

# Genworth MI Canada Inc.

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

**For the three and nine months ended September 30, 2018**

## 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 October 29, 2018 is prepared for the three and nine months ended September 30, 2018. 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 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 Ontario's Fair Housing Plan; and the Company's beliefs as to housing demand and home price appreciation, key macroeconomic factors, unemployment rates; the Company's future operating and financial results; the operating range for the Company's expense ratio; 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. closing or failing to execute on a merger agreement with subsidiaries of China Oceanwide Holdings Group Co., Ltd. more fully described on Page 15 "*Genworth Financial, Inc. transaction.*"

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 19, 2018. 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 selected 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 and operating investment income. 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.

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## 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-sector 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 it provides 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 historically been the largest mortgage originators in Canada and provide the majority of financing for residential mortgages.

## Overview

### Third quarter financial highlights

**Table 1: Selected financial information**

	Three months ended September 30,		Nine months ended September 30,	
<i>(in millions of dollars, unless otherwise specified)</i>	2018	2017	2018	2017
Premiums written				
Transactional Insurance	192	195	468	445
Portfolio Insurance	4	6	15	53
<b>Total Premiums written</b>	<b>\$ 196</b>	<b>\$ 202</b>	<b>\$ 483</b>	<b>\$ 498</b>
Premiums earned	\$ 169	\$ 170	\$ 511	\$ 505
Losses on claims	23	23	70	54
Expenses	32	34	97	99
<b>Total losses on claims and expenses</b>	<b>55</b>	<b>56</b>	<b>166</b>	<b>152</b>
Net underwriting income	114	113	345	353
Interest and dividend income, net of investment expenses <sup>1</sup>	49	45	141	135
Realized income (expense) from the interest rate hedging program	6	-	14	(2)
Net investment gains <sup>2</sup>	10	37	19	68
Investment income	64	82	175	201
Interest expense	6	6	18	18
Income before income taxes	173	189	502	536
Net income	\$ 128	\$ 140	\$ 371	\$ 396
<b>Net operating income<sup>1</sup></b>	<b>\$ 121</b>	<b>\$ 112</b>	<b>\$ 358</b>	<b>\$ 345</b>
<b>Weighted average number of common shares outstanding</b>				
Basic	89,516,972	91,554,357	90,026,289	91,800,214
Diluted <sup>3</sup>	90,007,035	91,715,512	90,533,114	91,992,976
<b>Earnings per common share</b>				
Earnings per common share (basic)	\$ 1.43	\$ 1.52	\$ 4.13	\$ 4.31
Earnings per common share (diluted) <sup>3</sup>	\$ 1.42	\$ 1.52	\$ 4.10	\$ 4.30
<b>Selected non-IFRS financial measures<sup>1</sup></b>				
Operating earnings per common share (basic)	\$ 1.35	\$ 1.23	\$ 3.97	\$ 3.76
Operating earnings per common share (diluted) <sup>3</sup>	\$ 1.35	\$ 1.23	\$ 3.95	\$ 3.76
Insurance in-force (original insured amount)	\$ 503,489	\$ 487,283	\$ 503,489	\$ 487,283
Outstanding insured mortgage balances <sup>4</sup>	\$ 210,900	\$ 222,000	\$ 210,900	\$ 222,000
Transactional new insurance written	\$ 5,512	\$ 5,641	\$ 13,420	\$ 13,671
Portfolio new insurance written	\$ 812	\$ 848	\$ 3,057	\$ 12,469
Loss ratio	14%	13%	14%	11%
Expense ratio	19%	20%	19%	20%
Combined ratio	32%	33%	33%	30%
Operating return on equity	12%	12%	12%	13%
MCT ratio <sup>5</sup>	171%	165%	171%	165%
Delinquency ratio on outstanding insured mortgage balances	0.18%	0.18%	0.18%	0.18%

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> Excludes realized income (expense) from the interest rate hedging program.

<sup>3</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>4</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>5</sup> Company estimate at September 30, 2018.

**Key third quarter of 2018 financial results:**

The Company reported net income of \$128 million and net operating income of \$121 million in the third quarter of 2018, as compared to \$140 million and \$112 million, respectively, in the same quarter in the prior year.

- Total premiums written of \$196 million decreased by \$5 million, or 3%, as compared to the same quarter in the prior year. Premiums written from transactional insurance were \$192 million. This represents a decrease of \$3 million, or 1%, over the same quarter in the prior year, primarily due to a modestly smaller transactional mortgage originations market. Premiums written from portfolio insurance were \$4 million, a decrease of \$3 million, as compared to the same quarter in the prior year, primarily due to a lower average premium rate resulting from a higher proportion of insured mortgages with loan-to-values of less than 75%.
- Premiums earned of \$169 million were relatively unchanged as compared to the same quarter in the prior year.
- Losses on claims of \$23 million were relatively unchanged as compared to the same quarter in the prior year. The loss ratio was 14% for the quarter as compared to 13% in the same quarter in the prior year.
- Expenses of \$32 million were \$2 million, or 6%, lower as compared to the same quarter in the prior year, primarily due to the impact of lower share-based compensation expense and lower regulatory fees. The expense ratio for the quarter was 19%, as compared to 20% in the same quarter in the prior year and is within the Company's expected operating range of 18% to 20%.
- Operating investment income of \$54 million was \$10 million higher as compared to the same quarter in the prior year due to an increase in the amount of invested assets and the realized income from the interest rate hedging program in the current period of approximately \$6 million.
- Net investment gains, excluding realized income from the interest rate hedging program, of \$10 million were \$28 million lower as compared to the same quarter in the prior year, primarily due to a smaller increase in the market value of the Company's interest rate swaps used to hedge interest rate risk.

**Year-to-date financial results:**

The Company reported net income of \$371 million and net operating income of \$358 million in the nine months ended September 30, 2018, as compared to \$396 million and \$345 million, respectively, in the prior year period.

- Total premiums written of \$483 million decreased by \$15 million, or 3%, as compared to the prior year period. Premiums written from transactional insurance were \$468 million. This represents an increase of \$23 million, or 5%, as compared to the prior year period, including a \$31 million increase resulting from a higher average premium rate following the March 2017 premium rate increase, partially offset by an \$8 million decrease primarily resulting from a smaller transactional mortgage originations market. Premiums written from portfolio insurance were \$15 million, a decrease of \$38 million, or 72%, as compared to the prior year period, primarily due to lower demand for portfolio insurance and the closing of several large portfolio insurance transactions in the first quarter of 2017 on applications received in the fourth quarter of 2016, prior to the implementation of the new capital framework on January 1, 2017. This decrease was partially offset by a higher average premium rate as a result of higher regulatory capital requirements.
- Premiums earned of \$511 million were \$6 million, or 1%, higher as compared to the prior year period reflecting the seasoning of recent books of business.
- Losses on claims of \$70 million were \$16 million, or 30%, higher as compared to the prior year period primarily due to lower favourable loss reserve development and an increase in new delinquencies, net of cures, partially offset by a decrease in average reserve per delinquency. Favourable loss reserve development was \$9 million in the nine months ended September 30, 2018, as compared to \$32 million in the prior year period. The significant favourable loss reserve development in the prior year period was primarily due to fewer new reported delinquencies from Ontario, Alberta, Québec and the Atlantic region as compared to the incurred but not reported reserve at December 31, 2016, and a higher number of cures. The loss ratio was 14% for the period as compared to 11% in the prior year period.
- Expenses of \$97 million were \$2 million, or 2%, lower as compared to the prior year period, primarily due to the impact of lower share-based compensation expense and lower regulatory fees. The expense ratio for the period was 19%, as compared to 20% in the prior year period and is within the Company's expected operating range of 18% to 20%.

- Operating investment income of \$155 million was \$23 million, or 17%, higher as compared to the prior year period, primarily due to an increase in the amount of invested assets and realized income from the interest rate hedging program in the current period of approximately \$14 million, as compared to an expense of \$2 million in the prior year period.
- Net investment gains, excluding realized income from the interest rate hedging program, of \$19 million, were \$49 million lower as compared to the prior year period, primarily due to a smaller increase in the market value of the Company's interest rate swaps used to hedge interest rate risk. The impact of changes in foreign exchange rates on the Company's invested assets denominated in U.S. dollars and associated derivative activity resulted in a net gain in the current period, as compared to a net loss in the prior year period.
- The regulatory capital ratio or MCT ratio was approximately 171%, which was 14 percentage points higher than the internal MCT ratio target of 157% and 21 percentage points higher than the OSFI Supervisory MCT target ratio 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 lenders, regulators and influencers to:

- Maintain strong claim 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:

### 2018 Planning metrics

### Year-to-date performance

#### Premiums Written and Premiums Earned

##### Modestly higher premiums written:

Total premiums written decrease: **3%**

Total premiums written decreased by 3% year-over-year primarily due to the closing of several large portfolio insurance transactions in the first quarter of 2017 on applications received in the fourth quarter of 2016, prior to implementation of the new capital framework, which resulted in increased premium rates.

As a result of a smaller transactional mortgage originations market, lower demand for portfolio insurance, and higher average premium rates, the Company expects premiums written to be relatively unchanged to marginally lower, as compared to the prior year.

##### Modestly higher transactional new insurance written and moderately higher transactional premiums written.

Transactional new insurance written decrease: **2%**

Transactional premiums written increase: **5%**

New insurance written from transactional insurance decreased by 2% as compared to the prior year period, primarily due to a smaller transactional mortgage originations market, partially offset by an increase to the Company's estimated market share. As a result of the smaller transactional mortgage originations market, transactional new insurance written may be modestly lower for the full year, as compared to the prior year.

Transactional premiums written increased 5% due to a 7% higher average premium rate in the period. As a result of the higher average premium rate, the Company expects marginally higher premiums written for the full year relative to the prior year on relatively unchanged transactional new insurance written.

**2018 Planning metrics****Year-to-date performance****Premiums Written and Premiums Earned (cont.)**

**Lower portfolio new insurance written and portfolio premiums written as compared to 2017.**

Portfolio new insurance written decrease: **75%**  
Portfolio premiums written decrease: **72%**

New insurance written from portfolio insurance decreased 75% as compared to the prior year period primarily due to lower demand for portfolio insurance in response to higher regulatory capital requirements, which resulted in increased premium rates.

Portfolio insurance premiums written decreased 72% as compared to the prior year period due to the lower new insurance written volumes. The increased premiums that resulted from the implementation of the new capital framework were offset by a higher proportion of insured mortgages with loan-to-values of less than 75%, which have lower average premium rates.

**Premiums earned relatively unchanged**

Premiums earned increase: **1%**

The Company realized \$511 million of premiums earned, relatively unchanged from the prior year. 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 \$511 million in the first nine months of 2018, the Company expects to realize between \$160 and \$170 million of premiums earned in the remaining three months of 2018 from the unearned premiums reserve of \$2.1 billion as at September 30, 2018. Total premiums earned for the remaining three months of 2018 will also include premiums to be earned from premiums written in that period.

**Losses on Claims**

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

- Loss ratio range of 15% to 25%

Loss ratio: **14%**

The Company's loss ratio of 14% was moderately below the Company's anticipated range of 15% to 25% for 2018. The loss ratio performance was favourably impacted by improving home prices and stable or low unemployment in most regions in Canada, especially Québec, Ontario and the Pacific region.

