  |  | 425 |  |
| *Effective tax rate* |  |  | *31.7* | *%* |  |  | *35.2* | *%* |
|  |  |  |  |  |  |  |  |  |
| **NET EARNINGS FROM CONTINUING OPERATIONS BEFORE ACCOUNTING CHANGE** |  | $ | 914 |  |  | $ | 784 |  |
|  |  |  |  |  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Third Quarter Results by Segment**

**Nine months ended September 30, 2005 as compared to**

**pro forma nine months ended September 30, 2004**

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Statement of Earnings by Segment**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Nine months ended September 30, 2005** |  | **Protection** | |  | **Retirement Income and Investments** | |  | **Mortgage Insurance** | |  | **Corporate and Other** | |  |  | **Total** | |  |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 3,377 |  | $ | 674 |  | $ | 653 |  | $ | 62 |  |  | $ | 4,766 |  |
| Net investment income |  |  | 946 |  |  | 1,320 |  |  | 210 |  |  | 119 |  |  |  | 2,595 |  |
| Net realized investment losses |  |  |  |  |  |  |  |  |  |  |  | (13 | ) |  |  | (13 | ) |
| Policy fees and other income |  |  | 273 |  |  | 181 |  |  | 34 |  |  | 13 |  |  |  | 501 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 4,596 |  |  | 2,175 |  |  | 897 |  |  | 181 |  |  |  | 7,849 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 2,172 |  |  | 856 |  |  | 96 |  |  | 28 |  |  |  | 3,152 |  |
| Interest credited |  |  | 271 |  |  | 780 |  |  |  |  |  |  |  |  |  | 1,051 |  |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 1,004 |  |  | 191 |  |  | 215 |  |  | 66 |  |  |  | 1,476 |  |
| Amortization of deferred acquisition costs and intangibles |  |  | 470 |  |  | 92 |  |  | 42 |  |  | 14 |  |  |  | 618 |  |
| Interest expense |  |  | 33 |  |  | 2 |  |  |  |  |  | 178 |  |  |  | 213 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 3,950 |  |  | 1,921 |  |  | 353 |  |  | 286 |  |  |  | 6,510 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS (LOSS) BEFORE INCOME TAXES** |  |  | 646 |  |  | 254 |  |  | 544 |  |  | (105 | ) |  |  | 1,339 |  |
| Provision for (benefit from) income taxes |  |  | 230 |  |  | 75 |  |  | 156 |  |  | (36 | ) |  |  | 425 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **NET EARNINGS (LOSS)** |  |  | 416 |  |  | 179 |  |  | 388 |  |  | (69 | ) |  |  | 914 |  |
| Net realized investment losses, net of taxes |  |  |  |  |  |  |  |  |  |  |  | 8 |  |  |  | 8 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **NET OPERATING EARNINGS (LOSS)** |  | $ | 416 |  | $ | 179 |  | $ | 388 |  | $ | (61 | ) |  | $ | 922 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Pro forma nine months ended September 30, 2004** |  | **Protection** | |  | **Retirement Income and Investments** | |  | **Mortgage Insurance** | |  | **Corporate and Other** | |  |  | **Pro forma total** | |  |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 3,304 |  | $ | 817 |  | $ | 587 |  | $ | 74 |  |  | $ | 4,782 |  |
| Net investment income |  |  | 867 |  |  | 1,165 |  |  | 186 |  |  | 117 |  |  |  | 2,335 |  |
| Net realized investment gains |  |  |  |  |  |  |  |  |  |  |  | 24 |  |  |  | 24 |  |
| Policy fees and other income |  |  | 257 |  |  | 157 |  |  | 28 |  |  | 10 |  |  |  | 452 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 4,428 |  |  | 2,139 |  |  | 801 |  |  | 225 |  |  |  | 7,593 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 2,083 |  |  | 989 |  |  | 112 |  |  | 27 |  |  |  | 3,211 |  |
| Interest credited |  |  | 271 |  |  | 704 |  |  |  |  |  |  |  |  |  | 975 |  |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 860 |  |  | 181 |  |  | 193 |  |  | 56 |  |  |  | 1,290 |  |
| Amortization of deferred acquisition costs and intangibles |  |  | 591 |  |  | 88 |  |  | 35 |  |  | 14 |  |  |  | 728 |  |
| Interest expense |  |  | 9 |  |  | 1 |  |  |  |  |  | 170 |  |  |  | 180 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 3,814 |  |  | 1,963 |  |  | 340 |  |  | 267 |  |  |  | 6,384 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS (LOSS) BEFORE INCOME TAXES** |  |  | 614 |  |  | 176 |  |  | 461 |  |  | (42 | ) |  |  | 1,209 |  |
