

# Genworth MI Canada Inc.

## **Management's Discussion and Analysis**

**For the quarter ended June 30, 2017**

## Interpretation

The current and prior-period comparative results for Genworth MI Canada Inc. ("**Genworth Canada**" or the "**Company**") reflect the consolidation of the Company and its subsidiaries, including Genworth Financial Mortgage Insurance Company Canada (the "**Insurance Subsidiary**"). The Insurance Subsidiary is engaged in the provision of mortgage insurance in Canada and is regulated by the Office of the Superintendent of Financial Institutions ("**OSFI**") as well as financial services regulators in each province.

The following Management's Discussion and Analysis ("**MD&A**") of the financial condition and results of operations as approved by the Company's board of directors (the "**Board**") on July 31, 2017 is prepared for the three and six months ended June 30, 2017. The unaudited condensed consolidated interim financial statements of the Company were prepared in accordance with International Financial Reporting Standards ("**IFRS**"). This MD&A should be read in conjunction with the Company's financial statements.

Unless the context otherwise requires, all references in this MD&A to "Genworth Canada" or the "Company" refer to Genworth MI Canada Inc. and its subsidiaries.

Unless the context otherwise requires, all financial information is presented on an IFRS basis.

## Caution regarding forward- looking information and statements

Certain statements made in this MD&A contain forward-looking information within the meaning of applicable securities laws ("**forward-looking statements**"). When used in this MD&A, the words "may", "would", "could", "will", "intend", "plan", "anticipate", "believe", "seek", "propose", "estimate", "expect", and similar expressions, as they relate to the Company are intended to identify forward-looking statements. Specific forward-looking statements in this document include, but are not limited to, statements with respect to the Company's expectations regarding the effect of the Canadian government guarantee legislative framework; the introduction by the British Columbia government of a land transfer tax for foreign buyers, the impact of guideline changes by OSFI and legislation introduced in connection with the Protection of Residential Mortgage or Hypothecary Insurance Act ("**PRMHIA**"); the effect of changes to the mortgage insurance rules, including government guarantee mortgage eligibility rules; and the Company's beliefs as to housing demand and home price appreciation, unemployment rates; the Company's future operating and financial results; sales expectations regarding premiums written; capital expenditure plans, dividend policy and the ability to execute on its future operating, investing and financial strategies.

The forward-looking statements contained herein are based on certain factors and assumptions, certain of which appear proximate to the applicable forward-looking statements contained herein. Inherent in the forward-looking statements are known and unknown risks, uncertainties and other factors beyond the Company's ability to control or predict, that may cause the actual results, performance or achievements of the Company, or developments in the Company's business or in its industry, to differ materially from the anticipated results, performance, achievements or developments expressed or implied by such forward-looking statements. Actual results or developments may differ materially from those contemplated by the forward-looking statements.

The Company's actual results and performance could differ materially from those anticipated in these forward-looking statements as a result of both known and unknown risks, including: the continued availability of the Canadian government's guarantee of private mortgage insurance on terms satisfactory to the Company; the Company's expectations regarding its revenues, expenses and operations; the Company's plans to implement its strategy and operate its business; the Company's expectations regarding the compensation of directors and officers; the Company's anticipated cash needs and its estimates regarding its capital expenditures, capital requirements, reserves and its needs for additional financing; the Company's plans for and timing of expansion of service and products; the Company's ability to accurately assess and manage risks associated with the policies that are written; the Company's ability to accurately manage market, interest and credit risks; the Company's ability to maintain ratings, which may be affected by the ratings of its majority shareholder, Genworth Financial, Inc.; interest rate fluctuations; a decrease in the volume of high loan-to-value mortgage originations; the cyclical nature of the mortgage insurance industry; changes in government regulations and laws mandating mortgage insurance; the acceptance by the Company's lenders of new technologies and products; the Company's ability to attract lenders and develop and maintain lender relationships; the Company's competitive position and its expectations regarding competition from other providers of mortgage insurance in Canada; anticipated trends and challenges in the Company's business and the markets in which it operates; changes in the global or Canadian economies; a decline in the Company's regulatory capital or an increase in its regulatory capital requirements; loss of members of the Company's senior management team; potential legal, tax

and regulatory investigations and actions; the failure of the Company's computer systems; potential conflicts of interest between the Company and its majority shareholder, Genworth Financial, Inc; and Genworth Financial Inc. entering into a definitive agreement with China Oceanwide (as defined on page 16) under which China Oceanwide has agreed to acquire all of the outstanding shares of Genworth Financial Inc. through a merger. Risks associated with the Company being majority held by Genworth Financial Inc. will apply to China Oceanwide.

This is not an exhaustive list of the factors that may affect any of the Company's forward-looking statements. Some of these and other factors are discussed in more detail in the Company's Annual Information Form (the "AIF") dated March 15, 2017. Investors and others should carefully consider these and other factors and not place undue reliance on the forward-looking statements. Further information regarding these and other risk factors is included in the Company's public filings with provincial and territorial securities regulatory authorities (including the Company's AIF) and can be found on the System for Electronic Document Analysis and Retrieval ("SEDAR") website at [www.sedar.com](http://www.sedar.com). The forward-looking statements contained in this MD&A represent the Company's views only as of the date hereof. Forward-looking statements contained in this MD&A are based on management's current plans, estimates, projections, beliefs and opinions and the assumptions related to these plans, estimates, projections, beliefs and opinions may change, and are presented for the purpose of assisting the Company's security holders in understanding management's current views regarding those future outcomes and may not be appropriate for other purposes. While the Company anticipates that subsequent events and developments may cause the Company's views to change, the Company does not undertake to update any forward-looking statements, except to the extent required by applicable securities laws.

### **Non-IFRS financial measures**

To supplement the Company's consolidated financial statements, which are prepared in accordance with IFRS, the Company uses non-IFRS financial measures to analyze performance. The Company's key performance indicators and certain other information included in this MD&A include non-IFRS financial measures. Such non-IFRS financial measures used by the Company to analyze performance include, among others, interest and dividend income, net of investment expenses, net operating income, operating earnings per common share (basic) and operating earnings per common share (diluted).

Other non-IFRS financial measures used by the Company to analyze performance for which no comparable IFRS measure is available include, among others, insurance in-force, new insurance written, loss ratio, expense ratio, combined ratio, operating return on equity, investment yield, Minimum Capital Test ("MCT") ratio. The Company believes that these non-IFRS 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-IFRS financial measures do not have standardized meanings and are unlikely to be comparable to any similar measures presented by other companies.

See the "Non-IFRS financial measures" section at the end of this MD&A for a reconciliation of net operating income to net income, investment income to interest and dividend income, net of investment expenses, operating earnings per common share (basic) to earnings per common share (basic) and operating earnings per common share (diluted) to earnings per common share (diluted).

Definitions of key non-IFRS financial measures and explanations of why these measures are useful to investors and management can be found in the Company's "Non-IFRS financials measures glossary", in the "Non-IFRS financial measures" section at the end of this MD&A.

## Table of contents

Business profile.....	5
Overview .....	6
Second quarter financial highlights .....	6
Performance against strategic priorities.....	9
Recent business and regulatory developments .....	12
Second Quarter Review .....	18
Summary of quarterly results .....	24
Financial condition.....	25
Financial instruments .....	25
Liquidity .....	28
Derivative financial instruments .....	29
Capital expenditures.....	29
Capital management.....	30
Minimum capital test .....	30
Debt.....	31
Credit facility.....	31
Financial strength ratings .....	32
Capital transactions.....	32
Restrictions on dividends and capital transactions .....	32
Outstanding share data .....	33
Risk management .....	33
Enterprise risk management framework.....	33
Governance framework.....	34
Risk appetite framework.....	35
Risk controls.....	35
Risk categories .....	36
Financial reporting controls and accounting disclosures .....	38
Disclosure controls and procedures and internal controls over financial reporting .....	38
Significant estimates and judgments.....	40
Non-IFRS financial measures .....	43
Non-IFRS financial measures glossary .....	44
Other Glossary .....	45

## Business profile

### Business background

Genworth Canada is the largest private-sector residential mortgage insurer in Canada and has been providing mortgage default insurance in the country since 1995. The Company has built a broad underwriting and distribution platform across the country that provides customer-focused products and support services to the vast majority of Canada's residential mortgage lenders and originators. Genworth Canada underwrites mortgage insurance for residential properties in all provinces and territories of Canada and has the leading market share among private mortgage insurers. The Canada Mortgage and Housing Corporation ("CMHC"), a crown corporation, is the Company's main competitor.

The Company offers both transactional and portfolio mortgage insurance.

Federally regulated lenders are required to purchase transactional mortgage insurance in respect of a residential mortgage loan whenever the loan-to-value ratio exceeds 80%. The Company's transactional mortgage insurance covers default risk on mortgage loans secured by residential properties to protect lenders from any resulting losses on claims. By offering insurance for transactional mortgages, the Company plays a significant role in providing access to homeownership for Canadian residents. Homebuyers who can only afford to make a smaller down payment can, through the benefits provided by mortgage insurers such as Genworth Canada, obtain mortgages at rates comparable to buyers with more substantial down payments.

The Company also provides portfolio mortgage insurance to lenders for loans with loan-to-value ratios of 80% or less. Portfolio mortgage insurance is beneficial to lenders as they provide the ability to manage capital and funding requirements and mitigate risk. The Company views portfolio mortgage insurance as an extension of its relationship with existing transactional customers. Therefore, the Company carefully manages the level of its portfolio mortgage insurance relative to its overall mortgage insurance business. Premium rates on portfolio mortgage insurance have historically been lower than those on transactional mortgage insurance due to the lower risk profile associated with portfolio loans.

### Seasonality

The transactional mortgage insurance business is seasonal. Premiums written vary each quarter, while premiums earned, investment income, underwriting and administrative expenses tend to be relatively stable from quarter to quarter. The variations in premiums written are driven by mortgage origination activity and associated transactional new insurance written, which typically peak in the spring and summer months. Losses on claims vary from quarter to quarter, primarily as the result of prevailing economic conditions, changes in employment levels and characteristics of the insurance in-force portfolio, such as size, age, seasonality and geographic mix of delinquencies. Typically, losses on claims increase during the winter months, due primarily to an increase in new delinquencies, and decrease during the spring and summer months.

The Company's new insurance written from portfolio mortgage insurance varies from period to period based on a number of factors including: the amount of portfolio mortgages lenders seek to insure; the competitiveness of the Company's pricing, underwriting guidelines and credit enhancement for portfolio insurance; and the Company's risk appetite for such mortgage insurance.

### Distribution and marketing

The Company works with lenders, mortgage brokers and real estate agents across Canada to make homeownership more accessible for first-time homebuyers. Mortgage insurance customers consist of originators of residential mortgage loans, such as banks, mortgage loan and trust companies, credit unions and other lenders. These lenders typically determine which mortgage insurer they will use for the placement of mortgage insurance written on loans originated by them. The five largest Canadian chartered banks have been the largest mortgage originators in Canada and provide the majority of financing for residential mortgages.

## Overview

### Second quarter financial highlights

**Table 1: Selected financial information**

	Three months ended June 30,		Six months ended June 30,	
<i>(in millions of dollars, unless otherwise specified)</i>	2017	2016	2017	2016
Premiums written	\$ 170	\$ 249	\$ 297	\$ 366
Premiums earned	\$ 168	\$ 158	\$ 336	\$ 312
Losses on claims	6	32	31	69
Expenses	31	30	65	58
Total losses on claims and expenses	36	62	96	128
Net underwriting income	132	95	239	184
Interest and dividend income, net of investment expenses	45	44	90	86
Net investment gains (losses)	31	(11)	29	(16)
Investment income	76	33	119	70
Interest expense	6	6	12	11
Income before income taxes	202	122	347	242
Net income	\$ 150	\$ 91	\$ 256	\$ 178
Net operating income <sup>1</sup>	\$ 126	\$ 99	\$ 233	\$ 190
<b>Weighted average number of common shares outstanding</b>				
Basic	91,947,700	91,807,935	91,925,180	91,802,793
Diluted <sup>2</sup>	92,349,039	91,842,106	92,095,869	91,853,661
<b>Earnings per common share</b>				
Earnings per common share (basic)	\$ 1.63	\$ 0.99	\$ 2.78	\$ 1.94
Earnings per common share (diluted) <sup>2</sup>	\$ 1.61	\$ 0.99	\$ 2.78	\$ 1.94
<b>Selected non-IFRS financial measures <sup>1</sup></b>				
Operating earnings per common share (basic)	\$ 1.37	\$ 1.07	\$ 2.54	\$ 2.07
Operating earnings per common share (diluted) <sup>2</sup>	\$ 1.36	\$ 1.07	\$ 2.53	\$ 2.07
Insurance in-force (original insured amount)	\$ 481,604	\$ 443,448	\$ 481,604	\$ 443,448
Outstanding insured mortgage balances <sup>3</sup>	\$ 226,000	\$ 221,000	\$ 226,000	\$ 221,000
Transactional new insurance written	\$ 4,984	\$ 5,769	\$ 8,030	\$ 9,183
Portfolio new insurance written	\$ 1,108	\$ 25,931	\$ 11,620	\$ 30,423
Loss ratio	3%	21%	9%	22%
Expense ratio	18%	19%	19%	19%
Combined ratio	22%	40%	29%	41%
Operating return on equity	14%	12%	13%	11%
Internal MCT target 2017/MCT holding target 2016 <sup>4</sup>	157%	220%	157%	220%
MCT ratio <sup>5</sup>	167%	233%	167%	233%
Delinquency ratio <sup>6</sup>	0.09%	0.10%	0.09%	0.10%

Note: Amounts may not total due to rounding.

<sup>1</sup> These financial measures are not calculated based on IFRS. See the "Non-IFRS financial measures" section at the end of this MD&A for additional information.

<sup>2</sup> The difference between basic and diluted number of common shares outstanding, basic and diluted earnings per common share, and basic and diluted operating earnings per common share is caused by the potentially dilutive impact of share-based compensation awards.

<sup>3</sup> This estimate is based on the amounts reported by lenders to the Company which represents the vast majority of outstanding insured mortgage balances.

<sup>4</sup> Effective January 1, 2017, the 2016 holding target MCT ratio of 220% was recalibrated to the OSFI Supervisory MCT ratio target of 150% and the minimum MCT ratio under PRMHIA was reduced to 150%.

<sup>5</sup> Company estimate at June 30, 2017.

<sup>6</sup> Based on original insured loans in-force for which coverage terms have not expired and excludes delinquencies that have been incurred but not reported.

**Key second quarter financial metrics:**

The Company reported net income of \$150 million and net operating income of \$126 million in the second quarter of 2017, as compared to \$91 million and \$99 million, respectively, in the same quarter in the prior year.

- Premiums written of \$170 million decreased by \$79 million, or 32%, as compared to the same quarter in the prior year. Premiums written from transactional insurance of \$161 million were lower by \$9 million, primarily due to a smaller high loan-to-value origination market resulting primarily from the introduction by the Canadian federal government of an insured mortgage rate stress test in the fourth quarter of 2016 which was partially offset by a 10% higher average premium rate resulting from the March 2017 premium rate increase. Premiums written from portfolio insurance of \$8 million were lower by \$70 million compared to the same quarter in the prior year, primarily due to lower demand for portfolio insurance, partially offset by a 150% higher average premium rate as a result of higher regulatory capital. The prior year's number includes \$57 million of premiums written from a one-time \$20 billion portfolio insurance transaction with a large customer.
- Premiums earned of \$168 million were \$11 million, or 7%, higher than the same quarter in the prior year due to the relatively larger contributions from premiums written in recent years.
- Losses on claims of \$6 million were \$27 million, or 83%, lower than the same quarter in the prior year primarily due to fewer new reported delinquencies and favourable loss reserve development of \$31 million primarily related to incurred but not reported delinquencies as at March 31, 2017 and a higher number of cures. The loss ratio was 3% for the quarter as compared to 21% in the same quarter in the prior year.
- Expenses of \$31 million were \$1 million, or 3%, higher than the same quarter in the prior year, primarily due to higher amortization of previously deferred policy acquisition costs consistent with higher premiums earned, partially offset by lower share based compensation expense. The expense ratio for the quarter was 18%, as compared to 19% in the same quarter in the prior year, consistent with the Company's expected operating range of 18% to 20%.
- Investment income, excluding net investment gains (losses), of \$45 million, was \$1 million, or 3%, higher than the same quarter in the prior year, primarily due to an increase in the amount of invested assets.
- Net investment gains of \$31 million, primarily from net gains on derivatives and foreign exchange, was \$42 million higher than the same quarter in the prior year. This resulted primarily from an increase in the market value of the Company's interest rate swaps used to hedge interest rate risk, and was partially offset by movements in foreign exchange rates on the Company's invested assets denominated in U.S. dollars.

**Year-to-date financial metrics:**

The Company reported net income of \$256 million and net operating income of \$233 million in the six months ended June 30, 2017, as compared to \$178 million and \$190 million, respectively, in the same period in the prior year.

