## Genworth MI Canada Inc.

## Fourth Quarter 2012

**February 6, 2013** 

## Forward-looking and non-IFRS 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 20, 2012, its Short Form Base Shelf Prospectus dated May 7, 2010, the Prospectus Supplements thereto and all documents incorporated by reference in such documents. 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.

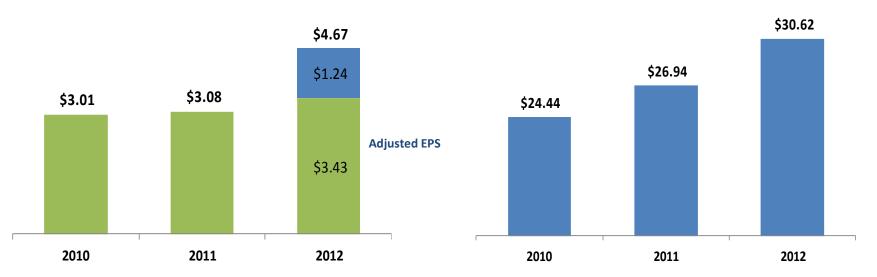
To supplement its financial statements, the Company uses select non-IFRSs financial measures. Non-IFRSs measures used by the Company to analyze performance include underwriting ratios such as loss ratio, expense ratio and combined ratio, as well as other performance measures such as net operating income and return on net operating income. The Company believes that these non-IFRSs 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-IFRSs 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 <a href="http://investor.genworthmicanada.ca">http://investor.genworthmicanada.ca</a>. A reconciliation from non-IFRSs financial measures to the most readily comparable measures calculated in accordance with IFRSs can be found in the Company's most recent financial statements, which are posted on the Company's website and are also available at <a href="https://www.sedar.com">www.sedar.com</a>.

## Solid Q4 2012 and full year results

|   | Q4 2012   | Full Year 2012 |
|---|-----------|----------------|
| Net operating income                            | \$ 226 MM | \$ 462 MM      |
| Adjusted net operating income                   | \$89      | \$339          |
| Adjusted Operating Return on equity             | 13%       | 13%            |
| Adjusted Operating earnings per share (diluted) | \$0.90    | \$3.43         |

#### **Operating Earnings Per Share (Diluted)**

#### **Book Value Per Share (Diluted, including AOCI)**



## Performance aligned with priorities

|          | Priorities                  | Full Year 2012   |
|----------|-----------------------------|--|
| <b>✓</b> | Premiums                    | Net premiums written of \$550 MM   |
| ✓        | Prudent risk management     | Loss ratio of 33%  |
| ✓        | Investment portfolio return | Book yield of 3.7%   |
| <b>✓</b> | Capital strength            | ~170% MCT ratio at December 31, 2012<br>~211% MCT ratio at January 1, 2013 |
| <b>✓</b> | Dividends to shareholders   | \$1.19 paid to shareholders in 2012  |

## Improving delinquency rate

|         | Mortgage insurance portfolio delinquency rate |                 |                | Insurance<br>in-force |
|---------|---|-----------------|----------------|-----------------------|
|         | Dec 31<br>2012                                | Sept 30<br>2012 | Dec 31<br>2011 | Dec 31<br>2012        |
| Ontario | 0.09%   | 0.09%           | 0.12%          | 46%                   |
| ВС      | 0.18%   | 0.18%           | 0.28%          | 16%                   |
| Alberta | 0.22%   | 0.24%           | 0.40%          | 16%                   |
| Quebec  | 0.19%   | 0.20%           | 0.22%          | 14%                   |
| Other   | 0.14%   | 0.15%           | 0.17%          | 8%                    |
| Canada  | 0.14%   | 0.15%           | 0.20%          | 100%                  |

### Legislative developments

#### Regulatory oversight

- Entire MI industry now subject to OSFI oversight
- Additional product changes
- CMHC limit capped at \$600 billion
- CMHC reports to Ministry of Finance

#### **PRHMIA**

- Guarantee funds now available to pay claims
- Guarantee granted through legislation
- Aggregate limit for all private MI's increased to \$300 billion

### Supports important role of the private insurer

### Canadian market outlook

#### **Macroeconomic environment**

- GDP outlook remains positive
- Moderate income and employment growth

### **Housing market**

- Modest decline in sales activity in 2013
- Balanced market expected to keep prices relatively flat
- Low rate environment continues to support housing
- Borrower quality remains high

## Summary of key adjusted financial metrics

|                         | Fourth Quarter |          | Full Year 2012 |          |
|-------------------------|----------------|----------|----------------|----------|
| \$ MM except EPS        | Reported       | Adjusted | Reported       | Adjusted |
| Underwriting income     | 73             | 73       | 291            | 291      |
| Net investment income   | 233            | 47       | 367            | 201      |
| Net income              | 226            | 89       | 470            | 348      |
| Net operating income    | 226            | 89       | 462            | 339      |
| Operating EPS (diluted) | \$2.28         | \$0.90   | \$4.67         | \$3.43   |
| Operating ROE           | 33%            | 13%      | 17%            | 13%      |

