

GENWORTH FINANCIAL

# Keeping Our Promises

3 R D Q U A R T E R 2 0 0 9



Genworth®  
Financial

**1871**

**Life of Virginia®**

Our first insurance policy is sold by Life of Virginia® in 1871.

**1955**

**Fixed Life Insurance**

Our first fixed life insurance policy is sold through the brokerage channel by First Colony®

**1974**

**Long Term Care Insurance**

We sell our first Long Term Care (LTC) insurance policy. Today we represent approximately 1 out of every 3 new individual LTC insurance policies sold in the U.S.

**1980**

**Universal Life Insurance**

We develop and become the first major insurer to sell universal life insurance.

**1988**

**Variable Annuity**

We sell our first variable annuity policy.

**1998**

**GE Life & Annuity**

Life of Virginia® changes its name to GE Life and Annuity Assurance Company.

**2003**

**1 Million Policyholders**

We achieve an industry first when we reach 1 million Long Term Care insurance policyholders.

**2006**

**Genworth Life & Annuity**

GE Life and Annuity Assurance Company changes its name to Genworth Life and Annuity Insurance Company.

**2009**

**Fortune 500**

Genworth Financial, Inc. is listed at #271 on the Fortune 500, Ranked #1044 in Forbes magazine's Global 2000, a listing of the world's biggest companies.

Genworth Financial's U.S. life insurance companies include Genworth Life and Annuity Insurance Company, Genworth Life Insurance Company and Genworth Life Insurance Company of New York.

## A MESSAGE FROM MIKE FRAIZER, CEO



At Genworth, we help millions of people around the world build their assets, protect their loved ones and secure their futures.

Everything we do is about being there for our customers and their families when they need us most. We think about that goal as a promise to perform today and perform in the future. This inspires our 6,000+ employees around the world to go beyond the expected for our customers, every day.

To deliver on our promises, Genworth must do a few things really well:

- We must carefully manage our resources and stay financially strong.
- We must focus on what we do best and what is most important to our customers.
- We must work in close partnership with your advisor or agent to meet your needs.
- And, we must make a difference for our employees, our communities and our industry.

I invite you to read more about how we are delivering on each of these commitments on the following pages — they are important details to know about any insurance company with which you work.

When you put your trust in Genworth, you can be confident that we will do everything we can to help you create financial security for yourself and your loved ones.

For that, you have my promise.

A handwritten signature in black ink, appearing to read "Mike Fraizer". The signature is stylized and fluid, with a large loop at the end.

## MAKING A DIFFERENCE

Genworth is passionate about making a difference for our customers, employees, communities, and industry. In particular, we are committed to educating and promoting awareness of individuals' retirement and insurance needs, to help people build financial security throughout their lives.

As of September 30, 2009, Genworth's U.S. life insurance companies have paid more than \$2.3 billion in insurance benefits to our life, long term care and annuity policyholders for the year. But our commitment goes well beyond paying claims. For example, our education and awareness efforts include educating families about the importance of long term care planning through our Genworth Cost of Care Survey and Let's Talk national campaign, both of which help families understand and plan for their long term care needs with real data, information and resources.

In addition to our education and awareness efforts, we believe it's important to play an active role in our communities. During our June 2009 Month of Service, more than 2,500 associates in 22 locations around the world supported more than 150 volunteer projects. So far in 2009, we have contributed more than 13,000 volunteer hours to charitable groups.

## FOCUSING ON OUR STRENGTHS

### *Genworth's Life Insurance Companies*

Genworth's heritage goes back to 1871 when The Life Insurance Company of Virginia wrote its first policy. For more than 138 years, we have built an extensive family of financially strong, well-respected insurance companies and distribution partnerships across the globe. Genworth Financial, Inc. is a publicly traded company with more than \$100 billion in assets and a presence in more than 25 countries around the world. We are a component of Standard & Poor's 500 Index of Leading U.S. Companies and are ranked in the Fortune 500.

Building on this strong heritage, we're focusing on what we do best and what's most important to our customers. Our deep experience in life insurance, long term care insurance and annuities enables us to better understand and anticipate individuals' financial security needs.

This deep experience is reflected in our industry leading positions:

- #1 in Individual Long Term Care Insurance Sales<sup>1</sup>
- #1 in Individual Long Term Care Insurance Claims Paid<sup>2</sup>
- #1 in Individual Long Term Care Insurance Total Policyholders<sup>1</sup>
- #2 in Term Life Insurance Policies Sold in the Brokerage Channel in 2008<sup>3</sup>
- #2 in Universal Life Insurance Policies Sold in the Brokerage Channel in 2008<sup>3</sup>
- #2 Issuer of Fixed Rate Immediate Annuities in 2008<sup>4</sup>

<sup>1</sup> "Individual LTC Insurance: Annual Review 2008" Issued March 2009, Ranking based on annualized premium and total policies sold in 2008.

<sup>2</sup> NAIC 2007 Long Term Care Insurance Experience Report.

<sup>3</sup> LIMRA Individual Life Insurance Sales in the U.S., 2008.

<sup>4</sup> LIMRA's "2008 Individual Annuity Market Report" Issued March 2009, Ranking based on annualized premium sold in 2008.

## KEEPING OUR PROMISES AND STAYING STRONG

### *What You Should Know...*

*People rely on insurance companies to be there when they need them. To protect their policy and contract holders, insurance companies are required to hold certain levels of reserves aside in order to pay current and future claims.*

In Genworth's long history, our insurance companies have helped millions of policyholders achieve financial security through our life and long term care insurance, and annuity products. Most importantly, we have paid every valid claim submitted by a policyholder or beneficiary.