- Premiums written of \$297 million decreased by \$69 million, or 19%, as compared to the same period in the prior year. Premiums written from transactional insurance of \$250 million were lower by \$19 million, primarily due to a smaller high loan-to-value origination market resulting primarily from the introduction of an insured mortgage rate stress test in the fourth quarter of 2016 which was partially offset by a 6% higher average premium rate resulting from the March 2017 premium rate increase. Premiums written from portfolio insurance of \$46 million were lower by \$50, primarily due to lower demand for portfolio insurance, partially offset by a 26% higher average premium rate as a result of higher regulatory capital. The prior year's number includes \$57 million of premiums written from a \$20 billion portfolio insurance transaction with a large bank that is not trendable.
- Premiums earned of \$336 million were \$24 million, or 8%, higher than the same period in the prior year due to the relatively larger contributions from premiums written in recent years.
- Losses on claims of \$31 million were \$38 million, or 55%, lower than the same period in the prior year primarily due to fewer new reported delinquencies and favourable loss reserve development of \$34 million primarily related to incurred but not reported delinquencies as at December 31, 2016 and a higher number of cures. The loss ratio was 9% for the period as compared to 22% in the same period in the prior year.

- Expenses of \$65 million were \$6 million, or 11%, higher than the same period in the prior year, primarily due to higher amortization of previously deferred policy acquisition costs consistent with higher premiums earned and higher operating costs. The expense ratio for the six months ended June 30, 2017 was 19%, consistent with the prior year and with the Company's expected operating range of 18% to 20%.
- Investment income, excluding net investment gains (losses), of \$90 million was \$4 million, or 5%, higher than the same period in the prior year, primarily due to an increase in the amount of invested assets.
- Net investment gains of \$29 million, primarily from net gains on derivatives and foreign exchange, are \$45 million higher than the same period in the prior year. This resulted primarily from an increase in the market value of the Company's interest rate swaps used to hedge interest rate risk, and was partially offset by movements in foreign exchange rates on the Company's invested assets denominated in U.S. dollars.

The Company's investment portfolio had a market value of \$6.3 billion at the end of the quarter. The portfolio had a book yield of 3.2% and duration of 3.8 years as at June 30, 2017, relatively unchanged from the same quarter in the prior year.

The regulatory capital ratio or MCT ratio was approximately 167%, 17 percentage points higher than the OSFI Supervisory MCT target of 150%.



## Performance against strategic priorities

In pursuit of being Canada's mortgage insurer of choice, the Company seeks to enhance stakeholder value through working with its lender partners, regulators and influencers to:

- Maintain strong claims paying ability and financial strength;
- Help Canadians responsibly achieve and maintain homeownership;
- Promote strong and sustainable communities across Canada; and
- Advance prudent risk management practices to enhance the safety and soundness of the mortgage finance system.

The Company's long term objective is to enhance shareholder value by achieving a return on equity that exceeds its cost of capital and by increasing net income over time. The Company's priorities to achieve its long-term objective are identified below:

2017 Objective	Year-to-date performance metrics
<b>Premiums Written and Premiums Earned</b>	
<b>Moderate decline in premiums written despite expected higher premium rates:</b>	<p>Total premiums written decline: <b>19%</b> Total premiums written decreased by 19% year-over-year due to a 7% decrease in premiums written from transactional insurance and a 52% decrease in premiums written from portfolio insurance.</p>
The Company expects that the transactional market size and its transactional new insurance written in 2017 may decline by approximately 15% to 25%	<p>Transactional premiums written decline: <b>7%</b> New insurance written and premiums written from transactional insurance declined by 13% and 7%, respectively, primarily due to a smaller high loan-to-value mortgage originations market resulting primarily from the introduction of an insured mortgage rate stress test in the fourth quarter of 2016. The Company has experienced a 23% decline in applications for the first half of 2017 and continues to expect that the market size may decline by approximately 15% to 25% for the full year as compared to the prior year. The price increase on transactional insurance premium rates for homebuyers which took effect March 17, 2017 contributed approximately \$15 million to premiums written in the second quarter of 2017.</p>
Portfolio insurance premiums written are expected to be significantly lower compared to 2016	<p>Portfolio premiums written decline: <b>52%</b> New insurance written and premiums written from portfolio insurance declined by 62% and 52%, respectively, primarily due to lower demand for portfolio insurance as a result of the introduction of purpose test rules on July 1 2016, the prohibition of portfolio insurance on refinance transactions originated by lenders after November 30, 2016, and a substantial increase in portfolio insurance premium rates on mortgage applications received after December 31, 2016 in response to higher regulatory capital requirements. The average premium rate for portfolio insurance increased by 110% to 76 basis points in the second quarter of 2017 from 36 basis points in the first quarter of 2017 as the phase-in period under the new capital framework for portfolio insured mortgages ended March 31, 2017. The Company expects that portfolio new insurance written in 2017, excluding portfolio insurance transactions with large banks, may decline by approximately 25% to 35% for the remainder of 2017 as compared to the normalized annual run rate of approximately \$13 billion.</p>

**2017 Objective****Year-to-date performance metrics****Premiums Written and Premiums Earned (cont.)**

**Modest increase in premiums earned due to seasoning of recent books of business:**

Premiums earned growth: 8%

Given the single upfront premium model, the Company is generally able to reliably estimate the proportion of unearned premiums that will be earned into revenues as premiums earned over the next 12 to 18 months as long as there are no significant changes to the Company's current premiums recognition curve. In addition to premiums earned of \$336 million in the first six months of 2017, the Company expects to earn between \$310 and \$330 million of premiums earned in the remaining six months of 2017 from the unearned premiums reserve of \$2.1 billion as at June 30, 2017. Total premiums earned for the remaining six months of 2017 will also include premiums to be earned from premiums written in this period.

**Losses on Claims**

**Proactive risk management and focused loss mitigation strategies:**

- Loss ratio range of 25% to 35%

Loss ratio: **9%**

The Company experienced a loss ratio of 9%, well below the lower end of the Company's original anticipated range of 25% to 35% for 2017, and the first quarter of 2017 revised range of 20% to 30%. The loss ratio performance was favorably impacted by improving or strong home price appreciation in Ontario, Alberta, Quebec and the Atlantic Provinces, stable unemployment and continued strong underwriting discipline that has contributed to fewer new reported delinquencies and a higher number of cures.

As a result of the loss ratio performance through the first half of 2017 and the economic forecast for the balance of the year, the Company's anticipated loss ratio range for 2017 was further revised to 15% to 25%.

- Workout penetration rate greater than 55%

Workout penetration rate: **55%**

The workout penetration rate of 55% through the first half of 2017 is in line with expectations.

**2017 Objective****Year-to-date performance metrics****Portfolio Quality and Risk Management**

**Maintain a high quality insurance portfolio through prudent underwriting guidelines, proactive risk management and disciplined underwriting:**

- Average transactional credit score of greater than 735
- Average transactional credit score below 660 of less than 5%

Average transactional credit score: **746**

Average transactional credit score below 660: **3%**

The Company continues to originate a high quality insurance portfolio with an average credit score of 746 primarily due to continued underwriting diligence on applications.

**Capital Management**

**Prudently manage capital to balance capital strength, flexibility and efficiency:**

- Ordinary dividend payout ratio of 35% to 45%
- Debt-to-total capital ratio of less than or equal to 15%
- MCT ratio 160% to 165%

Ordinary dividend payout ratio: **32%**

Debt-to-total capital ratio as at June 30, 2017: **10%**

MCT ratio as at June 30, 2017: **167%**

The Company maintained a strong and efficient capital base with an MCT ratio of approximately 167%, 10 percentage points above the internal target, an ordinary dividend payout ratio of 32% and capital flexibility through \$188 million in short-term liquid investments at the holding company and a \$100 million undrawn credit facility.

**Investment Management**

**Optimize investment portfolio to maximize investment yield while maintaining a high quality investment portfolio to minimize the correlation of risk with our insurance in-force:**

- Investment income expected to be modestly higher as a result of higher average assets

The Company continues to maintain a high quality investment portfolio, including an allocation of 87% to investment grade bonds and debentures and a modest increase in holdings of preferred shares. Overall, the Company achieved an average investment yield of 3.2%.

Investment income, excluding gains and losses, of \$90 million in the first half of 2017 was \$4 million higher than the prior year's period, primarily due to a 4% increase in the amount of invested assets.

## Recent business and regulatory developments

### Guideline B-20

On July 6, 2017, OSFI released draft changes to Guideline B-20 “Residential Mortgage Underwriting Practices and Procedures” for public consultation. The Guideline sets out OSFI’s expectations for prudent residential mortgage underwriting, and is applicable to all federally-regulated financial institutions that are engaged in residential mortgage underwriting and/or the acquisition of residential mortgage loan assets in Canada. The changes clarify and strengthen expectations in a number of specific areas, including;

- requiring a qualifying stress test for all uninsured mortgages using a rate that is 2.0% above the contract rate;
- requiring that loan-to-value measurements remain dynamic and adjust for local market conditions where such measurements are used as a risk control, such as for qualifying borrowers; and
- expressly prohibiting co-lending arrangements that are designed, or appear to be designed, to circumvent regulatory requirements.

The comment period for the draft ends on August 17, 2017. The B-20 Guideline does not directly impact the regulatory requirements for the Company which is governed by OSFI’s Guideline B-21 “Residential Mortgage Insurance Underwriting Practices and Procedures”. The Company believes it is premature to determine the potential impact of this draft and its ultimate outcome on the mortgage and housing markets.

### Ontario Government Fair Housing Plan

On April 20, 2017, the Ontario Government released its “Ontario’s Fair Housing Plan” which includes the introduction of a 15% Non Resident Speculation Tax on the price of homes in the Greater Toronto Area and surrounding regions purchased by individuals who are not citizens or permanent residents of Canada or by foreign corporations. The plan consists of 16 strategies addressing housing demand: consumer protection for renters and buyers; rent control measures; expediting new housing supply; and actions to increase information sharing between governments and external stakeholders. Genworth Canada welcomes the measures aimed at addressing affordability for first time homebuyers.

### Price increase

The Company reviews its underwriting, pricing and risk selection strategies on an annual basis to ensure that its products remain competitive and consistent with its marketing and profitability objectives. The Company's pricing approach takes into consideration long-term historical loss experience on loans with similar loan-to-value ratios, terms and types of mortgages, borrower credit histories and capital required to support the product.

On January 17, 2017, the Company announced an increase on its transactional mortgage insurance premium rates for homebuyers effective March 17, 2017. The new pricing is a reflection of higher regulatory capital requirements that came into effect on January 1, 2017 and supports the long-term safety and sustainability of the Canadian housing finance system.

The new premium rates on transactional new insurance written for standard owner-occupied purchase applications submitted on or after March 17, 2017 are as follows:

Transactional New Insurance Written Loan-to-Value Ratio	Standard Premium (Prior to March 17, 2017)	Standard Premium (Effective March 17, 2017)
Up to and including 65%	0.60%	0.60%
Up to and including 75%	0.75%	1.70%
Up to and including 80%	1.25%	2.40%
Up to and including 85%	1.80%	2.80%
Up to and including 90%	2.40%	3.10%
Up to and including 95%	3.60%	4.00%
90.01% to 95% (Non-Traditional Payment Program)	3.85%	4.50%

The average transactional premium rate in the second quarter of 2017 was 323 basis points, an increase of 10% over the prior quarter, as approximately 50% of the new insurance written was at the new premium rates. The transactional premium rate increase contributed approximately \$15 million to premiums written in this quarter. Based on the expected loan-to-value mix, the average transactional premium rate increase is approximately 18% to 20% and is expected to result in an average transactional premium rate of 330 to 335 basis points for 2017, compared to 293 basis points in 2016. The average transactional premium rate after 2017 is expected to be 345 to 350 basis points. The Company believes the new premium rates adequately reflect the increased capital requirements and allows the Company to earn the targeted operating return of equity of 13% on new transactional business.

Similarly, the Company increased its premium rates for portfolio insurance as a result of the higher regulatory capital requirements that came into effect on January 1, 2017. There was a one-time increase in portfolio insurance volumes in the first quarter of 2017, as the Company closed several large transactions on portfolio insurance applications received in the fourth quarter of 2016. The portfolio insurance volumes declined significantly in the second quarter of 2017 and the average premium rate increased by 110% over the prior quarter as the phase-in period for portfolio insured mortgages under the new capital framework ended March 31, 2017.

### **Changes to the mortgage insurance rules**

#### *Applying a Mortgage Rate Stress Test to All Insured Mortgages*

Effective October 17, 2016, all insured homebuyers must qualify for mortgage insurance at an interest rate that is the greater of their contract mortgage rate or the Bank of Canada's conventional five-year fixed posted rate, which is currently 4.64%. This requirement was already in place for high loan-to-value ratio insured mortgages with variable interest rates or fixed interest rates with terms less than five years. To qualify for mortgage insurance, borrower debt-servicing ratios cannot exceed the maximum allowable levels of 39% and 44%, for gross debt service ratio and total debt service ratio, respectively.

#### *Changes to Low-Ratio Mortgage Insurance Eligibility Requirements*

Effective November 30, 2016, for insured mortgages with a loan-to-value ratio less than or equal to 80%, the following mortgage insurance criteria applies to both transactional mortgage insurance loans and portfolio mortgage insurance loans:

1. A loan whose purpose includes the purchase of a property or subsequent renewal of such a loan;
2. A maximum amortization length of 25 years commencing from when the loan was originally made;
3. A property value below \$1 million;
4. For variable-rate loans that allow fluctuations in the amortization period, loan payments that are recalculated at least once every five years to conform to the established amortization schedule;
5. A minimum credit score of 600 at the time the loan is approved;
6. A maximum gross debt service ratio of 39% and a maximum total debt service ratio of 44% at the time the loan is approved, calculated by applying the greater of the mortgage contract rate or the Bank of Canada conventional five-year fixed posted mortgage interest rate; and
7. If the property is a single unit, it must be owner-occupied.

#### *Impact of Changes Related to Mortgage Rate Stress Tests and Low-Ratio Mortgage Insurance Eligibility Requirements*

Based on the Company's review of the mortgage insurance eligibility rule changes announced October 3, 2016, it expects that the transactional market size and its transactional new insurance written in 2017 may decline by approximately 15% to 25%, reflecting expected changes to borrower home buying patterns, including the purchase of lower-priced properties and/or larger downpayments.

The new mortgage rules prohibit insuring low loan-to-value refinances and most investor mortgages originated by lenders on or after November 30, 2016. In addition, the higher portfolio insurance premium rates had a significant impact on demand for such insurance in the second quarter of 2017, beyond the impact of the product restrictions. The Company expects that portfolio new insurance written in 2017, excluding portfolio insurance transactions with the big banks, may decline by approximately 25% to 35%, as compared to the normalized annual run rate of approximately \$13 billion following the regulatory changes for portfolio insurance. Portfolio insurance demand from mortgage finance companies and credit unions tends to be relatively consistent quarter to quarter, while demand from big banks is more variable and less predictable.

The impact on any future premiums written from the smaller market size will be partially offset by the premium rate increase in March 2017, in response to the higher capital requirements arising from OSFI's new capital framework. With an unearned premiums reserve of \$2.1 billion as at June 30, 2017, premiums earned in the next 12 to 18 months will continue to benefit from the relatively higher level of premiums written in 2014 through 2016. As a result, the Company expects that premiums earned in 2017 should be modestly higher.

### **Consultation on Lender Risk Sharing**

On October 21, 2016, the federal government launched a public consultation on a policy option that would require mortgage lenders to manage a portion of loan losses on insured mortgages that default, known as "lender risk sharing". This could transfer some risk borne by mortgage insurers to lenders. The comment period for this consultation ended on February 28, 2017. The Company participated in the consultation; however, the Company believes it is premature to determine the potential impact of this process and its ultimate outcome.

### **Portfolio mortgage insurance**

Effective July 1, 2016, portfolio mortgage insurance is only available on mortgages used in CMHC securitization programs and is prohibited on mortgages used in private securitizations after a phase-in period for existing private securitizations.

### **Changes to the regulatory capital framework**

On January 1, 2017, the capital advisory titled "*Capital Requirements for Federally Regulated Mortgage Insurers*" came into effect, replacing OSFI's advisory, "*Interim Capital Requirements for Mortgage Insurance Companies*", which had been in place since January 2015. This advisory provides a new standard framework for determining the capital requirements for residential mortgage insurance companies. The new framework is more risk sensitive and incorporates additional risk attributes, including credit score, remaining amortization and outstanding loan balance.

The advisory focuses on capital requirements for insurance risk, which consists primarily of:

- i. A base requirement that applies to all insured mortgages at all times; plus
- ii. A supplementary requirement that applies only to mortgages originated during periods when the housing market for the region that corresponds to the mortgage has a house price-to-income ratio that exceeds a specified threshold (with this supplementary requirement not applying to mortgages insured prior to January 1, 2017); less
- iii. Premium liabilities, consisting of unearned premiums reserve and the reserve for incurred but not reported (IBNR) claims.

The advisory states that:

- i. By using outstanding loan balance as the exposure measure, a mortgage's actual pay down rate is captured and capital is only held against insured mortgages that are still outstanding;
- ii. By using a modified loan-to-value ratio (outstanding loan balance/original property value), the borrower's equity position in the property is better captured;
- iii. Differentiating requirements by borrower credit score ensures that more capital is held for borrowers who have a greater risk of default; and
- iv. Differentiating requirements by remaining amortization recognizes the importance of the expected future pay-down rate and progression of the borrower's equity position.

