



# **Genworth MI Canada Inc.**

**Peter Vukanovich**

President and Chief Operating Officer

Scotia Capital

Canadian Housing Conference:  
Building and Financing the Future

May 13, 2010

# Agenda

- **Company Overview**
- **Risk Management**
- **Financial Overview**
- **Outlook**

# Forward-Looking Statements

This presentation includes certain forward-looking statements. These forward-looking statements include, but are not limited to, statements with respect to the Company's future operating and financial results, expectations regarding premiums written, capital expenditure plans, dividend policy and the ability to execute on its future operating, investing and financial strategies, and other statements that are not historical facts. These forward-looking statements may be identified by their use of words such as "may", "would", "could", "will", "expects", "anticipates", "contemplates", "intends", "plans", "believes", "seeks", "estimates", or words of similar meaning. These statements are based on the Company's current assumptions, including assumptions regarding economic, global, political, business, competitive, market and regulatory matters. These forward-looking statements are inherently subject to significant risks, uncertainties and changes in circumstances, many of which are beyond the control of the Company. The Company's actual results may differ materially from those expressed or implied by such forward-looking statements, including as a result of changes in the facts underlying the Company's assumptions, and the other risks described in the Company's annual information form dated March 22, 2010. Other than as required by applicable laws, the Company undertakes no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future developments or otherwise.

# Non-GAAP Measures

To supplement its financial statements, the Company uses select non-GAAP financial measures. Non-GAAP measures used by the Company to analyze performance include underwriting ratios such as loss ratio, expense ratio and combined ratio, as well as other performance measures such as operating income and return on operating income. The Company believes that these non-GAAP financial measures provide meaningful supplemental information regarding its performance and may be useful to investors because they allow for greater transparency with respect to key metrics used by management in its financial and operational decision making. Non-GAAP measures do not have standardized meanings and are unlikely to be comparable to any similar measures presented by other companies. These measures are defined in the Company's glossary, which is posted on the Company's website at <http://investor.genworthmicanada.ca>. To access the glossary, click on the "Glossary of Terms" link under "Investor Resources" subsection on the left navigation bar.

# The Homeownership Company

- **Help Canadians Purchase a Home with <20% Down**
- **Work With Lenders, Mortgage Brokers, Builders**
- **Help Borrowers During Difficult Financial Times**
- **Helped Over 1 million Canadians Since 1995**
- **265 Employees Across Canada**

**Leading Private Mortgage Insurer in Canada**

# Understanding Mortgage Insurance

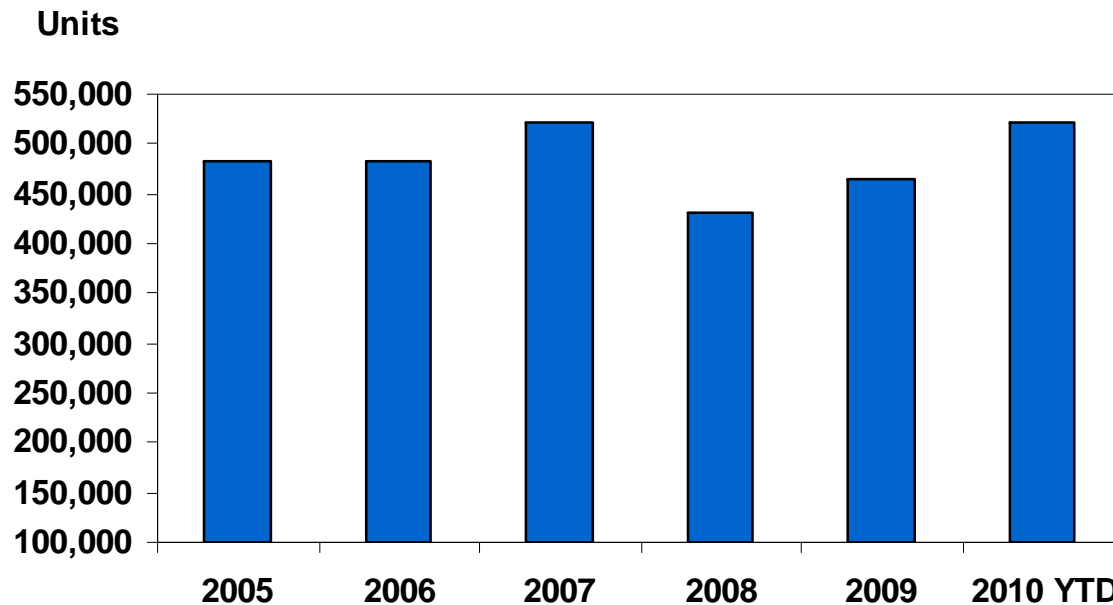
- **Required For  $\geq$  80% Loan To Value**
- **Single Upfront Premium**
- **Protects Lenders Against Borrower Default**
- **Lenders Benefit From Capital Relief, Risk Transfer, and Funding Flexibility**
- **Government Supports Private MI Competition**

**Facilitates Safety and Soundness of Financial System**

# Housing Market Is Strong

- Major Part Of the Economy
- 2/3 Of Canadians Own A Home
- Approximately 40% Of Mortgages Are Insured

MLS Home Sales in Canada



Source: Canadian Real Estate Association (CREA) and Scotia Capital Research where 2010 YTD is expressed as an adjusted annual rate

# Borrower Profile



Criteria	Genworth	Market Stats
Property Price	\$273,000	\$342,000
Household Income	\$85,000	\$74,000

Note: Genworth Averages based on 2009 and YTD 2010 data, Market Stats from Manifold Data Mining Inc.