| Provision for (benefit from) income taxes |  |  | 227 |  |  | 63 |  |  | 142 |  |  | (7 | ) |  |  | 425 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **NET EARNINGS (LOSS)** |  |  | 387 |  |  | 113 |  |  | 319 |  |  | (35 | ) |  |  | 784 |  |
| Net realized investment gains, net of taxes |  |  |  |  |  |  |  |  |  |  |  | (16 | ) |  |  | (16 | ) |
| Net tax expense related to initial public offering |  |  |  |  |  |  |  |  |  |  |  | 22 |  |  |  | 22 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **NET OPERATING EARNINGS (LOSS)** |  | $ | 387 |  | $ | 113 |  | $ | 319 |  | $ | (29 | ) |  | $ | 790 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Segment Net EarningsProtection**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Nine months ended September 30, 2005** |  | **Life** | |  | **Long-Term Care** | |  | **Payment Protection** | |  | **Group Life and Health** | |  | **Total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 606 |  | $ | 1,251 |  | $ | 1,027 |  | $ | 493 |  | $ | 3,377 |
| Net investment income |  |  | 359 |  |  | 481 |  |  | 73 |  |  | 33 |  |  | 946 |
| Policy fees and other income |  |  | 237 |  |  | 10 |  |  | 16 |  |  | 10 |  |  | 273 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 1,202 |  |  | 1,742 |  |  | 1,116 |  |  | 536 |  |  | 4,596 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 505 |  |  | 1,148 |  |  | 179 |  |  | 340 |  |  | 2,172 |
| Interest credited |  |  | 176 |  |  | 94 |  |  |  |  |  | 1 |  |  | 271 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 98 |  |  | 219 |  |  | 561 |  |  | 126 |  |  | 1,004 |
| Amortization of deferred acquisition costs and intangibles |  |  | 85 |  |  | 81 |  |  | 271 |  |  | 33 |  |  | 470 |
| Interest expense |  |  | 33 |  |  |  |  |  |  |  |  |  |  |  | 33 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 897 |  |  | 1,542 |  |  | 1,011 |  |  | 500 |  |  | 3,950 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES** |  |  | 305 |  |  | 200 |  |  | 105 |  |  | 36 |  |  | 646 |
| Provision for income taxes |  |  | 109 |  |  | 71 |  |  | 37 |  |  | 13 |  |  | 230 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 196 |  | $ | 129 |  | $ | 68 |  | $ | 23 |  | $ | 416 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Pro forma nine months ended September 30, 2004** |  | **Life** | |  | **Long-Term Care** | |  | **Payment Protection** | |  | **Group Life and Health** | |  | **Pro forma total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 567 |  | $ | 1,193 |  | $ | 1,080 |  | $ | 464 |  | $ | 3,304 |
| Net investment income |  |  | 329 |  |  | 427 |  |  | 79 |  |  | 32 |  |  | 867 |
| Policy fees and other income |  |  | 222 |  |  | 6 |  |  | 14 |  |  | 15 |  |  | 257 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 1,118 |  |  | 1,626 |  |  | 1,173 |  |  | 511 |  |  | 4,428 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 467 |  |  | 1,085 |  |  | 212 |  |  | 319 |  |  | 2,083 |
| Interest credited |  |  | 182 |  |  | 88 |  |  |  |  |  | 1 |  |  | 271 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 90 |  |  | 194 |  |  | 449 |  |  | 127 |  |  | 860 |
| Amortization of deferred acquisition costs and intangibles |  |  | 88 |  |  | 64 |  |  | 414 |  |  | 25 |  |  | 591 |
| Interest expense |  |  | 9 |  |  |  |  |  |  |  |  |  |  |  | 9 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 836 |  |  | 1,431 |  |  | 1,075 |  |  | 472 |  |  | 3,814 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES** |  |  | 282 |  |  | 195 |  |  | 98 |  |  | 39 |  |  | 614 |
| Provision for income taxes |  |  | 104 |  |  | 70 |  |  | 39 |  |  | 14 |  |  | 227 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 178 |  | $ | 125 |  | $ | 59 |  | $ | 25 |  | $ | 387 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