The Company revised its expectations in the second quarter of 2018 to a full year loss ratio in the range of 10% to 20%.

- Workout penetration rate greater than 55%

Workout penetration rate: **55%**

The workout penetration rate of 55% in the first nine months of 2018 was generally in line with expectations.

**2018 Planning metrics****Year-to-date performance****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 730
- Average transactional credit score below 660 of less than 5%

Average transactional credit score: **748**

Average transactional credit score below 660: **2%**

The Company continues to originate a high quality insurance portfolio with an average transactional credit score of 748 primarily due to continued underwriting discipline.

**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 of 160% to 165%

Ordinary dividend payout ratio: **35%**

Debt-to-total capital ratio as at September 30, 2018: **10%**

MCT ratio as at September 30, 2018: **171%**

The Company maintained a strong and efficient capital base with an MCT ratio of approximately 171%, 14 percentage points above the internal target, an ordinary dividend payout ratio of 35%, and capital flexibility through \$101 million in cash and short-term liquid investments held outside of the Insurance Subsidiary and a \$300 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 maintained a high quality investment portfolio, with 91% of its holdings in cash and investment grade bonds and debentures, including collateralized loan obligations, and 9% in preferred shares. Overall, the Company has achieved a year-to-date investment yield of 3.2%.

Operating investment income of \$155 million was \$23 million, or 17%, higher as compared to the prior year period, primarily from the realized income from the interest rate hedging program of approximately \$14 million, and a higher amount of invested assets.

Net investment gains, excluding realized income from the interest rate hedging program, of \$19 million were primarily related to an increase in the market value of the Company's interest rate swaps used to hedge interest rate risk and the impact of movement in foreign exchange rates on the Company's invested assets denominated in U.S. dollars.

The Company expects the modestly higher investment income, resulting from higher average assets, will be offset by the impact of smaller increase in the market value of the Company's interest rate swaps used to hedge interest rate risk.

## Recent business and regulatory developments

### Changes to the regulatory capital framework

On August 9, 2018, OSFI released the “Mortgage Insurer Capital Adequacy Test” (“**MICAT**”) which consolidates OSFI's current capital requirements for mortgage insurers into a single document, incorporating elements from OSFI's January 1, 2017 advisory, on “Capital Requirements for Federally Regulated Mortgage Insurers” and relevant chapters of the “2018 Minimum Capital Test for Federally Regulated Property and Casualty Insurance Companies”. The 2019 MICAT comes into effect on January 1, 2019.

The primary changes in the MICAT guideline are as follows:

- The base total asset requirement, which is primarily based on loan-to-value, credit score, outstanding insured balance and remaining amortization, is increased by 5% relative to the current calculation.
- The MICAT guideline requires the use of credit scores at the time of origination in the calculation of a base total asset requirement throughout the duration of the mortgage insurance coverage. This eliminates the requirement in the existing regulatory capital framework to use the updated 2016 credit score for 2015 and prior books in the calculation of the base total asset requirement.
- There is a transitional arrangement that provides a phase-in period for the increased capital required for insurance risk on outstanding insured mortgages as at December 31, 2018.

The Company expects to be compliant with the MICAT guideline upon its implementation on January 1, 2019, subject to business and market conditions. The OSFI supervisory MICAT target ratio and the minimum MICAT ratio under government guarantee legislation for 2019 remains at 150%. The Company's internal target ratio for 2019 under MICAT is unchanged at 157%.

Overall, the Company expects that in 2019 the impact of the elimination of the one-time update to credit scores for 2015 and prior books should more than offset the 5% increase in the base total asset requirement on existing insurance in force. Furthermore, the transitional arrangements should run off in the first half of 2019 and should permit the Company to align its actual capital level in the Insurance Subsidiary closer to its targeted operating range of 160% to 165%. Based on the Company's assessment of its anticipated levels of new insurance written, profitability, seasoning of its outstanding insurance in-force, the new MICAT guideline and other regulatory considerations, the Company believes that the total regulatory capital requirements in 2019 should be lower as compared to the existing regulatory capital framework and this may permit capital redeployment in the range of \$500 million to \$700 million in addition to regular quarterly dividends in 2019.

For transactional new insurance written in 2019 and thereafter, the Company believes that its long-run pricing return on equity will continue to be 13% or greater after the 5% increase in the base total asset requirement for insurance risk, assuming current premium rates, similar portfolio quality to the 2018 new insurance written and a long-run loss ratio range of 20 to 25%. With respect to the regulatory requirement to conduct an annual pricing review, the Company will take into account the increased capital requirements for new insurance written in 2019 and thereafter.

### New OSFI corporate governance standard

On September 18, 2018, OSFI released the final version of its revised and updated Corporate Governance Guideline (the “**Governance Guideline**”). The Governance Guideline sets out OSFI’s expectations regarding corporate governance of federally-regulated financial institutions and became effective immediately. The changes mainly serve to detail the distinction between the roles and responsibilities of the board and senior management. The Governance Guideline provides that, in addition to the roles and responsibilities of the board outlined under applicable federal legislation, the board’s primary roles should be (1) to approve and oversee strategy, risk management and oversight, key appointments (including performance reviews, compensation, succession plans and mandates) and internal and external audit plans, and (2) to provide challenge, advice and guidance to senior management of the institution on (a) operational and business policies and (b) business performance and effectiveness of risk management. The Governance Guideline also emphasizes the independent status of the board. The Company believes that the Governance Guideline will not have a material impact on its operations. The Company believes its practices materially meet the requirements set out in the Governance Guideline; however, the Company is in the process of reviewing all policies and procedures to ensure compliance with the Governance Guideline.

### Share repurchase

On May 2, 2017, the Company received approval from the Toronto Stock Exchange (the “**TSX**”) for the Company to undertake a normal course issuer bid (“**2017 NCIB**”). Pursuant to the 2017 NCIB, the Company could purchase, for cancellation, up to 4,597,385 shares, representing approximately 5% of its outstanding common shares at the time. The 2017 NCIB expired on May 4, 2018.

During the nine months ended September 30, 2018, under the terms of the 2017 NCIB, the Company repurchased 1,228,413 shares for cancellation, for an aggregate purchase price of approximately \$50 million. During the nine months ended September 30, 2017, under the terms of the 2017 NCIB, the Company repurchased 1,114,260 shares for cancellation, for an aggregate purchase price of approximately \$40 million.

On May 1, 2018, the Company received approval from the TSX for the Company to undertake a new normal course issuer bid (“**2018 NCIB**”) following the expiration of the 2017 NCIB. Pursuant to the 2018 NCIB, the Company can purchase, for cancellation, up to 4,489,616 shares, representing approximately 5% of its outstanding common shares as of April 27, 2018. Purchases of common shares under the 2018 NCIB were permitted to commence on or after May 7, 2018 and will conclude on the earlier of May 6, 2019 and the date on which the Company has purchased the maximum number of shares under the 2018 NCIB.

During the three months ended September 30, 2018, under the terms of the 2018 NCIB, the Company repurchased 1,138,679 shares for cancellation, for an aggregate purchase price of approximately \$50 million.

The Company’s majority shareholder, Genworth Financial Inc., through its subsidiaries, participated proportionately in the 2018 NCIB and 2017 NCIB.

### Credit Facility

On September 29, 2017, the Company entered into a \$200 million senior unsecured revolving syndicated credit facility, which originally had a scheduled maturity date of September 29, 2022. As at September 30, 2018 there was no amount outstanding under the credit facility and all of the covenants were met.

On October 26, 2018, the Company increased the existing senior unsecured revolving syndicated credit facility to \$300 million, together with an increase in the accordion feature from \$50 million to \$100 million. The maturity date of the credit facility was extended to September 29, 2023 and there was no amount outstanding under this credit facility as at October 30, 2018, the publication date of this MD&A.

### Dividends

On August 30, 2018, the Company paid a quarterly dividend of \$0.47 per common share. The Company announced a \$0.04, or 9%, increase per common share to the quarterly dividend in the fourth quarter of 2018.

## B-20 Guideline

On October 17, 2017, OSFI released the final version of Guideline B-20 “Residential Mortgage Underwriting Practices and Procedures” (“**B-20 Guideline**”) which sets out OSFI’s expectations for prudent residential mortgage underwriting by Federally Regulated Financial Institutions (“**FRFIs**”). The B-20 Guideline 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 B-20 Guideline, which came into effect January 1, 2018, clarifies and strengthens expectations in a number of specific areas, including:

- requiring qualifying debt service ratios to be established by FRFIs;
- for all uninsured mortgages, at a minimum, using the greater of the five-year benchmark rate published by the Bank of Canada or the contract mortgage rate plus 2%, as a qualifying rate for stress test purposes;
- requiring that loan-to-value measurements and limits remain dynamic and adjust for market conditions and be regularly monitored, reviewed and updated; and
- expressly prohibiting arrangements (e.g., co-lending or bundling mortgages) that are designed, or appear to be designed, to circumvent regulatory requirements.

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”. Based on housing resale activity and mortgage origination volume in the first nine months of 2018, the Company believes that the B-20 Guideline may reduce total mortgage originations across Canada in 2018 by 10% to 15% as compared to 2017 levels, and that the B-20 Guideline will modestly reduce the transactional mortgage insurance market size in 2018, even though qualifying insured mortgages have been subject to a mortgage rate stress test starting October 17, 2016. Overall, it is premature to determine its ultimate effect on the mortgage and housing markets. As a result of the B-20 Guideline, the Company experienced an increase in transactional insurance applications in the fourth quarter of 2017 ahead of the January 1, 2018 effective date.

## British Columbia Government budget update

On February 20, 2018, the British Columbia Government introduced “Homes for B.C. A 30-Point Plan for Housing Affordability in British Columbia”, which included strategies addressing speculation, curbing demand, increasing housing supply and improving security for renters. A new speculation tax of 0.5% was introduced on foreign and domestic speculators in the Metro Vancouver, Fraser Valley, Capital and Nanaimo Regional Districts and the municipalities of Kelowna and West Kelowna. The tax will increase to 2.0% in 2019 and subsequent years. The current foreign buyers’ tax increased to 20% from 15% and was expanded from Metro Vancouver to include the Fraser Valley, Central Okanagan, and Capital and Nanaimo Regional Districts. Additional measures included: increases to property transfer tax and school tax on homeowners with properties greater than \$3 million; attempting to reduce tax evasion in pre-sale condo assignments by collecting more data; requiring the reporting of registration of beneficial ownership to end hidden ownership; investing \$1.8 billion over ten years for 14,000 new rental units for the middle class; and winding down the Home Ownership Mortgage Loan program to redirect funding to a new provincial program that creates new partnerships to build affordable housing. Genworth Canada welcomes the measures aimed at addressing speculative activity, improving the affordability of homeownership and expediting access to affordable housing stock for aspiring first time homebuyers.