Supplementary capital will be tied to the behaviour of property prices, both in terms of recent housing price trends and the behaviour of housing prices relative to household incomes. The Supplementary Capital Requirement Indicators ("**SCRIs**"), based primarily on the ratio of the Teranet – National Bank House Price Index™ ("**Teranet Index**") for a metropolitan area to the national per capita income, is compared to a prescribed threshold value for that particular area. For a mortgage loan originated in any period after January 1, 2017, where the SCRi exceeds the threshold value for a metropolitan area, supplementary capital applies for the life of that mortgage. SCRi thresholds are calculated on a one quarter lag based on availability of national household disposable income.

The Company has observed that Calgary, Edmonton, Hamilton, Toronto, Vancouver, and Victoria are breaching their SCRI thresholds, as prescribed by OSFI, at the end of the first quarter of 2017. These metropolitan areas represented approximately 32% of transactional new insurance written in the second quarter of 2017.

The advisory also includes a phase-in period to allow for a smooth transition to the new standard framework. For the segments of Genworth Canada's insurance in-force listed below, these transitional arrangements will keep the required capital unchanged using the 2016 MCT guideline level at 220% MCT ratio at December 31, 2016 until such time as the required capital under the new standard framework at the OSFI Supervisory MCT target of 150% is less than the aforementioned required capital. The segments subject to this transitional arrangement are as follows:

- Transactional insured mortgages originated prior to December 31, 2016 with original amortizations greater than 25 years; and
- Portfolio insured mortgages for which the application for portfolio insurance was received prior to December 31, 2016 and the effective date of insurance is prior to March 31, 2017.

Additionally, the advisory provides for a three year phase-in period of the rising impact on capital required for operational risk. It is important to note that further changes to the new standard framework may be made by OSFI as a result of comments and input it receives. The Company continues to work with OSFI to further refine this new standard framework in specific areas, including the proposed, but deferred, requirement to update credit scores during the life of a loan. Under the new capital framework, the OSFI Supervisory MCT Target is 150% and the minimum MCT under PRMHIA is 150%.

### Financial strength ratings

On July 21, 2017, DBRS confirmed the Insurance Subsidiary's AA financial strength rating and the Company's A (high) rating with stable trends citing "the Company's solid market position, high-quality insurance portfolio and advanced risk analytics, as well as its strong capital position relative to the capital required to meet insurance claims obligations."<sup>1</sup>

On August 18, 2016, S&P affirmed the Insurance Subsidiary's A+ rating with a stable outlook and the Company's BBB+ rating with a stable outlook. S&P noted that the Company had a strong competitive position, low industry risk due to the Company's strong portfolio quality, tight regulation, extremely strong earnings and capitalization and adequate financial flexibility with a moderate risk due to monoline focus in a sector prone to capital and earnings volatility.

### Dividends

On May 30, 2017, the Company paid a quarterly dividend of \$0.44 per common share.

### Share repurchase

On May 2, 2017, the Company received approval by the Toronto Stock Exchange for the Company to undertake a normal course issuer bid ("NCIB"). Pursuant to the NCIB, the Company can purchase, for cancellation, up to 4,597,385 shares representing approximately 5% of its outstanding common shares as of April 27, 2017. Purchases of common shares under the NCIB may commence on or after May 5, 2017 and will conclude on the earlier of May 4, 2018 and the date on which the Company has purchased the maximum number of shares under the NCIB. The Company did not purchase any shares under the NCIB through the period ended June 30, 2017.

In the event that the Company chooses to purchase any shares under the NCIB, the Company's major shareholder, Genworth Financial, Inc., intends to participate proportionately to maintain its approximately 57.2% ownership interest in the Company throughout the course of the NCIB, if any shares are purchased. Shareholders may obtain a copy of the NCIB notice, without charge, by contacting the Company.

---

<sup>1</sup> DBRS July 21, 2017 press release: DBRS Confirms Ratings on Genworth Financial Mortgage Insurance Co. Canada at AA and Genworth MI Canada Inc. at A (high), stable trends.

**Own Risk and Solvency Assessment ("ORSA")**

On July 14, 2017, OSFI released for public consultation revised versions of Guideline E-19: Own Risk and Solvency Assessment ("ORSA") and the ORSA Key Metrics Report ("KMR") which provides a summary of the results of the insurer's ORSA process for determining own capital needs and internal targets, per OSFI's expectations outlined in Guideline E-19. The revised versions are planned to become effective on January 1, 2018. The updates largely result from the upcoming introduction of Life Insurance Capital Adequacy Test ("LICAT") in 2018 for life insurers. The LICAT will result in a number of changes to the current life insurance capital framework, which must be reflected in all relevant OSFI guidance. Other changes include separate KMR instructions for life and property and casualty insurers, minor updates for property and casualty insurers, and overall improved clarity.

The comment period for the draft ends on August 17, 2017. The Company is currently assessing the impact of the revised versions of the documents.

**Maximum outstanding insured exposure for all private insured mortgages**

The Company estimates that its outstanding insured mortgage balances as at June 30, 2017 was \$226 billion, or 47% of the original insured amount. The maximum outstanding insured exposure for all private insured mortgages permitted by PRMHIA is \$350 billion. The Company estimates, that as of March 31, 2017 the outstanding insured mortgage balances for all privately insured mortgages was \$291 billion.

**Genworth Financial, Inc. transaction**

On October 21, 2016, Genworth Financial, Inc., the Company's majority shareholder, entered into a definitive agreement with China Oceanwide Holdings Group Co., Ltd., a limited liability company incorporated in the People's Republic of China ("China Oceanwide"), under which China Oceanwide has agreed to acquire all of the outstanding shares of Genworth Financial Inc. through a merger. Upon completion of the transaction, Genworth Financial, Inc. will be a standalone subsidiary of China Oceanwide. On March 7, 2017, stockholders of Genworth Financial Inc. voted on and approved the transaction. The transaction is subject to other closing conditions, including the receipt of required regulatory approvals. Genworth Financial Inc. has announced that the timing of the regulatory reviews will likely delay the completion of the transaction to later than the originally targeted timeframe of the middle of 2017. Genworth Financial Inc. has also announced that it and China Oceanwide are discussing an extension of the August 31, 2017, deadline set forth in the merger agreement and that the parties remain committed to satisfy the closing conditions under the merger agreement as soon as possible.



## Economic environment

The mortgage insurance business is influenced by macroeconomic conditions. Specifically, the level of premiums written is influenced by economic growth, interest rates, unemployment, housing activity, home prices and government policy among other factors. Losses on claims are primarily impacted by unemployment rates, home prices and housing activity.

Key Macroeconomic Factors Influencing Business Performance	
Second Quarter 2017 or as at June 30, 2017	Estimate for Full Year 2017 or as at December 31, 2017
Housing Resales Y/Y: <b>(6)%<sup>1</sup></b>	Housing resales Y/Y: <b>(2)%<sup>1</sup></b>
National Composite House Price Index change Y/Y: <b>14%<sup>2</sup></b>	National Composite House Price Index change: <b>1% to +5%<sup>2</sup></b>
Average Oil Price: <b>US \$48<sup>3</sup></b>	Average Oil Price: <b>US\$45 to US\$55<sup>3</sup></b>
5 year Government of Canada Bond Yields: <b>1.38%<sup>4</sup></b>	5 year Government of Canada Bond Yields: <b>1.60% to 1.75%<sup>4</sup></b>
GDP Estimate <b>3.4%<sup>5</sup></b>	GDP Estimate <b>2.8%<sup>5</sup></b>
Average Unemployment <b>6.5%<sup>6</sup></b>	Average Unemployment <b>6.7% to 7.2%<sup>6</sup></b>

<sup>1</sup> Canadian Real Estate Association ("CREA")

<sup>2</sup> Teranet Index (Q2 2017); Management estimate (2017)

<sup>3</sup> U.S. Energy Information Administration - WTI Light Crude Oil US\$/barrel (Q2 2017); Management estimate (2017)

<sup>4</sup> Bloomberg

<sup>5</sup> Monetary Policy Report, July 2017; 2017Q2 Real GDP year-over-year percentage change projection at annual rates and 2017 projection

<sup>6</sup> Statistics Canada – Labour Force Survey (Q2 2017); Management estimate (2017).

## Macroeconomic environment

The Bank of Canada estimates economic growth, as measured by real Canadian Gross Domestic Product ("GDP"), to be 3.0% in the second quarter of 2017 and 2.8% for the full year in 2017, up from 2.6% in the prior forecast and compared to 1.4% in 2016. The expected improvement in GDP reflects strong consumer spending, stable oil prices, stronger exports related to a weaker Canadian dollar, and increased government investment on infrastructure projects, partially offset by lower residential housing demand.

The overnight interest rate in Canada was increased by 25 basis points in July 2017 to 0.75% based on the Bank of Canada's outlook for above-potential growth and the absorption of excess capacity in the economy. The 5-year Government of Canada bond yield ended the second quarter at 1.38% and is expected to continue to rise modestly in 2017.

Canada's unemployment rate averaged 6.5% in the second quarter of 2017, with quarter-over-quarter improvements in the majority of the provinces including a 1 percentage point drop in Alberta to 7.4% from April to June. The average oil price for the second quarter of 2017 was US\$48, recovering from its historic low in early 2016 and down modestly from the first quarter of 2017. The Company expects that the average unemployment rate will be between 6.7% and 7.2% for 2017 and oil prices will be in the range of US\$45 to US\$55 for the year.

## Housing market

The Teranet National Composite House Price Index, based on closed resale transactions, increased by 14% in June 2017 on a year-over-year basis, led by a 29% increase in the Greater Toronto Area and a 9% increase in British Columbia. The rest of Canada experienced stable or improving home prices year-over-year. The average home price in the second quarter of 2017, on the Company's transactional insurance, increased by less than 1%, with the Greater Toronto Area up 10%, as compared to the prior year's period. The Company expects the National Composite House Price Index for 2017 to be in the range of 1% to 5%.

The federal mortgage rule changes with respect to mortgage insurance qualifications introduced in the fourth quarter of 2016 have adversely impacted first time homebuyers and reduced the size of the high-loan-to-value origination market in the first six months of 2017. Home resales, as reported by the Canadian Real Estate Association based on the timing of purchase agreements, were down 6% for the second quarter of 2017 over the prior year's period led by a 16% decline in British Columbia and an 8% decline in Ontario (the latter also influenced by the recently introduced 15% non-resident tax). In the Greater Toronto Area, home resales were down 19% over the prior year. The Company does not expect the non-resident tax to have a material impact on its business, as foreign borrowers are typically not eligible for high loan-to-value mortgage insurance. The Canadian Real Estate Association expects housing resales to decline by 2% in 2017.

Following the introduction of the Greater Toronto Area non-resident tax there was a month-over-month decline of 6% in June 2017 on average price's in Toronto, as measured by CREA. There are also signs that moderate downward price pressure is also building in other southern Ontario markets with average home prices declining month-over-month in Hamilton, Kitchener-Waterloo and Guelph. In addition, in the Vancouver-area market prices declined by 3.2% in June 2017 following several months of increases.

## Second Quarter Review

**Table 2: Results of operations**

	Three months ended June 30,				Six months ended June 30,			
<i>(in millions of dollars, unless otherwise specified)</i>	2017	2016	Change		2017	2016	Change	
Premiums written	\$ 170	\$ 249	\$ (79)	(32)%	\$ 297	\$ 366	(69)	(19)%
Premiums earned	\$ 168	\$ 158	\$ 11	7%	\$ 336	\$ 312	24	8%
Losses on claims and expenses:								
Losses on claims	6	32	(27)	(83)%	31	69	(38)	(55)%
Expenses	31	30	1	3%	65	58	6	11%
Total losses on claims and expenses	36	62	(26)	(42)%	96	128	(32)	(25)%
Net underwriting income	132	95	37	39%	239	184	56	30%
Investment income:								
Interest and dividend income, net of investment expenses	45	44	1	3%	90	86	4	5%
Net investment gains (losses)	31	(11)	42	NM	29	(16)	45	NM
Investment income	76	33	43	NM	119	70	50	71%
Interest expense	6	6	-	-	12	11	-	-
Income before income taxes	202	122	80	65%	347	242	105	43%
Provision for income taxes	53	32	21	65%	91	64	28	44%
Net income	\$ 150	\$ 91	\$ 59	65%	\$ 256	\$ 178	78	43%
Adjustment to net income, net of taxes:								
Net investment gains (losses)	(24)	8	(32)	NM	(23)	12	(34)	NM
Net operating income <sup>1</sup>	\$ 126	\$ 99	\$ 27	28%	\$ 233	\$ 190	43	23%
Effective tax rate	26.1%	26.1%	-	- pts	26.3%	26.3%	-	- pts
<b>Selected non-IFRS financial measures <sup>1</sup></b>								
Transactional new insurance written	\$ 4,984	\$ 5,769	\$ (786)	(14)%	\$ 8,030	\$ 9,183	(1,153)	(13)%
Portfolio new insurance written	\$ 1,108	\$ 25,931	\$ (24,823)	(96)%	\$ 11,620	\$ 30,423	(18,803)	(62)%
Loss ratio	3%	21%	-	(17) pts	9%	22%	-	(13) pts
Expense ratio	18%	19%	-	(1) pts	19%	19%	-	1 pts
Combined ratio	22%	40%	-	(18) pts	29%	41%	-	(12) pts
Operating return on equity	14%	12%	-	2 pts	13%	11%	-	1 pts
Investment yield	3.2%	3.3%	-	(0.1) pts	3.2%	3.2%	-	- pts

Note: Amounts may not total due to rounding. NM means Not Meaningful.

<sup>1</sup> These financial measures are not calculated based on IFRS. See the "Non-IFRS financial measures" section at the end of this MD&A for additional information.

**Table 3: New insurance written, premiums written and premiums earned**

(in millions of dollars, unless otherwise specified)	Three months ended June 30,				Six months ended June 30,			
	2017	2016	Change		2017	2016	Change	
<b>New insurance written</b>								
Transactional	\$ 4,984	\$ 5,769	\$ (786)	(14)%	\$ 8,030	\$ 9,183	\$ (1,153)	(13)%
Portfolio	1,108	25,931	(24,823)	(96)%	11,620	30,423	(18,803)	(62)%
Total	\$ 6,091	\$ 31,700	\$ (25,609)	(81)%	\$ 19,651	\$ 39,606	\$ (19,955)	(50)%
<b>Premiums written</b>								
Transactional	161	170	(9)	(5)%	250	270	(19)	(7)%
Portfolio	8	78	(70)	(89)%	46	96	(50)	(52)%
Total	\$ 170	\$ 249	\$ (79)	(32)%	\$ 297	\$ 366	\$ (69)	(19)%
<b>Average premium rate (in basis points)</b>								
Transactional	323	295	28	10%	312	293	18	6%
Portfolio	76	30	45	NM	40	32	8	26%
Total	278	78	200	NM	151	92	59	64%
<b>Premiums earned</b>	\$ 168	\$ 158	\$ 11	7%	\$ 336	\$ 312	\$ 24	8%

Note: Amounts may not total due to rounding. NM means not meaningful.

### Current quarter

Transactional new insurance written was \$5.0 billion in the second quarter of 2017, representing a decrease of \$0.8 billion, or 14%, as compared to the same quarter in the prior year. This decrease was primarily due to a smaller high loan-to-value mortgage originations market resulting primarily from the introduction of an insured mortgage rate stress test in the fourth quarter of 2016. New insurance written from portfolio insurance was \$1.1 billion in the second quarter of 2017, as compared to \$25.9 billion in the prior year's period. This decrease was primarily due to a \$20 billion portfolio insurance transaction with a large bank included in the prior year and lower demand for portfolio insurance as a result of the following:

- introduction of purpose test rules on July 1, 2016 that generally limit portfolio insurance to only those mortgages that will be used in government sponsored securitization programs;
- prohibition of portfolio insurance on refinance transactions originated by lenders after November 30, 2016; and
- a substantial increase in portfolio insurance premium rates on mortgage applications received after December 31, 2016 in response to higher regulatory capital requirements.

Premiums written from transactional insurance were \$161 million in the second quarter of 2017, a decrease of \$9 million, or 5%, as compared to the prior year's period. This decrease was primarily due to \$24 million of lower transactional insurance volumes, partially offset by \$15 million from a 28 basis point increase in the average premium rate due to the March 2017 premium rate increase. Premiums written from portfolio insurance were \$8 million in the second quarter of 2017, a decrease of \$70 million, primarily due to a decrease in new insurance written. The average premium rate of 76 basis points in the second quarter of 2017 reflects a 150% increase in portfolio premium rates in response to higher regulatory capital requirements.

Premiums earned increased by \$11 million, or 7%, to \$168 million in the second quarter of 2017, as compared to the prior year's period due to the relatively larger contributions from premiums written in recent years.

### Year-to-date

Transactional new insurance written for the six months ended June 30, 2017 was \$8.0 billion, a decrease of \$1.2 billion, or 13%, as compared to the prior year's period. This decrease was primarily due to a smaller high loan-to-value mortgage originations market resulting primarily from the introduction of an insured mortgage rate stress test in the fourth quarter of 2016. New insurance written from portfolio insurance was \$11.6 billion in the six months ended June 30, 2017, as compared to \$30.4 billion in the prior year's

period. This decrease was primarily due to lower demand for portfolio insurance as a result of the impact of regulatory changes noted above.