## Target Market - First Time Homebuyers With Strong Credit Profile



# Competitive Strengths – Customer Centricity

**Solid Lender  
Relationships**

**Best In Class Service  
& Technology**

**Risk  
Management**

**Collaborative  
Culture**

**Financial Strength**



# Key Trends

## Strong Housing Market

- **Stabilizing Unemployment**
- **Low Mortgage Interest Rates**
- **Normalizing Home Prices**
- **Rising Consumer Confidence**
- **New Mortgage Rules Positive**

**Housing Fundamentals Are Positive for Mortgage Insurance**

# Risk Management – Our Foundation

## Enterprise Risk Management

**Portfolio Analytics**

**Quality Assurance**

**Underwriting Guidelines**

**Loss Mitigation**

**Loan-by-Loan Underwriting**

**Investment Policy &  
Regulatory Compliance**

# Fundamentals of Underwriting

## Credit Profile

- Credit Score
- Credit Age
- Payment History

## Debt Service

- Income Level
- Interest Rate
- Amortization

## Property

- Property Location
- Property Value
- Sales History

## Product

- Loan to Value
- Self Employed
- Salaried

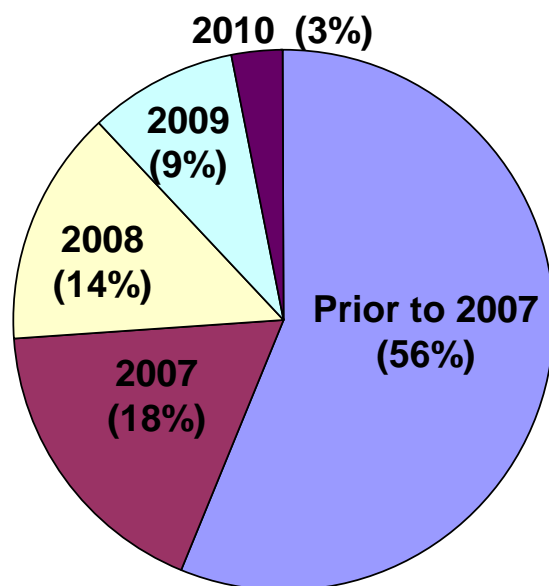


Sound Risk  
Judgment

# Well Diversified Portfolio

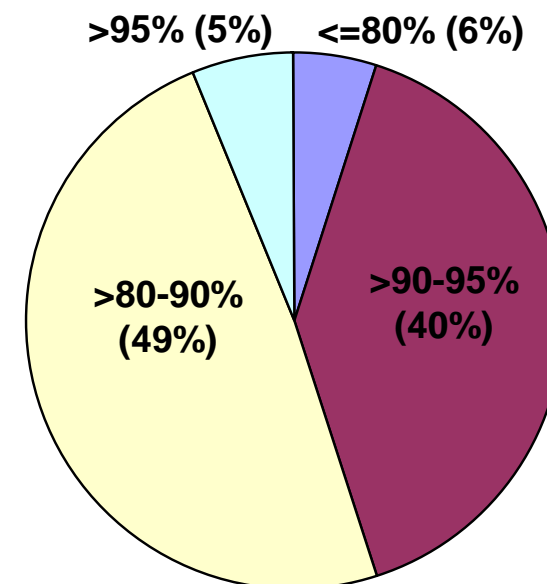
## High LTV Insurance In-Force Segmentation