## Anti-money laundering

On February 7, 2018, the Department of Finance released a discussion paper entitled “Reviewing Canada’s Anti-Money Laundering and Anti-Terrorist Financing Regime”. The February 2018 discussion paper considers the merits of expanding the scope of the “*Proceeds of Crime (Money Laundering) and Terrorist Financing Act*” (“PCMLTFA”) to include reporting on real estate transactions by mortgage insurers, land registries and title insurance companies. The paper notes that: “Many of the measures that have been identified could potentially create a large number of new reporting entities, creating burden on the private sector and posing challenges to those responsible for overseeing compliance. As such, there could be increased costs associated with implementing some of these measures for both the private and public-sector entities involved.” The comment period for the consultation, in which the Company participated, ended in May 2018.

In June 2018, the Department of Finance proposed a number of amendments to the PCMLTFA regulations. These proposed amendments do not introduce requirements for mortgage insurers, as considered in the February 2018 discussion paper. However, additional amendments may be proposed in the future in connection with the proposals set out in the February 2018 discussion paper. The Company believes it is premature to determine the impact of such potential new amendments on its compliance infrastructure and operating costs.

#### **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. Although the federal government continues to examine lender risk sharing, it has not yet published any findings and the Company believes it is premature to determine the potential impact of this process and its ultimate outcome.

#### **Genworth Financial, Inc. transaction**

On October 21, 2016, Genworth Financial, Inc. (“**Genworth Financial**”) entered into an agreement and plan of merger (the “**Merger Agreement**”) with Asia Pacific Global Capital Co., Ltd. (“the **Parent**”), a limited liability company incorporated in the People’s Republic of China, and Asia Pacific Global Capital USA Corporation (“**Merger Sub**”), a Delaware corporation and an indirect, wholly-owned subsidiary of the Parent. Subject to the terms and conditions of the Merger Agreement, including the satisfaction or waiver of certain conditions, Merger Sub would merge with and into Genworth Financial with Genworth Financial surviving the merger as an indirect, wholly-owned subsidiary of the Parent. The Parent is a subsidiary of China Oceanwide Holdings Group Co., Ltd. (together with its affiliates, “**China Oceanwide**”).

At a special meeting held on March 7, 2017, Genworth Financial’s stockholders voted on and approved a proposal to adopt the Merger Agreement. On June 2018 the parties to the transaction announced that the Committee on Foreign Investment in the United States had completed its review of the proposed transaction and concluded that there are no unresolved national security concerns with respect to the proposed transaction. On August 14, 2018, Genworth Financial, the Parent and Merger Sub entered into a sixth waiver and agreement of each party’s right to terminate the Merger Agreement. The sixth waiver and agreement extends the previous deadline of August 15, 2018 to December 1, 2018 to allow additional time for continued regulatory review of the transaction. The transaction remains subject to other closing conditions, including the receipt of required regulatory approvals in the U.S., China, and other international jurisdictions.

## 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	
Third quarter 2018 or as at September 30, 2018	Estimate for Full Year 2018 or as at December 31, 2018
Housing Resales Y/Y: <b>(4)%<sup>1</sup></b>	Housing resales Y/Y: <b>(10)%<sup>1</sup></b>
National Composite House Price Index change Y/Y: <b>2.1%<sup>2</sup></b>	National Composite House Price Index change: <b>1% to 4%<sup>2</sup></b>
Average Oil Price: <b>US \$70<sup>3</sup></b>	Average Oil Price: <b>US\$60 to US\$70<sup>3</sup></b>
5 year Government of Canada Bond Yields: <b>2.33%<sup>4</sup></b>	5 year Government of Canada Bond Yields: <b>2.40% to 2.50%<sup>4</sup></b>
GDP Estimate <b>1.8%<sup>5</sup></b>	GDP Estimate <b>2.1%<sup>5</sup></b>
Average Unemployment rate <b>5.9%<sup>6</sup></b>	Average Unemployment rate <b>6.0% to 6.2%<sup>6</sup></b>

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

<sup>2</sup> Teranet-National Bank House Price Index (September 2018) Y/Y; Management estimate (Full year 2018).

<sup>3</sup> U.S. Energy Information Administration - WTI Light Crude Oil US\$/barrel (2018); Management estimate (Full year 2018).

<sup>4</sup> Bloomberg.

<sup>5</sup> Bank of Canada – October 2018 Monetary Policy Report, Q/Q percentage change at annual rates; 2018 Average Annual Real GDP growth projection.

<sup>6</sup> Statistics Canada – Labour Force Survey (2018); Management estimate (Full Year 2018).

## Macroeconomic environment

The Bank of Canada estimates economic growth, as measured by real Canadian Gross Domestic Product ("GDP"), is expected to slow to 1.8% in the third quarter of 2018 reflecting fluctuations in energy production and exports following growth of 2.9% in the second quarter of 2018. The Bank of Canada's full year GDP growth estimate is 2.1% in 2018 as compared to 3.0% in 2017.

The overnight interest rate in Canada increased to 1.50% in July 2018, up from 1.25% at the end of the second quarter of 2018, and a further 25 basis points in October 2018 to 1.75%.

Canada's average unemployment rate was 5.9% for the third quarter of 2018, which is relatively consistent with the second quarter. The average WTI Light Crude oil price for the third quarter of 2018 was US\$70 and has continued to rise in response to increased demand due to global geo-political events.

## Housing market

National home prices increased in the third quarter of 2018 by approximately 2% compared to the third quarter of 2017 largely driven by the strong housing market in British Columbia.

Home sales in the third quarter of 2018 decreased by approximately 4% compared to the third quarter of 2017 primarily due to a slowdown in sales, predominantly in British Columbia. The slowdown in British Columbia sales was primarily driven by regulatory and housing policy changes, including the October 2017 release of B-20 Guideline. In addition, on February 20, 2018, the British Columbia Government released a plan to address housing affordability in the province. Among other measures, the plan included an increase and expansion of the existing foreign buyers' tax and the introduction of a speculation tax applicable to both foreign and domestic buyers.



## Third quarter Review

Table 2: Results of operations

	Three months ended September 30,				Nine months ended September 30,			
<i>(in millions of dollars, unless otherwise specified)</i>	2018	2017	Change		2018	2017	Change	
<b>Premiums written</b>	\$ 196	\$ 202	\$ (5)	(3)%	\$ 483	\$ 498	\$ (15)	(3)%
Premiums earned	\$ 169	\$ 170	\$ (1)	-	\$ 511	\$ 505	\$ 6	1 %
Losses on claims and expenses:								
Losses on claims	23	23	-	-	70	54	16	30 %
Expenses	32	34	(2)	(6)%	97	99	(2)	(2)%
<b>Total losses on claims and expenses</b>	<b>55</b>	<b>56</b>	<b>(2)</b>	<b>(3)%</b>	<b>166</b>	<b>152</b>	<b>14</b>	<b>9 %</b>
Net underwriting income	114	113	1	1 %	345	353	(8)	(2)%
Investment income:								
Interest and dividend income, net of investment expenses <sup>1</sup>	49	45	4	9 %	141	135	6	5 %
Realized income (expense) from the interest rate hedging program	6	-	6	NM	14	(2)	17	NM
Net investment gains <sup>2</sup>	10	37	(28)	(74)%	19	68	(49)	(72)%
Investment income	64	82	(18)	(22)%	175	201	(26)	(13)%
Interest expense	6	6	-	-	18	18	-	-
Income before income taxes	173	189	(16)	(9)%	502	536	(34)	(6)%
Provision for income taxes	45	49	(5)	(9)%	131	141	(10)	(7)%
Net income	\$ 128	\$ 140	\$ (12)	(8)%	\$ 371	\$ 396	\$ (24)	(6)%
Adjustment to net income, net of taxes:								
Net investment gains <sup>2</sup>	(7)	(27)	20	(75)%	(14)	(50)	36	(72)%
<b>Net operating income<sup>1</sup></b>	<b>\$ 121</b>	<b>\$ 112</b>	<b>\$ 9</b>	<b>8 %</b>	<b>\$ 358</b>	<b>\$ 345</b>	<b>\$ 12</b>	<b>4 %</b>
Effective tax rate	25.9%	26.1%		(0.2) pts	26.0%	26.2%		(0.2) pts
<b>Selected non-IFRS financial measures<sup>1</sup></b>								
Transactional new insurance written	\$ 5,512	\$ 5,641	\$ (129)	(2)%	\$ 13,420	\$ 13,671	\$ (251)	(2)%
Portfolio new insurance written	\$ 812	\$ 848	\$ (36)	(4)%	\$ 3,057	\$ 12,469	\$ (9,412)	(75)%
Loss ratio	14%	13%		- pts	14%	11%		3 pts
Expense ratio	19%	20%		(1) pts	19%	20%		(1) pts
Combined ratio	32%	33%		(1) pts	33%	30%		2 pts
Operating return on equity	12%	12%		- pts	12%	13%		- pts
Investment yield	3.2%	3.1%		0.2 pts	3.2%	3.1%		0.2 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.

<sup>2</sup> Excludes realized income (expense) from the interest rate hedging program.

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

<i>(in millions of dollars, unless otherwise specified)</i>	Three months ended September 30,				Nine months ended September 30,			
	2018	2017	Change		2018	2017	Change	
<b>New insurance written</b>								
Transactional	\$ 5,512	\$ 5,641	\$ (129)	(2)%	\$ 13,420	\$ 13,671	\$ (251)	(2)%
Portfolio	812	848	(36)	(4)%	3,057	12,469	(9,412)	(75)%
<b>Total</b>	<b>\$ 6,325</b>	<b>\$ 6,489</b>	<b>\$ (165)</b>	<b>(3)%</b>	<b>\$ 16,477</b>	<b>\$ 26,140</b>	<b>\$ (9,663)</b>	<b>(37)%</b>
<b>Premiums written</b>								
Transactional	192	195	(3)	(1)%	468	445	23	5 %
Portfolio	4	6	(3)	(44)%	15	53	(38)	(72)%
<b>Total</b>	<b>\$ 196</b>	<b>\$ 202</b>	<b>\$ (5)</b>	<b>(3)%</b>	<b>\$ 483</b>	<b>\$ 498</b>	<b>\$ (15)</b>	<b>(3)%</b>
<b>Average premium rate <i>(in basis points)</i></b>								
Transactional	349	346	3	1 %	349	326	23	7 %
Portfolio	45	76	(31)	(41)%	49	42	6	15 %
<b>Total</b>	<b>310</b>	<b>311</b>	<b>-</b>	<b>-</b>	<b>293</b>	<b>191</b>	<b>103</b>	<b>54 %</b>
<b>Premiums earned</b>	<b>\$ 169</b>	<b>\$ 170</b>	<b>\$ (1)</b>	<b>-</b>	<b>\$ 511</b>	<b>\$ 505</b>	<b>\$ 6</b>	<b>1 %</b>

Note: Amounts may not total due to rounding.

### Current quarter

Transactional new insurance written was \$5.5 billion in the third quarter of 2018, a decrease of \$0.1 billion, or 2%, as compared to the same quarter in the prior year. This decrease was primarily a result of a modestly smaller transactional mortgage originations market due to regulatory changes and ongoing housing affordability pressure. Although the B-20 Guideline changes implemented January 1, 2018 do not directly impact the transactional mortgage market, the Company believes that borrower sentiment has translated into a smaller transactional mortgage originations market.