Premiums written from transactional insurance were \$250 million in the six months ended June 30, 2017, a decrease of \$19 million, or 7%, as compared to the prior year's period. This decrease was primarily due to \$34 million from lower volumes of transactional insurance business, partially offset by \$15 million from an 18 basis point higher average premium rate due to the March 2017 premium rate increase. Premiums written from portfolio insurance were \$46 million in the six months ended June 30 2017, a decrease of \$50 million, primarily due to the decrease in new insurance written.

Premiums earned increased by \$24 million, or 8%, to \$336 million in the six months ended June 30 2017, as compared to the prior year's period due to the relatively larger contributions from premiums written in recent years.

**Table 4: Losses on claims**

	Three months ended June 30,				Six months ended June 30,			
	2017	2016	Change		2017	2016	Change	
New delinquencies	965	1,164	(199)	(17)%	2,213	2,460	(247)	(10)%
Cures	810	812	(2)	-	1,567	1,540	27	2%
New delinquencies, net of cures	155	352	(197)	(56)%	646	920	(274)	(30)%
<b>Average reserve per delinquency (in thousands of dollars)</b>								
	\$ 74	\$ 75	\$ (2)	(2)%	\$ 74	\$ 75	\$ (2)	(2)%
<b>Losses on claims (in millions of dollars)</b>	\$ 6	\$ 32	\$ (27)	(83)%	\$ 31	\$ 69	\$ (38)	(55)%
<b>Loss ratio</b>	3%	21%	-	(17) pts	9%	22%	-	(13) pts

Note: Amounts may not total due to rounding.

#### Current quarter

Losses on claims of \$6 million were lower by \$27 million, primarily due to a lower number of new delinquencies, net of cures, and favourable development of approximately \$31 million from the prior quarter's loss reserve. This favourable development was primarily due to fewer new reported delinquencies in Ontario, Alberta, Quebec and the Atlantic Provinces as compared to the incurred but not reported reserve as at March 31, 2017 and a higher number of cures.

New delinquencies, net of cures, of 155 were 197 lower than in the same quarter in the prior year primarily due to decreases in Ontario (69), Alberta (33), Atlantic (33), and Quebec (31), which was consistent with strong or improving economic conditions in these regions.

Average reserve per delinquency decreased by approximately \$2 thousand primarily due to strong or improving house prices in all regions.

The resulting loss ratio was 3% in the second quarter of 2017, 17 percentage points lower than the same period in the prior year due to lower losses on claims and higher earned premiums.

#### Year-to-date

Losses on claims of \$31 million were lower by \$38 million, primarily due to a lower number of new delinquencies, net of cures, and favourable development of approximately \$34 million from the loss reserves as at December 31, 2016. This favourable development was primarily due to fewer new reported delinquencies in Ontario, Alberta, Quebec and the Atlantic Provinces as compared to the incurred but not reported reserve as at December 31, 2016 and a higher number of cures.

New delinquencies, net of cures, of 646 were 274 lower than in the same period in the prior year primarily due to decreases in Ontario (90), Alberta (75), Quebec (60) and the Atlantic Provinces (24), which was consistent with strong or improving economic conditions in these regions.

Average reserve per delinquency decreased by approximately \$2 thousand primarily due to strong or improving house prices in all regions.

The resulting loss ratio was 9% in the six months ended June 30, 2017, 13 percentage points lower than the same period in the prior year due to lower losses on claims and higher earned premiums.

**Table 5: Expenses**

	Three months ended June 30,				Six months ended June 30,			
<i>(in millions of dollars, unless otherwise specified)</i>	2017	2016	Change		2017	2016	Change	
<b>Expenses</b>								
Premium taxes and underwriting fees	\$ 13	\$ 19	\$ (5)	(29)%	\$ 23	\$ 28	\$ (5)	(18)%
Employee compensation	11	12	(2)	(13)%	24	23	1	4%
Other	8	7	1	15%	16	14	2	13%
Expenses before net change in deferred policy acquisition costs	32	38	(6)	(16)%	63	66	(2)	(3)%
Deferral of policy acquisition costs	(17)	(23)	6	(25)%	(32)	(38)	6	(16)%
Amortization of deferred policy acquisition costs	17	16	1	7%	33	31	3	9%
<b>Total</b>	<b>\$ 31</b>	<b>\$ 30</b>	<b>\$ 1</b>	<b>3%</b>	<b>\$ 65</b>	<b>\$ 58</b>	<b>\$ 6</b>	<b>11%</b>
<b>Expense ratio</b>	<b>18%</b>	<b>19%</b>	<b>-</b>	<b>(1) pts</b>	<b>19%</b>	<b>19%</b>	<b>-</b>	<b>1 pts</b>

Note: Amounts may not total due to rounding.

### Current quarter

Expenses, before net change in deferred policy acquisition costs, decreased by \$6 million, or 16%, to \$32 million in the second quarter of 2017 as compared to the same quarter in the prior year. The decrease was primarily due to a \$5 million decrease in premium taxes and underwriting fees, related to lower levels of premiums written, and a \$2 million decrease in employee compensation, including share based compensation, partially offset by a moderate increase in other expenses of \$1 million. Amortization of previously deferred policy acquisition costs increased by \$1 million which is consistent with higher premiums earned.

Total expenses increased by \$1 million and the expense ratio decreased 1 percentage point to 18% for the second quarter of 2017, as compared to the same quarter in the prior year due to higher premiums earned, partially offset by higher expenses.

### Year-to-date

Expenses, before net change in deferred policy acquisition costs, decreased by \$2 million, or 3%, to \$63 million in the six months ended June 30, 2017 as compared to the same period in the prior year. The decrease was primarily due to a \$5 million decrease in premium taxes and underwriting fees, related to lower levels of premiums written, and a \$1 million increase in employee compensation, including share based compensation, and a moderate increase in other expenses of \$2 million. Amortization of previously deferred policy acquisition costs increased by \$3 million consistent with higher premiums earned.

Total expenses increased by \$6 million and the expense ratio was 19%, consistent with the same period in the prior year as higher premiums earned were offset by higher expenses.

**Table 6: Investment income**

<i>(in millions of dollars, unless otherwise specified)</i>	Three months ended June 30,				Six months ended June 30,			
	2017	2016	Change		2017	2016	Change	
Interest and dividend income, net of investment expenses	\$ 45	\$ 44	\$ 1	3%	\$ 90	\$ 86	\$ 4	5%
Net realized gains /(losses) on sale of investments	1	-	1	NM	3	-	3	NM
Net losses on derivatives and foreign exchange	30	(9)	38	NM	26	(13)	40	NM
Impairment loss	-	(3)	3	NM	-	(3)	3	NM
<b>Investment income</b>	<b>\$ 76</b>	<b>\$ 33</b>	<b>\$ 43</b>	<b>NM</b>	<b>\$ 119</b>	<b>\$ 70</b>	<b>\$ 50</b>	<b>71%</b>
<b>Invested assets, end of period</b>	<b>\$ 6,301</b>	<b>\$ 6,080</b>	<b>\$ 221</b>	<b>4%</b>	<b>\$ 6,301</b>	<b>\$ 6,080</b>	<b>\$ 221</b>	<b>4%</b>
<b>Investment yield, average over period</b>	<b>3.2%</b>	<b>3.3%</b>	<b>-</b>	<b>(0.1) pts</b>	<b>3.2%</b>	<b>3.2%</b>	<b>-</b>	<b>- pts</b>

Note: Amounts may not total due to rounding. NM means Not Meaningful.

### Current quarter

Interest and dividend income, net of investment expenses, increased by \$1 million, or 3%, to \$45 million in the second quarter of 2017, primarily due to a 4% increase in invested assets, partially offset by the impact of the low interest rate environment on the reinvestment of fixed income maturities. The average investment yield for the quarter was 3.2%, which remained flat as compared the prior year's period. Invested assets increased by \$221 million as a result of premiums written in recent quarters.

The Company recorded \$1 million of realized gains in the second quarter of 2017 primarily due to the sale of fixed income securities.

The Company recorded a \$30 million net gain on derivatives and foreign exchange, arising primarily from an increase in the market value of the Company's interest rate swaps used to hedge interest rate risk partially offset by movements in foreign exchange rates on the Company's invested assets denominated in U.S. dollars.

The Company recorded an unrealized impairment loss of \$3 million in the same quarter in the prior year.

### Year-to-date

Interest and dividend income, net of investment expenses, increased by \$4 million, or 5%, to \$90 million in the six months ended June 30, 2017, primarily due to a 4% increase in invested assets, partially offset by the impact of the low interest rate environment on the reinvestment of fixed income maturities. The average investment yield for the period was 3.2%, which remained flat as compared to the prior year's period. Invested assets increased by \$221 million as a result of premiums written in recent quarters.

The Company recorded \$3 million of realized gains in the six months ended June 30, 2017 primarily due to the sale of fixed income securities.

The Company recorded a \$26 million net gain on derivatives and foreign exchange, arising primarily from an increase in the market value of the Company's interest rate swaps partially offset by movements in foreign exchange rates on the Company's invested assets denominated in U.S. dollars.

The Company recorded an unrealized impairment loss of \$3 million in the same period in the prior year.

**Table 7: Net Income**

<i>(in millions of dollars, unless otherwise specified)</i>	Three months ended June 30,				Six months ended June 30,			
	2017	2016	Change		2017	2016	Change	
Income before income taxes	\$ 202	\$ 122	\$ 80	65%	\$ 347	\$ 242	\$ 105	43%
Provision for income taxes	53	32	21	65%	91	64	28	44%
<b>Net income</b>	<b>\$ 150</b>	<b>\$ 91</b>	<b>\$ 59</b>	<b>65%</b>	<b>\$ 256</b>	<b>\$ 178</b>	<b>\$ 78</b>	<b>43%</b>
Effective tax rate	26.1%	26.1%	-	- pts	26.3%	26.3%	-	- pts

Note: Amounts may not total due to rounding.

**Current quarter**

Income before income taxes increased by \$80 million, or 65%, and net income increased by \$59 million, or 65%, to \$150 million, primarily as a result of higher investment income, lower losses on claims and higher premiums earned, partially offset by higher expenses. The effective tax rate was 26.1% in the second quarter of 2017, unchanged from the prior year's period.

**Year-to-date**

Income before income taxes increased by \$105 million, or 43%, to \$347 million and net income increased by \$78 million, or 43%, to \$256 million, primarily as a result of higher investment income, lower losses on claims and higher premiums earned, partially offset by higher expenses. The effective tax rate was 26.3% for the six months ended June 30, 2017, unchanged from the prior year's period.

**Table 8: Statement of Financial Position Highlights**

<i>(in millions of dollars, unless otherwise specified)</i>	As at June 30, 2017	As at December 31, 2016	\$ Change	% Change
Total investments	\$ 6,301	\$ 6,226	75	1%
Other assets	351	319	33	10%
Subrogation recoverable	63	67	(5)	(7)%
<b>Total assets</b>	<b>6,715</b>	<b>6,612</b>	<b>103</b>	<b>2%</b>
Unearned premiums reserves	2,104	2,143	(39)	(2)%
Loss reserves	133	163	(30)	(18)%
Long-term debt	433	433	-	-
Other liabilities	202	224	(23)	(10)%
<b>Total liabilities</b>	<b>2,872</b>	<b>2,963</b>	<b>(91)</b>	<b>(3)%</b>
Shareholders' equity excluding Accumulated other comprehensive income ("AOCI")	3,734	3,556	178	5%
AOCI	109	93	16	17%
<b>Shareholders' equity</b>	<b>3,843</b>	<b>3,649</b>	<b>194</b>	<b>5%</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$ 6,715</b>	<b>\$ 6,612</b>	<b>103</b>	<b>2%</b>
<b>Book value per common share</b>				
Number of common shares outstanding (basic)	91,947,700	91,864,100	83,600	-
Book value per common share including AOCI (basic)	\$ 41.79	\$ 39.72	2.07	5%
Book value per common share excluding AOCI (basic)	\$ 40.61	\$ 38.71	1.91	5%
Number of common shares outstanding (diluted) <sup>1</sup>	92,950,620	92,885,377	65,243	-
Book value per common share including AOCI (diluted) <sup>1</sup>	\$ 41.34	\$ 39.28	2.06	5%
Book value per common share excluding AOCI (diluted) <sup>1</sup>	\$ 40.17	\$ 38.28	1.89	5%
<b>Dividends paid per common share during the year</b>	<b>\$ 0.88</b>	<b>1.70</b>	<b>-</b>	<b>-</b>

Note: Amounts may not total due to rounding.

<sup>1</sup> The difference between basic and diluted number of common shares outstanding, book value per common share including AOCI and book value per common share excluding AOCI is caused by the potentially dilutive impact of share-based compensation awards.

## Summary of quarterly results

**Table 9: Summary of quarterly results**

<i>(in millions of dollars, unless otherwise specified)</i>	<b>Q2'17</b>	Q1'17	Q4'16	Q3'16	Q2'16	Q1'16	Q4'15	Q3'15
Premiums written	<b>\$ 170</b>	\$ 127	\$ 171	\$ 223	\$ 249	\$ 117	\$ 213	\$ 260
Premiums earned	<b>168</b>	167	164	162	158	154	151	148
Losses on claims	<b>6</b>	26	29	41	32	37	35	31
Expenses	<b>31</b>	34	33	33	30	28	27	28
Net underwriting income	<b>132</b>	107	103	88	95	88	90	89
Investment Income	<b>76</b>	43	93	52	33	37	47	39
Net income	<b>150</b>	106	140	98	91	88	98	90
Adjustment to net income net of taxes:								
Net investment (gains) losses	<b>(24)</b>	1	(35)	(5)	8	3	(3)	3
Net operating income <sup>1</sup>	<b>\$ 126</b>	\$ 107	\$ 105	\$ 93	\$ 99	\$ 91	\$ 95	\$ 92
<b>Earnings per common share:</b>								
Earnings per common share (basic)	<b>\$ 1.63</b>	\$ 1.16	\$ 1.52	\$ 1.07	\$ 0.99	\$ 0.96	\$ 1.06	\$ 0.98
Earnings per common share (diluted) <sup>2</sup>	<b>\$ 1.61</b>	\$ 1.15	\$ 1.52	\$ 1.07	\$ 0.99	\$ 0.96	\$ 1.03	\$ 0.96
<b>Selected non-IFRS financial measures <sup>1</sup></b>								
Loss ratio	<b>3%</b>	15%	18%	25%	21%	24%	23%	21%
Expense ratio	<b>18%</b>	20%	20%	20%	19%	19%	18%	19%
Combined ratio	<b>22%</b>	36%	38%	45%	40%	42%	41%	40%
Operating earnings per common share (basic)	<b>\$ 1.37</b>	\$ 1.17	\$ 1.15	\$ 1.02	\$ 1.07	\$ 1.00	\$ 1.04	\$ 1.01
Operating earnings per common share (diluted) <sup>2</sup>	<b>\$ 1.36</b>	\$ 1.17	\$ 1.14	\$ 1.02	\$ 1.07	\$ 0.99	\$ 1.03	\$ 1.00
Operating return on equity	<b>14%</b>	12%	12%	11%	12%	11%	12%	12%

Note: Amounts may not total due to rounding.

<sup>1</sup> These financial measures are not calculated based on IFRS. See the "Non-IFRS financial measures" section at the end of this MD&A for additional information.

<sup>2</sup> The difference between basic and diluted earnings per common share and basic and diluted operating earnings per common share is caused by the potentially dilutive impact of share-based compensation awards.

The Company's key financial measures for each of the last eight quarters are summarized in Table 9 above. These highlights illustrate the Company's profitability, operating return on equity, loss ratio, expense ratio and combined ratio. The transactional mortgage insurance business is seasonal. Premiums written vary each quarter, while premiums earned, investment income, underwriting and administrative expenses tend to be relatively stable from quarter to quarter. The variations in premiums written are driven by mortgage origination activity and associated mortgage insurance policies written, which typically peak in the spring and summer months, in addition to changes in market share and premium rates. Portfolio mortgage insurance volume and mix varies from quarter to quarter based on lender demand. Losses on claims vary from quarter to quarter, primarily as the result of prevailing economic conditions and characteristics of the insurance in-force portfolio, such as loan size, age, seasonality and geographic mix of delinquencies. Typically, losses on claims increase during the winter months, due primarily to an increase in new delinquencies, and decrease during the spring and summer months. In the third quarter of 2016, losses on claims increased significantly from the prior quarter, and the same quarter in the prior year, primarily due to an increase in new delinquencies in Alberta specifically related to wild fires in the Fort McMurray area. In the fourth quarter of 2016, losses on claims decreased from the prior quarter and the same quarter in the prior year, primarily due to an increase in cures in Alberta. In the second quarter of 2017, losses on claims decreased significantly due to favourable development as there were fewer new reported delinquencies in Ontario, Alberta, Quebec and the Atlantic Provinces as compared to the incurred but not reported reserve as at March 31, 2017.