### Impact of the reversal of exit fees - \$186 million (\$137 million after taxes)

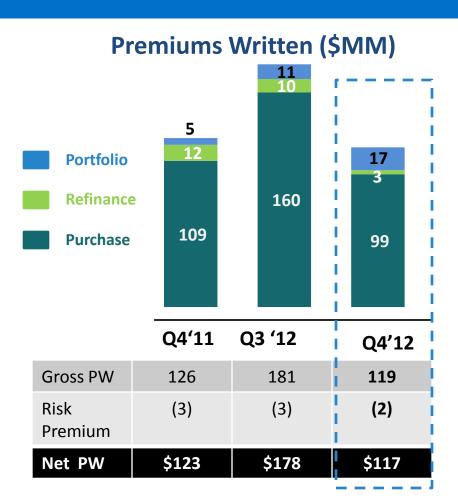
- \$166 million accrued in 2011 and prior years (\$122 million after taxes)
- \$20 million accrued for 2012 (\$15 million after taxes)

## Strong book value growth

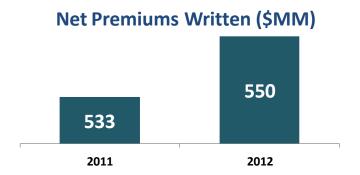
| \$ MM (except EPS)  | Q4 2012  | Q3 2012  | Q4 2011  |
|---|----------|----------|----------|
| Net premiums written                                      | \$ 117   | \$ 178   | \$ 123   |
| Premiums earned   | 147      | 147      | 156      |
| Losses on claims  | (46)     | (44)     | (62)     |
| Underwriting income                                       | 73       | 77       | 68       |
| Adjusted net investment income (excluding gains / losses) | 46       | 39       | 42       |
| Adjusted net operating income                             | \$89     | \$ 81    | \$ 79    |
| Adjusted operating EPS (diluted)                          | \$ 0.90  | \$ 0.82  | \$ 0.80  |
| Book value per share (diluted and including AOCI)         | \$ 30.62 | \$ 28.72 | \$ 26.94 |

### **Consistent track record of performance**

## Solid premiums despite smaller market



- Q4 premiums reflect seasonality, product changes and slowing housing market
- 2012 FY premiums written increased by \$17 million



 \$1.8 billion in unearned premiums still to be recognized

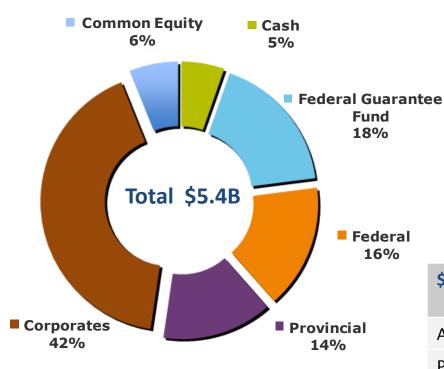
### Solid underwriting performance

### **Underwriting Profit (\$MM)**



- Q4 loss ratio improved Y-o-Y by 8 points reflecting fewer Alberta delinquencies and stable housing markets
- 2012 FY loss ratio improved by 4 points to 33%
- Continued success with loss mitigation programs

## Balanced portfolio focused on high quality



- Balanced portfolio
  - 47% federal/provincial bonds
  - 42% corporate bonds
  - 96% of bonds 'A' or higher
- \$311 MM positive mark-to-market

| \$ Billion                 | General<br>Portfolio | Guarantee<br>Fund | Combined Portfolio |
|----------------------------|----------------------|-------------------|--------------------|
| Assets (MV)                | \$4.4                | \$1.0             | \$5.4              |
| Pre-tax yield <sup>1</sup> | 3.9%                 | 2.8%              | 3.7%               |
| Duration                   | 3.7 yrs              | 4.2 yrs           | 3.8 yrs            |

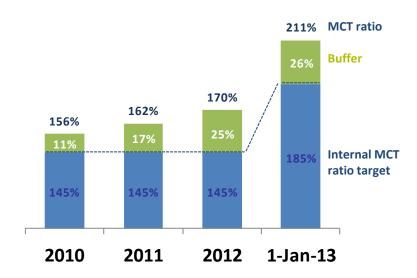
<sup>&</sup>lt;sup>1</sup>Pre-tax equivalent book yield after dividend gross-up of general portfolio (as at December 31, 2012)

## Strong capital position with flexibility

### **Minimum Capital Test**

| \$MM                 | Dec. 31,<br>2012 | Adjustments     | Jan. 1,<br>2013 |
|----------------------|------------------|-----------------|-----------------|
| Capital<br>Available | 2,333            | 696 ¹           | 3,029           |
| Capital<br>Required  | 1,375            | 61 <sup>2</sup> | 1,436           |
| MCT Ratio            | 170%             | 41%             | 211%            |

### **Minimum Capital Test Ratio**



### **Adjustments:**

- <sup>1</sup> Guarantee fund net of taxes
- <sup>2</sup> Incremental capital required for interest rate risk

### New guarantee fund framework is capital neutral

## Consistent performance

Disciplined execution

Proven business model

Solid financial foundation

**Ongoing profitability and attractive returns** 

# Question and Answer

For further info:

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