

# First Quarter 2022

Earnings Summary

May 3, 2022



# Cautionary Note Regarding Forward-Looking Statements

This presentation contains certain “forward-looking statements” within the meaning of the United States Private Securities Litigation Reform Act of 1995. Forward-looking statements may be identified by words such as “expects,” “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. Examples of forward-looking statements include statements the company makes relating to future reductions of debt, potential dividends or share repurchases, future Enact Holdings, Inc. (Enact Holdings) dividends, the cumulative amount of rate action benefits required for the company’s long-term care insurance business to achieve break-even, future financial performance of the company’s businesses, liquidity, and future strategic investments, including new products and services designed to assist individuals with navigating and financing long-term care, and potential third-party relationships or business arrangements relating thereto, as well as statements the company makes regarding the potential impacts of the coronavirus pandemic (COVID-19). 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 from those in the forward-looking statements due to global political, economic, business, competitive, market, regulatory and other factors and risks, including those discussed at the end of this presentation, as well as in the risk factor section of Genworth’s Annual Report on Form 10-K, filed with the United States Securities and Exchange Commission (SEC) on February 28, 2022. Genworth undertakes no obligation to publicly update any forward-looking statement, whether as a result of new information, future developments or otherwise. For information regarding forward-looking statements, see the Appendix.

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

All financial results are as of March 31, 2022 unless otherwise noted. For additional information, please see Genworth’s first quarter 2022 earnings release and financial supplement posted at [genworth.com](http://genworth.com).

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

Unless otherwise noted, all references in this presentation to net income (loss), net income (loss) per share, adjusted operating income (loss) and adjusted operating income (loss) per share should be read as net income (loss) available to Genworth’s common stockholders, net income (loss) available to Genworth’s common stockholders per diluted share, adjusted operating income (loss) available to Genworth’s common stockholders and adjusted operating income (loss) available to Genworth’s common stockholders per diluted share, respectively.

## Statutory Accounting Data

The company presents certain supplemental statutory data for Genworth Life Insurance Company (GLIC) and its consolidating life insurance subsidiaries that has been prepared on the basis of statutory accounting principles (SAP). GLIC and its consolidating life insurance subsidiaries file financial statements with state insurance regulatory authorities and the National Association of Insurance Commissioners that are prepared using SAP, an accounting basis either prescribed or permitted by such authorities. Due to differences in methodology between SAP and U.S. GAAP, the values for assets, liabilities and equity reflected in financial statements prepared in accordance with U.S. GAAP are materially different from those reflected in financial statements prepared under SAP. This supplemental statutory data should not be viewed as an alternative to U.S. GAAP or used in lieu of U.S. GAAP.

This supplemental statutory data includes risk-based capital ratios for GLIC and its consolidating life insurance subsidiaries as well as statutory earnings. Management uses and provides this supplemental statutory data because it believes it provides a useful measure of among other things the adequacy of capital. Management uses this data to measure against its policy to manage the U.S. life insurance businesses with internally generated capital.

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

# Key Themes for the 1<sup>st</sup> Quarter of 2022

## Summary Highlights

---

**Announced \$350mm share repurchase authorization, the first shareholder return program in over 13 years**

**First quarter net income of \$149mm, or \$0.29 per diluted share, and adjusted operating income<sup>1</sup> of \$131mm, or \$0.25 per diluted share**

**Enact segment adjusted operating income of \$135mm<sup>2</sup>, with 10% annual growth in insurance in-force and strong loss performance**

**Enact's Board initiated a quarterly dividend program and declared a \$0.14 dividend per share payable in the second quarter**

**U.S. Life Insurance segment adjusted operating loss of \$4 million driven by unfavorable life insurance results, partially offset by strong long-term care insurance (LTC) performance**

**\$101mm in annual premium rate increases approved, increasing net present value from achieved LTC rate actions since 2012 by approximately \$800mm, bringing the total to \$20.4b**

**Strong U.S. life insurance companies' statutory income driving estimated risk-based capital ratio to 296%**

**Retired \$82mm of debt, bringing total debt to \$1.1b; cash and liquid assets of \$215mm**

**S&P Global Ratings upgraded the credit ratings of Genworth Financial, Inc. & Genworth Holdings, Inc.**

<sup>1</sup> Non-GAAP measure, see appendix for additional information; <sup>2</sup> Reflects Genworth ownership percentage

# Strategic Priorities

**Reduce holding company  
debt to ~\$1b**

**Maximize value of Enact**

**Return capital to  
shareholders**

**Achieve economic  
breakeven/stabilize legacy LTC  
block**

**Advance Global Care Solutions  
initiatives**

# 1Q22 Results Summary – Genworth Consolidated

## Adjusted Operating Income (Loss) (\$mm)

### Enact: \$135mm<sup>1</sup>

Continued insurance in-force growth, up 10% versus prior year

Lower losses from favorable reserve development

### U.S. Life Insurance: \$(4)mm

Lower variable investment income

Elevated mortality, attributable at least in part to COVID-19, continues to impact LTC and life insurance

Higher earnings from in-force rate actions (IFA), including net policyholder benefit reduction elections

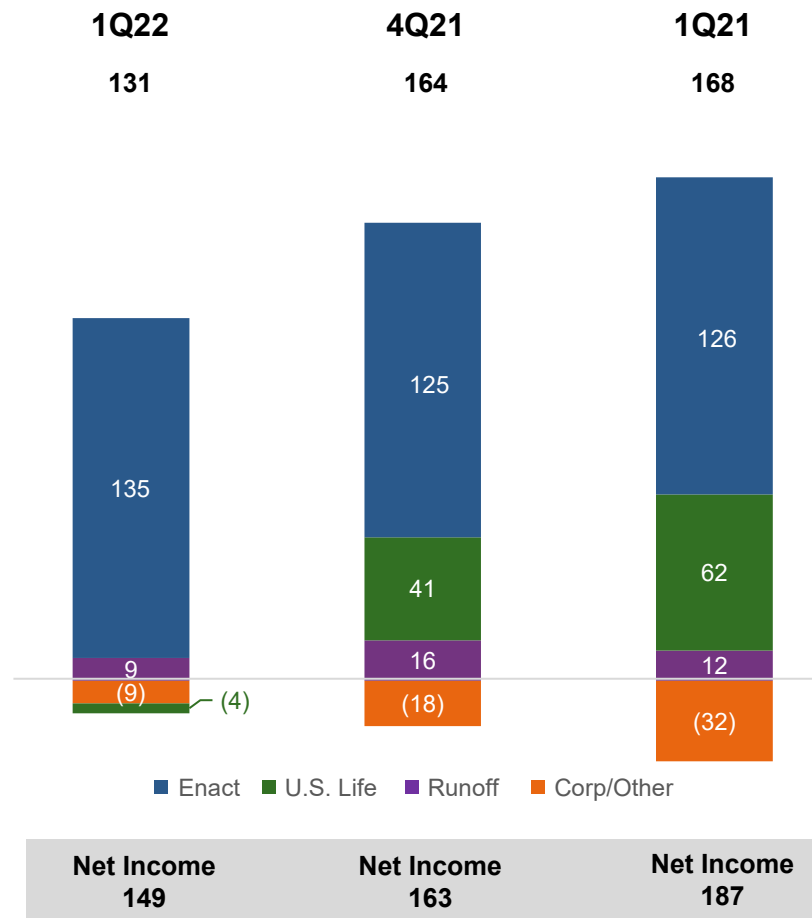
Life insurance results include an accrual for a legal settlement and deferred acquisition costs (DAC) recoverability testing charge

