

Long term care is becoming an increasingly important issue in this country. The aging baby boomer population in the United States is approaching 80 million. Beginning January 1, 2011, there are 10,000 baby boomers a day turning 65 and this is expected to continue the next 19 years*. As Americans continue to live longer, millions will face the prospect of needing or providing long term care at some point in their lives.

Long term care covers a broad spectrum from nursing home care for those with complex needs, to adult day health care and assisted living facilities, to home care.

While the costs associated with each type of care vary greatly, they can add up quickly. In just a few short years, families can deplete their savings as they pay for a loved one's increasingly expensive care out of their own pockets.

12 million: Number of Americans expected to need long term care by 2020.

Kikoen, Dave. "With Long Life Comes Long-Term Planning". The Health Journal, 3 Mar 2011. Web 9 May 2011

78 percent: Percentage of Americans who prefer to receive long term care in the home. 18 percent choose assisted living, and 2 percent choose a nursing home.

America Talks: Protecting Our Families' Financial Futures, an online survey of 2,939 U.S. consumers, conducted between January 12-15, 2010, by Age Wave/Harris Interactive, and sponsored by the Genworth Financial companies.

\$77,745: The national median cost of one year in a private nursing home room.¹ Based on an assumed stay of 3 years in a nursing facility, costs can easily surpass \$225,000 for the long term care event.

¹ Genworth 2011 Cost of Care Survey, conducted by CareScout® 04/11

49 percent: The national median cost of one year in a private nursing home room \$77,745¹ is 49 percent more than the median household income in the United States \$51,425.²

¹ Genworth 2011 Cost of Care Survey, conducted by CareScout® 04/11
² U.S. Census 2010

\$19: The national median hourly rate for a licensed home health aide in the U.S. Based on a 44-hour work week, the cost per year for a home health aide is \$43,472.¹

¹ Genworth 2011 Cost of Care Survey, conducted by CareScout® 04/11

7.2 million: Number of Americans who currently own long term care insurance. This represents only 3% of the adult population.

U.S. Census 2010
LIMRA 2010 Estimate

Estimated Median Cost for a Year in a Private Nursing Home Room



Source: Genworth 2011 Cost of Care Survey, conducted by CareScout® 04/11. Based on national medians and assuming 5 percent inflation.

OVER
35
YEARS

Keeping Our Promises

A leader in long term care insurance since 1974

* Asare, Samuel. "Baby Boomers Are Jamming Retirement Traffic - So What Now?" Women's Journal, 1 April 2011. Web 16 May 2011.

Underwritten by Genworth Life Insurance Company,
and in New York by Genworth Life Insurance Company of New York
Administrative Office: Richmond, VA

By the Numbers

#1: Genworth Financial companies' industry ranking in individual long term care new lives covered, and in the number of individual long term care insurance policies in force.

LIMRA 2010 Individual Long Term Care Insurance Sales and In Force Survey

37 years: On December 1, 1974, the Genworth Financial companies issued their first long term care insurance policy.

22 percent: More than one in every five people in the U.S. with an individual long term care insurance policy is serviced by the Genworth Financial companies.

LIMRA 2010 Individual Long Term Care Insurance Sales and In Force Survey

1+ million: Total number of Genworth Financial companies' long term care insurance covered lives.

Genworth internal claims data, as of December 31, 2010

\$7.5 billion: Total claims paid by Genworth Financial's Long Term Care Insurance business since 1974.

Genworth internal claims data, as of September 30, 2011

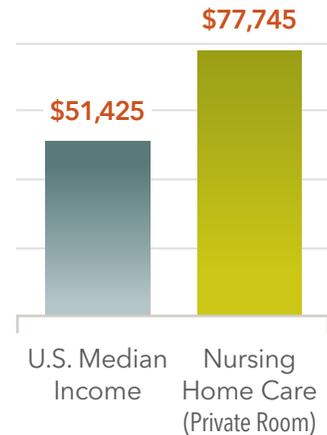
\$4.2 million: Amount Genworth Financial companies pay in long term care insurance benefits each business day.

Genworth internal claims data, as of September 30, 2011

49 percent: Percentage of all claim dollars paid by Genworth Financial companies to policyholders with cognitive disorders, including dementia.

Genworth internal claims data, as of December 31, 2010

Median Household Income Compared to the Median Cost of One Year in a Nursing Home



Sources: U.S. Census, 2010; Genworth 2011 Cost of Care Survey, conducted by CareScout® 04/11.

Delivering On Our Commitments

About Genworth Financial

Genworth Financial, Inc. (NYSE: GNW) is a leading Fortune 500 insurance holding company that is dedicated to helping people secure their financial lives, families and futures. Genworth has leadership positions in offerings that assist consumers in protecting themselves, investing for the future and planning for retirement -- including life insurance, long term care insurance, financial protection coverages, and independent advisor-based wealth management -- and mortgage insurance that helps consumers achieve homeownership while assisting lenders in managing their risk and capital.

Genworth has approximately 6,500 employees and operates through three segments: Retirement and Protection, U.S. Mortgage Insurance and International. Its products and services are offered through financial intermediaries, advisors, independent distributors and sales specialists. Genworth Financial, Inc., which traces its roots back to 1871, became a public company in 2004 and is headquartered in Richmond, Virginia. For more information, visit genworth.com. From time to time, Genworth Financial, Inc. releases important information via postings on its corporate website. Accordingly, investors and other interested parties are encouraged to enroll to receive automatic email alerts and Really Simple Syndication (RSS) feeds regarding new postings. Enrollment information is found under the "Investors" section of genworth.com.

Additional Information

For more information about long term care, visit genworth.com/cocpro.