The Company's financial results for the second quarter of 2017 were driven by increasing premiums earned in recent quarters, a relatively consistent expense ratio and a significantly lower loss ratio compared to the prior year.



## Financial condition

### Financial instruments

As at June 30, 2017, the Company had total cash and cash equivalents and invested assets of \$6.3 billion in its investment portfolio. All of the Company's invested assets are classified as available-for-sale ("AFS") with the exception of cash and cash equivalents, and accrued investment income and other receivables which are classified as loans and receivables, and derivative financial instruments which are classified as Fair Value through Profit and Loss. Fair value measurements for AFS securities are based on quoted market prices for identical assets when available. In the event an active market does not exist, estimated fair values are obtained primarily from industry-standard pricing sources using market observable information and through processes such as benchmark curves, benchmarking of like securities and quotes from market participants.

**Table 10: Invested assets by asset class for the portfolio**

Asset Class	As at June 30, 2017			As at December 31, 2016		
	Fair value	%	Unrealized gains <sup>2</sup> (losses)	Fair value	%	Unrealized gains <sup>2</sup> (losses)
<i>(in millions of dollars, unless otherwise specified)</i>						
Collateralized loan obligations	\$ 291	5%	\$ (3)	\$ 207	3%	\$ 27
Corporate bonds and debentures:						
Financial	884	14%	17	910	15%	24
Energy	351	6%	18	356	6%	19
Infrastructure	110	2%	6	101	2%	5
All other sectors	963	15%	49	930	15%	56
Total corporate bonds and debentures	2,308	37%	90	2,297	37%	105
Short-term investments:						
Canadian federal government treasury bills <sup>1</sup>	148	2%	-	206	3%	-
Total short term investments	148	2%	-	206	3%	-
Government bonds and debentures:						
Canadian federal government 1	1,935	31%	37	1,976	32%	45
Canadian provincial and municipal governments	976	15%	50	988	16%	55
Total government bonds and debentures	2,911	46%	87	2,964	48%	100
Preferred shares:						
Financial	276	4%	1	247	4%	(16)
Energy	90	1%	7	80	1%	1
All other sectors	108	2%	4	99	2%	(4)
Total preferred shares	474	8%	12	426	7%	(19)
Total invested assets	\$ 6,132	97%	\$ 186	\$ 6,100	98%	\$ 212
Cash and cash equivalents	169	3%	-	126	2%	-
Total investments	\$ 6,301	100%	\$ 186	\$ 6,226	100%	\$ 212
Accrued investment income and other receivables	30	-	-	47	-	-
Derivative financial instruments	90	-	-	39	-	-
Total Invested assets, accrued investment income and other receivables	\$ 6,422	100%	\$ 186	\$ 6,312	100%	\$ 212

Note: Amounts may not total due to rounding.

<sup>1</sup> Canadian federal government bonds and treasury bills does not include any collateral (December 31, 2016 – \$3 million) posted for the benefit of the Company's counterparties to its derivative financial instrument contracts.

<sup>2</sup> Unrealized gains include unrealized foreign exchange gains of \$31 million (December 31, 2016- \$79 million).

Unrealized gains on AFS securities in the portfolio were \$186 million, which included \$31 million of unrealized foreign exchange gains. Unrealized gains decreased by \$27 million from the end of 2016 primarily as a result of an increase in interest rates in 2017.

The Company's average investment yield for the six months ended June 30, 2017 was 3.2%, which included the favourable impact of non-taxable dividend income from its preferred shares.

The Company assigns credit ratings based on the asset risk guideline as outlined in OSFI's Minimum Capital Test guideline. Based on the guideline, the Company assigns ratings from DBRS when available. The majority of the assets in the Company's current investment portfolio have a DBRS rating. In the absence of a DBRS rating, the Company assigns Standard & Poor's "S&P" or Moody's ratings.

**Table 11: Invested assets by credit rating for the portfolio**

Credit Rating	As at June 30, 2017			As at December 31, 2016		
	Fair value	%	Unrealized gains (losses)	Fair value	%	Unrealized gains (losses)
<i>(in millions of dollars, unless otherwise specified)</i>						
Cash and cash equivalents	\$ 169	3%	\$ -	\$ 126	2%	-
AAA	2,216	38%	34	2,262	39%	49
AA	1,133	19%	49	1,164	20%	75
A	1,718	29%	53	1,687	29%	66
BBB	581	10%	36	539	9%	37
Below BBB	10	0%	2	22	0%	4
Total investments (excluding preferred shares)	\$ 5,827	100%	\$ 174	\$ 5,800	100%	231
Preferred shares						
P2	373	79%	3	338	79%	(19)
P3	101	21%	8	88	21%	-
Total Preferred shares	474	100%	12	426	100%	(19)
Total invested assets and cash and cash equivalents	\$ 6,301		186	\$ 6,226		212

Note: Amounts may not total due to rounding.

### Investment portfolio management

The Company manages its portfolio assets to meet liquidity, credit quality, diversification and yield objectives by investing primarily in fixed income securities, including federal and provincial government bonds, corporate bonds and preferred shares. The Company also holds short-term investments. In all cases, investments are required to comply with restrictions imposed by law and insurance regulatory authorities as well as the Company's own investment policy, which has been approved by the Board.

To diversify management styles and to broaden credit expertise, the Company has split these assets primarily among five external investment managers. The Company works with these managers to optimize the performance of the portfolios within the parameters of the stated investment objectives outlined in its investment policy. The policy takes into account the current and expected condition of capital markets, the historical return profiles of various asset classes and the variability of those returns over time, the availability of assets, diversification needs and benefits, the regulatory capital required to support the various asset types, security ratings and other material variables likely to affect the overall performance of the Company's investment portfolio. Compliance with the investment policy is monitored by the Company and reviewed at least quarterly with the Company's management-level investment committee and the Risk, Capital and Investment Committee of the Board.

**Collateralized loan obligations**

The Company held \$291 million in asset-backed bonds as of June 30, 2017, up from \$207 million as of December 31, 2016. These securities are floating rate collateralized loan obligations denominated in U.S. dollars, of which 86% are rated AA and above and 14% are rated A.

**Corporate bonds and debentures**

As of June 30, 2017, approximately 37% of the investment portfolio was held in corporate bonds and debentures, relatively unchanged from December 31, 2016. The investment policy limits the percentage of the portfolio that can be invested in any single issuer or group of related issuers. Financial sector exposure through corporate bonds and debentures represents 14% of the investment portfolio, or approximately 38% of the corporate bonds and debentures. The Company continuously monitors and repositions its exposure to the financial sector, which represents greater than 38% of the corporate issuances of fixed income securities in the Canadian marketplace. Energy sector exposure through corporate bonds and debentures represents \$351 million or 6% of the investment portfolio.

Securities rated BBB and below were \$592 million, or 9% of invested assets, as of June 30, 2017.

**Government bonds and debentures**

The Company's investment policy requires that a minimum of 30% of the investment portfolio be invested in sovereign fixed income securities. As of June 30, 2017, 46% of the investment portfolio was invested in sovereign fixed income securities, consisting of 31% in federal fixed income securities and 15% in provincial fixed income securities, relatively unchanged from December 31, 2016.

Canadian federal government treasury bills held by the Company consist primarily of short-term investments with original maturities greater than 90 days and less than 365 days. The Company held \$148 million in Canadian federal government short-term treasury bills in the investment portfolio as of June 30, 2017, a decrease of \$58 million from December 31, 2016 as the Company decreased its cash and cash equivalents and short term investments.

**Preferred shares**

As of June 30, 2017, the Company held \$474 million of preferred shares, of which the financial sector represented 4%. The Company believes that preferred shares have a comparable dividend yield to common shares and offer a more attractive risk and capital adjusted return profile to that of common shares under the current MCT guidelines. As a result of an increase in interest rates and demand in the second quarter of 2017, the preferred shares are in an unrealized gain position of \$12 million which increased by \$31 million as compared to the period ending December 31, 2016. Energy sector exposure through preferred shares represents \$90 million or 1% of the investment portfolio.

**Cash and cash equivalents**

Cash and cash equivalents consist primarily of cash in bank accounts and government treasury bills with original maturities of 90 days or less. The Company determines its target cash holdings based on near-term liquidity needs, market conditions and perceived favourable future investment opportunities. The Company's cash holdings in the investment portfolio were \$169 million as of June 30, 2017, an increase of \$43 million from the \$126 million in cash holdings as of December 31, 2016.

## Liquidity

The purpose of liquidity management is to ensure there is sufficient cash to meet all of the Company's financial commitments and obligations. The Company has six primary sources of funds, consisting of premiums written from operations, investment income, cash and short-term investments, investment maturities or sales, proceeds from the issuance of debt and equity and a revolving credit facility. The Company believes it has the flexibility to obtain, from current cash holdings and ongoing operations, the funds needed to fulfill its cash requirements during the current financial year and in future financial years.

**Table 12: Summary of the Company's cash flows**

	Six months ended June 30,	
(in millions of dollars)	2017	2016
Cash provided by (used in):		
Operating activities	\$ 147	\$ 249
Financing activities	(79)	(76)
Investing activities	(25)	(293)
Change in cash and cash equivalents	43	(120)
Cash and cash equivalents, beginning of period	126	391
Cash and cash equivalents, end of period	\$ 169	\$ 271

Note: Amounts may not total due to rounding.

The Company generated \$147 million of cash flows from operating activities for the six months ended June 30, 2017, as compared to \$249 million in the first six months of the prior year. The lower cash flows from operating activities in the current six-month period was primarily the result of lower levels of premiums written.

The Company utilized \$79 million of cash flows for financing activities in the six months ended June 30, 2017, primarily related to the payment of ordinary dividends of \$0.44 per common share per quarter, as compared to \$76 million primarily related to the payment of ordinary dividends of \$0.42 per common share per quarter in the prior year's period.

The Company utilized \$25 million of cash flows from investing activities in the six months ended June 30, 2017, primarily from the purchase of bonds and debentures, preferred shares and short term investments, as compared to \$293 million in the prior year's period.

The Company maintains a portion of its investment portfolio in cash and liquid securities to meet working capital requirements and other financial commitments. As of June 30, 2017, the Company held liquid assets of \$920 million, comprised of \$169 million in cash and cash equivalents, and \$751 million in bonds and debentures maturing within one year in order to maintain financial flexibility. Of the \$920 million liquid assets, \$188 million were held outside of the Insurance Subsidiary. As at June 30, 2017, the duration of the fixed income portfolio was 3.8 years.

In addition to cash and cash equivalents, 49%, or \$3,059 million of the Company's investment portfolio comprises federal and provincial government securities for which there is a highly liquid market. Funds are used primarily for operating expenses, claims payments, and interest expense, as well as dividends and other distributions to shareholders. Potential liquidity risks are discussed in more detail in the "Risk Factors" section of the Company's AIF.

## Derivative financial instruments

Derivative financial instruments are used by the Company for economic hedging purposes and for the purpose of modifying the risk profile of the Company's investment portfolio, subject to exposure limits specified within the Company's investment policy guidelines, which have been approved by the Board.

The Company uses foreign currency forwards and cross currency interest rate swaps to mitigate foreign currency risk associated with bonds and collateralized loan obligations denominated in U.S. dollars. Foreign currency forwards and cross currency interest rate swaps are contractual obligations to exchange one currency for another at a predetermined future date.

The Company uses equity total return swaps to hedge a portion of its economic exposure from the changes in fair market value of the Company's common shares in relation to risks associated with share-based compensation expense.

The Company uses fixed for floating interest rate swaps in conjunction with the management of interest rate risk related to its fixed income securities. The interest rate swaps are derivative financial instruments in which the Company and its counterparty agree to exchange interest rate cash flows based on a specified notional amount from a fixed rate to a floating rate.

**Table 13: Fair value and notional amounts of derivatives by terms of maturity, in Canadian dollars**

	Notional Amount ( <i>in millions</i> )							
	Derivative Asset	Derivative Liability	Net Fair value	1 year or less	1–3 years	3–5 years	Over 5 years	Total
June 30, 2017								
Foreign currency forwards	\$8	\$(30)	\$(21)	\$231	\$34	\$68	\$162	\$494
Cross currency interest rate swaps	\$4	\$(2)	\$2	\$46	\$56	\$91	\$171	\$364
Equity total return swaps	\$3	-	\$3	\$20	-	-	-	\$20
Interest rate swaps	\$75	-	\$75	-	-	\$3,500	-	\$3,500
<b>Total</b>	<b>\$90</b>	<b>\$(32)</b>	<b>\$58</b>	<b>\$297</b>	<b>\$90</b>	<b>\$3,659</b>	<b>\$333</b>	<b>\$4,378</b>
December 31, 2016								
Foreign currency forwards	-	\$(35)	\$(35)	\$161	\$24	\$50	\$187	\$422
Cross currency interest rate swaps	-	\$(7)	\$(7)	\$19	\$39	\$71	\$142	\$271
Equity total return swaps	\$1	-	\$1	\$21	-	-	-	\$21
Interest rate swaps	\$38	-	\$38	-	-	\$2,000	-	\$2,000
<b>Total</b>	<b>\$39</b>	<b>\$(43)</b>	<b>\$(4)</b>	<b>\$201</b>	<b>\$63</b>	<b>\$2,121</b>	<b>\$329</b>	<b>\$2,714</b>

Note: Amounts may not total due to rounding.

## Capital expenditures

The Company's capital expenditures primarily relate to technology investments aimed at improving operational efficiency and effectiveness for sales, underwriting, risk management and loss mitigation. In the six months ended June 30, 2017, the Company invested \$1 million in underwriting, loss mitigation and risk management technologies enhancements as compared to \$3 million in the prior year's period. The Company expects that future capital expenditures will continue to be related to underwriting, loss mitigation, and risk management technology improvements. The Company expects that capital expenditures in 2017 will be in the \$3 million to \$5 million range and it is anticipated that such expenditures will be funded primarily from operating cash flows.

## Capital management

### Minimum capital test

The Insurance Subsidiary is regulated by OSFI. Under the MCT, an insurer calculates a ratio of capital available to capital required in a prescribed manner. Mortgage insurers are required to maintain a minimum ratio of regulatory capital available, as defined for MCT purposes, to capital required.

On January 1, 2017, the capital advisory titled “*Capital Requirements for Federally Regulated Mortgage Insurers*” came into effect replacing OSFI’s previous advisory, “*Interim Capital Requirements for Mortgage Insurance Companies*”, which had been in effect since 2015. This advisory provides a new standard framework for determining the capital requirements for residential mortgage insurance companies. The proposed framework is more risk sensitive and incorporates additional risk attributes, including credit score, remaining amortization and outstanding loan balance.

Under the new capital framework, the holding target of 220% has been recalibrated to the OSFI Supervisory MCT Target of 150% and the minimum MCT under PRMHIA has been reduced to 150%. Based on the new framework, the Company has established an internal MCT target of 157% for 2017.

As at June 30, 2017, the Insurance Subsidiary’s MCT ratio was approximately 167%, 17 percentage points higher than the OSFI Supervisory MCT target and 10 percentage points higher than the Company’s internal MCT target of 157%.

Capital above the amount required to meet the Insurance Subsidiary’s MCT operating targets could be used to support organic growth of the business or declaration and payment of dividends or other distributions, and if distributed to Genworth Canada, to repurchase common shares of the Company, for acquisitions, for repayment of debt, or for such other uses as permitted by law and approved by the Board.

**Table 14: MCT as at June 30, 2017 and as at December 31, 2016**

<i>(in millions, unless otherwise specified)</i>	As at June 30, 2017	As at December 31, 2016
<b>Minimum Capital Test</b>		
Capital available	<b>\$4,081</b>	\$3,827
Capital required	<b>\$2,440</b>	\$1,560
MCT ratio <sup>1</sup>	<b>167%</b>	245%
Internal MCT target (2017) / MCT holding target ratio (2016)	<b>157%</b>	220%

<sup>1</sup> Company estimate as at June 30, 2017

The increase to capital available in the six months ended June 30, 2017 was due primarily to profitability, partially offset by a decrease in unrealized gains in the investment portfolio and the Insurance Subsidiary’s dividends. During the six months ended June 30, 2017, the Company entered into an additional \$1,500 million of interest rate swaps. The Company uses fixed for floating interest rate swaps in conjunction with the management of interest rate risk related to its fixed income securities.

## Debt

The Company proactively manages capital to balance capital strength, flexibility and efficiency. The Company currently has \$433 million in long-term debt, issued in two series, with a debt-to-capital ratio as at June 30, 2017 of 10%.

**Table 15: Details of the Company's long-term debt**

*(in millions unless otherwise specified)*

Series	Series 1	Series 3
Timing of maturity	3–5 years	After 5 years
Principal amount outstanding	\$275	\$160
Date issued	June 29, 2010	April 1, 2014
Maturity date	June 15, 2020	April 1, 2024
Fixed annual rate	5.68%	4.242%
Semi-annual interest payments due each year on	June 15, December 15	October 1, April 1
<b>Debenture Ratings</b>		
S&P <sup>1</sup>	BBB+, (Stable)	BBB+, (Stable)
DBRS <sup>1</sup>	A (High), Stable	A (High), Stable

<sup>1</sup> See "Financial Strength Rating" section of this MD&A for additional information.