Segment Net Operating Earnings is equivalent to Segment Net Earnings.

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Segment Net EarningsRetirement Income and Investments**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Nine months ended September 30, 2005** |  | **Spread-Based Retail Products** | |  | **Fee-Based Products** | |  | **Spread-Based Institutional Products** | |  | **Total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 674 |  | $ |  |  | $ |  |  | $ | 674 |
| Net investment income |  |  | 991 |  |  | 13 |  |  | 316 |  |  | 1,320 |
| Policy fees and other income |  |  | 12 |  |  | 169 |  |  |  |  |  | 181 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 1,677 |  |  | 182 |  |  | 316 |  |  | 2,175 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 849 |  |  | 7 |  |  |  |  |  | 856 |
| Interest credited |  |  | 503 |  |  | 8 |  |  | 269 |  |  | 780 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 90 |  |  | 95 |  |  | 6 |  |  | 191 |
| Amortization of deferred acquisition costs and intangibles |  |  | 80 |  |  | 12 |  |  |  |  |  | 92 |
| Interest expense |  |  | 2 |  |  |  |  |  |  |  |  | 2 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 1,524 |  |  | 122 |  |  | 275 |  |  | 1,921 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES** |  |  | 153 |  |  | 60 |  |  | 41 |  |  | 254 |
| Provision for income taxes |  |  | 45 |  |  | 15 |  |  | 15 |  |  | 75 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 108 |  | $ | 45 |  | $ | 26 |  | $ | 179 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Pro forma nine months ended September 30, 2004** |  | **Spread-Based Retail Products** | |  | **Fee-Based Products** | |  | **Spread-Based Institutional Products** | |  | **Pro forma total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 817 |  | $ |  |  | $ |  |  | $ | 817 |
| Net investment income |  |  | 920 |  |  | 7 |  |  | 238 |  |  | 1,165 |
| Policy fees and other income |  |  | 11 |  |  | 146 |  |  |  |  |  | 157 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 1,748 |  |  | 153 |  |  | 238 |  |  | 2,139 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 984 |  |  | 5 |  |  |  |  |  | 989 |
| Interest credited |  |  | 494 |  |  | 6 |  |  | 204 |  |  | 704 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 92 |  |  | 86 |  |  | 3 |  |  | 181 |
| Amortization of deferred acquisition costs and intangibles |  |  | 79 |  |  | 9 |  |  |  |  |  | 88 |
| Interest expense |  |  | 1 |  |  |  |  |  |  |  |  | 1 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 1,650 |  |  | 106 |  |  | 207 |  |  | 1,963 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES** |  |  | 98 |  |  | 47 |  |  | 31 |  |  | 176 |
| Provision for income taxes |  |  | 36 |  |  | 16 |  |  | 11 |  |  | 63 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 62 |  | $ | 31 |  | $ | 20 |  | $ | 113 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |

Segment Net Operating Earnings is equivalent to Segment Net Earnings.

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Segment Net EarningsMortgage Insurance**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |
| **Nine months ended September 30, 2005** |  | **U. S.** | |  | **International** | |  | **Total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 335 |  | $ | 318 |  | $ | 653 |
| Net investment income |  |  | 97 |  |  | 113 |  |  | 210 |
| Policy fees and other income |  |  | 20 |  |  | 14 |  |  | 34 |
|  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 452 |  |  | 445 |  |  | 897 |
|  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 67 |  |  | 29 |  |  | 96 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 123 |  |  | 92 |  |  | 215 |
| Amortization of deferred acquisition costs and intangibles |  |  | 26 |  |  | 16 |  |  | 42 |
|  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 216 |  |  | 137 |  |  | 353 |
|  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES** |  |  | 236 |  |  | 308 |  |  | 544 |
| Provision for income taxes |  |  | 45 |  |  | 111 |  |  | 156 |
|  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 191 |  | $ | 197 |  | $ | 388 |
|  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
| **Pro forma nine months ended September 30, 2004** |  | **U. S.** | |  | **International** | |  | **Pro forma total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 348 |  | $ | 239 |  | $ | 587 |
| Net investment income |  |  | 98 |  |  | 88 |  |  | 186 |
| Policy fees and other income |  |  | 14 |  |  | 14 |  |  | 28 |
|  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 460 |  |  | 341 |  |  | 801 |
|  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 88 |  |  | 24 |  |  | 112 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 124 |  |  | 69 |  |  | 193 |
| Amortization of deferred acquisition costs and intangibles |  |  | 21 |  |  | 14 |  |  | 35 |
|  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 233 |  |  | 107 |  |  | 340 |
|  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES** |  |  | 227 |  |  | 234 |  |  | 461 |
| Provision for income taxes |  |  | 53 |  |  | 89 |  |  | 142 |
|  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 174 |  | $ | 145 |  | $ | 319 |
|  |  |  |  |  |  |  |  |  |  |

Pro Forma Segment Net Earnings is equivalent to Segment Net Earnings for the Mortgage Insurance Segment.

Segment Net Operating Earnings is equivalent to Segment Net Earnings.

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Segment Net EarningsCorporate and Other**