### Runoff: \$9mm

Variable annuity results driven by unfavorable equity market

### Corporate & Other: \$(9)mm

Lower interest expense from reduction of holding company debt

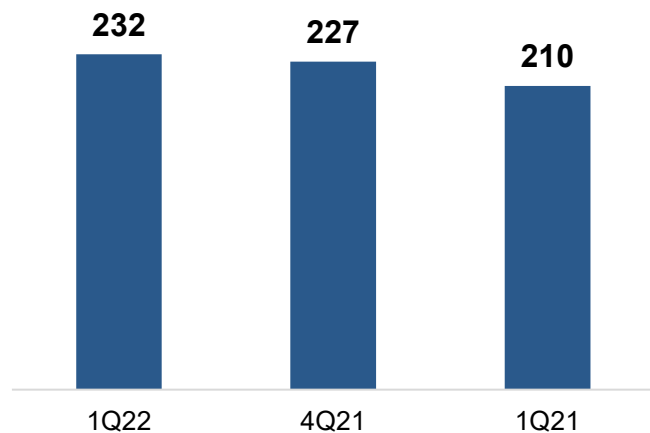


<sup>1</sup> Reflects Genworth ownership amount excluding noncontrolling interests of \$30mm and \$29mm in 1Q22 and 4Q21, respectively

# Enact Segment

## Primary Insurance In-Force (IIF)

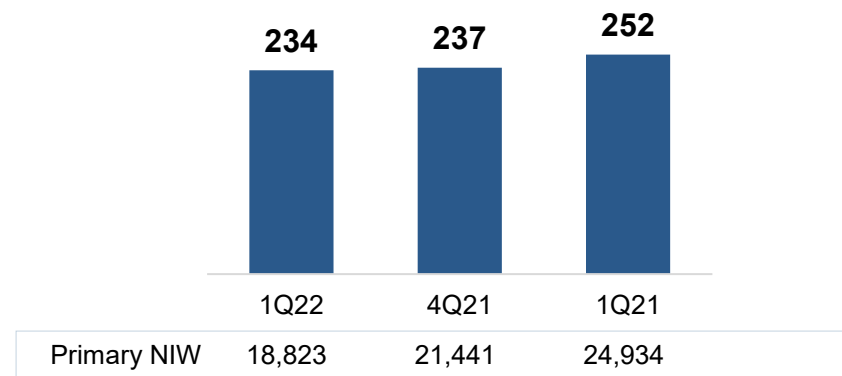
(\$b)



Portfolio up 10% versus prior year driven by strong new insurance written (NIW) and higher persistency given the rise in interest rates

## Premiums

(\$mm)



Premiums were lower versus the prior quarter and prior year as in-force growth was offset by the continued lapse of older, higher-priced policies and lower single premium cancellations, as well as higher ceded premiums versus the prior year

Primary NIW decreased 12% versus the prior quarter; also decreased 25% versus the prior year primarily from a smaller private mortgage insurance market driven in part by a decline in refinance activity

# Enact Segment

## Benefits/Changes in Policy Reserves

(\$mm)



Loss Ratio	(4)%	3%	22%
Primary Delqs (#)	22,571	24,820	41,332
Primary New Delqs (#)	8,724	8,282	10,053
Primary Paid Claims (#)	107	430	134
Primary Cures <sup>1</sup> (#)	10,866	11,936	13,491

Benefit of \$10mm from incurred losses driven by \$50mm pre-tax reserve release primarily from 2020 COVID-19 delinquencies

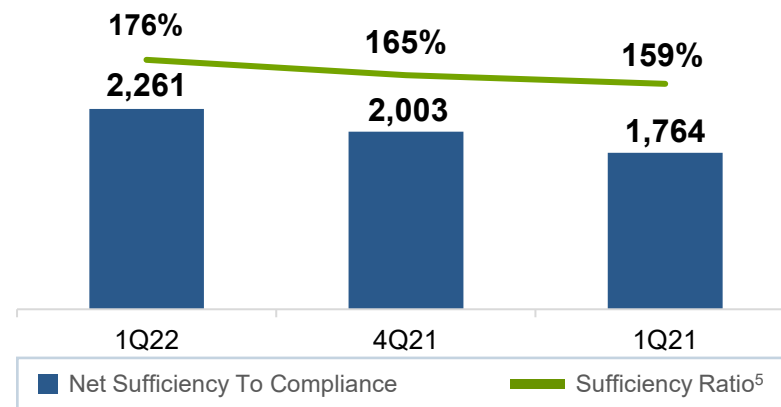
Primary delinquency rate of 2.4% reflecting declining primary delinquencies as cures outpaced new delinquencies

Sequential increase in new delinquencies driven by recent large books entering their expected loss development pattern

<sup>1</sup> Includes rescissions and claim denials; <sup>2</sup> Private mortgage insurer eligibility requirements; <sup>3</sup> Company estimate for the first quarter of 2022 due to timing of the preparation and filing of statutory statements; <sup>4</sup> The Government Sponsored Enterprises (GSEs) have imposed certain capital restrictions which remain in effect until certain conditions are met. These restrictions required Enact Mortgage Insurance Corporation, the company's principal U.S. mortgage insurance subsidiary, to maintain 120% and 115% percent of PMIERS minimum required assets among other restrictions as of March 31, 2022 and December 31, 2021, respectively; <sup>5</sup> Calculated as available assets divided by required assets as defined within PMIERS

## Sufficiency to Published PMIERS<sup>2,3,4</sup>

(\$mm)



Sufficiency<sup>4</sup> increased sequentially driven by execution of reinsurance transactions, lapses, business cash flows and lower delinquencies, partially offset by NIW and the amortization of existing reinsurance transactions



# U.S. Life Insurance Segment

## Highlights

### LTC: \$59mm

Lower net investment income from limited partnerships, bond calls and commercial mortgage loan prepayments

Higher new claims severity and frequency, less favorable incurred but not reported (IBNR) development versus the prior year, partially offset by partial release of the IBNR COVID-19 adjustment

Claim terminations remain elevated versus pre-pandemic levels; higher versus the prior quarter and lower versus the prior year

Higher earnings from in-force rate actions, including net policyholder benefit reduction elections

### Life Insurance: \$(79)mm

Mortality continues to be elevated; lower versus the prior year and higher versus the prior quarter

Earnings reduced by \$20mm after-tax from a legal accrual

After-tax DAC recoverability testing charges \$13mm lower than prior quarter

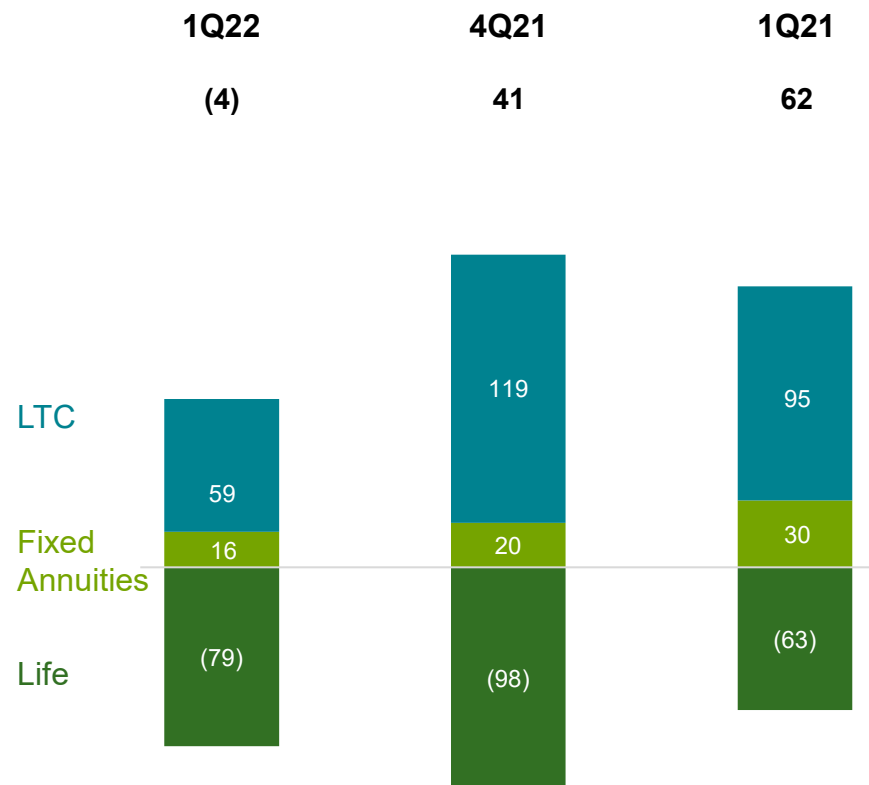
Prior quarter included after-tax charge of \$70mm related to annual assumption review