New insurance written from portfolio insurance was \$0.8 billion in the third quarter of 2018, relatively unchanged from the same quarter in the prior year.

Premiums written from transactional insurance were \$192 million in the third quarter of 2018, a decrease of \$3 million, or 1%, as compared to the same quarter in the prior year. The decrease was primarily related to lower transactional new insurance written.

Premiums written from portfolio insurance were \$4 million in the third quarter of 2018, a decrease of \$3 million, as compared to the same quarter in the prior year. The decrease was primarily due to a 41%, or 31 basis points, lower average premium rate as a result of a higher proportion of insured mortgages with loan-to-values of less than 75%, which have lower average premium rates.

Premiums earned of \$169 million in the third quarter of 2018 were relatively unchanged as compared to the same quarter in the prior year.

### Year-to-date

Transactional new insurance written was \$13.4 billion in the nine months ended September 30, 2018, a decrease of \$0.3 billion, as compared to the prior year period. This decrease was primarily a result of a smaller mortgage originations market due to regulatory changes and ongoing housing affordability pressure, partially offset by an increase to the Company's estimated market share.

New insurance written from portfolio insurance was \$3.1 billion in the nine months ended September 30, 2018, as compared to \$12.5 billion in the prior year period. The first quarter of 2017 included several large transactions from applications on portfolio insurance

received in the fourth quarter of 2016 ahead of the implementation of the new capital framework on January 1, 2017, which resulted in increased premium rates.

Premiums written from transactional insurance were \$468 million in the nine months ended September 30, 2018, an increase of \$23 million, or 5%, as compared to the prior year period. The increase was primarily related to a 7%, or 23 basis points, higher average premium rate from the March 17, 2017 premium rate increase, which was partially offset by lower transactional new insurance written.

Premiums written from portfolio insurance were \$15 million in the nine months ended September 30, 2018, a decrease of \$38 million, or 72%, as compared to the prior year period. The decrease was primarily due to lower portfolio new insurance written, partially offset by a 15%, or 6 basis points, higher average premium rate. The increased premiums that resulted from the implementation of the new capital framework were largely offset by a higher proportion of insured mortgages with loan-to-values of less than 75%, which have lower average premium rates.

Premiums earned of \$511 million in the nine months ended September 30, 2018 were \$6 million, or 1%, higher than the prior year period and reflect the seasoning of recent books of business.

**Table 4: Losses on claims**

	Three months ended September 30,				Nine months ended September 30,			
	2018	2017	Change		2018	2017	Change	
New delinquencies	913	973	(60)	(6)%	2,885	3,186	(301)	(9)%
Cures	585	636	(51)	(8)%	1,832	2,203	(371)	(17)%
New delinquencies, net of cures	328	337	(9)	(3)%	1,053	983	70	7 %
<b>Average reserve per delinquency</b> (in thousands of dollars)	\$ 68	\$ 74	\$ (7)	(9)%	\$ 68	\$ 74	\$ (7)	(9)%
<b>Losses on claims</b> (in millions of dollars)	\$ 23	\$ 23	\$ -	-	\$ 70	\$ 54	\$ 16	30 %
<b>Loss ratio</b>	14%	13%		- pts	14%	11%		3 pts

Note: Amounts may not total due to rounding.

#### Current quarter

Losses on claims were \$23 million in the third quarter of 2018, relatively unchanged as compared to the same quarter in the prior year as the lower average reserve per delinquency was offset by lower favourable loss reserve development. Losses on claims in the third quarter of 2018 included \$5 million of favourable loss reserve development from the June 30, 2018 loss reserve, as compared to \$12 million of favourable loss reserve development experienced in the prior year period. The higher favourable loss reserve development in the third quarter of 2017 was due to fewer new reported delinquencies from Alberta and Québec, as compared to the incurred but not reported reserve at June 30, 2017, and a higher number of cures.

New reported delinquencies, net of cures, of 328 were 9 lower than in the same quarter in the prior year, primarily due to increases in the Pacific region (23), Alberta (18) and the Prairies region (17), and decreases in Ontario (26), the Atlantic region (23) and Québec (18). The average reserve per delinquency decreased by approximately \$7 thousand primarily due to a favourable shift in regional delinquency mix resulting from a decrease in the number of outstanding delinquencies in Alberta and Québec, which typically have a higher average reserve amount.

The resulting loss ratio was 14% in the third quarter of 2018, relatively unchanged as compared to the same quarter in the prior year.

#### Year-to-date

Losses on claims were \$70 million in the nine months ended September 30, 2018, an increase of \$16 million, or 30%, as compared to the prior year period. This increase was primarily due to lower favourable loss reserve development and higher new reported delinquencies, net of cures, partially offset by a lower average reserve per delinquency. Losses on claims in the nine months ended

September 30, 2018 included \$9 million of favourable loss reserve development from the December 31, 2017 loss reserve, as compared to \$32 million of favourable loss reserve development experienced in the prior year period. The significant favourable loss reserve development in the nine months ended September 30, 2017 was due to fewer new reported delinquencies from Ontario, Alberta, Québec and the Atlantic region, as compared to the incurred but not reported reserve at December 31, 2016, and a higher number of cures.

New reported delinquencies, net of cures, of 1,053 were 70 higher than the prior year period driven by increases in the Prairies region (42), Ontario (32) and Alberta (31), partially offset by a decrease in the Pacific region (24), Québec (6) and the Atlantic region (5). The average reserve per delinquency decreased by approximately \$7 thousand primarily due to a favourable shift in the regional delinquency mix resulting from a decrease in the number of outstanding delinquencies in Alberta and Québec, which typically have a higher average reserve amount.

The resulting loss ratio was 14% in the nine months ended September 30, 2018, 3 percentage points higher than the prior year period primarily due to higher losses on claims.

**Table 5: Expenses**

<i>(in millions of dollars, unless otherwise specified)</i>	Three months ended September 30,				Nine months ended September 30,			
	2018	2017	Change		2018	2017	Change	
<b>Expenses</b>								
Premium taxes and underwriting fees	\$ 14	\$ 15	\$ (1)	(4)%	\$ 38	\$ 38	\$ (1)	(2)%
Employee compensation	11	12	(1)	(12)%	34	37	(2)	(7)%
Other	8	9	(1)	(13)%	24	25	(1)	(3)%
Expenses before net change in deferred policy acquisition costs	33	36	(3)	(9)%	96	100	(4)	(4)%
Deferral of policy acquisition costs	(18)	(19)	1	(6)%	(50)	(51)	1	(3)%
Amortization of deferred policy acquisition costs	17	17	-	-	51	50	1	2 %
<b>Total</b>	<b>\$ 32</b>	<b>\$ 34</b>	<b>\$ (2)</b>	<b>(6)%</b>	<b>\$ 97</b>	<b>\$ 99</b>	<b>\$ (2)</b>	<b>(2)%</b>
<b>Expense ratio</b>	<b>19%</b>	<b>20%</b>	<b>(1) pts</b>		<b>19%</b>	<b>20%</b>	<b>(1) pts</b>	

Note: Amounts may not total due to rounding.

### Current quarter

Total expenses of \$32 million decreased by \$2 million and the expense ratio of 19% was 1 percentage point lower in the third quarter of 2018 as compared to the same quarter in the prior year. Expenses before net change in deferred policy acquisition costs decreased by \$3 million, or 9%, to \$33 million in the third quarter of 2018 as compared to the same quarter in the prior year. The decrease was primarily due to a \$1 million decrease in premium taxes and underwriting fees related to lower levels of premiums written and lower underwriting costs, a decrease of \$1 million in employee compensation, including share-based compensation, and a decrease of \$1 million in regulatory fees in the third quarter of 2018. Deferral of policy acquisition costs decreased by \$1 million due to lower deferrable expenses.

### Year-to-date

Total expenses of \$97 million decreased by \$2 million and the expense ratio of 19% was 1 percentage point lower in the nine months ended September 30, 2018 as compared to the prior year period. Expenses before net change in deferred policy acquisition costs decreased by \$4 million, or 4%, to \$96 million in the nine months ended September 30, 2018 as compared to the prior year period. The decrease was primarily due to a \$2 million decrease in employee compensation, including share-based compensation expense, a \$1 million decrease in premium taxes and underwriting fees related to lower levels of premiums written and lower underwriting costs, and a \$1 million decrease in other expenses primarily related to lower regulatory fees. Deferral of policy acquisition costs

decreased by \$1 million due to lower deferrable expenses and the amortization of previously deferred policy acquisition costs increased by \$1 million, consistent with higher levels of premiums earned.

**Table 6: Investment income**

(in millions of dollars, unless otherwise specified)	Three months ended September 30,				Nine months ended September 30,			
	2018	2017	Change		2018	2017	Change	
Interest and dividend income, net of investment expenses <sup>1</sup>	\$ 49	\$ 45	\$ 4	9 %	\$ 141	\$ 135	\$ 6	5 %
Realized income (expense) from the interest rate hedging program	6	-	6	NM	14	(2)	17	NM
Operating investment income <sup>1</sup>	54	44	10	23 %	155	132	23	17 %
Net realized gains (losses) on sale of investments	-	(1)	1	(99)%	(1)	2	(3)	NM
Net gains on derivatives and foreign exchange <sup>2</sup>	10	38	(28)	(74)%	20	66	(46)	(70)%
<b>Investment income</b>	<b>\$ 64</b>	<b>\$ 82</b>	<b>\$ (18)</b>	<b>(22)%</b>	<b>\$ 175</b>	<b>\$ 201</b>	<b>\$ (26)</b>	<b>(13)%</b>
<b>Invested assets, end of period</b>	<b>\$ 6,427</b>	<b>\$ 6,337</b>	<b>\$ 90</b>	<b>1 %</b>	<b>\$ 6,427</b>	<b>\$ 6,337</b>	<b>\$ 90</b>	<b>1 %</b>
<b>Investment yield, average over period</b>	<b>3.2%</b>	<b>3.1%</b>		<b>0.2 pts</b>	<b>3.2%</b>	<b>3.1%</b>		<b>0.2 pts</b>

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

<sup>1</sup> This financial measure is 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> Excludes realized income (expense) from the interest rate hedging program.

### Current quarter

Operating investment income was \$54 million, or \$10 million higher, as compared to the same quarter in the prior year, primarily due to an increase in the amount of invested assets and realized income from the interest rate hedging program of \$6 million. Invested assets increased by \$90 million as a result of higher levels of premiums written in 2017 and 2018. The realized income from the interest rate hedging program of \$6 million primarily represented the difference between the average CDOR of 194 basis points and the average fixed pay rate of 117 basis points.

The investment yield for the quarter was 3.2%, relatively unchanged as compared to the same quarter in the prior year.

The Company did not record any material net realized gains or losses on sales of investments in the third quarter of 2018, as compared to less than a \$1 million loss in the same quarter in the prior year primarily due to the sale of fixed income securities.