**(amounts in millions)**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  |  |  |  |  |
| **Nine months ended September 30, 2005** |  | **Total** | |  |
| **REVENUES:** |  |  |  |  |
| Premiums |  | $ | 62 |  |
| Net investment income |  |  | 119 |  |
| Net realized investment losses |  |  | (13 | ) |
| Policy fees and other income |  |  | 13 |  |
|  |  |  |  |  |
| Total revenues |  |  | 181 |  |
|  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 28 |  |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 66 |  |
| Amortization of deferred acquisition costs and intangibles |  |  | 14 |  |
| Interest expense |  |  | 178 |  |
|  |  |  |  |  |
| Total benefits and expenses |  |  | 286 |  |
|  |  |  |  |  |
| **LOSS BEFORE INCOME TAXES** |  |  | (105 | ) |
| Benefit from income taxes |  |  | (36 | ) |
|  |  |  |  |  |
| **SEGMENT NET LOSS** |  |  | (69 | ) |
| Net realized investment losses, net of taxes |  |  | 8 |  |
|  |  |  |  |  |
| **NET OPERATING LOSS** |  | $ | (61 | ) |
|  |  |  |  |  |
|  |  |  |  |  |
| **Pro forma nine months ended September 30, 2004** |  | **Pro forma total** | |  |
| **REVENUES:** |  |  |  |  |
| Premiums |  | $ | 74 |  |
| Net investment income |  |  | 117 |  |
| Net realized investment gains |  |  | 24 |  |
| Policy fees and other income |  |  | 10 |  |
|  |  |  |  |  |
| Total revenues |  |  | 225 |  |
|  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 27 |  |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 56 |  |
| Amortization of deferred acquisition costs and intangibles |  |  | 14 |  |
| Interest expense |  |  | 170 |  |
|  |  |  |  |  |
| Total benefits and expenses |  |  | 267 |  |
|  |  |  |  |  |
| **LOSS BEFORE INCOME TAXES** |  |  | (42 | ) |
| Benefit from income taxes |  |  | (7 | ) |
|  |  |  |  |  |
| **SEGMENT NET LOSS** |  |  | (35 | ) |
| Net realized investment gains, net of taxes |  |  | (16 | ) |
| Net tax expense related to initial public offering |  |  | 22 |  |
|  |  |  |  |  |
| **NET OPERATING LOSS** |  | $ | (29 | ) |
|  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Net Earnings**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  | |  |  |  | |  |  | |  |  |  | |  |  |  | |  |  |  | |  |  | **PRO FORMA** | | | | | | | | | |  |
|  |  | | | | | | | | | | | | | | |  | | | | | | | | | | | | | | | | | | | |
|  |  | **2005** | | | | | | | | | | | | |  |  | **2004** | | | | | | | | | | | | | | | | | |  |
|  |  | **Q3** | |  |  | **Q2** | |  | **Q1** | |  |  | **Total** | |  |  | **Q4** | |  |  | **Q3** | |  |  | **Q2** | |  |  | **Q1** | |  |  | **Total** | |  |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 1,547 |  |  | $ | 1,614 |  | $ | 1,605 |  |  | $ | 4,766 |  |  | $ | 1,606 |  |  | $ | 1,523 |  |  | $ | 1,640 |  |  | $ | 1,619 |  |  | $ | 6,388 |  |
| Net investment income |  |  | 902 |  |  |  | 842 |  |  | 851 |  |  |  | 2,595 |  |  |  | 825 |  |  |  | 785 |  |  |  | 797 |  |  |  | 753 |  |  |  | 3,160 |  |
| Net realized investment (losses) gains |  |  | (7 | ) |  |  |  |  |  | (6 | ) |  |  | (13 | ) |  |  | (1 | ) |  |  | 3 |  |  |  | 6 |  |  |  | 15 |  |  |  | 23 |  |
| Policy fees and other income |  |  | 186 |  |  |  | 154 |  |  | 161 |  |  |  | 501 |  |  |  | 212 |  |  |  | 159 |  |  |  | 144 |  |  |  | 149 |  |  |  | 664 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 2,628 |  |  |  | 2,610 |  |  | 2,611 |  |  |  | 7,849 |  |  |  | 2,642 |  |  |  | 2,470 |  |  |  | 2,587 |  |  |  | 2,536 |  |  |  | 10,235 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 1,026 |  |  |  | 1,051 |  |  | 1,075 |  |  |  | 3,152 |  |  |  | 1,129 |  |  |  | 1,034 |  |  |  | 1,097 |  |  |  | 1,080 |  |  |  | 4,340 |  |
| Interest credited |  |  | 364 |  |  |  | 347 |  |  | 340 |  |  |  | 1,051 |  |  |  | 344 |  |  |  | 328 |  |  |  | 324 |  |  |  | 323 |  |  |  | 1,319 |  |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 506 |  |  |  | 523 |  |  | 447 |  |  |  | 1,476 |  |  |  | 457 |  |  |  | 411 |  |  |  | 451 |  |  |  | 428 |  |  |  | 1,747 |  |
| Amortization of deferred acquisition costs and intangibles |  |  | 217 |  |  |  | 208 |  |  | 193 |  |  |  | 618 |  |  |  | 234 |  |  |  | 230 |  |  |  | 229 |  |  |  | 269 |  |  |  | 962 |  |
