

# Investment Options Available with Foundation Variable Annuity as of 3/31/2012



Issued by Genworth Life and Annuity Insurance Company

Foundation Variable Annuity provides Designated Portfolios and asset allocation models to help meet investment objectives. The performance figures shown represent past performance. The past performance illustrated is no guarantee of future results, and current results may be lower or higher than the figures shown. The return and principal value of a portfolio will fluctuate and may be worth more or less than the original cost. The maximum surrender charge on this product is 6%. Although standardized performance is not defined for periods of less than one year, the performance of portfolios with less than one year of history is calculated using the same standardized methodology and displayed in the standardized performance pages. Please visit [www.genworth.com/retirementincome/portfolioreports/lul0](http://www.genworth.com/retirementincome/portfolioreports/lul0) for the most recent month-ended performance.

Asset Category	Current Designated Portfolios	Portfolio Inception Date	Non-standardized, Not Surrendered Performance (%)							Non-standardized, Surrendered Performance (%)							Standardized Performance (%)					
			YTD 1899	3 Mo	1 Yr	3 Yrs	5 Yrs	10 Yrs	Since Inception	YTD 1899	3 Mo	1 Yr	3 Yrs	5 Yrs	10 Yrs	Since Inception	1 Yr	3 Yrs	5 Yrs	10 Yrs	Since Adoption	Adoption Date
Moderate Allocation	AllianceBernstein VP Balanced Wealth Strategy Portfolio - Class B	07/01/04	8.85	8.85	1.17	14.78	-.58*	NA	2.71*	3.45	3.45	-4.23	13.39	-1.49*	NA	2.71*	-7.57	9.84	NA	NA	-6.25	08/27/07
Moderate Allocation	GE Investments Funds, Inc. Total Return Fund - Class 3 Shares	07/01/85	8.08	8.08	.46	11.65	-.07	2.46	6.50*	2.68	2.68	-4.94	10.19	-.99	2.46	6.50*	-8.23	6.63	-5.18	-2.10*	3.00*	05/02/88
Moderate Allocation	MFS® VIT Total Return Series - Service Class Shares	01/03/95	6.88	6.88	3.68	12.88	.63	2.83*	6.25*	1.48	1.48	-1.72	11.45	-.27	2.83*	6.25*	-5.20	7.90	-4.53	NA	-.98*	06/28/02

## Foundation Variable Annuity

Issued by Genworth Life and Annuity Insurance Company, Richmond, VA

### Principal Underwriter

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

Variable annuities are long-term investments designed for retirement purposes. Variable products are sold by prospectuses which describe investment objectives, risk factors, fees and charges that may apply (e.g., mortality and expense, administrative charges and surrender charges). The product prospectus also covers other features such as the death benefit and annuitization options.

Foundation Variable Annuity is a flexible premium variable deferred annuity, policy forms contract P1154 4/00, optional living benefit rider P5409 5/08 and P5409DB 5/08, and is not available in all states or markets. Features and benefits may vary by state. Ask your registered representative for details.

All guarantees including death benefits, income benefits and guarantee account are based on the claims-paying ability of Genworth Life & Annuity.

Portfolios Variable annuities allow you to invest in portfolios that span the risk/reward spectrum. The value of a portfolio will fluctuate, and upon redemption portfolio shares may be worth more or less than the original cost. Some portfolios are more volatile than others. You should carefully read the applicable risk section in the portfolio prospectus before investing. Portfolios having the greatest volatility may include those investing in only one sector or industry

(e.g. real estate, science and technology), foreign countries, high-yield bonds and small-cap stocks. Foreign investing involves special risks such as currency fluctuation, political risk, differences in accounting standards and limited information. An investment in a money market portfolio is not insured or guaranteed by the FDIC or any other government agency. Although the portfolio seeks to preserve the net asset value (used to calculate portfolio share value) of your investment at \$1.00 per share, it is possible to lose money by investing in the portfolio. Investment portfolios are not available to the general public and are only available in variable annuity products. No assurance or representation is made that the investment results of any of the product's portfolios will be comparable to the investment results of another similar portfolio available to the general public. This is true even if the other portfolio has the same investment advisor or portfolio manager and/or has a similar name.