### Fixed Annuities: \$16mm

Lower net spreads from lower bond calls and commercial mortgage loan prepayments, as well as block runoff

## Adjusted Operating Income (Loss)

(\$mm)

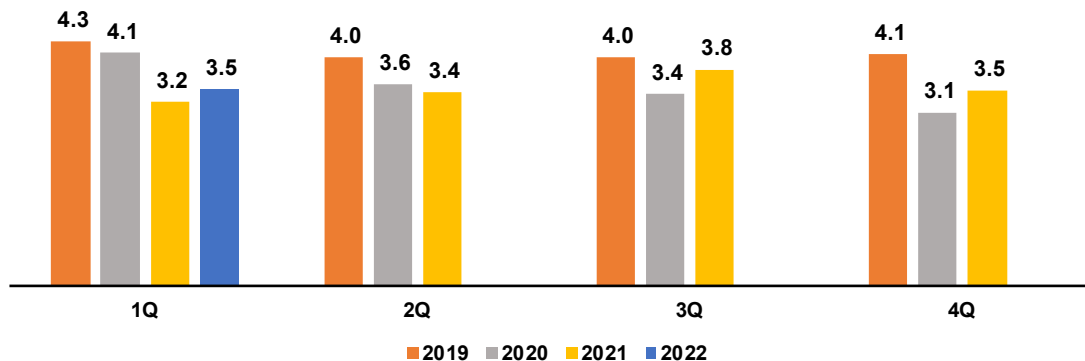




# LTC Incidence & Mortality Trends<sup>1</sup>

## Incidence

# New Active Claim Counts (000's)

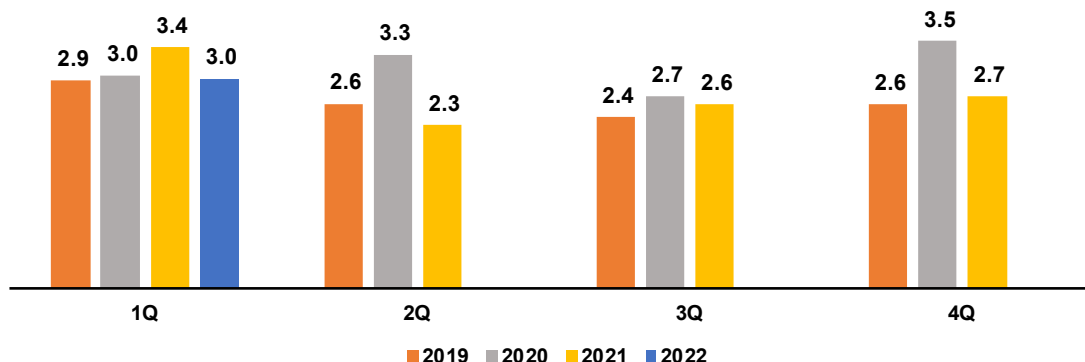


**New active claim counts remain below pre-pandemic levels**

- Higher new active claim counts versus prior year as incidence trends towards historical levels
- Higher pending claim counts in 1Q22, leading indicator of future incidence growth
- \$29mm pre-tax COVID-19 IBNR reserve release in 1Q22, leaving a pre-tax balance of \$46mm

## Mortality<sup>2</sup>

# Active Claim Mortality Counts (000's)



**1Q22 mortality remains above pre-pandemic levels**

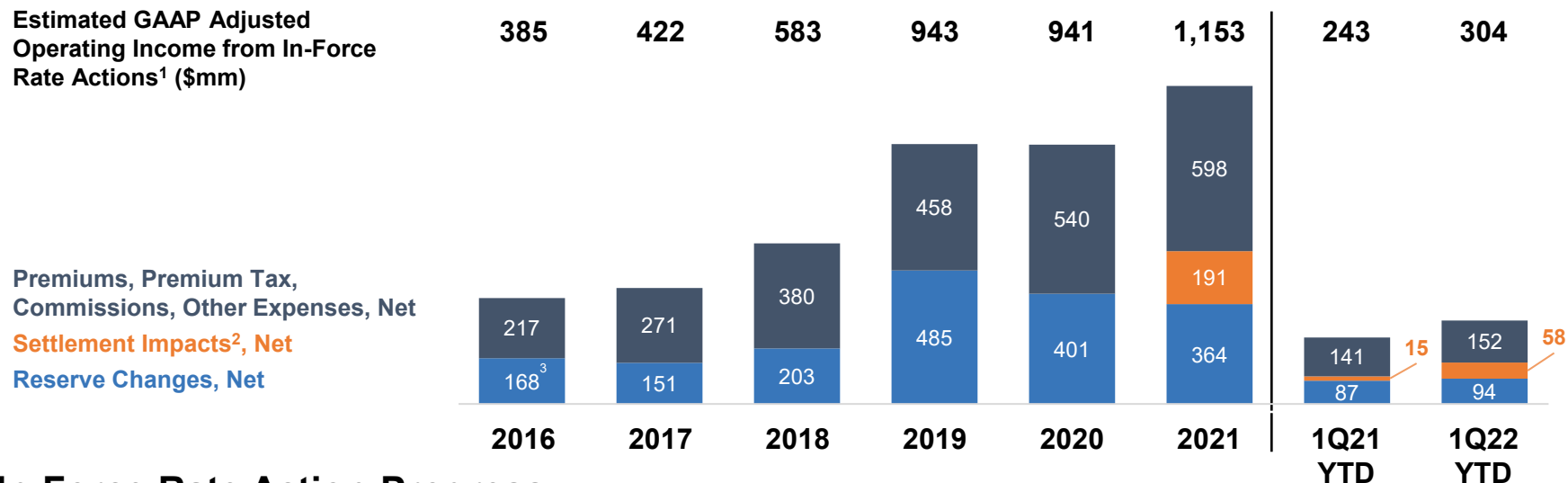
- Sequential growth in active claim mortality counts likely driven by COVID-19 and normal seasonal factors
- 1Q22 monthly active claim mortality counts trending towards historical levels
- \$9mm pre-tax COVID-19 mortality reserve release in 1Q22, leaving a pre-tax balance of \$125mm

**Significant Changes to Incidence and Mortality Experience Believed to be Temporary**

<sup>1</sup> New active claim counts and active claim mortality counts include Pre-PCS – Flex III, before reinsurance; IBNR and mortality reserve adjustments include Pre-PCS – Flex III, Group, RiverSource, Net of reinsurance; <sup>2</sup> Direct COVID-19 attribution not available, as cause of death not tracked