| Interest expense |  |  | 72 |  |  |  | 69 |  |  | 72 |  |  |  | 213 |  |  |  | 63 |  |  |  | 60 |  |  |  | 59 |  |  |  | 61 |  |  |  | 243 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 2,185 |  |  |  | 2,198 |  |  | 2,127 |  |  |  | 6,510 |  |  |  | 2,227 |  |  |  | 2,063 |  |  |  | 2,160 |  |  |  | 2,161 |  |  |  | 8,611 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** |  |  | 443 |  |  |  | 412 |  |  | 484 |  |  |  | 1,339 |  |  |  | 415 |  |  |  | 407 |  |  |  | 427 |  |  |  | 375 |  |  |  | 1,624 |  |
| Provision for income taxes |  |  | 136 |  |  |  | 127 |  |  | 162 |  |  |  | 425 |  |  |  | 69 |  |  |  | 136 |  |  |  | 168 |  |  |  | 121 |  |  |  | 494 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **NET EARNINGS FROM CONTINUING OPERATIONS** |  |  | 307 |  |  |  | 285 |  |  | 322 |  |  |  | 914 |  |  |  | 346 |  |  |  | 271 |  |  |  | 259 |  |  |  | 254 |  |  |  | 1,130 |  |
| Net realized investment losses (gains), net of taxes |  |  | 4 |  |  |  |  |  |  | 4 |  |  |  | 8 |  |  |  | 1 |  |  |  | (2 | ) |  |  | (4 | ) |  |  | (10 | ) |  |  | (15 | ) |
| Net tax (benefit) expense related to initial public offering |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (68 | ) |  |  |  |  |  |  | 22 |  |  |  |  |  |  |  | (46 | ) |
| Gain on outsourcing services agreement, net of taxes |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (25 | ) |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (25 | ) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **NET OPERATING EARNINGS** |  | $ | 311 |  |  | $ | 285 |  | $ | 326 |  |  | $ | 922 |  |  | $ | 254 |  |  | $ | 269 |  |  | $ | 277 |  |  | $ | 244 |  |  | $ | 1,044 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Segment Net EarningsProtection**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  | |  |  | |  |  | |  |  | |  |  | |  |  | |  | **PRO FORMA** | | | | | | | |
|  |  | | | | | | | | | | | |  | | | | | | | | | | | | | | |
|  |  | **2005** | | | | | | | | | | |  | **2004** | | | | | | | | | | | | | |
|  |  | **Q3** | |  | **Q2** | |  | **Q1** | |  | **Total** | |  | **Q4** | |  | **Q3** | |  | **Q2** | |  | **Q1** | |  | **Total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 1,120 |  | $ | 1,129 |  | $ | 1,128 |  | $ | 3,377 |  | $ | 1,094 |  | $ | 1,085 |  | $ | 1,098 |  | $ | 1,121 |  | $ | 4,398 |
| Net investment income |  |  | 321 |  |  | 311 |  |  | 314 |  |  | 946 |  |  | 311 |  |  | 298 |  |  | 288 |  |  | 281 |  |  | 1,178 |
| Policy fees and other income |  |  | 108 |  |  | 77 |  |  | 88 |  |  | 273 |  |  | 102 |  |  | 91 |  |  | 79 |  |  | 87 |  |  | 359 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 1,549 |  |  | 1,517 |  |  | 1,530 |  |  | 4,596 |  |  | 1,507 |  |  | 1,474 |  |  | 1,465 |  |  | 1,489 |  |  | 5,935 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 732 |  |  | 702 |  |  | 738 |  |  | 2,172 |  |  | 705 |  |  | 698 |  |  | 691 |  |  | 694 |  |  | 2,788 |
| Interest credited |  |  | 90 |  |  | 91 |  |  | 90 |  |  | 271 |  |  | 91 |  |  | 91 |  |  | 90 |  |  | 90 |  |  | 362 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 328 |  |  | 349 |  |  | 327 |  |  | 1,004 |  |  | 307 |  |  | 279 |  |  | 297 |  |  | 284 |  |  | 1,167 |
| Amortization of deferred acquisition costs and intangibles |  |  | 161 |  |  | 159 |  |  | 150 |  |  | 470 |  |  | 180 |  |  | 186 |  |  | 179 |  |  | 226 |  |  | 771 |
| Interest expense |  |  | 13 |  |  | 11 |  |  | 9 |  |  | 33 |  |  | 6 |  |  | 4 |  |  | 2 |  |  | 3 |  |  | 15 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 1,324 |  |  | 1,312 |  |  | 1,314 |  |  | 3,950 |  |  | 1,289 |  |  | 1,258 |  |  | 1,259 |  |  | 1,297 |  |  | 5,103 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES** |  |  | 225 |  |  | 205 |  |  | 216 |  |  | 646 |  |  | 218 |  |  | 216 |  |  | 206 |  |  | 192 |  |  | 832 |
| Provision for income taxes |  |  | 80 |  |  | 73 |  |  | 77 |  |  | 230 |  |  | 78 |  |  | 81 |  |  | 77 |  |  | 69 |  |  | 305 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 145 |  | $ | 132 |  | $ | 139 |  | $ | 416 |  | $ | 140 |  | $ | 135 |  | $ | 129 |  | $ | 123 |  | $ | 527 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