**Withdrawals/Surrenders** You may withdraw/surrender all or a portion of the contract value. We will not permit a withdrawal that is less than \$100 or that reduces contract value to less than \$1,000. If your withdrawal request would reduce contract value to less than \$1,000, we will surrender your contract in full. Surrender charges and taxes may apply.

**Fees and Expenses: Annual Contract Charge** We deduct a charge of \$30 (assumed to be equivalent to 0.10% annually) from your contract value for certain administrative expenses incurred in connection with the contract. We will deduct the charge on each contract anniversary or if you fully surrender your contract. We will waive this charge if your contract value is at least \$40,000 on the contract anniversary date.

**Investment Strategy for Optional Riders** If you select the Lifetime Income Plus Solution optional payment rider that uses the required

investment strategy, your money must be allocated according to the investment strategy.

**Asset Charge** Genworth Life & Annuity deducts from the underlying subaccounts an amount, computed daily, equal to an annual rate of 1.45% of the contract value in a Separate Account. We assess this charge when we compute the net investment factor. The asset charge reduces the value of Accumulation Units and Annuity Units. The charge consists of an administrative expense charge at an effective annual rate of 0.15% and a mortality and expense risk charge at an effective annual rate of 1.30%. For the Lifetime Income Plus Solution rider, we deduct from your contract value an amount, computed quarterly, equal to an annual rate of 0.95% of the Benefit Base. Lifetime Income Plus Solution may be purchased with the optional Principal Protection Death Benefit. For this benefit we deduct from your account value an amount, computed quarterly, equal to an annual rate of 0.20% for the Principal Protection Death Benefit if the annuitant (or older of joint annuitants) is age 70 or less at issue and 0.50% if the annuitant (or older of joint annuitants) is age 71 or greater at issue.

**Portfolio Management Fees and Expenses** The performance shown reflects the management fees and expenses associated with the individual portfolios you select at the time the contract is put in force.

**Surrender Charge** Performance results labeled "Surrendered Performance" reflect the deduction of a surrender charge. They also reflect the application of a free withdrawal privilege equal to 10% of purchase payments plus any gains. The surrender charge is a percentage of the purchase payments to date and varies by the number of years since any given purchase payment was made, as shown in the following table:

Surrender Charge Table	
Completed Contract Years	Surrender Charge (%)
0	6
1	6
2	6
3	6
4	5
5	4
6 or more	0

**About Past Performance** These returns are based on the performance of Genworth Life & Annuity VA Separate Account 1 (VA Separate Account 1) investment options. Any performance that precedes the adoption date was derived by reducing the portfolio's actual performance during the period by the fees and charges that would have been imposed had the portfolio been in the policy during the period. Performance results are calculated as if all the capital gains and dividends were reinvested. Performance results assume an initial investment of \$1,000 at the beginning of the periods shown with no withdrawals/surrenders taken or additional investments during the period. Returns for periods of less than one year are not annualized. The items listed in "Portfolio Management Fees and Expenses" were deducted from the portfolio's performance. State premium taxes are not reflected. Performance results labeled "Surrendered Performance" assume that the contract was surrendered at the end of the period shown and reflect the deduction of a surrender charge. The surrender charge varies by the completed contract years since any purchase payment as described in "Surrender Charge". Performance results labeled "Not Surrendered Performance" are calculated at the end of the period

shown but do not deduct surrender charges. VA Separate Account 1 average annual compounded total return figures are calculated at the end of the periods shown.

**Standardized Performance** Maximum charges for the base contract and optional riders are reflected. Performance is calculated from the Adoption Date.