Net gains on derivatives and foreign exchange, excluding realized income from the interest rate hedging program, were \$10 million, in the third quarter of 2018, primarily due to an increase in the market value of the Company's interest rate swaps used to hedge interest rate risk, partially offset by the impact of a modest appreciation of the Canadian dollar on the Company's invested assets denominated in U.S. dollars and the change in the interest rate floor market value. Net gains on derivatives and foreign exchange, excluding realized expense from the interest rate hedging program, of \$38 million in the prior year period was due to a substantial increase in the market value of the Company's interest rate swaps, which was partially offset by the impact of an appreciation of the Canadian dollar on the Company's invested assets denominated in U.S. dollars.

### Year-to-date

Operating investment income was \$155 million, or \$23 million higher in the nine months ended September 30, 2018, as compared to the prior year period, primarily due to an increase in the amount of invested assets and realized income from the interest rate hedging program of \$14 million, as compared to an expense of \$2 million in the prior year period. Invested assets increased by \$90 million primarily as a result of higher levels of premiums written in 2017 and 2018 and relatively low losses on claims. The realized income from the interest rate hedging program of \$14 million represented the difference between the average CDOR of 179 basis points and the average fixed pay rate of 117 basis points.

The investment yield for the period was 3.2%, relatively unchanged as compared to the prior year period.

The Company recorded \$1 million of realized losses in the nine months ended September 30, 2018, as compared to a \$2 million gain in the prior year period primarily due to the sale of fixed income securities.

Net gains on derivatives and foreign exchange, excluding realized income from the interest rate hedging program, were \$20 million in the nine months ended September 30, 2018, primarily due to an increase in the market value of the Company's interest rate swaps used to hedge interest rate risk, and the impact from a modest depreciation of the Canadian dollar on the Company's invested assets denominated in U.S. dollars. Net gains on derivatives and foreign exchange, excluding realized expense from the interest rate hedging program, of \$66 million in the prior year period was primarily due to a substantial increase in the market value of the Company's interest rate swaps, which was partially offset by the impact of a modest appreciation of the Canadian dollar on the Company's invested assets denominated in U.S. dollars.

**Table 7: Net Income**

<i>(in millions of dollars, unless otherwise specified)</i>	Three months ended September 30,				Nine months ended September 30,			
	2018	2017	Change		2018	2017	Change	
Income before income taxes	\$ 173	\$ 189	\$ (16)	(9)%	\$ 502	\$ 536	\$ (34)	(6)%
Provision for income taxes	45	49	(5)	(9)%	131	141	(10)	(7)%
<b>Net income</b>	<b>\$ 128</b>	<b>\$ 140</b>	<b>\$ (12)</b>	<b>(8)%</b>	<b>\$ 371</b>	<b>\$ 396</b>	<b>\$ (24)</b>	<b>(6)%</b>
Effective tax rate	25.9%	26.1%	(0.2) pts		26.0%	26.2%	(0.2) pts	

Note: Amounts may not total due to rounding.

#### Current quarter

Income before income taxes decreased by \$16 million, or 9%, to \$173 million and net income decreased by \$12 million, or 8%, to \$128 million in the third quarter of 2018, as compared to the same quarter in the prior year, primarily as a result of lower investment income, which was partially offset by lower expenses. The effective tax rate was 25.9% for the third quarter of 2018, a decrease of approximately 20 basis points as compared to the same quarter in the prior year, as a result of higher non-taxable income and lower non-deductible expenses.

#### Year-to-date

Income before income taxes decreased by \$34 million, or 6%, to \$502 million and net income decreased by \$24 million, or 6%, to \$371 million in the nine months ended September 30, 2018, as compared to the prior year period, primarily as a result of higher losses and lower investment income, which were partially offset by higher premiums earned and lower expenses. The effective tax rate was 26.0% for the nine months ended September 30, 2018, a decrease of approximately 20 basis points as compared to the prior year period, as a result of higher non-taxable income and lower non-deductible expenses, partially offset by an increase in statutory tax rates in certain provinces.

**Table 8: Statement of financial position highlights**

	As at September 30,	As at December 31,		
(in millions of dollars, unless otherwise specified)	2018	2017	Change	
Total investments	\$ 6,427	\$ 6,449	\$ (23)	-
Other assets	310	264	46	17 %
Derivative financial instruments	161	151	10	6 %
Subrogation recoverable	56	59	(3)	(5)%
<b>Total assets</b>	<b>6,955</b>	<b>6,924</b>	<b>31</b>	<b>-</b>
Unearned premiums reserves	2,101	2,130	(28)	(1)%
Loss reserves	115	119	(4)	(3)%
Long-term debt	434	433	-	-
Derivative financial instruments	76	60	16	27 %
Other liabilities	200	221	(22)	(10)%
Total liabilities	2,925	2,963	(37)	(1)%
Shareholders' equity excluding accumulated other comprehensive income ("AOCI")	4,035	3,884	151	4 %
AOCI	(6)	78	(83)	NM
<b>Shareholders' equity</b>	<b>4,029</b>	<b>3,961</b>	<b>68</b>	<b>2 %</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$ 6,955</b>	<b>\$ 6,924</b>	<b>\$ 31</b>	<b>-</b>
<b>Book value per common share</b>				
Number of common shares outstanding (basic)	88,748,110	90,942,040	(2,193,930)	(2)%
Book value per common share including AOCI (basic)	\$ 45.40	\$ 43.56	\$ 1.84	4 %
Book value per common share excluding AOCI (basic)	\$ 45.47	\$ 42.71	\$ 2.76	6 %
Number of common shares outstanding (diluted) <sup>1</sup>	89,538,459	91,841,277	(2,302,818)	(3)%
Book value per common share including AOCI (diluted) <sup>1</sup>	\$ 45.00	\$ 43.13	\$ 1.87	4 %
Book value per common share excluding AOCI (diluted) <sup>1</sup>	\$ 45.07	\$ 42.29	\$ 2.78	7 %
<b>Dividends paid per common share during the year</b>	<b>\$ 1.41</b>	<b>\$ 1.79</b>		

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

<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>Q3'18</b>	<b>Q2'18</b>	<b>Q1'18</b>	<b>Q4'17</b>	<b>Q3'17</b>	<b>Q2'17</b>	<b>Q1'17</b>	<b>Q4'16</b>
<b>Premiums written</b>	\$ 196	\$ 172	\$ 115	\$ 164	\$ 202	\$ 170	\$ 127	\$ 171
Premiums earned	169	171	171	171	170	168	167	164
Losses on claims	23	25	22	15	23	6	26	29
Expenses	32	33	32	34	34	31	34	33
Net underwriting income	114	114	117	121	113	132	107	103
Investment Income	64	49	62	64	82	76	43	93
<b>Net income</b>	\$ 128	\$ 116	\$ 128	\$ 132	\$ 140	\$ 150	\$ 106	\$ 140
Adjustment to net income net of taxes:								
Net investment (gains) losses <sup>1</sup>	(7)	1	(8)	(11)	(27)	(24)	1	(35)
<b>Net operating income<sup>2</sup></b>	\$ 121	\$ 117	\$ 119	\$ 121	\$ 112	\$ 126	\$ 107	\$ 105
<b>Earnings per common share:</b>								
Earnings per common share (basic)	\$ 1.43	\$ 1.29	\$ 1.41	\$ 1.45	\$ 1.52	\$ 1.63	\$ 1.16	\$ 1.52
Earnings per common share (diluted) <sup>3</sup>	\$ 1.42	\$ 1.29	\$ 1.38	\$ 1.45	\$ 1.52	\$ 1.61	\$ 1.15	\$ 1.52
<b>Selected non-IFRS financial measures<sup>2</sup></b>								
Loss ratio	14%	14%	13%	9%	13%	3%	15%	18%
Expense ratio	19%	19%	19%	20%	20%	18%	20%	20%
Combined ratio	32%	33%	32%	29%	33%	22%	36%	38%
Operating earnings per common share (basic)	\$ 1.35	\$ 1.31	\$ 1.31	\$ 1.33	\$ 1.23	\$ 1.37	\$ 1.17	\$ 1.15
Operating earnings per common share (diluted) <sup>3</sup>	\$ 1.35	\$ 1.31	\$ 1.31	\$ 1.33	\$ 1.23	\$ 1.36	\$ 1.17	\$ 1.14
Operating return on equity	12%	12%	12%	13%	12%	14%	12%	12%

Note: Amounts may not total due to rounding.

<sup>1</sup> Excludes realized (income) expense from the interest rate hedging program.

<sup>2</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>3</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 the Table 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 new insurance 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 second quarter of 2017, losses on claims decreased significantly due to a decrease in new reported delinquencies and favourable loss reserve development as there were fewer new reported delinquencies in Ontario, Alberta, Québec and the Atlantic region as compared to the incurred but not reported reserve as at March 31, 2017.

The Company's financial results for the third quarter of 2018 were driven by stable premiums earned, relatively consistent expense and loss ratios, and higher investments gains as compared to the prior quarter.



## Financial condition

### Financial instruments

As at September 30, 2018, the Company had total cash and cash equivalents and invested assets of \$6.4 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 or Loss ("FVTPL"). 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 September 30, 2018			As at December 31, 2017		
	Fair value	%	Unrealized gains (losses)	Fair value	%	Unrealized gains (losses)
<i>(in millions of dollars, unless otherwise specified)</i>						
<b>Collateralized loan obligations</b>	\$ 513	8	\$ (1)	\$ 357	6	\$ 2
Corporate bonds and debentures:						
Financial	794	12	(10)	843	13	5
Energy	349	5	(0)	349	5	8
Infrastructure	120	2	1	98	2	4
All other sectors	933	15	(12)	893	14	15
<b>Total corporate bonds and debentures</b>	<b>2,197</b>	<b>34</b>	<b>(21)</b>	<b>2,184</b>	<b>34</b>	<b>31</b>
Short-term investments:						
Canadian federal government treasury bills	81	1	-	221	3	-
<b>Total short-term investments</b>	<b>81</b>	<b>1</b>	<b>-</b>	<b>221</b>	<b>3</b>	<b>-</b>
Government bonds and debentures:						
Canadian federal government	1,909	30	(13)	1,907	30	16
Canadian provincial and municipal governments	860	13	18	946	15	39
<b>Total government bonds and debentures</b>	<b>2,769</b>	<b>43</b>	<b>6</b>	<b>2,853</b>	<b>44</b>	<b>55</b>
Preferred shares:						
Financial	375	6	5	329	5	11
Energy	99	2	4	99	2	7
All other sectors	125	2	5	119	2	7
<b>Total preferred shares</b>	<b>599</b>	<b>9</b>	<b>14</b>	<b>547</b>	<b>8</b>	<b>24</b>
<b>Total invested assets</b>	<b>\$ 6,159</b>	<b>96</b>	<b>\$ (3)</b>	<b>\$ 6,162</b>	<b>96</b>	<b>\$ 112</b>
Cash and cash equivalents <sup>1</sup>	268	4	-	287	4	-
<b>Total investments</b>	<b>\$ 6,427</b>	<b>100</b>	<b>\$ (3)</b>	<b>\$ 6,449</b>	<b>100</b>	<b>\$ 112</b>
Accrued investment income and other receivables	50		-	32		-
Derivative financial instruments (asset net of liability and cash collateral)	85		85	92		92
<b>Total Invested assets, accrued investment income and other receivables</b>	<b>\$ 6,562</b>		<b>\$ 83</b>	<b>\$ 6,573</b>		<b>\$ 204</b>

Note: Amounts may not total due to rounding.