Segment Net Operating Earnings is equivalent to Segment Net Earnings.

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Segment Net EarningsRetirement Income and Investments**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  | |  |  | |  |  | |  |  | |  |  | |  |  | |  | **PRO FORMA** | | | | | | | |
|  |  | | | | | | | | | | | |  | | | | | | | | | | | | | | |
|  |  | **2005** | | | | | | | | | | |  | **2004** | | | | | | | | | | | | | |
|  |  | **Q3** | |  | **Q2** | |  | **Q1** | |  | **Total** | |  | **Q4** | |  | **Q3** | |  | **Q2** | |  | **Q1** | |  | **Total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 189 |  | $ | 241 |  | $ | 244 |  | $ | 674 |  | $ | 277 |  | $ | 219 |  | $ | 321 |  | $ | 277 |  | $ | 1,094 |
| Net investment income |  |  | 455 |  |  | 432 |  |  | 433 |  |  | 1,320 |  |  | 417 |  |  | 393 |  |  | 395 |  |  | 377 |  |  | 1,582 |
| Policy fees and other income |  |  | 61 |  |  | 62 |  |  | 58 |  |  | 181 |  |  | 58 |  |  | 52 |  |  | 53 |  |  | 52 |  |  | 215 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 705 |  |  | 735 |  |  | 735 |  |  | 2,175 |  |  | 752 |  |  | 664 |  |  | 769 |  |  | 706 |  |  | 2,891 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 247 |  |  | 301 |  |  | 308 |  |  | 856 |  |  | 363 |  |  | 281 |  |  | 370 |  |  | 338 |  |  | 1,352 |
| Interest credited |  |  | 274 |  |  | 256 |  |  | 250 |  |  | 780 |  |  | 253 |  |  | 237 |  |  | 234 |  |  | 233 |  |  | 957 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 66 |  |  | 66 |  |  | 59 |  |  | 191 |  |  | 48 |  |  | 59 |  |  | 61 |  |  | 61 |  |  | 229 |
| Amortization of deferred acquisition costs and intangibles |  |  | 33 |  |  | 32 |  |  | 27 |  |  | 92 |  |  | 34 |  |  | 25 |  |  | 35 |  |  | 28 |  |  | 122 |
| Interest expense |  |  | 1 |  |  | 1 |  |  |  |  |  | 2 |  |  |  |  |  |  |  |  | 1 |  |  |  |  |  | 1 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 621 |  |  | 656 |  |  | 644 |  |  | 1,921 |  |  | 698 |  |  | 602 |  |  | 701 |  |  | 660 |  |  | 2,661 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES AND ACCOUNTING CHANGE** |  |  | 84 |  |  | 79 |  |  | 91 |  |  | 254 |  |  | 54 |  |  | 62 |  |  | 68 |  |  | 46 |  |  | 230 |
| Provision for income taxes |  |  | 25 |  |  | 19 |  |  | 31 |  |  | 75 |  |  | 19 |  |  | 22 |  |  | 25 |  |  | 16 |  |  | 82 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 59 |  | $ | 60 |  | $ | 60 |  | $ | 179 |  | $ | 35 |  | $ | 40 |  | $ | 43 |  | $ | 30 |  | $ | 148 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

Segment Net Operating Earnings is equivalent to Segment Net Earnings.

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Segment Net EarningsMortgage Insurance**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  | |  |  | |  |  | |  |  | |  |  | |  |  | |  | **PRO FORMA** | | | | | | | |
|  |  | | | | | | | | | | | |  | | | | | | | | | | | | | | |
|  |  | **2005** | | | | | | | | | | |  | **2004** | | | | | | | | | | | | | |
|  |  | **Q3** | |  | **Q2** | |  | **Q1** | |  | **Total** | |  | **Q4** | |  | **Q3** | |  | **Q2** | |  | **Q1** | |  | **Total** | |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 218 |  | $ | 220 |  | $ | 215 |  | $ | 653 |  | $ | 213 |  | $ | 197 |  | $ | 195 |  | $ | 195 |  | $ | 800 |
| Net investment income |  |  | 73 |  |  | 68 |  |  | 69 |  |  | 210 |  |  | 68 |  |  | 65 |  |  | 61 |  |  | 60 |  |  | 254 |
| Policy fees and other income |  |  | 12 |  |  | 12 |  |  | 10 |  |  | 34 |  |  | 8 |  |  | 10 |  |  | 10 |  |  | 8 |  |  | 36 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenues |  |  | 303 |  |  | 300 |  |  | 294 |  |  | 897 |  |  | 289 |  |  | 272 |  |  | 266 |  |  | 263 |  |  | 1,090 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 36 |  |  | 39 |  |  | 21 |  |  | 96 |  |  | 53 |  |  | 46 |  |  | 27 |  |  | 39 |  |  | 165 |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 81 |  |  | 75 |  |  | 59 |  |  | 215 |  |  | 69 |  |  | 64 |  |  | 65 |  |  | 64 |  |  | 262 |
| Amortization of deferred acquisition costs and intangibles |  |  | 18 |  |  | 13 |  |  | 11 |  |  | 42 |  |  | 16 |  |  | 12 |  |  | 11 |  |  | 12 |  |  | 51 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 135 |  |  | 127 |  |  | 91 |  |  | 353 |  |  | 138 |  |  | 122 |  |  | 103 |  |  | 115 |  |  | 478 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **EARNINGS BEFORE INCOME TAXES** |  |  | 168 |  |  | 173 |  |  | 203 |  |  | 544 |  |  | 151 |  |  | 150 |  |  | 163 |  |  | 148 |  |  | 612 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision for income taxes |  |  | 42 |  |  | 52 |  |  | 62 |  |  | 156 |  |  | 44 |  |  | 48 |  |  | 49 |  |  | 45 |  |  | 186 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET EARNINGS** |  | $ | 126 |  | $ | 121 |  | $ | 141 |  | $ | 388 |  | $ | 107 |  | $ | 102 |  | $ | 114 |  | $ | 103 |  | $ | 426 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

Pro Forma Segment Net Earnings is equivalent to Segment Net Earnings for the Mortgage Insurance Segment.