# In-Force Rate Action Highlights

## Estimated Impact to GAAP Adjusted Operating Income (Loss) from In-Force Rate Actions<sup>1</sup>



## In-Force Rate Action Progress

### Significant progress in addressing LTC tail risk

Number of policyholders with 5% compound inflation reduced by 21%<sup>4</sup>

Number of policyholders with unlimited benefits reduced by 37%<sup>4</sup>

Cumulative benefit reduction rate from 13% to 45%<sup>5</sup>

### Continued strong progress on in-force rate action approvals

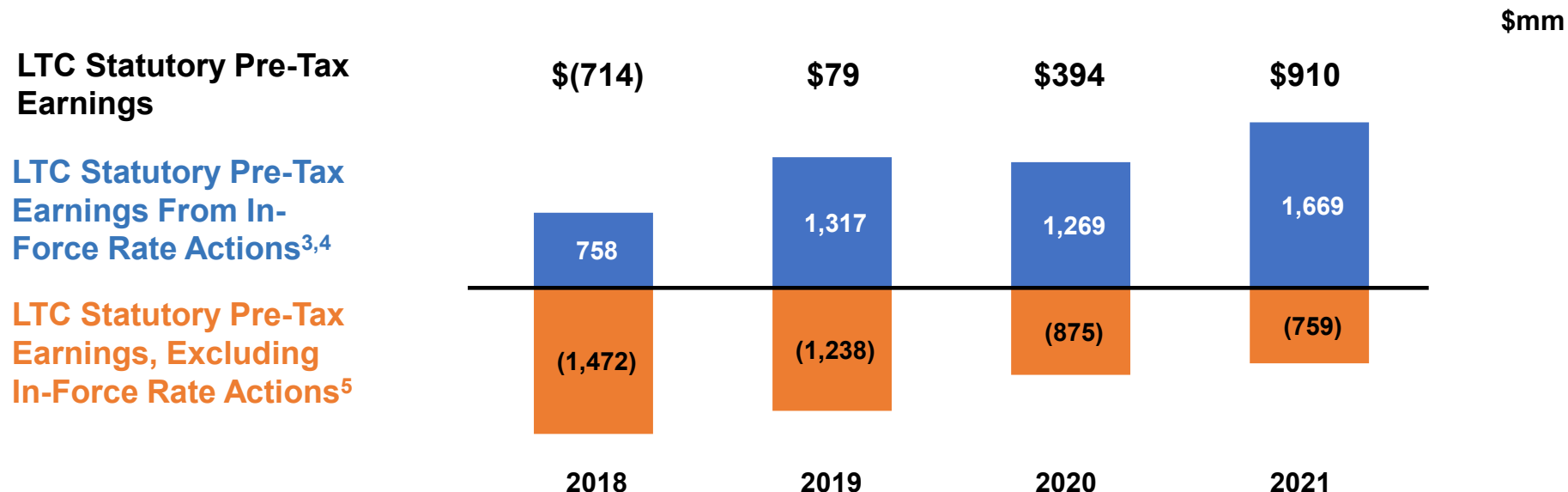
\$101mm in-force rate action approvals on a gross incremental basis in 1Q22

2022 filing plan scheduled to begin in 2Q22

<sup>1</sup> Includes all implemented in-force rate actions since 2012. Earned premium & reserve change estimates reflect certain simplifying assumptions that may vary materially from actual historical results, including but not limited to, a uniform rate of co-insurance & premium taxes in addition to consistent policyholder behavior over time. Actual behavior may differ significantly from these assumptions; excludes reserve updates resulting from profits followed by losses; <sup>2</sup> Impacts from Choice I settlement include the estimated value of policyholder benefit reduction elections, net of cash damages and litigation expenses of \$(165)mm, \$(18)mm and \$(34)mm after-tax in 2021, 1Q21 YTD and 1Q22 YTD, respectively; <sup>3</sup> 2016 included \$(4)mm after-tax unfavorable correction related to the calculation for reduced benefit options; <sup>4</sup> Measured January 2014 through March 2022 on policies in GLIC and GLICNY; <sup>5</sup> Measured 2016 through March 2022 on Pre-PCS through PC Flex in GLIC, and for more information see slide 11

# Impact of IFA on Pre-Tax LTC Statutory Earnings<sup>1,2</sup>

## Statutory Pre-Tax LTC In-Force Rate Actions vs Pre-Tax LTC Earnings



**Significant year-over-year progress on achieving multi-year rate action plan reflected in statutory earnings**

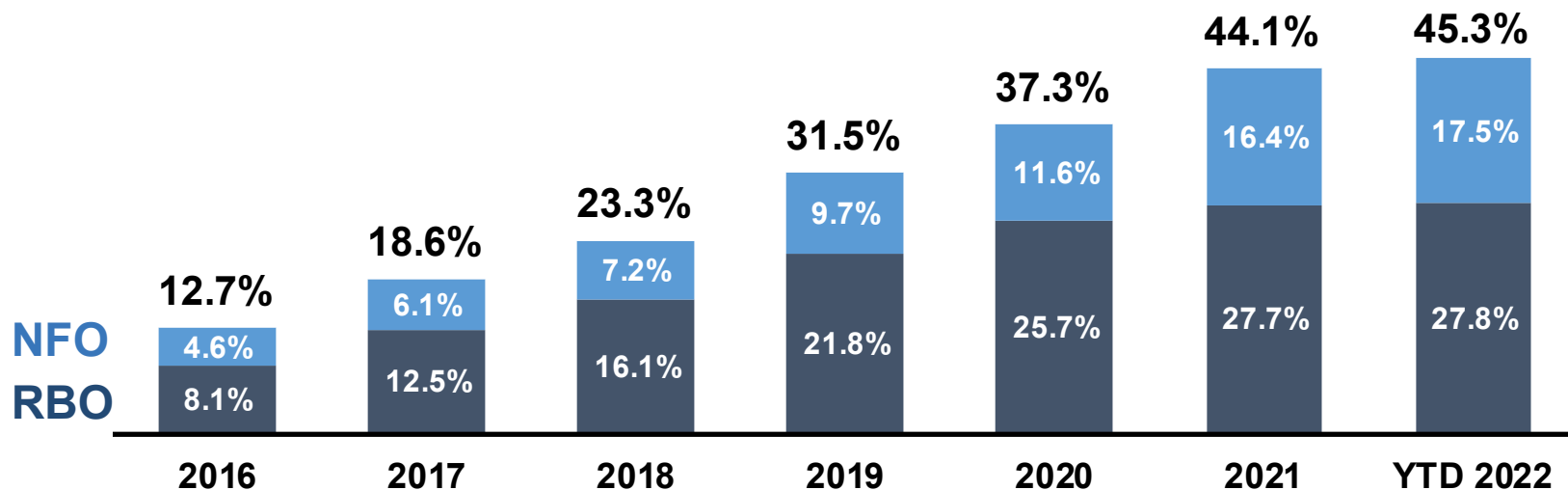
**Excluding impacts from in-force rate actions, LTC statutory earnings reflect unfavorable experience compared to pricing assumptions**

**Material favorable impacts in 2020 and 2021 excluding rate actions driven by COVID-19 pandemic, primarily from higher mortality and lower new claim incidence**

<sup>1</sup> For additional information on the data presented, see Statutory Accounting Data on page 1; <sup>2</sup> Includes total accident and health products for GLIC and consolidating life insurance subsidiaries; <sup>3</sup> Includes all implemented rate actions since 2012. Earned premium & reserve change estimates reflect certain simplifying assumptions that may vary materially from actual historical results, including but not limited to, a uniform rate of co-insurance & premium taxes in addition to consistent policyholder behavior over time. Actual behavior may differ significantly from these assumptions; excludes reserve updates; <sup>4</sup> In-Force rate action earnings include impacts from a legal settlement net of litigation expenses in 2021 of \$378mm; <sup>5</sup> Includes statutory pre-tax earnings excluding earnings from in-force rate actions; Note: earnings presented on a one-quarter lag due to the timing of the filing of statutory statements

# LTC In-Force Rate Actions: Policyholder Responses

## Cumulative Policyholder Responses Since 2012<sup>1,2</sup>



	2016	2017	2018	2019	2020	2021	YTD 2022
<b>Paying Full Amount:</b>	87.3%	81.4%	76.7%	68.5%	62.7%	55.9%	54.7%

**Mid-2017:** RBO quotes and NFO details added to nearly all policyholder notifications

**Late 2018:** Introduction of policyholder alternatives, like stable premium option (SPO)

**2021:** Additional NFO & RBO options offered to Choice I policyholders through legal settlement

NFO: % of in-force policies as of date that selected non-forfeiture option (NFO)

RBO: % of in-force policies as of date that have selected reduced benefit option (RBO) at least once since 2012

Paying Full Amount: % of in-force policies as of date that have always elected to pay the full rate increase premium

<sup>1</sup> All metrics are based on election counts and exclude policies in waiver of premium status; <sup>2</sup> Measured through March 2022 on Pre-PCS through PC Flex in GLIC

# U.S. Life Insurance Segment

## Highlights

### LTC: \$59mm

Lower net investment income from limited partnerships, bond calls and commercial mortgage loan prepayments

Higher new claims severity and frequency, less favorable incurred but not reported (IBNR) development versus the prior year, partially offset by partial release of the IBNR COVID-19 adjustment

Claim terminations remain elevated versus pre-pandemic levels; higher versus the prior quarter and lower versus the prior year