**Non-Standardized Performance** Charges for optional riders are not reflected. Performance is calculated from the underlying portfolio's Inception Date. This date may be different from the date the portfolio first became available in the contract. Performance that predates the adoption of this portfolio into the contract is therefore hypothetical in nature (noted \* in the tables). Returns are calculated as if the portfolio had been in the contract for the period shown. Performance numbers are based on values provided by the portfolio management companies and are believed to be accurate; however, Genworth Life & Annuity cannot independently verify them.

**Adoption Date** is the date the underlying portfolio became available in VA Separate Account 1.

**Portfolio Inception Date** is the date the Securities and Exchange Commission (SEC) declared the underlying portfolios effective. Portfolio inception returns are calculated from the portfolio Inception Date and not the Adoption Date.

**Designated Portfolios** The Designated Portfolios consist of 3 portfolios that use an asset allocation process to split assets across domestic equity, international equity, fixed income and cash asset classes. Please refer to the portfolios' prospectuses for the range of asset classes.

**Efficient Edge Asset Allocation Program** To assist you in tailoring a diversified asset allocation plan, Genworth Life & Annuity has partnered with Genworth Financial Wealth Management to offer

the Efficient Edge Asset Allocation program. This program provides a choice of five predetermined asset allocation Models (A-E) that are diversified among asset classes and investment portfolios. Each Model is comprised of a range of underlying portfolios to help you balance your desire to maximize return (performance) within your risk tolerance (volatility). Investing in one of the carefully designed Efficient Edge Allocation Models may help you more effectively diversify across a broad range of investments. Inclusion in an asset allocation model does not indicate that a portfolio is superior to any portfolio not included in a model. Investing in a model does not assure or guarantee performance and cannot eliminate the risk of investment loss.

The portfolios comprising the models and their percentages are as of 03/31/2012 and are subject to change.

\*These performance values predate the availability of the portfolio in the contract and are therefore hypothetical in nature. These returns are calculated as if the portfolio had been in the contract for the period shown.

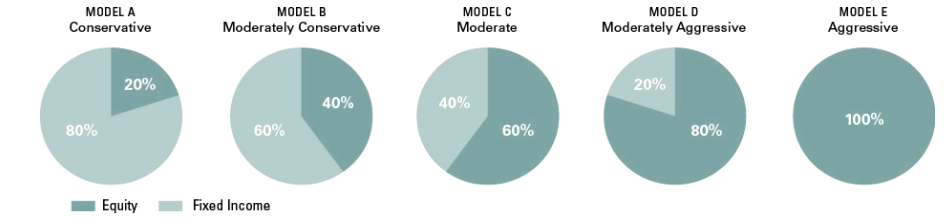
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# EFFICIENT EDGE ASSET ALLOCATION MODELS AS OF 3/31/2012

Actual model performance shows the performance of a contract purchased 05/01/06 that invested 100% into the stated model. It includes the impact of any model updates and rebalancing. It is assumed for each of the time periods that the contract value was allocated according to the Efficient Edge Asset Allocation Model in effect at that time. Model updates, including the addition and deletion of investment options, were considered. The standardized performance of the individual subaccounts that currently make up the model is shown below.

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.