Book Year



**~56% Of Business Written Prior To 2007**

Original Loan to Value



**> 89% Between 80% - 95% LTV**

**Total High LTV Insurance In-Force: \$181 Billion**

As of March 31, 2010

# Mortgage Portfolio Performance

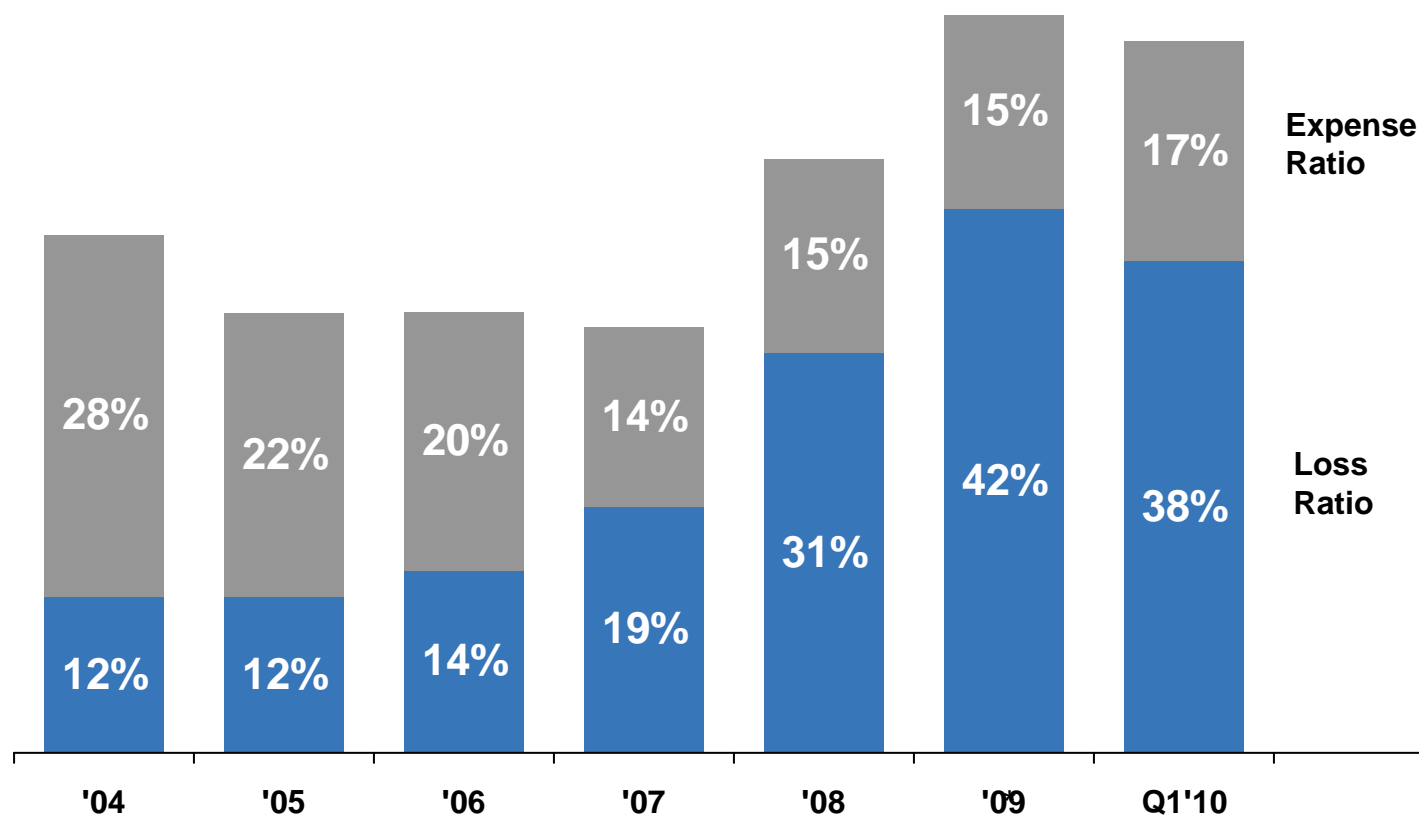
**\$229B**  
Insurance in Force  
03/31/10

		Delinquency Rate		
		30-Sept-09	31-Dec-09	31-Mar-10
Ontario	47%	0.25%	0.23%	0.23%
BC	16%	0.23%	0.25%	0.25%
Alberta	15%	0.50%	0.54%	0.55%
Quebec	14%	0.29%	0.29%	0.30%
Other	8%	0.19%	0.19%	0.17%
<b>Total Delinquency</b>		<b>0.28%</b>	<b>0.28%</b>	<b>0.28%</b>

**Delinquencies Stabilizing**

# Combined Ratio

Loss Ratios Are Improving...



**1 Point Loss Ratio Improvement ~ \$4 MM After Tax Impact**

# Strong Financials

## Solid Operating Results

	<u>Q1 10</u>	<u>2009</u>
Net Premiums Earned	\$156 MM	\$610 MM
Net Operating Income	\$81 MM	\$307 MM
Operating EPS (Diluted)	\$0.69	\$2.67
ROE	13%	13%

## Strong Balance Sheet

**\$5.1 Billion In Assets**

**\$2.7 Billion In Shareholders' Equity**

**\$1.9 Billion in Unearned Premiums Represents Future Revenues**



# Leading Private Canadian MI Platform

- ✓ **Highly Attractive Mortgage Market**
- ✓ **Long Standing Relationships with the Largest Lenders**
- ✓ **Diversified by Lender, Geography and Year**
- ✓ **Proactive Risk Management Platform is a Strength**
- ✓ **Strong Balance Sheet Provides Flexibility**



**Well-Positioned To Deliver Strong Returns**



**Genworth MI Canada Inc.**

Questions?