Higher earnings from in-force rate actions, including net policyholder benefit reduction elections

### Life Insurance: \$(79)mm

Mortality continues to be elevated; lower versus the prior year and higher versus the prior quarter

Earnings reduced by \$20mm after-tax from a legal accrual

After-tax DAC recoverability testing charges \$13mm lower than prior quarter

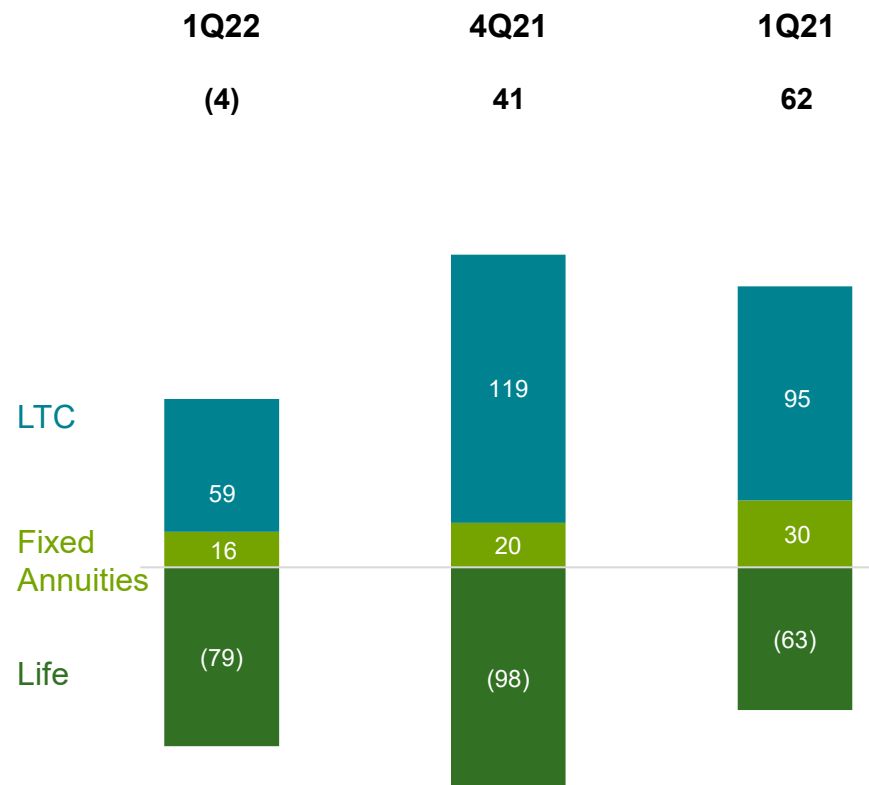
Prior quarter included after-tax charge of \$70mm related to annual assumption review

### Fixed Annuities: \$16mm

Lower net spreads from lower bond calls and commercial mortgage loan prepayments, as well as block runoff

## Adjusted Operating Income (Loss)

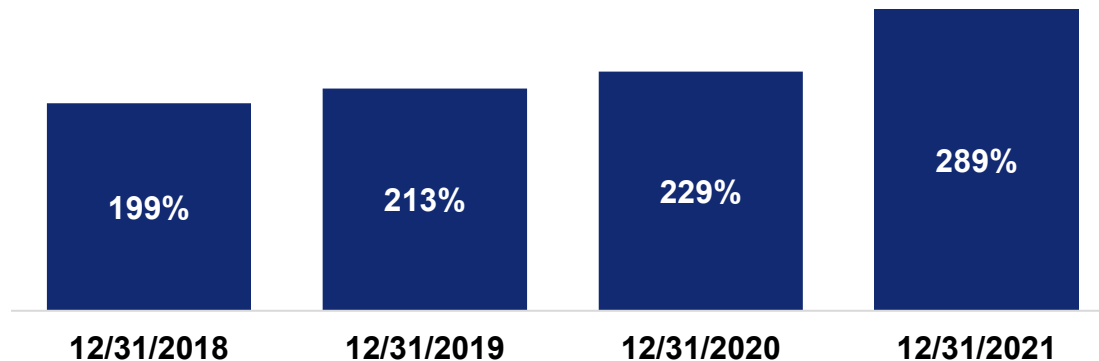
(\$mm)



# U.S. Life Insurance Statutory Capital<sup>1</sup>

## Genworth Life Insurance Company Consolidated Statutory Capital<sup>2</sup>

### Risk-Based Capital Ratio<sup>3</sup>



Statutory Metrics (\$mm)	2018	2019	2020	2021
Capital & Surplus	1,871	2,180	2,123	2,937
Unassigned Surplus	(2,051)	(1,742)	(1,799)	(985)
Combined Statutory Net Income / (Loss)	(886)	746	200	666

## Highlights

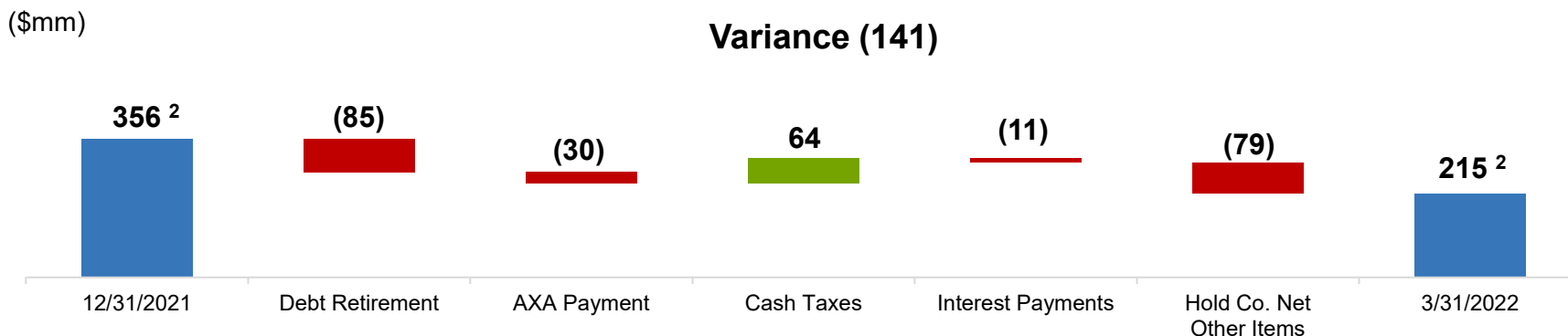
Growth in risk-based capital ratio in 2021 driven by LTC earnings from in-force rate actions and favorable trends in mortality and new claims incidence, partially offset by losses in life insurance products driven by higher mortality attributable in part to the COVID-19 pandemic and the net unfavorable impact of annual assumption updates

Strong U.S. life insurance companies' statutory income driving estimated risk-based capital ratio to 296% at March 31, 2022

<sup>1</sup> For additional information on the data presented, see Statutory Accounting Data on page 1; <sup>2</sup> Includes GLIC and consolidating life insurance subsidiaries; <sup>3</sup> Company Action Level; Note: earnings and metrics presented on a one-quarter lag due to the timing of the filing of statutory statements

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

## Cash & Liquid Assets Roll Forward



\$85mm from debt retirement: \$82mm principal retired and \$3mm net premium paid

– \$200mm remaining of 2024 debt tranche

\$30mm payment to AXA S.A. (AXA) for remaining claims, limited future exposure expected

\$64mm received in taxes primarily from intercompany tax payments

Other items primarily related to timing of employee benefit payments, reimbursed by subsidiaries, and other miscellaneous items

<sup>1</sup> Holding company cash & liquid assets comprises assets held in Genworth Holdings, Inc. (the issuer of outstanding public debt) which is a wholly-owned subsidiary of Genworth Financial, Inc.; <sup>2</sup> Genworth Holdings, Inc. had \$140mm and \$331mm of cash, cash equivalents and restricted cash as of 3/31/22 and 12/31/21, respectively. Genworth Holdings, Inc. held \$75mm and \$25mm in U.S. government securities as of 3/31/22 and 12/31/21, respectively, which included \$1mm and \$3mm of restricted assets, respectively