The principal debt covenants associated with the debentures are as follows:

- A negative pledge under which the Company will not assume or create any security interest (other than permitted encumbrances) unless the debentures are secured equally and ratably with (or prior to) such obligation;
- The Company will not, nor will it permit any of its subsidiaries to, amalgamate, consolidate or merge with or into any other person or liquidate, wind-up or dissolve itself unless (a) the Company or one of its wholly-owned subsidiaries is the continuing or successor company or (b) if the successor company is not a wholly-owned subsidiary, at the time of, and after giving effect to, such transaction, no event of default and no event that, after notice or lapse of time, or both, would become an event of default shall have happened and be continuing under the trust indenture, in each case subject to certain exceptions and limitations set forth in the trust indenture; and
- The Company will not request that the rating agencies withdraw their ratings of the debentures.

In the case of certain events of default under the terms of the debentures issued by the Company in 2010 and 2014, the aggregate unpaid principal amount of such debentures, together with all accrued and unpaid interest thereon and any other amounts owing with respect thereto, shall become immediately due and payable. The events of default that would trigger such an acceleration of payment include if the Company takes certain voluntary insolvency actions, such as instituting proceedings for its winding up, liquidation or dissolution, or consents to the filing of such proceedings against it; or if involuntary insolvency proceedings go uncontested by the Company or are not dismissed within a specified time period, or the final order sought in such proceedings is granted against the Company.

For more specific details on the terms and conditions of the Company's debentures, please see the relevant prospectus, copies of which are available on the SEDAR website at [www.sedar.com](http://www.sedar.com).

## Credit facility

On May 20, 2016, the Company entered into a \$100 million senior unsecured revolving credit facility, which matures on May 20, 2019. Any borrowings under the credit facility will bear interest at a rate per annum equal to, either a fixed rate based on a spread over Bankers' Acceptance or a variable rate based on a spread over the Lender Prime Rate. The Company also pays a standby fee based on the unused amount of the commitments. The credit facility includes customary representations, warranties, covenants, terms and conditions for transactions of this type.

As at June 30, 2017, there was no amount outstanding under the credit facility and all of the covenants were fully met.

## Financial strength ratings

The Insurance Subsidiary has financial strength ratings from both S&P and DBRS. Although the Insurance Subsidiary is not required to have ratings to conduct its business, ratings may influence the confidence in an insurer and its products.

On July 21, 2017, DBRS confirmed the Insurance Subsidiary's AA financial strength rating and the Company's A (high) rating with stable trends citing "the Company's solid market position, high-quality insurance portfolio and advanced risk analytics, as well as its strong capital position relative to the capital required to meet insurance claims obligations."<sup>2</sup>

On August 18, 2016, S&P affirmed the Insurance Subsidiary's A+ rating with a stable outlook and the Company's BBB+ rating with a stable outlook. S&P noted that the Company had a strong competitive position, low industry risk due to the Company's strong portfolio quality, tight regulation, extremely strong earnings and capitalization and adequate financial flexibility with a moderate risk due to monoline focus in a sector prone to capital and earnings volatility.

<b>Ratings Summary</b>	<b>S&amp;P</b>	<b>DBRS</b>
<b>Issuer Rating</b>		
Company	BBB+, Stable	A (High), Stable
<b>Financial Strength</b>		
Insurance Subsidiary	A+, Stable	AA, Stable
<b>Senior Unsecured Debentures</b>		
Company	BBB+, Stable	A (High), Stable

## Capital transactions

### Share repurchase

On May 2, 2017, the Company received approval by the Toronto Stock Exchange for the Company to undertake a NCIB. Pursuant to the NCIB, the Company can purchase, for cancellation, up to 4,597,385 shares representing approximately 5% of its outstanding common shares as of April 27, 2017. Purchases of common shares under the NCIB may commence on or after May 5, 2017 and will conclude on the earlier of May 4, 2018 and the date on which the Company has purchased the maximum number of shares under the NCIB. The Company did not purchase any shares under the NCIB through the period ended June 30, 2017.

In the event that the Company chooses to purchase any shares under the NCIB, the Company's major shareholder, Genworth Financial, Inc., intends to participate proportionately to maintain its approximately 57.2% ownership interest in the Company throughout the course of the NCIB, if any shares are purchased. Shareholders may obtain a copy of the NCIB notice, without charge, by contacting the Company.

## Restrictions on dividends and capital transactions

The Insurance Subsidiary is subject to certain restrictions with respect to dividend and capital transactions. The Insurance Companies Act ("ICA") prohibits directors from declaring or paying any dividend on shares of an insurance company if there are reasonable grounds for believing that the company is, or the payment of the dividend would cause the company to be, in contravention of applicable requirements to maintain adequate capital, liquidity and assets. The ICA also requires an insurance company to notify OSFI of the declaration of a dividend at least 15 days prior to the date fixed for its payment. Similarly, the ICA prohibits the purchase for cancellation of any shares issued by an insurance company or the redemption of any redeemable shares or other similar capital transactions if there are reasonable grounds for believing that the company is, or the payment would cause the company to be, in contravention of applicable requirements to maintain adequate capital, liquidity and assets. Share cancellation or redemption would

<sup>2</sup> DBRS July 21, 2017 press release: DBRS Confirms Ratings on Genworth Financial Mortgage Insurance Co. Canada at AA and Genworth MI Canada Inc. at A (high), stable trends.



also require the prior approval of OSFI. Finally, OSFI has broad authority to take actions that could restrict the ability of an insurance company to pay dividends.

## Outstanding share data

**Table 16: Changes in the number of common shares outstanding at June 30, 2017 and December 31, 2016**

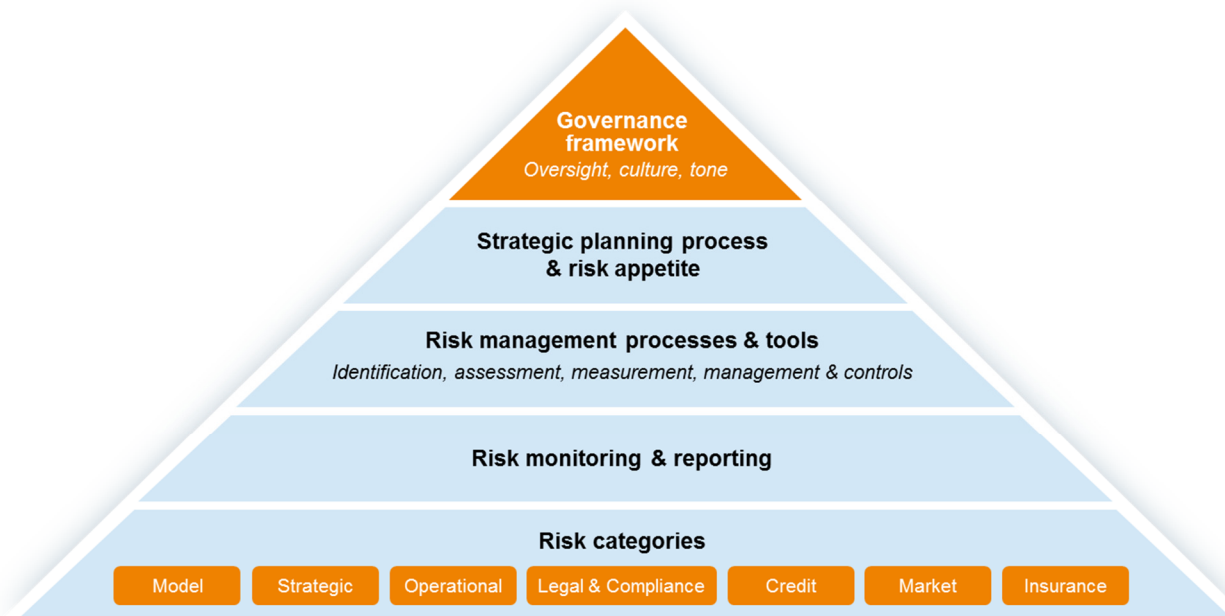
	June 30, 2017	December 31, 2016
Common shares, beginning of period (January 1)	<b>91,864,100</b>	<b>91,795,125</b>
Common shares issued in connection with share-based compensation plans	<b>83,600</b>	<b>68,975</b>
Common shares, end of period	<b>91,947,700</b>	<b>91,864,100</b>

At June 30, 2017, Genworth Financial, Inc. beneficially owned 52,562,042 common shares of the Company, or approximately 57.2% of the Company's outstanding common shares, through its wholly-owned subsidiaries, Genworth Financial International Holdings LLC Genworth Mortgage Insurance Corporation and Genworth Mortgage Insurance Corporation of North Carolina which held approximately 40.6%, 14.9% and 1.7% of the common shares of the Company, respectively.

## Risk management

### Enterprise risk management framework

Risk management is a critical part of Genworth Canada's business. The Company's Enterprise Risk Management ("ERM") Framework, comprises the totality of the frameworks, systems, processes, policies, and people for identifying, assessing, mitigating and monitoring risks. The key elements of the ERM Framework are illustrated in the diagram below.



## Governance framework

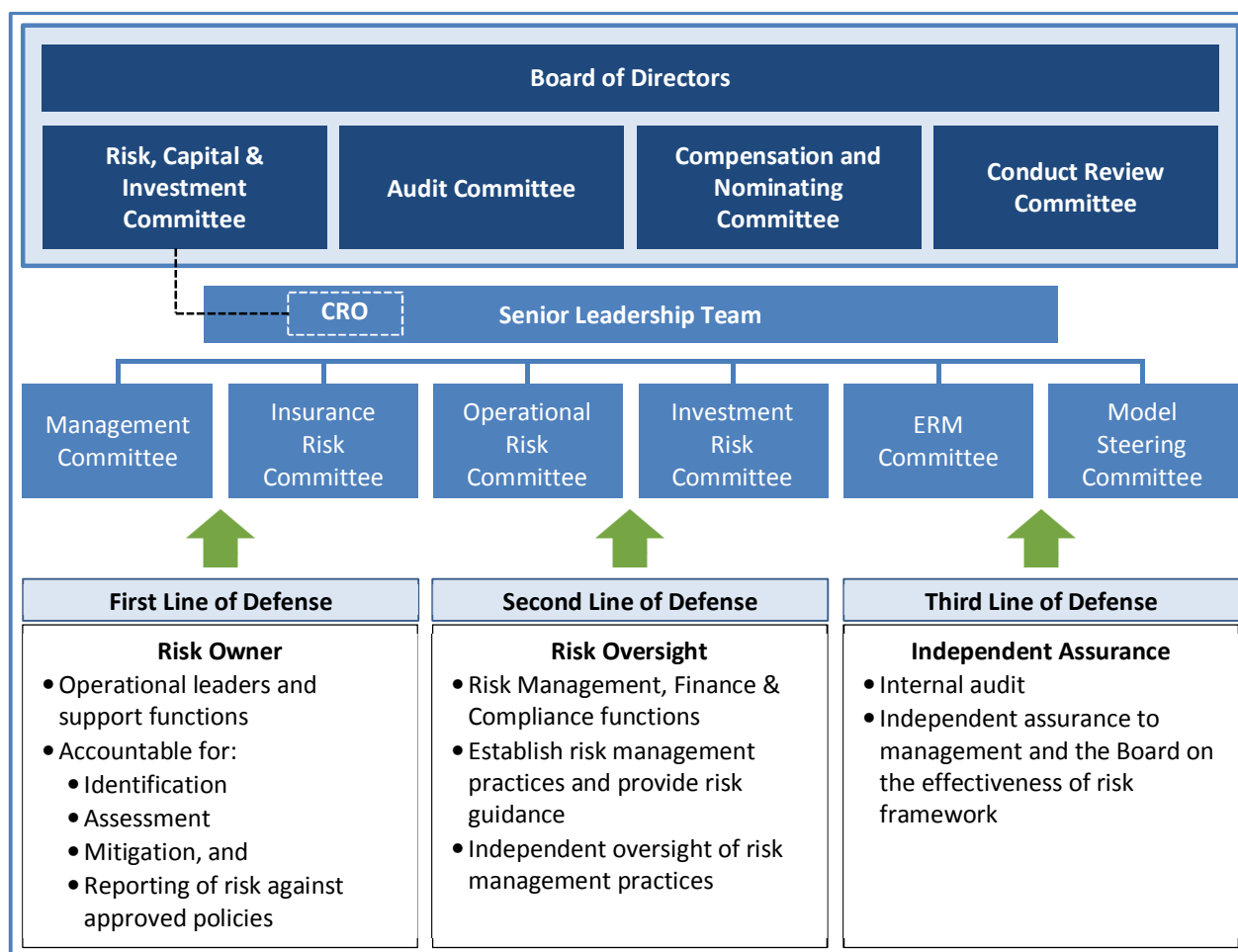
The Company's governance framework is designed to ensure the Board and management have effective oversight of the risks faced by the Company with clearly defined and articulated roles and responsibilities and inter-relationships. The governance framework is comprised of three core elements:

- I. Board's oversight of risk and risk management practices;
- II. Management's oversight of risks; and
- III. The "three lines of defense" operating model.

The Board is responsible for reviewing and approving the Company's risk appetite and ensuring that it remains consistent with the Company's short and long-term strategy, business and capital plans. The Board carries out its risk management mandate primarily through its committees, with the Risk, Capital and Investment Committee having responsibility for oversight of insurance, investment and operational risks.

The Company's management is responsible for risk management under the oversight of the Board and fulfills its responsibility through several risk committees, as noted in the chart below. The Chief Risk Officer ("CRO"), who oversees the Risk Management Group, reports to the Chief Executive Officer ("CEO") but has direct access via in-camera sessions with the Risk, Capital and Investment Committee of the Board.

The Board and the board of directors of the Insurance Subsidiary use a 'three lines of defense' approach to risk management, which serves to allocate accountability and responsibility for risk management within the various business functions, as outlined in the chart below.



## Risk appetite framework

Risk appetite is the maximum amount of risk that the Company is willing to accept in the pursuit of its business objectives. The objective in managing risk is to protect the Company from unacceptable loss or an undesirable outcome with respect to earnings volatility, capital adequacy, liquidity or reputation, while supporting the Company's overall business strategy.

The purpose of the risk appetite framework is to provide a framework for management and the Board for understanding the ultimate level of risk the Company is willing to undertake in pursuit of its strategic objectives with due regard to its commitments and regulatory boundaries. It articulates the desired balance between risk objectives, meeting customer needs and profitability objectives, and is a major communication tool that enables the Board to cascade key messages throughout the organization. It establishes a common understanding around the acceptable level of variability in financial performance and answers the question of how much risk the Company is willing to take under expected and extreme scenarios.

Where possible the Company has set risk limits and tolerances that guide the business and ensure that risk taking activities are within its risk appetite. The Company's risk tolerances and limits will be assessed for appropriateness at least annually and on a more frequent basis if there is a major change to the economic or business environment. The Company communicates risk tolerances and limits across the organization through its policies, limit structures, operating procedures and risk reporting.

Where possible, the Company's risk appetite is subject to stress and scenario testing and can be expressed as the tolerance with respect to acceptable variances for earnings, liquidity and capital to deviate from their target levels under a variety of different scenarios.

## Risk principles

The Company employs the following methods of managing risk that originate from the business objectives of the Company:

- Ensure the expected outcomes of risk taking activities are consistent with the Company's strategies and risk appetite;
- Ensure there is an appropriate balance between risk, return, capital, and liquidity in order to meet policyholder obligations and maximize shareholder value throughout economic cycles;
- Ensure business decisions are based on an understanding of risk;
- Ensure a deep understanding of risk drivers as they relate to our key objectives;
- Employ a "Three Lines of Defense" risk governance model, which ensures that a responsibility for risk management is shared across the business;
- Proactively address emerging risks as they arise; and
- Ensure strict adherence to legal, compliance and regulatory requirements.

The Company's ERM framework and internal control procedures are designed to reduce the level of volatility in its financial results. The Company's ERM framework is linked to its business strategy and decision making framework. One of the key tools is the Own Risk and Self-Assessment ("**ORSA**") framework. The key elements and considerations of ORSA include: the comprehensive identification and assessment of risks and the adequacy of the Company's risk management; the assessment of the Company's current and likely future capital needs and solvency positions in light of its risk assessments; the distinguishing of Board oversight and management responsibility for such processes; detailing related monitoring and reporting requirements; and detailing the Company's internal controls and objective review process and procedures for such risk assessments. The Company's ORSA is forward-looking and is undertaken in conjunction with the Company's business and strategic planning.

## Risk controls

The Company's ERM approach is supported by a comprehensive set of risk controls. The controls are embedded through its ERM framework and risk-specific frameworks. These frameworks lay the foundation for the development and communication of management -approved policies and the establishment of formal review and approval processes. The Company's risk management framework and policies are organized as follows:

- **ERM Framework:** provides an overview of the enterprise-wide program for identifying, measuring, controlling and reporting of material risks the Company faces;
- **Risk-Specific Frameworks:** provides an overview of the Company's program for identifying, measuring, controlling and reporting for each of its material risks; and
- **Company-wide Policies and Procedures:** governs activities such as product risk review and approval, project initiatives, stress testing, risk limits and risk approval authorities.