The promises represented by our insurance policies and contract guarantees are unwavering. Our U.S. life insurance companies have more than \$3.5 billion in cash in excess of what we need to pay our claims and run our businesses, and our policyholders are further protected by regulations that help to ensure we have substantial reserves set aside to back up every policy and contract. Our companies ended the third quarter of 2009 with more than three and a half times the required regulatory action capital level.

We will continue to anticipate and manage risks to protect our customers and our businesses today and tomorrow.

## OUR RATINGS

### *What You Should Know...*

*Four rating agencies, A.M. Best, Fitch, Moody's and Standard & Poor's, provide independent assessments of insurance companies' ability to meet their financial objectives and commitments. This information gives consumers and investors insight into certain aspects of an insurance company's financial strength.*

*For complete information and our current ratings, visit [Genworth.com/investors](http://Genworth.com/investors)*

*\* Best's Review - July 2009*

All of Genworth's financial strength and credit ratings are investment grade. Specifically, our U.S. life insurance companies ratings are in the "Good" to "Excellent" ratings categories. What's more, Genworth Life and Annuity Insurance Company is one of only 14 life insurance companies that have maintained an "A" (Excellent, the 3rd highest out of 16 ratings) or higher rating from A.M. Best for 75 years or more.\*

These ratings represent the opinion of the rating agency and are not a warranty of the issuing insurance company's ability to meet its contractual obligations. These ratings do not apply to the safety or performance of the underlying portfolios of variable products, which will fluctuate and could lose value. Ratings are current as of September 30, 2009.

## OUR DIVERSIFIED INVESTMENT STRATEGY

### *What You Should Know...*

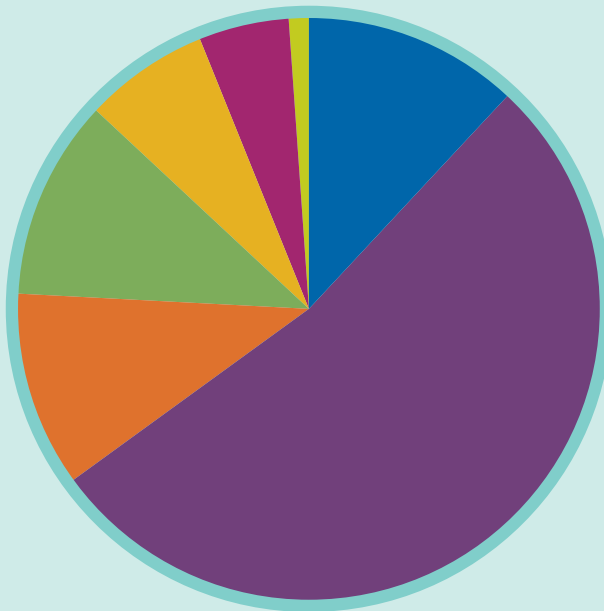
*Simply put, insurance companies invest money in order to ensure they have adequate funds to pay claims and continue to grow. When evaluating a company's investment strategy, you should consider its experience and track record, as well as how its investments are structured.*

One way we help to keep our promises to policyholders is to ensure that our insurance companies maintain high-quality investment portfolios with strong risk management. At Genworth, we actively manage our consolidated investment portfolio and adjust our asset allocation as appropriate. We monitor liquidity and capital on a daily basis, and we act nimbly to respond to changing market conditions. Our investment professionals bring a wealth of knowledge and expertise and they have proven industry experience in managing portfolios through multiple business cycles.

Genworth manages a \$69 billion consolidated cash and investment portfolio as of September 30, 2009, with more than 76 percent invested in high-quality fixed maturity securities and cash and short-term investments. The remainder of our portfolio is diversified over a range of investments, including commercial mortgages, short-term investments, and other types of assets. Less than 1 percent of our portfolio is in equity securities.

## OUR INVESTMENT PORTFOLIO

As of September 30, 2009



*Percentages are subject to change.*

CASH/CASH EQUIVALENTS &  
SHORT-TERM INVESTMENTS:

**12%**

INVESTMENT GRADE  
CORPORATE & MUNICIPAL  
FIXED MATURITIES:

**53%**

COMMERCIAL MORTGAGE  
LOANS:

**11%**

INVESTMENT GRADE  
STRUCTURED SECURITIES:

**11%**

SECURITIES LENDING, POLICY  
LOANS, OTHER:

**7%**

NON INVESTMENT GRADE  
FIXED MATURITIES:

**5%**

LIMITED PARTNERSHIPS &  
EQUITY HOLDINGS:

**1%**

## OUR COMMITMENT

### *Genworth's Life Insurance Companies*

We provide products designed to help our customers meet important financial needs. In these challenging times, we believe these products are needed now more than ever.

Above all else, everything we do is focused on fulfilling our obligations to our policy and contract holders - it's a commitment we take seriously.

*Thank you for your confidence in Genworth.*



*genworth.com*

*Principal Underwriter:  
Capital Brokerage Corporation  
(dba Genworth Financial  
Brokerage Corporation  
in Indiana)  
6620 West Broad Street  
Building 2  
Richmond, VA 23230  
Member FINRA*

*Genworth Life and Annuity  
Insurance Company and  
Genworth Life Insurance  
Company are licensed in all  
states except New York. Only  
Genworth Life Insurance  
Company of New York is  
licensed in New York.*

*Genworth, Genworth Financial  
and the Genworth logo are  
registered service marks of  
Genworth Financial, Inc.*

## **Genworth Life and Annuity Insurance Company**

Richmond, VA

## **Genworth Life Insurance Company**

Richmond, VA

## **Genworth Life Insurance Company of New York**

666 Third Avenue, 9th Floor, New York, NY 10017

### **Insurance and Annuity Products:**

- **Are not** deposits.
- **Are not** guaranteed by any bank or its affiliates.
- **Are not** insured by the FDIC or any other federal government agency.
- **May** decrease in value.