# Appendix

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

(\$mm)	1Q22	4Q21	3Q21	2Q21	1Q21
<b>Enact<sup>1</sup></b>	<b>3,320</b>	<b>3,344</b>	<b>3,446</b>	<b>4,111</b>	<b>3,955</b>
<b>U.S. Life Insurance</b>	<b>10,106</b>	<b>10,970</b>	<b>11,617</b>	<b>11,296</b>	<b>10,698</b>
LTC <sup>2</sup>	7,234	7,624	7,487	7,394	7,104
Life Insurance <sup>2</sup>	2,489	2,833	3,529	3,287	2,983
Fixed Annuities <sup>2</sup>	383	513	601	615	611
<b>Runoff<sup>2</sup></b>	<b>361</b>	<b>330</b>	<b>371</b>	<b>352</b>	<b>388</b>
<b>Corporate &amp; Other<sup>2,3</sup></b>	<b>620</b>	<b>866</b>	<b>(158)</b>	<b>(595)</b>	<b>(283)</b>
<b>Total</b>	<b>14,407</b>	<b>15,510</b>	<b>15,276</b>	<b>15,164</b>	<b>14,758</b>

<sup>1</sup> Reflects Genworth ownership amount excluding noncontrolling interests of \$745mm, \$756mm and \$776mm at March 31, 2022, December 31, 2021 and September 30, 2021, respectively; <sup>2</sup> Includes estimate of allocated deferred tax balances by product line; <sup>3</sup> Includes value of long-term borrowings of Genworth Holdings, Inc.

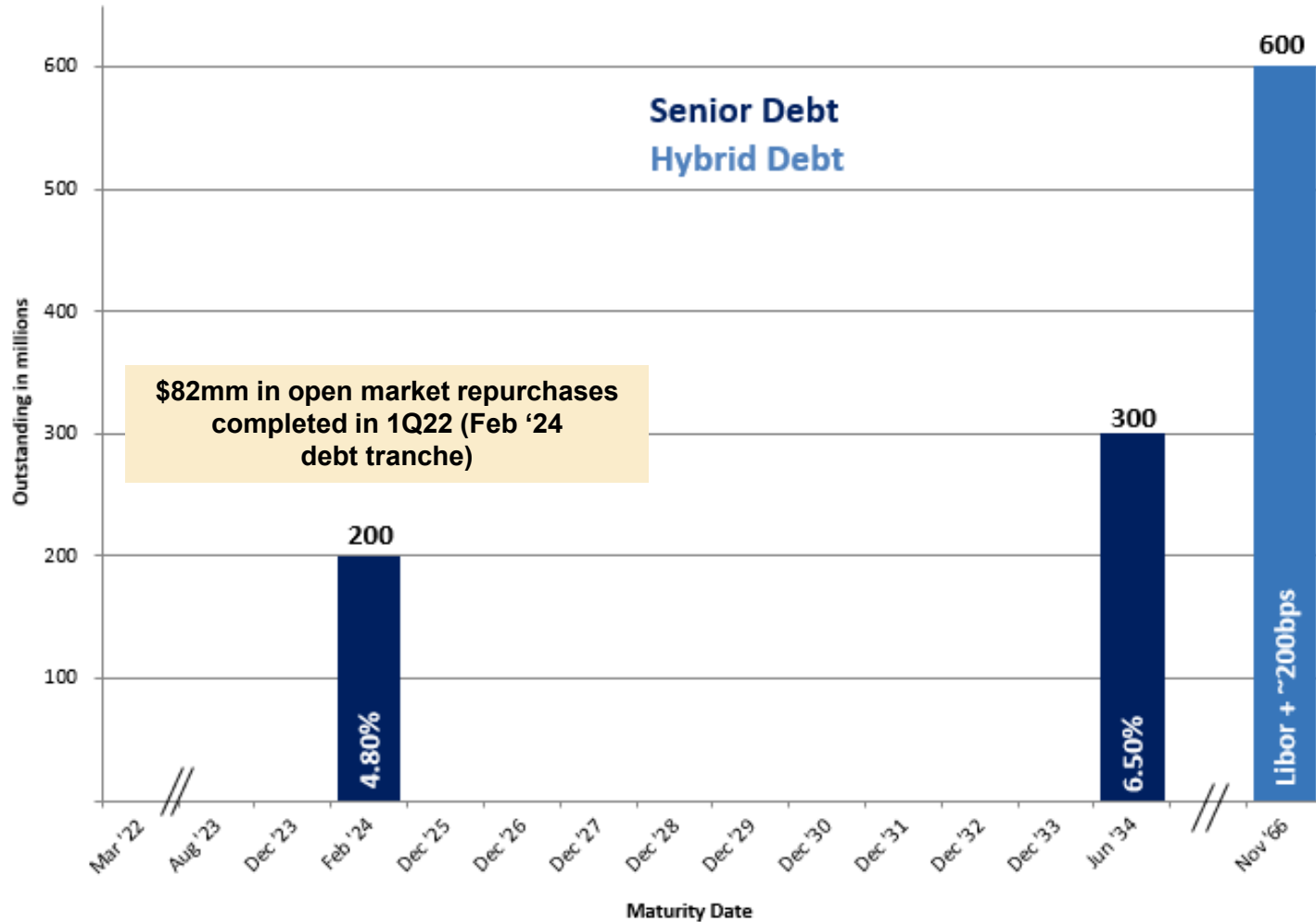
# Individual LTC In-Force<sup>1</sup> Policy Information

	Pre PCS	PCS I	PCS II	Choice I <sup>2</sup>	Choice II	PC Flex	MFMP <sup>3</sup>	PC Flex II	PC Flex III	Total
<b>Issue Years</b>	1974-1994	1994-1997	1997-2001	2001-2007	2003-2011	2011-2014	2009-2013	2013-2017	2014+	1974+
<b>Annual Premium (\$mm)<sup>4</sup></b>	42	114	350	617	1,055	227	92	67	35	2,598
<b>In Force Lives (000s)</b>	26	33	129	267	381	95	42	27	14	1,015
<b>Average Attained Age</b>	88.7	86.4	81.3	75.1	71.9	67.0	70.4	66.1	64.1	74.1
<b>% Lifetime Benefits</b>	54%	29%	26%	19%	11%	3%	4%	0%	0%	15%
<b>5% Compound Inflation</b>	19%	30%	40%	49%	50%	43%	52%	13%	0%	45%
<b>Claims Count<sup>5</sup></b>	4,259	7,355	14,533	12,631	6,923	440	434	89	36	46,700
<b>% Claims Lifetime</b>	64%	39%	33%	29%	14%	4%	3%	0%	0%	32%
<b>% Claims Non-Lifetime</b>	36%	61%	67%	71%	86%	96%	97%	100%	100%	68%

<sup>1</sup> In-force data as of March 31, 2022 and excludes group business and assumed business from Riversource, Travelers (through Brighthouse Financial), & Continental Life; <sup>2</sup> Includes policies sold in California between 2010 & 2013; <sup>3</sup> My Future My Plan (AARP branded product); <sup>4</sup> Includes rate actions implemented as of March 31, 2022; <sup>5</sup> Reflects both active and pending claims

Note: Other product abbreviations above: PCS = Privileged Care Select, PC = Privileged Choice

# Holding Company Debt Maturity Ladder



# Use of Non-GAAP Measures

This presentation includes the non-GAAP financial measures entitled "adjusted operating income (loss)" and "adjusted operating income (loss) per share." Adjusted operating income (loss) per share is derived from adjusted operating income (loss). The chief operating decision maker evaluates segment performance and allocates resources on the basis of adjusted operating income (loss). The company defines adjusted operating income (loss) as income (loss) from continuing operations excluding the after-tax effects of income (loss) from continuing operations attributable to noncontrolling interests, net investment gains (losses), gains (losses) on the sale of businesses, gains (losses) on the early extinguishment of debt, initial gains (losses) on insurance block transactions, restructuring costs and infrequent or unusual non-operating items. Initial gains (losses) on insurance block transactions are defined as gains (losses) on the early extinguishment of non-recourse funding obligations, early termination fees for other financing restructuring and/or initial gains (losses) on reinsurance restructuring for certain blocks of business. The company excludes net investment gains (losses) and infrequent or unusual non-operating items because the company does not consider them to be related to the operating performance of the company's segments and Corporate and Other activities. A component of the company's net investment gains (losses) is the result of estimated future credit losses, the size and timing of which can vary significantly depending on market credit cycles. In addition, the size and timing of other investment gains (losses) can be subject to the company's discretion and are influenced by market opportunities, as well as asset-liability matching considerations. Gains (losses) on the sale of businesses, gains (losses) on the early extinguishment of debt, initial gains (losses) on insurance block transactions and restructuring costs are also excluded from adjusted operating income (loss) because, in the company's opinion, they are not indicative of overall operating trends. Infrequent or unusual non-operating items are also excluded from adjusted operating income (loss) if, in the company's opinion, they are not indicative of overall operating trends.