<sup>1</sup> Cash and cash equivalents includes cash collateral of \$47 million (December 31, 2017 - \$ 38 million) pledged to the benefit of the Company from its derivative counterparties with a corresponding liability to return the collateral included in derivative financial instruments.

Unrealized losses on AFS securities in the portfolio were \$3 million, a decrease of \$115 million from the unrealized gain of \$112 million at December 31, 2017 primarily as a result of an increase in interest rates in 2018. The Company has economically hedged a portion of its foreign exchange and interest rate risk and the net market value of these derivatives is a net asset of \$85 million, as compared to a net asset of \$92 million as at December 31, 2017. Excluding the liability of \$47 million cash pledged as collateral as at September 30, 2018 and the liability of \$38 million cash pledged as collateral as at December 31, 2017, the net market value of these derivatives is a net asset of \$132 million as at September 30, 2018, as compared to \$130 million as at December 31, 2017.

The Company's average investment yield for the nine months ended September 30, 2018 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 September 30, 2018			As at December 31, 2017		
	Fair value	%	Unrealized gains (losses)	Fair value	%	Unrealized gains (losses)
<i>(in millions of dollars, unless otherwise specified)</i>						
Cash and cash equivalents	\$ 268	5	\$ -	\$ 287	5	\$ -
AAA	2,259	39	(13)	2,321	39	17
AA	1,023	18	9	1,126	19	30
A	1,683	29	(7)	1,593	27	29
BBB	589	10	(6)	566	10	11
Below BBB	6	-	0	10	-	-
<b>Total investments (excluding preferred shares)</b>	<b>\$ 5,828</b>	<b>100</b>	<b>\$ (16)</b>	<b>\$ 5,903</b>	<b>100</b>	<b>\$ 88</b>
Preferred shares						
P2	470	79	6	430	79	14
P3	129	21	7	117	21	10
<b>Total Preferred shares</b>	<b>599</b>	<b>100</b>	<b>14</b>	<b>547</b>	<b>100</b>	<b>24</b>
<b>Total Investments</b>	<b>\$ 6,427</b>		<b>\$ (3)</b>	<b>\$ 6,449</b>		<b>\$ 112</b>

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 \$513 million in collateralized loan obligations as of September 30, 2018, up from \$357 million as of December 31, 2017. These securities are floating rate collateralized loan obligations denominated in U.S. dollars, of which 53% are rated AAA, 39% are rated AA and 8% are rated A.

**Corporate bonds and debentures**

As of September 30, 2018, approximately 34% of the investment portfolio was held in corporate bonds and debentures, relatively consistent to the level as at December 31, 2017. 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 12% of the investment portfolio, or approximately 36% of the corporate bonds and debentures. The Company continuously monitors and repositions its exposure to the financial sector, which represents a significant proportion of the corporate issuances of fixed income securities in the Canadian marketplace. The Company is mindful of correlation risk and looks for opportunities to diversify the portfolio outside of Canada to sectors and issuers that have a lower correlated risk to Canada. Energy sector exposure through corporate bonds and debentures represents \$349 million or 5% of the investment portfolio.

Securities rated BBB or below BBB were \$589 million and \$6 million, respectively, or 9% of the investment portfolio, as of September 30, 2018.

**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 September 30, 2018, 43% of the investment portfolio was invested in sovereign fixed income securities, consisting of 30% in federal fixed income securities and 13% in provincial fixed income securities, relatively consistent with December 31, 2017.

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 \$81 million in Canadian federal government short-term treasury bills in the investment portfolio as of September 30, 2018, a decrease of \$141 million from December 31, 2017.

**Preferred shares**

As of September 30, 2018, the Company held \$599 million of preferred shares, of which the financial sector represented 63%. 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 2017 MCT guidelines. The preferred shares are in an unrealized gain position of \$14 million as at September 30, 2018, a decrease of \$11 million as compared to December 31, 2017, as a result of increased market issuances, partially offset by an increase in interest rates. Energy sector exposure through preferred shares represents \$99 million, or 2%, 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 and cash equivalents based on near-term liquidity needs, market conditions and perceived favourable future investment opportunities. The Company's cash and cash equivalents in the investment portfolio were \$268 million as of September 30, 2018, a decrease of \$19 million from the \$287 million in cash and cash equivalents as of December 31, 2017. Refer to "Liquidity" section below for additional information.

## 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**

<i>(in millions of dollars)</i>	Nine months ended September 30,	
	2018	2017
Cash provided by (used in):		
Operating activities	\$ 251	\$ 304
Financing activities	(223)	(158)
Investing activities	(46)	23
Change in cash and cash equivalents	\$ (19)	\$ 169
<b>Cash and cash equivalents, beginning of period</b>	<b>287</b>	<b>126</b>
<b>Cash and cash equivalents, end of period</b>	<b>\$ 268</b>	<b>\$ 295</b>

Note: Amounts may not total due to rounding.

The Company generated \$251 million of cash flows from operating activities in the nine months ended September 30, 2018 as compared to \$304 million in the prior year period. The lower cash flows from operating activities were primarily the result of lower levels of premiums written and higher taxes paid.

The Company utilized \$223 million of cash flows from financing activities in the nine months ended September 30, 2018, primarily related to the payment of ordinary dividends of \$0.47 per common share per quarter and an approximately \$100 million repurchase of common shares under its 2017 NCIB and 2018 NCIB, as compared to \$158 million in the prior year period primarily related to the payment of ordinary dividends of \$0.44 per common share per quarter and an approximately \$40 million repurchase of common shares under its 2017 NCIB.

The Company utilized \$46 million of cash flows from investing activities in the nine months ended September 30, 2018, as the proceeds of sales and maturities of investments were utilized for the purchases of investments, as compared to \$23 million cash generated in the prior year 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 September 30, 2018, the Company held liquid assets of \$714 million, comprised of \$268 million in cash and cash equivalents, and \$446 million in bonds and debentures and short-term investments maturing within one year, in order to maintain financial flexibility. Of the \$714 million liquid assets, \$101 million were held outside of the Insurance Subsidiary. As at September 30, 2018, the duration of the fixed income portfolio was 3.7 years.

In addition to cash and cash equivalents, 44%, or \$2,850 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.

The Company uses interest rate floors to mitigate the downside risk that may arise from existing fixed-for-floating interest rate swaps. The interest rate floors are derivative financial instruments in which the counterparty will compensate the Company when a reference interest rate falls below an agreed upon floor strike rate at a specified date.

**Table 13: Fair value and notional amounts of derivatives by terms of maturity**

(in millions of dollars, unless otherwise specified)	Notional Amount									
	Derivative asset	Derivative liability <sup>1</sup>	Net fair value	1 year or less	1–3 years	3–5 years	Over 5 years	Total		
<b>September 30, 2018</b>										
Foreign currency forwards	\$ 2	\$ (24)	\$ (22)	\$ 198	\$ 29	\$ 93	\$ 129	\$ 449		
Cross currency interest rate swaps	6	(4)	2	55	299	84	158	596		
Equity total return swaps	-	(1)	(1)	28	-	-	-	28		
Interest rate swaps	150	-	150	-	1,000	2,500	-	3,500		
Interest rate floors	3	-	3	-	150	1,900	-	2,050		
<b>Total</b>	<b>\$ 161</b>	<b>\$ (29)</b>	<b>\$ 132</b>	<b>\$ 281</b>	<b>\$ 1,478</b>	<b>\$ 4,576</b>	<b>\$ 287</b>	<b>\$ 6,622</b>		
<b>December 31, 2017</b>										
Foreign currency forwards	\$ 6	\$ (22)	\$ (15)	\$ 185	\$ 28	\$ 86	\$ 117	\$ 416		
Cross currency interest rate swaps	14	-	14	36	156	84	162	439		
Equity total return swaps	-	-	-	27	-	-	-	27		
Interest rate swaps	131	-	131	-	-	3,500	-	3,500		
Interest rate floors	-	-	-	-	-	-	-	-		
<b>Total</b>	<b>\$ 151</b>	<b>\$ (22)</b>	<b>\$ 130</b>	<b>\$ 249</b>	<b>\$ 184</b>	<b>\$ 3,670</b>	<b>\$ 280</b>	<b>\$ 4,382</b>		

Note: Amounts may not total due to rounding.

<sup>1</sup> Excludes \$47 million cash pledged as collateral by counterparties for derivative contracts as at September 30, 2018 (December 31, 2017 - \$38 million).

## 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 nine months ended September 30, 2018, the Company invested approximately \$1 million in underwriting, loss mitigation and risk management technologies enhancements, relatively consistent with the expenditures in the prior year period. The Company expects that future capital expenditures will continue to be related to underwriting, loss mitigation, and risk management technology improvements, and that capital expenditures in 2018 will be in the \$2 million to \$3 million range. 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 and evaluates MCT requirements using the capital advisory titled "Capital Requirements for Federally Regulated Mortgage Insurers" which went into effect in 2017. 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. The advisory includes a phase-in period for portfolio insurance originated prior to January 1, 2017 and extended amortization mortgages insured prior to January 1, 2017 on Genworth Canada's insurance in-force. This transitional arrangement will keep the required capital unchanged for these segments using the 2016 MCT guidelines as at December 31, 2016 until such time as the required capital under the 2017 MCT guidelines is less than the aforementioned capital under the 2016 MCT guidelines. Additionally, the advisory provides for a three-year phase-in period of the rising impact on capital required for operational risk. The Company has established an internal MCT target ratio of 157% as compared to the OSFI Supervisory MCT target ratio of 150% and the minimum MCT ratio under PRMHIA of 150%.

As at September 30, 2018, the Insurance Subsidiary's MCT ratio estimate was approximately 171%, 21 percentage points higher than the OSFI Supervisory MCT target ratio and 14 percentage points higher than the Company's internal MCT target ratio 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 and subject to satisfactory capital required excluding the transitional capital benefit under the phase-in period.

**Table 14: MCT as at September 30, 2018 and as at December 31, 2017**

<i>(in millions of dollars, unless otherwise specified)</i>	<b>As at September 30, 2018</b>	<b>As at December 31, 2017</b>
<b>Minimum Capital Test</b>		
Capital available	<b>\$4,356</b>	\$4,234
Capital required	<b>\$2,542</b>	\$2,455
MCT ratio <sup>1</sup>	<b>171%</b>	172%

<sup>1</sup> Company estimate as at September 30, 2018.

Capital available increased modestly in the nine months ended September 30, 2018, primarily due to profitability net of the Insurance Subsidiary's dividends paid, partially offset by a decrease in unrealized gains on the investment portfolio. Capital required increased primarily due new insurance written during the year for both transactional and portfolio insurance, a decrease in the benefit from the phased-in capital required for operational risk under the 2017 MCT guidelines, an increase in interest rate risk due to aging of the interest rate swaps, and the impact of portfolio insurance substitutions for fully repaid insured mortgages related to portfolio insurance originally insured prior to 2015. Portfolio insurance substitutions attract capital under the new capital framework and do not qualify for the transitional rules. These increases were partially offset by the decline in outstanding insured mortgage balances on 2017 and prior books of business.