	Historical Model with Actual Model Allocation	GFMW Model Inception Date	Non-standardized, Not Surrendered Performance (%)							Non-standardized, Surrendered Performance (%)						
			YTD 2012	3 Mo	1 Yr	3 Yrs	5 Yrs	10 Yrs	Since Inception	YTD 2012	3 Mo	1 Yr	3 Yrs	5 Yrs	10 Yrs	Since Inception
Conservative	GFWM Asset Allocation Model A (actual model performance)	05/01/06	3.16	3.16	3.82	10.02	3.57	NA	4.15	-2.24	-2.24	-1.58	8.51	2.78	NA	3.64
Moderately Conservative	GFWM Asset Allocation Model B (actual model performance)	05/01/06	5.41	5.41	3.82	13.03	2.89	NA	3.75	.01	.01	-1.58	11.61	2.07	NA	3.24
Moderate	GFWM Asset Allocation Model C (actual model performance)	05/01/06	7.71	7.71	3.47	15.84	2.01	NA	3.13	2.31	2.31	-1.93	14.48	1.16	NA	2.60
Moderately Aggressive	GFWM Asset Allocation Model D (actual model performance)	05/01/06	10.05	10.05	2.91	18.50	.95	NA	2.30	4.65	4.65	-2.49	17.20	.06	NA	1.75
Aggressive	GFWM Asset Allocation Model E (actual model performance)	05/01/06	12.26	12.26	2.21	20.99	-26	NA	1.26	6.86	6.86	-3.19	19.74	-1.18	NA	.68