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

Adjustments to reconcile net income (loss) available to Genworth Financial, Inc.'s common stockholders to adjusted operating income (loss) assume a 21 percent tax rate and are net of the portion attributable to noncontrolling interests. Net investment gains (losses) are also adjusted for DAC and other intangible amortization and certain benefit reserves.

In the first quarter of 2022, the company repurchased \$82 million principal amount of Genworth Holdings, Inc.'s (Genworth Holdings) senior notes due in February 2024 for a pre-tax loss of \$3 million. In the fourth quarter of 2021, the company paid a pre-tax make-whole premium of \$20 million related to the early redemption of Genworth Holdings' senior notes originally scheduled to mature in August 2023. In the fourth quarter of 2021, the company also repurchased \$209 million principal amount of Genworth Holdings' senior notes with 2023 and 2024 maturity dates for a pre-tax loss of \$15 million. In the first quarter of 2021, the company repurchased \$146 million principal amount of Genworth Holdings' senior notes due in September 2021 for a pre-tax loss of \$4 million. These transactions were excluded from adjusted operating income as they relate to gains (losses) on the early extinguishment of debt.

# Use of Non-GAAP Measures

In the fourth quarter of 2021, the company recorded a pre-tax loss of \$92 million as a result of ceding certain term life insurance policies as part of a life block transaction.

The company recorded a pre-tax expense of \$5 million and \$21 million in the fourth and first quarters of 2021, respectively, related to restructuring costs as it continued to evaluate and appropriately size its organizational needs and expenses. There were no infrequent or unusual items excluded from adjusted operating income during the periods presented.

The tables at the end of this presentation provide a reconciliation of net income available to Genworth Financial, Inc.'s common stockholders to adjusted operating income for the three months ended March 31, 2022 and 2021, as well as for the three months ended December 31, 2021, and reflect adjusted operating income (loss) as determined in accordance with accounting guidance related to segment reporting.

This presentation includes the non-GAAP financial measure entitled "core yield" as a measure of investment yield. The company defines core yield as the investment yield adjusted for items that do not reflect the underlying performance of the investment portfolio. Management believes that analysis of core yield enhances understanding of the investment yield of the company. However, core yield is not a substitute for investment yield determined in accordance with U.S. GAAP. In addition, the company's definition of core yield may differ from the definitions used by other companies. A reconciliation of reported U.S. GAAP yield to core yield is included in a table at the end of this presentation.

# Definition of Selected Operating Performance Measures

The company taxes its businesses at the U.S. corporate federal income tax rate of 21 percent. Each segment is then adjusted to reflect the unique tax attributes of that segment such as permanent differences between U.S. GAAP and tax law. The difference between the consolidated provision for income taxes and the sum of the provision for income taxes in each segment is reflected in Corporate and Other activities.

The annually-determined tax rates and adjustments to each segment's provision for income taxes are estimates which are subject to review and could change from year to year.

The company reports selected operating performance measures including "sales" and "insurance in-force" or "risk in-force" which are commonly used in the insurance industry as measures of operating performance.

Management regularly monitors and reports sales metrics as a measure of volume of new business generated in a period. Sales refer to new insurance written for mortgage insurance products included in the company's Enact segment. The company considers new insurance written to be a measure of the operating performance of its Enact segment because it represents a measure of new sales of insurance policies during a specified period, rather than a measure of revenues or profitability during that period.

Management regularly monitors and reports insurance in-force and risk in-force for the company's Enact segment. Insurance in-force is a measure of the aggregate unpaid principal balance as of the respective reporting date for loans insured by the company's U.S. mortgage insurance subsidiaries. Risk in-force is based on the coverage percentage applied to the estimated current outstanding loan balance. The company considers insurance in-force and risk in-force to be measures of the operating performance of its Enact segment because they represent measures of the size of its business at a specific date which will generate revenues and profits in a future period, rather than measures of its revenues or profitability during that period.

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

Management also regularly monitors and reports adjusted operating income from in-force rate actions in the long-term care insurance business included in the company's U.S. Life Insurance segment. Adjusted operating income from in-force rate actions includes premium rate increases and associated benefit reductions on its long-term care insurance products implemented since 2012, which are net of estimated premium tax, commissions, and other expenses on an after-tax basis. Estimates for in-force rate actions reflect certain simplifying assumptions that may vary materially from actual historical results, including but not limited to a uniform rate of coinsurance and premium taxes in addition to consistent policyholder behavior over time. Actual behavior may differ significantly from these assumptions. In addition, estimates exclude reserve updates resulting from profits followed by losses. The company considers adjusted operating income from in-force rate actions to be a measure of its operating performance because it helps bring older generation long-term care insurance blocks closer to a break-even point over time and helps bring the loss ratios on newer long-term care insurance blocks back towards their original pricing.

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



# Reconciliation of Net Income to Adjusted Operating Income

(\$MM)	2022		2021	
	1Q		4Q	1Q
<b>NET INCOME AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS</b>	\$ 149		\$ 163	\$ 187
Add: net income from continuing operations attributable to noncontrolling interests	30		29	-
Add: net income from discontinued operations attributable to noncontrolling interests	-		-	8
<b>NET INCOME</b>	179		192	195
Less: income (loss) from discontinued operations, net of taxes	(2)		(1)	21
<b>INCOME FROM CONTINUING OPERATIONS</b>	181		193	174
Less: net income from continuing operations attributable to noncontrolling interests	30		29	-
<b>INCOME FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS</b>	151		164	174
<b>ADJUSTMENTS TO INCOME FROM CONTINUING OPERATIONS AVAILABLE TO GENWORTH FINANCIAL, INC.'S COMMON STOCKHOLDERS:</b>				
Net investment (gains) losses, net <sup>(1)</sup>	(28)		(133)	(33)
(Gains) losses on early extinguishment of debt	3		35	4
Initial loss from life block transaction	-		92	-
Expenses related to restructuring	-		5	21
Taxes on adjustments	5		1	2
<b>ADJUSTED OPERATING INCOME</b>	\$ 131		\$ 164	\$ 168
<b>ADJUSTED OPERATING INCOME (LOSS):</b>				
Enact segment	\$ 135		\$ 125	\$ 126
U.S. Life Insurance segment:				
Long-Term Care Insurance	59		119	95
Life Insurance	(79)		(98)	(63)
Fixed Annuities	16		20	30
Total U.S. Life Insurance segment	(4)		41	62
Runoff segment	9		16	12
Corporate and Other	(9)		(18)	(32)
<b>ADJUSTED OPERATING INCOME</b>	\$ 131		\$ 164	\$ 168
<b>Earnings Per Share Data:</b>				
Net income available to Genworth Financial, Inc.'s common stockholders per share				
Basic	\$ 0.29		\$ 0.32	\$ 0.37
Diluted	\$ 0.29		\$ 0.32	\$ 0.37
Adjusted operating income per share				
Basic	\$ 0.26		\$ 0.32	\$ 0.33
Diluted	\$ 0.25		\$ 0.32	\$ 0.33
Weighted-average common shares outstanding				
Basic	508.3		507.4	506.0
Diluted	517.4		515.6	513.8