Segment Net Operating Earnings is equivalent to Segment Net Earnings.

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Segment Net EarningsCorporate and Other**

**(amounts in millions)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  | |  |  |  | |  |  |  | |  |  |  | |  |  |  | |  |  |  | |  |  | **PRO FORMA** | | | | | | | | | |  |
|  |  | | | | | | | | | | | | | | | |  | | | | | | | | | | | | | | | | | | | |
|  |  | **2005** | | | | | | | | | | | | | |  |  | **2004** | | | | | | | | | | | | | | | | | |  |
|  |  | **Q3** | |  |  | **Q2** | |  |  | **Q1** | |  |  | **Total** | |  |  | **Q4** | |  |  | **Q3** | |  |  | **Q2** | |  |  | **Q1** | |  |  | **Total** | |  |
| **REVENUES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | $ | 20 |  |  | $ | 24 |  |  | $ | 18 |  |  | $ | 62 |  |  | $ | 22 |  |  | $ | 22 |  |  | $ | 26 |  |  | $ | 26 |  |  | $ | 96 |  |
| Net investment income |  |  | 53 |  |  |  | 31 |  |  |  | 35 |  |  |  | 119 |  |  |  | 29 |  |  |  | 29 |  |  |  | 53 |  |  |  | 35 |  |  |  | 146 |  |
| Net realized investment (losses) gains |  |  | (7 | ) |  |  |  |  |  |  | (6 | ) |  |  | (13 | ) |  |  | (1 | ) |  |  | 3 |  |  |  | 6 |  |  |  | 15 |  |  |  | 23 |  |
| Policy fees and other income |  |  | 5 |  |  |  | 3 |  |  |  | 5 |  |  |  | 13 |  |  |  | 44 |  |  |  | 6 |  |  |  | 2 |  |  |  | 2 |  |  |  | 54 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Revenue |  |  | 71 |  |  |  | 58 |  |  |  | 52 |  |  |  | 181 |  |  |  | 94 |  |  |  | 60 |  |  |  | 87 |  |  |  | 78 |  |  |  | 319 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **BENEFITS AND EXPENSES:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits and other changes in policy reserves |  |  | 11 |  |  |  | 9 |  |  |  | 8 |  |  |  | 28 |  |  |  | 8 |  |  |  | 9 |  |  |  | 9 |  |  |  | 9 |  |  |  | 35 |  |
| Underwriting, acquisition and insurance expenses, net of deferrals |  |  | 31 |  |  |  | 33 |  |  |  | 2 |  |  |  | 66 |  |  |  | 33 |  |  |  | 9 |  |  |  | 28 |  |  |  | 19 |  |  |  | 89 |  |
| Amortization of deferred acquisition costs and intangibles |  |  | 5 |  |  |  | 4 |  |  |  | 5 |  |  |  | 14 |  |  |  | 4 |  |  |  | 7 |  |  |  | 4 |  |  |  | 3 |  |  |  | 18 |  |
| Interest expense |  |  | 58 |  |  |  | 57 |  |  |  | 63 |  |  |  | 178 |  |  |  | 57 |  |  |  | 56 |  |  |  | 56 |  |  |  | 58 |  |  |  | 227 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total benefits and expenses |  |  | 105 |  |  |  | 103 |  |  |  | 78 |  |  |  | 286 |  |  |  | 102 |  |  |  | 81 |  |  |  | 97 |  |  |  | 89 |  |  |  | 369 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **LOSS FROM CONTINUING OPERATIONS BEFORE INCOME TAXES** |  |  | (34 | ) |  |  | (45 | ) |  |  | (26 | ) |  |  | (105 | ) |  |  | (8 | ) |  |  | (21 | ) |  |  | (10 | ) |  |  | (11 | ) |  |  | (50 | ) |
| (Benefit from) provision for income taxes |  |  | (11 | ) |  |  | (17 | ) |  |  | (8 | ) |  |  | (36 | ) |  |  | (72 | ) |  |  | (15 | ) |  |  | 17 |  |  |  | (9 | ) |  |  | (79 | ) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **SEGMENT NET (LOSS) EARNINGS** |  |  | (23 | ) |  |  | (28 | ) |  |  | (18 | ) |  |  | (69 | ) |  |  | 64 |  |  |  | (6 | ) |  |  | (27 | ) |  |  | (2 | ) |  |  | 29 |  |
| Net realized investment losses (gains), net of taxes |  |  | 4 |  |  |  |  |  |  |  | 4 |  |  |  | 8 |  |  |  | 1 |  |  |  | (2 | ) |  |  | (4 | ) |  |  | (10 | ) |  |  | (15 | ) |
| Net tax (benefit) expense related to initial public offering |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (68 | ) |  |  |  |  |  |  | 22 |  |  |  |  |  |  |  | (46 | ) |
| Gain on outsourcing services agreement, net of taxes |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (25 | ) |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (25 | ) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **NET OPERATING LOSS** |  | $ | (19 | ) |  | $ | (28 | ) |  | $ | (14 | ) |  | $ | (61 | ) |  | $ | (28 | ) |  | $ | (8 | ) |  | $ | (9 | ) |  | $ | (12 | ) |  | $ | (57 | ) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