## Debt

The Company proactively manages capital to balance capital strength, flexibility and efficiency. The Company currently has \$434 million in long-term debt, issued in two series, with a debt-to-capital ratio as at September 30, 2018 of 10%.

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

Series	Series 1	Series 3
Timing of maturity	1-3 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+	BBB+
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 summarized 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.

As of September 30, 2018, all debt covenants have been met.

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.

The above summarized details will not include all details relating to the Company's debentures. For all pertinent 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 September 29, 2017, the Company entered into a \$200 million senior unsecured revolving syndicated credit facility, which originally had a scheduled maturity date of September 29, 2022. Any borrowings under the syndicated credit facility will bear interest at a rate per annum equal to either a fixed rate based on a spread over Banker's Acceptance or will bear interest at a variable rate

based on a spread over the agent bank's prime rate. The credit facility includes an accordion feature that permits the Company to request that individual commitments with respect to the credit facility be increased by an aggregate amount of up to \$50 million. The Company also pays a standby fee based on the unused amount of the commitment which is recorded in interest expense in the condensed consolidated interim statements of income. The syndicated credit facility includes customary representations, warranties, covenants, terms and conditions for transactions of this type.

As at September 30, 2018, there was no amount outstanding under the syndicated credit facility and all of the covenants were fully met.

On October 26, 2018, the Company increased the existing senior unsecured revolving syndicated credit facility to \$300 million on similar terms, together with an increase in the accordion feature from \$50 million to \$100 million. The maturity date of the credit facility was extended to September 29, 2023 and there was no amount outstanding under this credit facility as at October 30, 2018, the publication date of this MD&A.

## 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 August 20, 2018, DBRS confirmed the Insurance Subsidiary's AA financial strength rating and the Company's A (high) rating with stable trends citing "the Company's strong market position, good risk underwriting and management expertise, high quality insurance portfolio and its strong capital position relative to the capital required to meet insurance-claim obligations."<sup>1</sup>

On September 5, 2018, 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 business risk and very strong financial risk profiles, sustained strong operating performance and sizeable market share, benefited from the strength of its market position, capital levels and stable underwriting performance.

Ratings Summary	S&P	DBRS
<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+	A (High), Stable

## Capital transactions

On May 2, 2017, the Company received approval from the TSX for the Company to undertake a normal course issuer bid ("2017 NCIB"). Pursuant to the 2017 NCIB, the Company could purchase, for cancellation, up to 4,597,385 shares, representing approximately 5% of its outstanding common shares at the time. The 2017 NCIB expired on May 4, 2018.

During the nine months ended September 30, 2018, under the terms of the 2017 NCIB, the Company repurchased 1,228,413 shares for cancellation, for an aggregate purchase price of approximately \$50 million. During the nine months ended September 30, 2017,

<sup>1</sup> DBRS August 20, 2018 press release: DBRS Confirms Ratings Genworth Financial Mortgage Insurance Co. Canada at AA and Genworth MI Canada Inc. at A (high), Stable Trends.



under the terms of the 2017 NCIB, the Company repurchased 1,114,260 shares for cancellation, for an aggregate purchase price of approximately \$40 million.

On May 1, 2018, the Company received approval from the TSX for the Company to undertake a new normal course issuer bid ("**2018 NCIB**") following the expiration of the 2017 NCIB. Pursuant to the 2018 NCIB, the Company can purchase, for cancellation, up to 4,489,616 shares, representing approximately 5% of its outstanding common shares as of April 27, 2018. Purchases of common shares under the 2018 NCIB were permitted to commence on or after May 7, 2018 and will conclude on the earlier of May 6, 2019 and the date on which the Company has purchased the maximum number of shares under the 2018 NCIB.

During the three months ended September 30, 2018, under the terms of the 2018 NCIB, the Company repurchased 1,138,679 shares for cancellation, for an aggregate purchase price of approximately \$50 million.

The Company's majority shareholder, Genworth Financial Inc., through its subsidiaries, participated proportionately in the 2018 NCIB and 2017 NCIB.

## 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 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 September 30, 2018 and December 31, 2017**

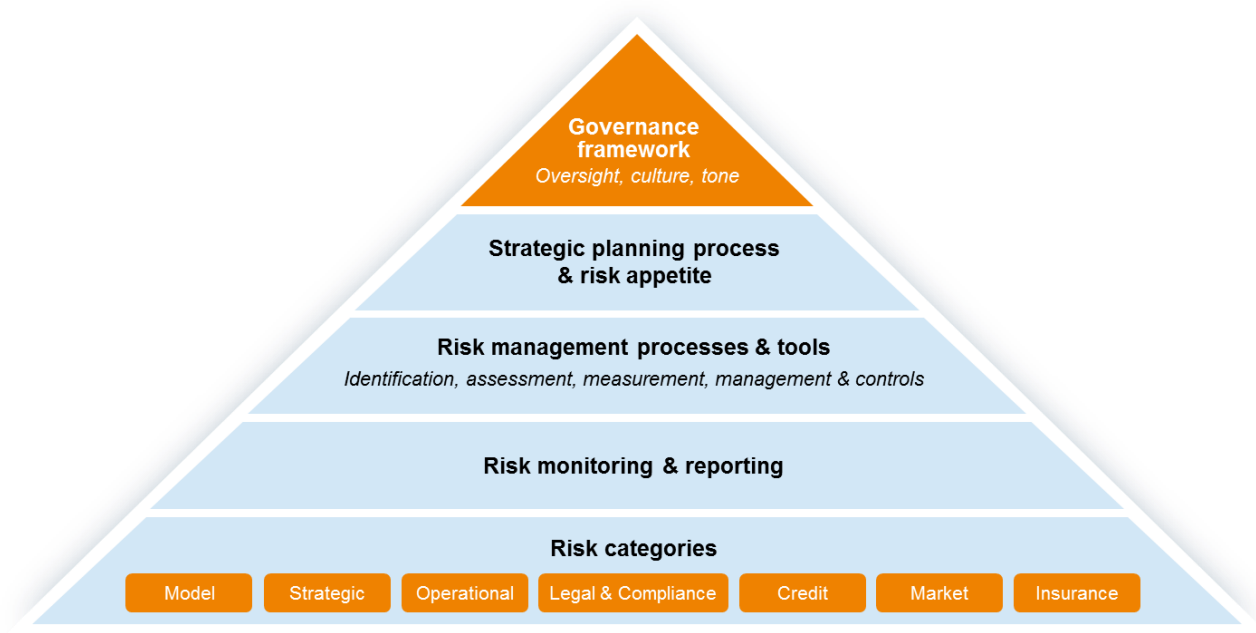
	September 30, 2018	December 31, 2017
Common shares, beginning of period	90,942,040	91,864,100
Effect of share repurchase	(2,367,092)	(1,114,260)
Common shares issued in connection with share-based compensation plans	173,162	192,200
Common shares, end of period	88,748,110	90,942,040

At September 30, 2018, Genworth Financial, Inc. beneficially owned 50,576,046 common shares, or approximately 57.0% 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 40.5%, 14.7% and 1.8% of the common shares, 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

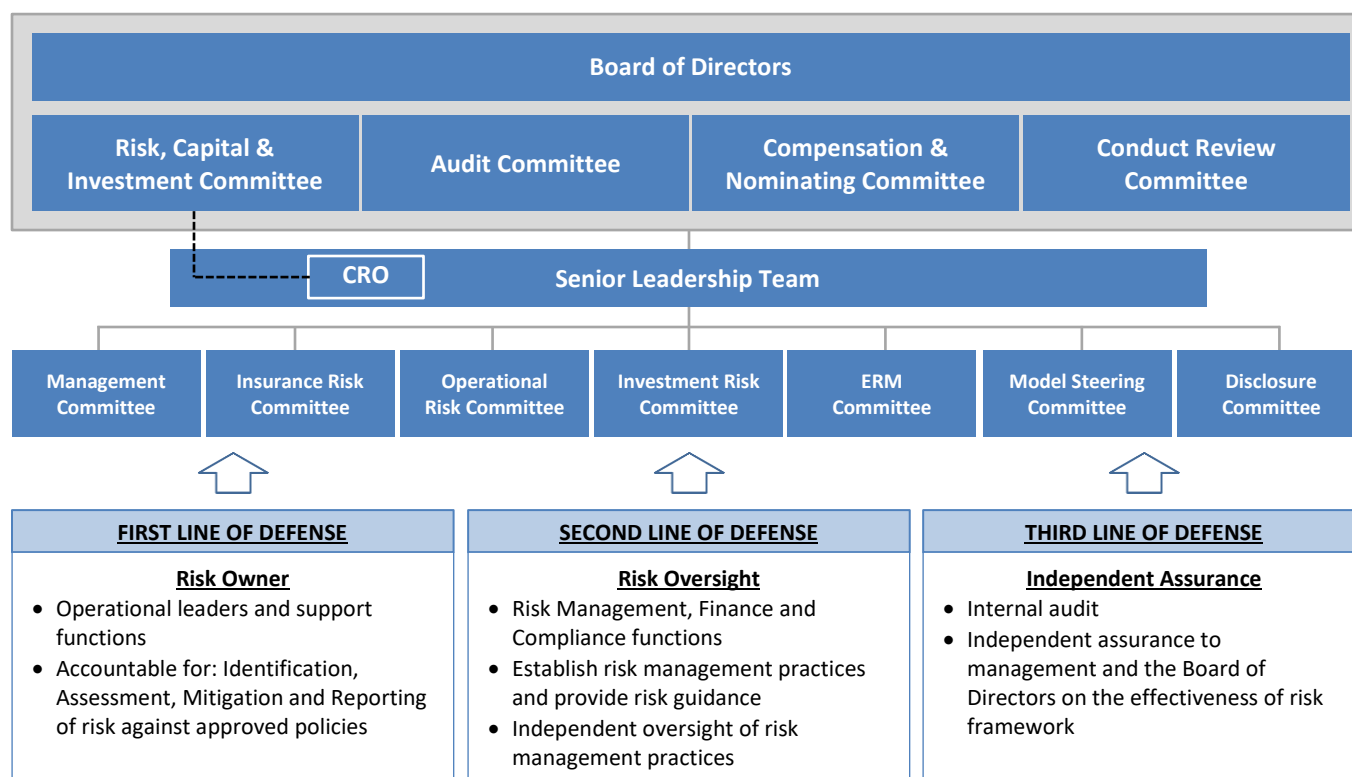
The Company’s governance framework is designed to ensure the Board and management have effective oversight of the risks faced by the Company with clearly defined and articulated roles and responsibilities and inter-relationships. The governance framework is comprised of three core elements:

- 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 Solvency Assessment ("**ORSA**") framework. The key elements and considerations of the Company's ORSA framework 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 framework 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 2018 transactional credit score of 748 primarily due to continued underwriting diligence. The average home price for transactional insurance originations has remained

relatively stable at \$332 thousand, representing an increase of approximately 2%, over the prior year period. The average gross debt service ratio for 2018 was 24%, consistent with the prior year period and below the PRMHIA mortgage stress test threshold of 39%.<sup>2</sup>

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 September 30, 2018			As at December 31, 2017		
	Transactional	Portfolio	Total	Transactional	Portfolio	Total
2009 & prior	34	17	28	37	18	29
2010	50	25	40	53	26	42
2011	54	26	40	57	28	41
2012	59	31	43	62	34	46
2013	62	34	44	65	36	46
2014	67	39	49	71	42	52
2015	71	42	50	75	45	53
2016	77	47	57	81	50	62
2017	88	55	78	91	60	84
2018	92	55	81	-	-	-
<b>Total</b>	<b>63</b>	<b>37</b>	<b>48</b>	<b>64</b>	<b>39</b>	<b>49</b>

<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 includes criteria such as 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 insurance risk committee on a monthly basis. The Company closely monitors the delinquency performance as a key indicator of insurance portfolio performance.