<sup>(1)</sup> For the three months ended December 31, 2021 net investment (gains) losses were adjusted for DAC and other intangible amortization of \$(1) million

# Cautionary Note Regarding Forward-Looking Statements

This presentation 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. Examples of forward-looking statements include statements the company makes relating to future reductions of debt, potential dividends or share repurchases, future Enact Holdings, Inc. (Enact Holdings) dividends, the cumulative amount of rate action benefits required for the company's long-term care insurance business to achieve break-even, future financial performance of the company's businesses, liquidity and future strategic investments, including new products and services designed to assist individuals with navigating and financing long-term care, and potential third-party relationships or business arrangements relating thereto, as well as statements the company makes regarding the potential impacts of the coronavirus pandemic (COVID-19). 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 from those in the forward-looking statements due to global political, economic, business, competitive, market, regulatory and other factors and risks, including but not limited to, the following:

- *the company may be unable to successfully execute its strategic plans:* to strengthen the company's financial position and create long-term shareholder value, including with respect to reducing debt of Genworth Holdings; maximizing the value of Enact Holdings; achieving economic breakeven on and stabilizing the legacy long-term care insurance in-force block; advancing the company's long-term care growth initiatives, including launching either unilaterally or with a strategic partner new product and service offerings designed to assist individuals with navigating and financing long-term care; and returning capital to Genworth Financial shareholders, due to numerous risks and constraints, including but not limited to: Enact Holdings' ability to pay dividends as a result of the GSEs amendments to PMIERS in response to COVID-19 as well as additional PMIERS requirements or other restrictions that the GSEs may place on the ability of Enact Holdings to pay dividends; an inability to increase the capital needed in the company's businesses in a timely manner and on anticipated terms, including through improved business performance, reinsurance or similar transactions, asset sales, debt issuances, securities offerings or otherwise, in each case as and when required; the company's strategic priorities change or become more costly or difficult to successfully achieve than currently anticipated or the benefits achieved being less than anticipated; an inability to identify and contract with a strategic partner regarding a new long-term care insurance business; an inability to establish a new long-term care insurance business or product offerings due to commercial and/or regulatory challenges; an inability to reduce costs proportionate with Genworth's reduced business activity, including as forecasted and in a timely manner; and adverse tax or accounting charges, including new accounting guidance (that is effective for the company on January 1, 2023) related to long-duration insurance contracts;
- *risks relating to estimates, assumptions and valuations* including: inadequate reserves and the need to increase reserves (including as a result of any changes the company may make in the future to its assumptions, methodologies or otherwise in connection with periodic or other reviews); risks related to the impact of the company's annual review of assumptions and methodologies related to its long-term care insurance claim reserves and margin reviews, including risks that additional information obtained in the future or other changes to assumptions or methodologies materially affect margins; or other changes to assumptions or methodologies materially affect margins; the inability to accurately estimate the impacts of COVID-19; inaccurate models; the need to increase the company's reserves as a result of deviations from its estimates and actuarial assumptions or other reasons; accelerated amortization of deferred acquisition costs (DAC) and present value of future profits (PVFP) (including as a result of any future changes it may make to its assumptions, methodologies or otherwise in connection with periodic or other reviews); adverse impact on the company's financial results as a result of projected profits followed by projected losses (as is currently the case with its long-term care insurance business); changes in valuation of fixed maturity and equity securities; and the benefits Enact Holdings realizes from its future loss mitigation actions or programs may be limited;
- *liquidity, financial strength and credit ratings, and counterparty and credit risks* including: the impact on Genworth Financial's and Genworth Holdings' liquidity caused by the inability to receive dividends or other returns of capital from Enact Holdings, including as a result of COVID-19; limited sources of capital and financing, including under certain conditions the company may seek additional capital on unfavorable terms; future adverse rating agency actions against the company or Enact Holdings, including with respect to rating downgrades or potential downgrades or being put on review for potential downgrade, all of which could have adverse implications, including with respect to key business relationships, product offerings, business results of operations, financial condition and capital needs, strategic plans, collateral obligations and availability and terms of hedging, reinsurance and borrowings; defaults by counterparties to reinsurance arrangements or derivative instruments; and defaults or other events impacting the value of the company's invested assets, including but not limited to, its fixed maturity and equity securities, commercial mortgage loans, policy loans and limited partnership investments;

# Cautionary Note Regarding Forward-Looking Statements

- *risks relating to economic, market and political conditions* including: downturns and volatility in global economies and equity and credit markets, including as a result of inflation and supply chain disruptions, continued labor shortages and other displacements caused by COVID-19; interest rates and changes in rates could adversely affect the company's business and profitability; deterioration in economic conditions or a decline in home prices or home sales that adversely affect Enact Holdings' loss experience and/or business levels; political and economic instability or changes in government policies; and fluctuations in international securities markets;
- *regulatory and legal risks* including: extensive regulation of the company's businesses and changes in applicable laws and regulations (including changes to tax laws and regulations); litigation and regulatory investigations or other actions, including commercial and contractual disputes with counterparties; heightened regulatory restrictions and other insurance, regulatory or corporate law restrictions; the inability to successfully seek in-force rate action increases (including increased premiums and associated benefit reductions) in the company's long-term care insurance business, including as a result of COVID-19; adverse changes in regulatory requirements, including risk-based capital; inability of Enact Holdings to continue to meet the requirements mandated by PMIERS, including as a result of increased delinquencies caused by COVID-19; inability of Enact Holdings' U.S. mortgage insurance subsidiaries to meet minimum statutory capital requirements; the influence of Federal National Mortgage Association (Fannie Mae), Federal Home Loan Mortgage Corporation (Freddie Mac) and a small number of large mortgage lenders in the U.S. mortgage insurance market and adverse changes to the role or structure of Fannie Mae and Freddie Mac; adverse changes in regulations affecting Enact Holdings, including any additional restrictions placed on Enact Holdings by government and government-owned enterprises and the GSEs in connection with additional capital transactions; inability to continue to implement actions to mitigate the impact of statutory reserve requirements; changes in accounting and reporting standards, including new accounting guidance (that is effective for the company on January 1, 2023) related to long-duration insurance contracts;
- *operational risks* including: the inability to retain, attract and motivate qualified employees or senior management; Enact Holdings' reliance on, and loss of, key customers or distribution relationships; competition with government-owned and government-sponsored enterprises may put Enact Holdings at a competitive disadvantage on pricing and other terms and conditions; the design and effectiveness of the company's disclosure controls and procedures and internal control over financial reporting may not prevent all errors, misstatements or misrepresentations; and failure or any compromise of the security of the company's computer systems, disaster recovery systems, business continuity plans and failures to safeguard or breaches of confidential information;
- *insurance and product-related risks* including: Enact Holdings' inability to maintain or increase capital in its mortgage insurance subsidiaries in a timely manner; the company's inability to increase premiums and reduce benefits sufficiently, and in a timely manner, on its in-force long-term care insurance policies, in each case, as currently anticipated and as may be required from time to time in the future (including as a result of a delay or failure to obtain any necessary regulatory approvals, including as a result of COVID-19, or unwillingness or inability of policyholders to pay increased premiums and/or accept reduced benefits), including to offset any negative impact on the company's long-term care insurance margins; availability, affordability and adequacy of reinsurance to protect the company against losses; decreases in the volume of mortgage originations or increases in mortgage insurance cancellations; increases in the use of alternatives to private mortgage insurance and reductions in the level of coverage selected; potential liabilities in connection with Enact Holdings' U.S. contract underwriting services; Enact Holdings' delegated underwriting program may subject its mortgage insurance subsidiaries to unanticipated claims; and medical advances, such as genetic research and diagnostic imaging, and related legislation that impact policyholder behavior in ways adverse to the company; and
- *other general risks* including: the occurrence of natural or man-made disasters, including geopolitical tensions and war, or a public health emergency, including pandemics, could materially adversely affect the company's financial condition and results of operations.

The company undertakes no obligation to publicly update any forward-looking statement, whether as a result of new information, future developments or otherwise. This presentation does not constitute an offering of any securities.