## Risk categories

### Insurance risk

Genworth Canada's mortgage insurance risk management involves actively managing its borrower credit quality, product and geographic exposures. The Company carefully monitors portfolio concentrations by borrower credit quality, product and geography against pre-determined risk tolerances, taking into account the conditions of the housing market and economy in each region of Canada. The Company continues to originate a high quality insurance portfolio with an average credit score of 747 primarily due to continued underwriting diligence. The average home price for transactional insurance originations has remained relatively stable at \$317,004 representing an increase of less than 1%, over the prior year's period. The average gross debt service ratio for the second quarter of 2017 was stable at 24%, and is well below the new mortgage stress test threshold of 26%.

To the extent that home prices appreciate over time and/or the principal amount of the loan is paid down, the effective loan-to-value of the Company's insurance written in a given year decreases.

**Table 17: Estimated effective loan-to-value % of the Company's outstanding mortgage insurance balances<sup>1</sup> by book of business**

	As at June 30, 2017			As at December 31, 2016		
	Transactional	Portfolio	Total	Transactional	Portfolio	Total
2009 & prior	42	21	35	44	21	41
2010	59	30	50	61	27	55
2011	62	32	50	65	34	59
2012	67	39	54	70	34	53
2013	71	42	55	74	39	56
2014	76	48	60	79	44	62
2015	80	50	61	84	50	64
2016	86	54	69	90	53	64
2017	92	63	88	-	-	-
Total	67	44	56	69	46	58

<sup>1</sup> This estimate is based on the amounts reported by lenders to the Company, which represents the vast majority of insurance in-force.

Genworth Canada's extensive historical database and innovative information technology systems are important tools in its approach to risk management. The Company utilizes its proprietary transactional insurance performance database to build and improve its mortgage scoring model. This mortgage scoring model employs a number of evaluation criteria to assign a score to each insured mortgage loan which is an indicator of the likelihood of a future claim. This evaluation criteria includes borrower credit score, loan type and amount, total debt service ratio, property type and loan-to-value. The Company believes these factors, as well as other considerations, significantly enhance the ability of the mortgage scoring model to predict the likelihood of a borrower default, as compared to reliance solely on borrower credit score. The Company also utilizes internally developed stochastic modelling to estimate projected losses on claims and to measure the severity of loss and delinquency rate sensitivity to both changes in the economic environment as well as individual loan or borrower attributes.

The Company's mortgage portfolio risk management function is organized into three primary groups: portfolio analysis, underwriting policies and guidelines, and risk technology and actuarial modeling. The risk management team analyzes and summarizes mortgage

portfolio performance, risk concentrations, emerging trends and remedial actions which are reviewed with the Company's management-level Risk Committee on a monthly basis. The Company closely monitors the delinquency performance as a key indicator of insurance portfolio performance.

The Company also employs a quality assurance team to ensure that policies and guidelines established by the Company's mortgage portfolio risk management function are adhered to both internally within the Company and by lenders submitting applications to the Company. The quality assurance team conducts daily reviews of a random sample of loans adjudicated by the Company's underwriters. Similarly, external lender audits are conducted on a routine basis, using a statistically relevant sample of approved loans. In addition, the quality assurance team also reviews the Company's loss reserving and mitigation functions to ensure compliance with relevant Company policies and accounting standards. Audit results of all three areas are reviewed by management on a monthly basis.

## **Market and credit risk**

The Company monitors and manages the credit risk, liquidity risk and market risk, including interest rate risk, equity price risk, currency risk, emerging markets risk and counterparty risk of its investment portfolio.

### **Credit risk**

Credit risk is the risk that one party to a financial instrument fails to discharge an obligation and causes financial loss to another party. The Company is exposed to credit risk principally through its investment assets. The Company's investment management strategy is to invest primarily in debt instruments of Canadian government agencies and other high credit quality issuers and to limit the amount of credit exposure with respect to any one issuer, business sector, or credit rating category, as specified in its investment policy. Credit quality of financial instrument issuers is assessed based on ratings supplied by rating agencies DBRS, S&P and Moody's and credit analysis completed by the Company and its investment managers.

Credit risk from derivative transactions reflects the potential for the counterparty to default on its contractual obligations when one or more transactions have a positive market value to the Company. Therefore, derivative-related credit risk is represented by the positive fair value of the instrument and is normally a small fraction of the contract's notional amount. To mitigate credit risk related to derivative counterparties, the Company has adopted a policy whereby, upon signing the derivative contract, the counterparty is required to have a minimum credit rating of A- and to collateralize its derivative obligations.

### **Liquidity risk**

Liquidity risk is the risk of having insufficient cash resources to meet policy obligations and other financial commitments as they fall due without raising funds at unfavourable rates or selling assets on a forced basis. To ensure liquidity requirements are met, the Company holds a portion of investment assets in liquid securities. Adverse capital and credit market conditions and the MCT requirements of the Insurance Subsidiary may significantly affect the Company's access to capital and may affect its ability to meet liquidity or debt refinancing requirements in the future. Potential liquidity risks are discussed in more detail in the "Risk Factors" section of the Company's AIF and the "Liquidity" section in this MD&A.

### **Market risk**

Market risk is the risk of loss arising from adverse changes in market rates and prices, such as interest rates, equity market fluctuations, foreign currency exchange rates and other relevant market rate or price changes. Market risk is directly influenced by the volatility and liquidity in the markets in which the related underlying assets are traded. The market risks to which the Company is exposed are interest rate risk, equity price risk, currency risk, emerging markets risk and counterparty risk.

### **Interest rate risk**

Fluctuations in interest rates have a direct impact on the market valuation of the Company's fixed income investment portfolio. Short-term interest rate fluctuations will generally create unrealized gains or losses. Generally, the Company's interest income will be

reduced during sustained periods of lower interest rates as higher-yielding fixed income investments are called, mature or are sold and the proceeds are reinvested at lower rates, and this will likely result in unrealized gains in the value of fixed income investments the Company continues to hold, as well as realized gains to the extent that the relevant investments are sold. During periods of rising interest rates, the market value of the Company's existing fixed income investments will generally decrease and gains on fixed income investments will likely be reduced or become losses. To mitigate interest rate risk, the Company uses fixed for floating interest rate swaps to hedge a portion of the interest rate risk.

**Equity price risk**

Equity price risk is the risk that the fair values of equities will decrease as a result of changes in the levels of equity indices and the values of individual stocks. Equity price risk exposure arises from the Company's investment in common shares. The Company did not hold any common shares as at June 30, 2017 and 2016.

**Currency risk**

Currency risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The Company is exposed to currency risk arising from investments denominated in U.S. dollars. The Company uses foreign exchange forward contracts and cross-currency interest rate swaps to mitigate currency risk.

**Emerging markets risk**

Emerging markets risk relates to emerging market investment grade bond holdings which are exposed to greater market volatility, have less availability of reliable financial information, carry higher transactional and custody costs, are subject to taxation by foreign governments, have decreased market liquidity and may be exposed to political instability.

**Counterparty risk**

Counterparty risk relates to the risk that a counterparty will fail to discharge its obligation related to a bond, derivative contract or other trade or transaction.

**Financial reporting controls and accounting disclosures****Disclosure controls and procedures and internal controls over financial reporting**

As required by National Instrument 52-109, the Company has in place disclosure controls and procedures and internal controls over financial reporting, designed under the Committee of Sponsoring Organizations of the Treadway Commission (Framework (2013)) to ensure the disclosure of all material information or changes relating to the Company to all members of the public in a fair and timely manner. Such controls and procedures ensure that all relevant material is gathered and reported to senior management (including the CEO, CFO and General Counsel) and the Company's management-level disclosure committee on a timely basis so that appropriate decisions can be made regarding public disclosure. An evaluation and certification of the Company's disclosure controls and procedures and internal controls over financial reporting is done regularly under supervision by the Company's CEO and CFO in accordance with the requirements of National Instrument 52-109 of the Canadian Securities Administrators, and such certifications are available with the Company's filings on the SEDAR website at [www.sedar.com](http://www.sedar.com). The certifications filed in connection with certain interim and annual financial disclosure documents, confirm that the CEO and CFO have concluded that the design and operation of the disclosure controls and procedures and internal controls over financial reporting were effective, for such periods. There were no changes in the Company's internal controls over financial reporting during the quarter ending June 30, 2017 that have materially affected, or are reasonably likely to materially affect, the Company's controls over financial reporting.

**Changes in accounting standards and future accounting standards**

The following amendment to existing standards has been issued by the International Accounting Standards Board (“IASB”) and is effective for annual periods beginning on or after January 1, 2017.

**Amendments to IAS 7 – Disclosure initiative (“IAS 7”)**

Amendments to IAS 7 were published in January 2016. The amendments add disclosure requirements that enable users of financial statements to evaluate changes in liabilities arising from financing activities, including both changes arising from cash flow and non-cash changes.

The amendments are effective for annual periods beginning on or after January 1, 2017, with early adoption permitted.

The amendments did not have a material impact on the financial statements.

**Amendments to IAS 12 – Recognition of deferred tax assets for unrealized losses (“IAS 12”)**

Amendments to IAS 12 that were published in January 2016, clarify that the existence of a deductible temporary difference depends solely on a comparison of the carrying amount of an asset and its tax base at the end of the reporting period, and is not affected by future changes in the carrying amount or the expected manner of recovery of the asset. The amendments also clarify the methodology to determine the future taxable profits used for assessing the utilization of deductible temporary differences.

The amendments apply retrospectively for annual periods beginning on or after January 1, 2017, with early adoption permitted.

The amendments did not have a material impact on the financial statements.

**Future accounting standards****IFRS 17 - Insurance contracts**

On May 18, 2017, the IASB issued IFRS 17 – *Insurance contracts* (“IFRS 17”). IFRS 17 requires retrospective application and is effective for annual periods beginning on or after January 1, 2021. IFRS 17 replaces the interim accounting standard IFRS 4: Insurance contracts. Under the IFRS 17 model, insurance contract liabilities will be calculated as the present value of future insurance cash flows with provisions for risk and profit at contract inception. The provisions for risk and profit will be amortized over the life of the contract. Unprofitable contracts at inception will be recognized immediately. There will also be a new income statement presentation for insurance contracts and additional disclosure requirements.

The Company is assessing the impact of IFRS 17.

**IFRS 9 - Financial instruments**

In July 2014, the IASB published the final version of IFRS 9, which replaces *IAS 39 - Financial instruments: recognition and measurement*, and includes guidance on the classification and measurement of financial instruments, impairment of financial assets, and a new general hedge accounting model. Financial asset classification is based on the cash flow characteristics and the business model in which an asset is held. The classification determines how a financial instrument is accounted for and measured. IFRS 9 also introduces a single impairment model for financial instruments not measured at Fair Value through Profit or Loss that requires recognition of expected credit losses at initial recognition of a financial instrument and the recognition of lifetime expected credit losses if certain criteria are met. The new model for hedge accounting aligns hedge accounting with risk management activities.

While the new standard is generally effective for years beginning on or after January 1, 2018, on September 12, 2016, the IASB issued amendments to *IFRS 17*, which permit eligible insurers optional transitional relief until the forthcoming insurance accounting standard is available for implementation. The options permit (a) entities whose predominant activity is issuing insurance contracts within the scope of IFRS 17 a temporary exemption to defer the implementation of IFRS 9, which may allow alignment of the

implementation of IFRS 9 with the forthcoming insurance accounting standard, or alternatively (b) give entities issuing insurance contracts the option to remove from profit or loss the incremental volatility caused by changes in the measurement of specified financial assets upon application of IFRS 9. Entities that apply either of the options will be required to adopt IFRS 9 in annual periods beginning on or after January 1, 2021, which aligns with the effective date of IFRS 17, and prepare certain disclosures pertaining to financial instruments in annual periods beginning on or after January 1, 2018. The Company has concluded that it is an eligible insurer that qualifies for the transitional relief.

The Company intends to apply the optional transitional relief that permits deferral of the adoption of IFRS 9. The Company is currently assessing the impact of IFRS 9 on its financial assets and financial liabilities.

### **IFRS 16 - Leases**

IFRS 16 was issued on January 13, 2016. The new standard will replace existing lease guidance in IFRS and related interpretations, and requires companies to bring most leases on-balance sheet. A lessee recognizes a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. Short-term leases and leases of low value items are optional exemptions under the standard. Lessor accounting remains similar to the current standards, where lessors classify leases as finance or operating leases.

The new standard is effective for years beginning on or after January 1, 2019.

The Company is assessing the impact of IFRS 16.

### **Amendments to IFRS 2 – Share-based payments (“IFRS 2”)**

Amendments to IFRS 2 were published in June 2016, which clarify how to account for certain types of share-based payment transactions.

The amendments provide requirements on the accounting for:

- The effects of vesting and non-vesting conditions on the measurement of cash-settled share-based payments;
- Share-based payment transactions with a net settlement feature for withholding tax obligations; and
- A modification to the terms and conditions of a share-based payment that changes the classification of the transaction from cash-settled to equity-settled.

The amendments are effective for annual periods beginning on or after January 1, 2018, with early adoption permitted if information is available without the use of hindsight.

The Company is currently assessing the impact of the amendments to IFRS 2.

### **Significant estimates and judgments**

The preparation of consolidated financial statements in accordance with IFRS requires management to make estimates and judgments that affect the reported amounts of assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenue and expenses during the reporting periods covered by the financial statements. The principal financial statement components subject to measurement uncertainty are outlined below as accounting estimates and judgments. Actual results may differ from the estimates used, and such differences may be material.

#### **Accounting estimates**

Information about assumptions and estimation uncertainties that have a risk of resulting in material adjustment within the next 12 months are as follows:



**Premiums earned**

Mortgage insurance premiums are deferred and then taken into underwriting revenues over the terms of the related policies. The rates or formulae under which premiums are earned relate to the loss emergence pattern in each year of coverage. In order to match premiums earned to losses on claims, premiums written are recognized as premiums earned using a factor-based premium recognition curve.

In constructing the premium recognition curve, the Company applies actuarial forecasting techniques to historical loss data to determine expected loss development and the related loss emergence pattern.

**Loss reserves**

Loss reserves represent the amount needed to provide for the expected ultimate net cost of settling claims including adjustment expenses related to defaults by borrowers (both reported and unreported) that have occurred on or before the reporting date. Loss reserves are discounted to take into account the time value of money and include a supplemental provision for adverse deviation. In determining the ultimate claim amount, the Company estimates the expected recovery from the property securing the insured loan and the legal, property maintenance and other loss adjustment expenses incurred in the claim settlement process. Loss reserves consist of individual case reserves, Incurred But Not Reported ("IBNR") reserves and supplemental loss reserves for potential adverse deviation.

For the purpose of quantifying case reserves, the Company analyzes each reported delinquent loan on a case-by-case basis and establishes a case reserve based on the expected loss, if any. The ultimate expected claim amount is influenced significantly by housing market conditions, changes in property values, and the condition of properties in default.

IBNR is the Company's best estimate of losses that have been incurred but not reported from the time the first scheduled mortgage payment has been missed by a mortgage borrower. The Company establishes reserves for IBNR based on the reporting lag from the date of first missed payment to the reporting date for mortgages in default that have not been reported to the Company. IBNR is calculated using estimates of expected claim frequency and claim severity based on the most current available historical loss data, adjusted for seasonality.

In order to discount loss reserves to present value, the Company's appointed actuary determines a discount rate based on the market yield of the Company's investment portfolio.

The Company recognizes a provision for adverse deviation based on assessment of the adequacy of the Company's loss reserves and with reference to the current and future expected condition of the Canadian housing market and its impact on the expected development of losses.

The process for the establishment of loss reserves relies on the judgment and opinions of a number of individuals, on historical precedent and trends, on prevailing legal and economic trends and on expectations as to future developments. This process involves risks that actual results will deviate, perhaps substantially, from the best estimates made. These risks vary in proportion to the length of the estimation period and the volatility of each component comprising the liability.

**Subrogation recoverable**

The Company estimates the fair value of subrogation rights related to real estate included in subrogation recoverable based on third party property appraisals or other types of third party valuations deemed to be more appropriate for a particular property.

The Company estimates borrower recoveries related to claims paid and loss reserves included in subrogation recoverable based on historical recovery experience. Borrower recoveries are discounted to present value and include an actuarial margin for adverse deviation.

**Deferred policy acquisition costs**

Deferred policy acquisition costs are comprised of premium taxes, appraisal costs, risk fee, certain employee compensation, and other expenses that relate directly to acquisition of new mortgage insurance business. Deferred policy acquisition costs are deferred and expensed in proportion to and over the periods in which premiums are earned.

The Company estimates expenses eligible for deferral based on the nature of expenses incurred and results of time and activity studies performed to identify the portion of time the Company's employees incur in the acquisition of new mortgage insurance business.

**Accounting judgments****Objective evidence of impairment of AFS financial assets**

As of each reporting date, the Company evaluates AFS financial assets for objective evidence of impairment.

For investments in bonds and preferred shares, evaluation of whether impairment has occurred is based on the Company's assessment that a loss event has occurred and the Company's best estimate of the cash flows to be collected at the individual investment level. The Company considers all available information relevant to the collectability of the investment, including information about past events, current conditions, and reasonable and supportable forecasts. Impairment assessment is a qualitative and quantitative process that incorporates information received from third party sources along with certain internal assumptions and judgments regarding the future performance of any underlying collateral for asset-backed investments. Impairment for bonds and preferred shares is deemed to exist when the Company does not expect full recovery of the amortized cost of the investment based on the estimate of cash flows to be collected or when the Company intends to sell the investment prior to recovery from its unrealized loss position.