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**3Q 2005 FINANCIAL SUPPLEMENT**

**CORPORATE INFORMATION**

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**GENWORTH FINANCIAL**

**3Q 2005 FINANCIAL SUPPLEMENT**

**Industry Ratings**

Our principal life insurance subsidiaries are rated by A.M. Best, S&P, Moodys and Fitch as follows:

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |
| **Company** |  | **A.M. Best rating** |  | **S&P rating** |  | **Moodys rating** |  | **Fitch rating** |
| American Mayflower Life Insurance Company of New York |  | A+ |  | AA- |  | Aa3 |  | AA- |
|  |  | |  | |  | |  | |
| Federal Home Life Insurance Company |  | A+ |  | Not rated |  | Aa3 |  | AA- |
|  |  | |  | |  | |  | |
| First Colony Life Insurance Company |  | A+ |  | AA- |  | Aa3 |  | AA- |
|  |  | |  | |  | |  | |
| GE Capital Life Assurance Company of NY |  | A+ |  | AA- |  | Aa3 |  | AA- |
|  |  | |  | |  | |  | |
| GE Life and Annuity Assurance Company |  | A+ |  | AA- |  | Aa3 |  | AA- |
|  |  | |  | |  | |  | |
| GE Life and Annuity Assurance Company (short term rating) |  | Not rated |  | A-1+ |  | P-1 |  | Not rated |
|  |  | |  | |  | |  | |
| GE Group Life Assurance Company |  | A |  | AA- |  | Not rated |  | Not rated |
|  |  | |  | |  | |  | |
| General Electric Capital Assurance Company |  | A+ |  | AA- |  | Aa3 |  | AA- |
|  |  | |  | |  | |  | |
| General Electric Capital Assurance Company (short term rating) |  | Not rated |  | A-1+ |  | P-1 |  | Not rated |

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

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |
| **Company(a)** |  | **S&P rating** |  | **Moodys rating** |  | **Fitch rating** |
| General Electric Mortgage Insurance Corporation |  | AA |  | Aa2 |  | AA |
|  |  | |  | |  | |
| GE Mortgage Insurance Company Pty. Limited |  | AA |  | Aa2 |  | AA |
|  |  | |  | |  | |
| GE Mortgage Insurance Limited |  | AA |  | Aa2 |  | AA |
|  |  | |  | |  | |
| GE Residential Mortgage Insurance Corporation of NC |  | AA |  | Aa2 |  | AA |

|  |  |
| --- | --- |
| (a) | Our Canadian mortgage insurance company is not rated by any of the rating agencies shown above. |

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

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

S&P states that an insurer rated AA (Very Strong) has very strong financial security characteristics that outweigh any vulnerabilities, and is highly likely to have the ability to meet financial commitments. The AA range is the second-highest of the four ratings ranges that meet these criteria, and also is the second-highest of nine financial strength rating ranges assigned by S&P, which range from AAA to R. A plus (+) or minus (-) shows relative standing in a rating category. Accordingly, the AA and AA- ratings are the third- and fourth-highest of S&Ps 20 ratings categories. The short-term A-1 rating is the highest rating and shows the capacity to meet financial commitments is strong. Within this category, the designation of a plus sign (+) indicates capacity to meet its financial commitments is extremely strong.

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Moodys states that insurance companies rated Aa (Excellent) offer excellent financial security. Moodys states that companies in this group constitute what are generally known as high-grade companies. The Aa range is the second-highest of nine financial strength rating ranges assigned by Moodys, which range from Aaa to C. Numeric modifiers are used to refer to the ranking within the group, with 1 being the highest and 3 being the lowest. Accordingly, the Aa2 and Aa3 ratings are the third- and fourth-highest of Moodys 21 ratings categories. Short-term rating P1 is the highest rating and shows superior ability for repayment of short-term debt obligations.

Fitch states that AA (Very Strong) rated insurance companies are viewed as possessing very strong capacity to meet policyholder and contract obligations. Risk factors are modest, and the impact of any adverse business and economic factors is expected to be very small. The AA rating category is the second-highest of eight financial strength rating categories, which range from AAA to D. The symbol (+) or (-) may be appended to a rating to indicate the relative position of a credit within a rating category. These suffixes are not added to ratings in the AAA category or to ratings below the CCC category. Accordingly, the AA and AA- ratings are the third- and fourth-highest of Fitchs 22 ratings categories.

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

**About Genworth Financial**

Genworth is a leading insurance holding company, serving the lifestyle protection, retirement income, investment and mortgage insurance needs of more than 15 million customers, and has operations in 24 countries, including the U.S., Canada, Australia, the U.K. and more than a dozen other European countries. For more information, visit www.genworth.com

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