Asset Category	Current Portfolios in the Models	Portfolio Inception Date	Non-standardized, Not Surrendered Performance (%)							Non-standardized, Surrendered Performance (%)							Standardized Performance (%)					Model Allocations					
			YTD 2012	3 Mo	1 Yr	3 Yrs	5 Yrs	10 Yrs	Since Inception	YTD 2012	3 Mo	1 Yr	3 Yrs	5 Yrs	10 Yrs	Since Inception	1 Yr	3 Yrs	5 Yrs	10 Yrs	Since Adoption	Adoption Date	% in Model A	% in Model B	% in Model C	% in Model D	% in Model E
<b>EQUITY</b>																											
Foreign Large Cap Growth	American Century VP International Fund - Class I Shares	05/02/94	11.96	11.96	-5.86	17.40	-2.60	3.23*	3.88*	6.56	6.56	-10.91	16.08	-3.48	3.23*	3.88*	-14.15	12.52	-8.04	NA	-.82*	06/28/02	1%	3%	4%	5%	8%
Large Cap Growth	Fidelity® VIP Contrafund® Portfolio - Service Class 2	01/03/95	13.39	13.39	2.73	22.33	1.45	5.46	8.77*	7.99	7.99	-2.67	21.11	.59	5.46	8.77*	-6.23	17.46	-3.88	1.42	4.64*	01/04/95	1%	2%	4%	4%	5%
Large Cap Value	Fidelity® VIP Equity-Income Portfolio -Service Class 2	10/09/86	9.69	9.69	2.63	22.12	-2.58	1.83	6.74*	4.29	4.29	-2.77	20.90	-3.46	1.83	6.74*	-6.27	17.26	-8.49	-3.20	3.22*	05/02/88	1%	2%	3%	4%	5%
Foreign Large Cap Value	Franklin Templeton Foreign Securities Fund - Class 2 Shares	05/01/92	10.00	10.00	-7.50	16.02	-1.87	3.75*	5.74*	4.60	4.60	-12.45	14.66	-2.76	3.75*	5.74*	-15.65	11.11	-7.16	NA	-.11*	06/28/02	2%	4%	7%	8%	10%
Large Cap Value	Franklin Templeton Mutual Shares Securities Fund - Class 2 Shares	11/08/96	8.41	8.41	1.16	16.93	-2.48	2.94*	4.94*	3.01	3.01	-4.24	15.60	-3.36	2.94*	4.94*	-7.62	12.02	-8.15	NA	-.67*	06/28/02	1%	2%	3%	4%	5%
Global REITs	Invesco V.I. Global Real Estate Fund - Series II Shares	03/31/98	12.03	12.03	1.38	24.68	-6.03	8.04*	6.26*	6.63	6.63	-4.02	23.51	-6.85	8.04*	6.26*	-7.42	19.95	-12.55	NA	-1.92	04/29/05	1%	1%	1%	3%	3%
Large Cap Core	JPMorgan Insurance Trust Equity Index Portfolio - Class 1	05/01/98	12.02	12.02	6.45	21.01	.11	2.11*	1.51*	6.62	6.62	1.05	19.77	-.81	2.11*	1.51*	-2.58	16.12	-5.47	NA	-3.73	05/01/06	3%	6%	9%	13%	16%
Large Cap Growth	JPMorgan Insurance Trust Intrepid Growth Portfolio - Class 1	08/01/94	14.37	14.37	7.53	23.08	2.16	1.70*	4.53*	8.97	8.97	2.13	21.88	1.32	1.70*	4.53*	-1.53	18.19	-3.28	NA	-2.52	05/01/06	2%	3%	4%	5%	6%
Mid Cap Core	JPMorgan Insurance Trust Intrepid Mid Cap Portfolio - Class 1	03/30/95	12.26	12.26	-.76	23.55	-.08	4.14*	7.29*	6.86	6.86	-6.12	22.36	-.99	4.14*	7.29*	-9.48	18.65	-5.76	NA	-4.16	05/01/06	1%	2%	3%	4%	5%
Mid Cap Growth	JPMorgan Insurance Trust Mid Cap Growth Portfolio - Class 1	08/01/94	17.73	17.73	1.26	24.33	3.30	4.49*	8.18*	12.33	12.33	-4.14	23.16	2.50	4.49*	8.18*	-7.67	19.42	-2.00	NA	-1.80	05/01/06	1%	2%	3%	4%	5%
Large Cap Core	JPMorgan Insurance Trust U.S. Equity Portfolio - Class 1	03/30/95	13.40	13.40	5.18	20.88	2.16	2.48*	4.58*	8.00	8.00	-.22	19.64	1.32	2.48*	4.58*	-3.87	15.98	-3.09	NA	-1.28	05/01/06	3%	6%	9%	13%	16%
Small Cap Core	Oppenheimer Main Street Small- & Mid-Cap Fund®/VA - Service Shares	05/01/98	13.69	13.69	2.62	27.79	.39	5.62*	4.75*	8.29	8.29	-2.78	26.68	-.51	5.62*	4.75*	-6.37	22.99	-5.35	NA	1.76*	06/28/02	1%	4%	6%	8%	10%
<b>FIXED INCOME</b>																											
TIPS	American Century VP Inflation Protection Fund - Class II Shares	12/31/02	.74	.74	9.56	6.22	5.07	NA	3.77*	-4.66	-4.66	4.16	4.60	4.32	NA	3.77*	.78	1.01	.56	NA	-.27	04/29/05	10%	8%	5%	3%	0%
Bank Loans	Eaton Vance VT Floating-Rate Income Fund	05/02/01	2.53	2.53	1.63	12.52	2.29	2.06*	1.87*	-2.87	-2.87	-3.77	11.08	1.45	2.06*	1.87*	-7.03	7.59	-2.64	NA	-2.80*	06/28/02	4%	4%	3%	2%	0%
Medium Duration	JPMorgan Insurance Trust Core Bond Portfolio - Class 1	05/01/97	.56	.56	6.14	6.53	4.97	4.24*	4.73*	-4.84	-4.84	.74	4.91	4.22	4.24*	4.73*	-2.60	1.42	.46	NA	.87	05/01/06	38%	28%	18%	8%	0%
Domestic High Yield	PIMCO VIT High Yield Portfolio - Administrative Class Shares	04/30/98	4.52	4.52	3.36	19.07	4.52	5.89	4.24*	-.88	-.88	-2.04	17.79	3.76	5.89	4.24*	-5.48	14.28	-.37	1.99	.51	06/30/00	3%	3%	2%	2%	0%
Short Duration	PIMCO VIT Low Duration Portfolio - Administrative Class Shares	02/16/99	1.15	1.15	.21	5.77	3.64	2.64*	3.05*	-4.25	-4.25	-5.19	4.13	2.84	2.64*	3.05*	-8.31	.65	-.90	NA	-.90	04/29/05	25%	17%	12%	5%	0%