For common shares, the Company recognizes an impairment loss in the period in which it is determined that an investment has experienced significant or prolonged losses.

**Transactions with related parties****Services**

The Company enters into related party transactions with Genworth Financial, Inc. and its subsidiaries. Services rendered by Genworth Financial, Inc. and subsidiaries consist of information technology, finance, human resources, legal and compliance, and other specified services. The services rendered by the Company and the Insurance Subsidiary relate mainly to financial reporting and tax compliance support services. These transactions are in the normal course of business and are at terms and conditions no less favourable than market. Balances owing for service transactions are non-interest bearing and are settled on a quarterly basis. The Company incurred net related party charges of approximately \$3 million in the six months ended June 30, 2017, consistent with the prior year.

## Non-IFRS financial measures

To supplement the Company's consolidated financial statements, which are prepared in accordance with IFRS, the Company uses non-IFRS financial measures to analyze performance. The Company's key performance indicators and certain other information included in this MD&A include non-IFRS financial measures. Such non-IFRS financial measures used by the Company to analyze performance include, among others, net operating income, operating earnings per common share (basic), and operating earnings per common share (diluted). The Company believes that these non-IFRS 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-IFRS financial measures do not have standardized meanings and are unlikely to be comparable to any similar measures presented by other companies.

**Table 18: Non-IFRS financial measures reconciled to comparable IFRS measures for such periods**

	Three months ended June 30,		Six months ended June 30,	
<i>(in millions of dollars, unless otherwise specified)</i>	<b>2017</b>	2016	<b>2017</b>	2016
Investment income	\$ <b>76</b>	\$ 33	\$ <b>119</b>	\$ 70
Adjustment to investment income:				
Net investment (gains)	<b>(31)</b>	11	<b>(29)</b>	16
Interest and dividend income, net of investment expenses	\$ <b>45</b>	\$ 44	<b>90</b>	\$ 86
Net income	<b>150</b>	91	<b>256</b>	178
Adjustments to net income, net of taxes:				
Net investment (gains)	<b>(24)</b>	8	<b>(23)</b>	12
Net operating income	\$ <b>126</b>	\$ 99	\$ <b>233</b>	\$ 190
Earnings per common share (basic)	\$ <b>1.63</b>	\$ 0.99	\$ <b>2.78</b>	\$ 1.94
Adjustment to earnings per common share, net of taxes:				
Net investment (gains)	<b>(0.26)</b>	0.09	<b>(0.25)</b>	0.13
Operating earnings per common share (basic)	\$ <b>1.37</b>	\$ 1.07	\$ <b>2.54</b>	\$ 2.07
Earnings per common share (diluted) <sup>1</sup>	\$ <b>1.61</b>	\$ 0.99	\$ <b>2.78</b>	\$ 1.94
Adjustment to earnings per common share, net of taxes:				
Share based compensation re-measurement amount	<b>0.01</b>	-	-	-
Net investment (gains)	<b>(0.26)</b>	0.09	<b>(0.25)</b>	0.13
Operating earnings per common share (diluted) <sup>1</sup>	\$ <b>1.36</b>	\$ 1.07	\$ <b>2.53</b>	\$ 2.07

Note: Amounts may not total due to rounding.

<sup>1</sup>The difference between basic and diluted number of common shares outstanding is caused by the potentially dilutive impact of share-based compensation awards.

Other non-IFRS financial measures used by the Company to analyze performance for which no comparable IFRS measure is available include insurance in-force, new insurance written, loss ratio, expense ratio, combined ratio, operating return on equity, investment yield, and MCT ratio.

**Table 19: Non-IFRS financial measures for which no comparable IFRS measure is available**

For a more meaningful description of the measure, refer to the “Non-IFRS financial measures glossary”.

<i>(in millions of dollars, unless otherwise specified)</i>	Three months ended June 30,		Six months ended June 30,	
	2017	2016	2017	2016
<b>Selected non-IFRS financial measures</b>				
Insurance in force <sup>2</sup>	\$ 481,604	\$ 443,448	\$ 481,604	\$ 443,448
New insurance written	\$ 6,091	\$ 31,700	\$ 19,651	\$ 39,606
Transactional new insurance written	4,984	5,769	8,030	9,183
Portfolio new insurance written	1,108	25,931	11,620	30,423
Loss ratio	3%	21%	9%	22%
Expense ratio	18%	19%	19%	19%
Combined ratio	22%	40%	29%	41%
Operating return on equity	14%	12%	13%	11%
Investment yield	3.2%	3.3%	3.2%	3.2%
MCT ratio <sup>1</sup>	167%	233%	167%	233%

<sup>1</sup> This estimate is based on amounts reported to the Company by lenders which represents the vast majority of outstanding insured mortgage balances.

<sup>2</sup> Company estimate at June 30, 2017.

## Non-IFRS financial measures glossary

“**combined ratio**” means the sum of the loss ratio and the expense ratio. The combined ratio measures the proportion of the Company’s total cost to its premium earned and is used to assess the profitability of the Company’s insurance underwriting activities.

“**expense ratio**” means the ratio (expressed as a percentage) of sales, underwriting and administrative expenses to premiums earned for a specified period. The expense ratio measures the operational efficiency of the Company and is a useful comparison to industry benchmarks and internal targets.

“**insurance in-force**” means the amount of all mortgage insurance policies in effect at a specified date, based on the original principal balance of mortgages covered by such insurance policies, including any capitalized premiums. Insurance in-force measures the maximum potential total risk exposure under insurance contracts at any given time and is used to assess potential losses on claims.

“**interest and dividend income, net of investment expenses**” means the total net investment income excluding investment gains (losses). This measure is an indicator of the core operating performance of the investment portfolio.

“**investment yield**” means the annualized investment income before investment fees and excluding net investment gains (losses) tax affected for dividends for such period divided by the average of the beginning and ending investments book value, for such period. For quarterly results, the investment yield is the annualized investment income using the average of beginning and ending investments book value, for such quarter.

“**loss ratio**” means the ratio (expressed as a percentage) of the total amount of losses on claims associated with insurance policies incurred during a specified period to premiums earned during such period. The loss ratio is a key measure of underwriting profitability and the quality of the insurance portfolio and is used for comparisons to industry benchmarks and internal targets.

“**Minimum Capital Test**” or “**MCT**” means the minimum capital test for certain federally regulated insurance companies established by OSFI (as defined herein). Under MCT, companies calculate an MCT ratio of regulatory capital available to regulatory capital required using a defined methodology prescribed by OSFI in monitoring the adequacy of a company’s capital. The MCT ratio is a key

metric of the adequacy of the Company's capital in comparison to regulatory requirements and is used for comparisons to other mortgage insurers and internal targets.

**"net operating income"** means net income excluding after-tax net realized gains (losses) on sale of investments, unrealized gains (losses) on FVTPL securities and the cost of interest rate swaps representing the difference between the fixed rate and floating rate. Net operating income estimates the recurring after-tax earnings from core business activities and is an indicator of core operating performance.

**"portfolio new insurance written"** means the original principal balance of mortgages, insured during a specified period as part of a portfolio of mortgages that have a loan-to-value ratio equal to or less than 80% at the time the loan is insured. New insurance written measures the maximum potential risk exposure under insurance contracts added during a specific time period and is used to determine potential loss exposure.

**"operating earnings per common share (basic)"** means the net operating income divided by the basic average common shares outstanding during the period.

**"operating earnings per common share (diluted)"** means the net operating income divided by the diluted average common shares outstanding during the period. The Company excludes the impact of the share based compensation re-measurement amount from operating earnings per share (diluted) as it believes this results is a better indicator of core operating performance.

**"operating return on equity"** means the net operating income for a period divided by the average of the beginning and ending shareholders' equity, excluding AOCI, for such period. For quarterly results, the operating return is the annualized operating return on equity using the average of beginning and ending shareholders' equity, excluding AOCI, for such quarter. Operating return on equity is an indicator of return on invested capital in the core business activities.

**"outstanding insured mortgage balances"** means the amount of all mortgage insurance policies in effect at a specified date, based on the current balance of mortgages covered by such insurance policies, including any capitalized premiums. Outstanding insured mortgage balances measures the current total risk exposure under insurance contracts at any given time and is used to assess potential losses on claims.

**"transactional new insurance written"** means the original principal balance of mortgages, including any capitalized premiums, insured during a specified period predominantly on mortgages with a loan-to-value ratio of greater than 80% at the time the loan is originated. New insurance written measures the maximum potential risk exposure under insurance contracts added during a specific time period and is used to determine potential loss exposure.

## Other Glossary

**"accumulated other comprehensive income" or "AOCI"** is a component of shareholders' equity and reflects the unrealized gains and losses, net of taxes, related to available-for-sale assets. Unrealized gains and losses on assets classified as available-for-sale are recorded in the consolidated statement of comprehensive income and included in accumulated other comprehensive income until recognized in the consolidated statement of income.

**"available-for-sale" or "AFS"** means investments recorded at fair value on the balance sheet, using quoted market prices, with changes in the fair value of these investments included in AOCI.

**"average reserve per delinquency"** means the average reserve per delinquent loan calculated by total loss reserves in dollars divided by the number of outstanding delinquent loans reported by lenders. Average reserve per delinquency measures the potential size of the average loss, including delinquent loans with no expected loss, and is used for trending purposes and comparisons against internal targets.

**"average premium rate"** means the average premiums written collected divided by the new insurance written

**“book value per common share”** is a measure of the carrying value of each individual share of the Company and is a key metric used in assessing the market value of the Company.

**“book value per common share excluding AOCI (basic)”** means the per common share amount of shareholders’ equity excluding AOCI to the number of basic common shares outstanding at a specified date.

**“book value per common share excluding AOCI (diluted)”** means the per common share amount of shareholders’ equity excluding AOCI to the number of diluted common shares outstanding at a specified date. Diluted common shares outstanding takes into account all of the outstanding dilutive securities that could potentially be exercised.

**“book value per common share including AOCI (basic)”** means the per common share amount of shareholders’ equity including AOCI to the number of basic common shares outstanding at a specified date.

**“book value per common share including AOCI (diluted)”** means the per common share amount of shareholders’ equity including AOCI to the number of diluted common shares outstanding at a specified date. Diluted common shares outstanding takes into account all of the outstanding dilutive securities that could potentially be exercised.

**“case reserves”** means the expected losses associated with reported delinquent loans. Lenders report delinquent loans to the Company on a monthly basis. The Company analyzes reported delinquent files on a case-by-case basis and derives an estimate of the expected loss. Case reserve estimates incorporate the amount expected to be recovered from the ultimate sale of the residential property securing the insured mortgage.

**“claim”** means the amount demanded under a policy of insurance arising from the loss relating to an insured event.

**“common shares”** means the issued and outstanding common shares of the Company.

**“credit score”** means the lowest average credit score of all borrowers on a mortgage insurance application. Average credit scores are calculated by averaging the score obtained from both Equifax and TransUnion for each borrower on the application. This is a key measure of household financial health.

**“cures”** means previously reported delinquent loans where the borrower has made all scheduled mortgage payments or a successful workout has been completed and the loan is no longer considered a delinquent loan.

**“debt-to-capital ratio”** means the ratio (expressed as a percentage) of debt to total capital (the sum of debt and equity). This is a measure of financial leverage that the Company considers in capital management planning.

**“deferred policy acquisition costs”** means the expenses incurred in the acquisition of new business, comprised of premium taxes and other expenses that relate directly to the acquisition of new business. Policy acquisition costs are only deferred to the extent that they are in excess of the service fees and can be expected to be recovered from unearned premium reserves. Deferred policy acquisition costs are amortized into income in proportion to and over the periods in which premiums are earned.

**“delinquency ratio”** means the ratio (expressed as a percentage) of the total number of delinquent loans to the total original number of policies in-force at a specified date. The delinquency ratio is an indicator of the emergence of losses on claims and the quality of the insurance portfolio and is a useful comparison to industry benchmarks and internal targets.

**“delinquent loans”** means loans where the borrowers have failed to make scheduled mortgage payments under the terms of the mortgage and where the cumulative amount of mortgage payments missed exceeds the scheduled payments due in a three-month period.

**“dividends paid per common share”** means the portion of the Company’s profits distributed to shareholders during a specified period and measures the total amount distributed by the Company to shareholders.

**“effective loan-to-value”** means a Company estimate based on the estimated balance of loans insured divided by the estimated fair market value of the mortgaged property using the Teranet - National Bank Home Price Index Composite 11.

**“effective tax rate”** means the ratio (expressed as a percentage) of provision for income taxes to income before income taxes for a specified period. The effective tax rate measures the actual amount of pre-tax income the Company pays in taxes and is a useful comparison to industry benchmarks and prior periods.

**“Fair Value through Profit or Loss”** or **“FVTPL”** means investments recorded at fair value on the statement of financial position with changes in the fair value of these investments recorded in income.

**“gross debt service ratio”** or **“GDSR”** means the percentage of borrowers’ total monthly debt servicing costs, in respect of the debt in question, as a percentage of borrowers monthly gross income. This is a key measure of household financial health.

**“incurred but not reported”** or **“IBNR”** reserves means the estimated losses on claims for delinquencies that have occurred prior to a specified date, but have not been reported to the Company.

**“investment portfolio”** means invested assets (including cash and cash equivalents, short-term investments, bonds or other fixed income securities and equity investments).

**“loan-to-value ratio”** means the original balance of a mortgage loan divided by the original value of the mortgaged property.

**“loss adjustment expenses”** means all costs and expenses incurred by the Company in the investigation, adjustment and settlement of claims. Loss adjustment expenses include third-party costs as well as the Company’s internal expenses, including salaries and expenses of loss management personnel and certain administrative costs.

**“losses on claims”** means the estimated amount payable under mortgage insurance policies during a specified period. A portion of reported losses on claims represents estimates of costs of pending claims that are still open during the reporting period, as well as estimates of losses associated with claims that have yet to be reported and the cost of investigating, adjusting and settling claims.

**“loss reserves”** means case reserves based on delinquencies reported to the Company, an estimate for losses on claims based on delinquencies that are IBNR, supplemental loss reserves for potential adverse developments related to claim severity and loss adjustment expenses representing an estimate for the administrative costs of investigating, adjusting and settling claims. Loss reserves are discounted to take into account the time value of money.

**“market share”** or **“share”** of a mortgage insurer means the insurer’s gross premiums written as a percentage of the reported gross premiums written of the Canadian mortgage insurance industry.

**“net investment gains or losses”** means the sum of net realized gains or losses on sales of investments, net gains or losses on derivatives and foreign exchanges and impairment losses.

**“net underwriting income”** means the sum of premiums earned and fees and other income, less losses and sales, underwriting and administrative expenses during a specified period.

**“ordinary dividend payout ratio”** means the ratio (expressed as a percentage) of the dollar amount of ordinary dividends paid during a specified period to shareholders as a percentage of net operating income over the same period. This is a measure of the proportion of net operating income returned to shareholders in the form of ordinary dividends.

**“portfolio insurance”** means mortgage insurance covering an individual mortgage that is underwritten as part of a portfolio of mortgages that have a loan-to-value ratio equal to or less than 80% at the time the loan is insured.

**“premium tax”** means a tax paid by insurance companies to provincial and territorial governments calculated as a percentage of gross premiums written.

**“premium written”** means gross payments received from insurance policies issued during a specified period.

**“sales, underwriting and administrative expenses”** means the cost of marketing and underwriting new mortgage insurance policies and other general and administrative expenses, including premium taxes, risk fee and net of the change in deferred policy acquisition costs.

**“severity”** means the dollar amount of losses on claims.

**“share based compensation re-measurement amount”** means the impact of revaluation of stock option liability as required under IFRS due to the cash settlement option. The Company believes that excluding this impact from operating earnings per share (diluted) is a better indicator of core operating performance.

**“total debt service ratio”** or **“TDSR”** means the borrowers’ monthly debt servicing costs as a percentage of borrowers’ monthly gross income.

**“transactional insurance”** means mortgage insurance covering an individual mortgage that typically has been underwritten individually, and which is predominantly a mortgage with a loan-to-value ratio of greater than 80% at the time the loan is originated.

**“underwriter”** means an individual who examines and accepts or rejects mortgage insurance risks based on the Company’s approved underwriting policies and guidelines.

**“unearned premiums reserve”** or **“UPR”** means that portion of premiums written that has not yet been recognized as revenue. Unearned premium reserves are recognized as revenue over the policy life in accordance with the expected pattern of loss emergence as derived from actuarial analysis of historical loss development.

**“workout penetration rate”** means the ratio (expressed as a percentage) of the number of total workouts approved, including shortfall sales, over total workout opportunities. Total workout opportunities include all new and re-delinquencies reported plus total workouts approved over the same period. Workout penetration rate measures the number of workouts performed relative to the number of existing workout opportunities and is used to assess the success of the loss mitigation Homeowner Assistance Program.

The Company’s full glossary is posted on the Company’s website at <http://investor.genworthmicanada.ca> and can be accessed by clicking on the link under the Investor Resources heading on the bottom navigation bar.