## Quality Assurance

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 insured loans.

<sup>2</sup> The Q2 2018 MD&A clarified that the mortgage stress test threshold has been in place under PRMHIA since 2012 and corrects a typographical error that the PRMHIA stress test threshold is 39% and not the 26%, as previously disclosed in certain prior periods.

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 are reviewed by management on a monthly basis.

Through the Company's risk management system, it takes active steps to identify and prevent fraud. This includes collaborating with industry participants to promote best practices within the mortgage industry and to identify emerging trends; performing quality assurance audits on lender institutions and maintaining a proprietary database of properties or persons known to have been involved in fraud or misrepresentation.

## **Market and credit risk**

The Company monitors and manages the credit risk, liquidity risk and market risk, including interest rate 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, 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 and interest rate floors to hedge a portion of the interest rate risk.

### **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 third quarter of 2018 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 amendments to existing standards have been issued by the International Accounting Standards Board ("IASB") and are effective for annual periods beginning on or after January 1, 2018.

#### **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:

- (i) The effects of vesting and non-vesting conditions on the measurement of cash-settled share-based payments;

- (ii) Share-based payment transactions with a net settlement feature for withholding tax obligations; and
- (iii) The effect of 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 adoption of the amendments to IFRS 2 had no impact on the Company's financial statements.

#### **Future accounting standards**

The following new standards, amendments to existing standards or new interpretations have been issued by the IASB and become effective after December 31, 2018.

#### **IFRS 17 - Insurance contracts ("IFRS 17")**

In May 2017, the IASB issued IFRS 17, which is a comprehensive standard that establishes principles for the recognition, measurement, presentation and disclosure of insurance contracts. IFRS 17 will replace IFRS 4: Insurance Contracts ("**IFRS 4**"). The measurement approach for insurance liabilities under IFRS 17 is based on the following:

- (i) A current, unbiased probability-weighted estimate of future cash flows expected to arise as the insurer fulfills the contract;
- (ii) The effect of the time value of money;
- (iii) A risk adjustment that measures the effects of uncertainty about the amount and timing of future cash flows; and
- (iv) A contractual service margin which represents the unearned profit in a contract and that is recognized in profit or loss over time as the insurance coverage is provided.

There will also be new financial statement presentation for insurance contracts and additional disclosure requirements.

IFRS 17 requires the Company to distinguish between groups of contracts expected to be profit-making and groups of contracts expected to be onerous.

IFRS 17 is effective for annual periods beginning on or after January 1, 2021 and is to be applied retrospectively to each group of insurance contracts. If full retrospective application to a group of contracts is impracticable, the modified retrospective or fair value methods may be used.

IFRS 17 will materially change the recognition and measurement of insurance contracts and the corresponding presentation and disclosures in the Company's financial statements. In addition, it could have a material effect on tax and regulatory capital positions that are dependent on IFRS accounting values.

To support adoption of IFRS 17, the Company has established a formal governance framework and developed an implementation project plan. A multi-disciplinary project team has been established to analyze and implement IFRS 17 in accordance with the project plan. The Company is currently in the planning and design phase of its project which includes assessing the potential financial statement and business implications of adopting IFRS 17, identifying where changes to our existing accounting and reporting processes will be required, evaluating IFRS 17 accounting policies and elections, and designing IFRS 17 methodologies which includes the continuous development of our loss forecasting capabilities.

#### **IFRS 9 - Financial instruments ("IFRS 9")**

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.

IFRS 9 is generally effective for years beginning on or after January 1, 2018. In September 2016, the IASB issued amendments to IFRS 4 which provide optional relief to eligible insurers in respect of IFRS 9. The options permit entities whose predominant activity is issuing insurance contracts within the scope of IFRS 17 (a) a temporary exemption to defer the implementation of IFRS 9, or alternatively (b) the option to remove from income 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 on January 1, 2021, which aligns with the effective date of IFRS 17. The Company has analyzed these amendments and has concluded that it is an eligible insurer that qualifies for the transitional relief. The Company has elected to apply the optional transitional relief that permits the deferral of the adoption of IFRS 9 for eligible insurers. As a result, the Company did not adopt IFRS 9 as at January 1, 2018. The Company will continue to apply IAS 39 until January 1, 2021.

Effective in reporting periods in 2018, an insurer that elected to apply the transitional relief under IFRS 4 is required to disclose how the insurer concluded that it is eligible for the transitional relief and provide additional disclosure that enable comparison with entities that applied IFRS 9 at January 1, 2018. These disclosures are included in the Company's condensed consolidated interim financial statements for the period ended September 30, 2018.

#### **IFRS 16 – Leases (“IFRS 16”)**

In January 2016, the IASB issued IFRS 16 which sets out the principles for the recognition, measurement, presentation and disclosure of leases. The new standard removes the current requirement of classifying leases as finance or operating leases by introducing a single lessee accounting model. Under the new model, the lessee will be required to recognize a right of use asset and a lease liability for the lease component of future payments. Lessees will also be required to replace operating lease expenses with the depreciation expense for the right of use assets and interest expense on lease liabilities in the statement of income. There are recognition exemptions for short-term leases and leases of low value items. There are no significant changes to lessor accounting requirements.

IFRS 16 is effective for annual periods beginning on or after January 1, 2019, with retrospective application and some practical expedients available on adoption.

The Company has completed its initial assessment of existing operating leases and has started the assessment of the quantitative impact of IFRS 16. On transition, the Company expects to apply the practical expedient whereby the Company will not need to reassess whether a contract is, or contains, a lease for transactions recognized prior to the date of initial application. The Company expects IFRS 16 will result in leases currently classified as operating leases being recorded on the Company's statement of financial position, except leases with low value of the underlying asset.

#### **IFRIC Interpretation 23 – Uncertainty over income tax treatments (“IFRIC 23”)**

In June 2017, the IASB issued IFRIC 23 which clarifies how to apply the recognition and measurement requirement in IAS 12 – Income taxes, when there is uncertainty over income tax treatments. An entity is required to recognize and measure its taxable profit (taxable loss), tax bases, unused tax losses, unused tax credits and tax rates applying this interpretation.

IFRIC 23 is effective for annual periods beginning on or after January 1, 2019, with early adoption permitted. The interpretation requires retrospective application, with some practical expedients available on adoption.

The Company is assessing the impact of IFRIC 23 on the Company's financial statements.

## 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.

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. The Company performs actuarial studies of loss emergence at least annually and may adjust the factors under which premiums are earned in accordance with the results of such studies.

### 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 the 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.

**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, debentures 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.

**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 affiliated companies 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, tax compliance and other 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 \$5 million in the nine months ended September 30, 2018, consistent with the prior year period.

## 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 investment 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 September 30,		Nine months ended September 30,	
<i>(in millions of dollars, unless otherwise specified)</i>	2018	2017	2018	2017
Investment income	\$ 64	\$ 82	\$ 175	\$ 201
Adjustment to investment income:				
Net investment gains <sup>1</sup>	(10)	(37)	(19)	(68)
Operating investment income	54	44	155	132
Realized (income) expense from the interest rate hedging program	(6)	-	(14)	2
<b>Interest and dividend income, net of investment expenses</b>	<b>\$ 49</b>	<b>\$ 45</b>	<b>\$ 141</b>	<b>\$ 135</b>
Net income	128	140	371	396
Adjustments to net income, net of taxes:				
Net investment gains <sup>1</sup>	(7)	(27)	(14)	(50)
<b>Net operating income</b>	<b>\$ 121</b>	<b>\$ 112</b>	<b>\$ 358</b>	<b>\$ 345</b>
Earnings per common share (basic)	\$ 1.43	\$ 1.52	\$ 4.13	\$ 4.31
Adjustment to earnings per common share, net of taxes:				
Net investment gains <sup>1</sup>	(0.08)	(0.30)	(0.15)	(0.54)
<b>Operating earnings per common share (basic)</b>	<b>\$ 1.35</b>	<b>\$ 1.23</b>	<b>\$ 3.97</b>	<b>\$ 3.76</b>
Earnings per common share (diluted) <sup>2</sup>	\$ 1.42	\$ 1.52	\$ 4.10	\$ 4.30
Adjustment to earnings per common share, net of taxes:				
Share based compensation re-measurement amount	-	-	-	-
Net investment gains <sup>1</sup>	(0.08)	(0.30)	(0.15)	(0.54)
<b>Operating earnings per common share (diluted)<sup>2</sup></b>	<b>\$ 1.35</b>	<b>\$ 1.23</b>	<b>\$ 3.95</b>	<b>\$ 3.76</b>

Note: Amounts may not total due to rounding.

<sup>1</sup> Excludes realized (income) expense from the interest rate hedging program.

<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.

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”.

	Three months ended September 30,		Nine months ended September 30,	
(in millions of dollars, unless otherwise specified)	2018	2017	2018	2017
<b>Selected non-IFRS financial measures</b>				
Insurance in force <sup>1</sup>	\$ 503,489	\$ 487,283	\$ 503,489	\$ 487,283
Outstanding insured mortgage balances	\$ 210,900	\$ 222,000	\$ 210,900	\$ 222,000
New insurance written	\$ 6,325	\$ 6,489	\$ 16,477	\$ 26,140
Transactional new insurance written	\$ 5,512	\$ 5,641	\$ 13,420	\$ 13,671
Portfolio new insurance written	\$ 812	\$ 848	\$ 3,057	\$ 12,469
Loss ratio	14%	13%	14%	11%
Expense ratio	19%	20%	19%	20%
Combined ratio	32%	33%	33%	30%
Operating return on equity	12%	12%	12%	13%
Investment yield	3.2%	3.1%	3.2%	3.1%
MCT ratio <sup>2</sup>	171%	165%	171%	165%

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

<sup>2</sup> Company estimate at September 30, 2018.

## 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 premiums 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 Fair Value through Profit or Loss (“FVTPL”) securities and including realized income (expense) from the interest rate hedging program as represented by 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.

**“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 investment income”** means the total net investment income excluding investment gains (losses) and including realized income (expense) from the interest rate hedging program. This measure is an indicator of the realized operating performance of the investment portfolio and related hedging program.

**“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.

**“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.

**“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 premium rate”** means the average premiums written collected divided by the new insurance written.

**“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.

**“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.

**“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.

**“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 on outstanding insured mortgage balances”** means the ratio (expressed as a percentage) of the total number of delinquent loans to the total number of outstanding insured mortgages 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 borrower’s 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.

**“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.

**“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.

**“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.

**“premiums 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.