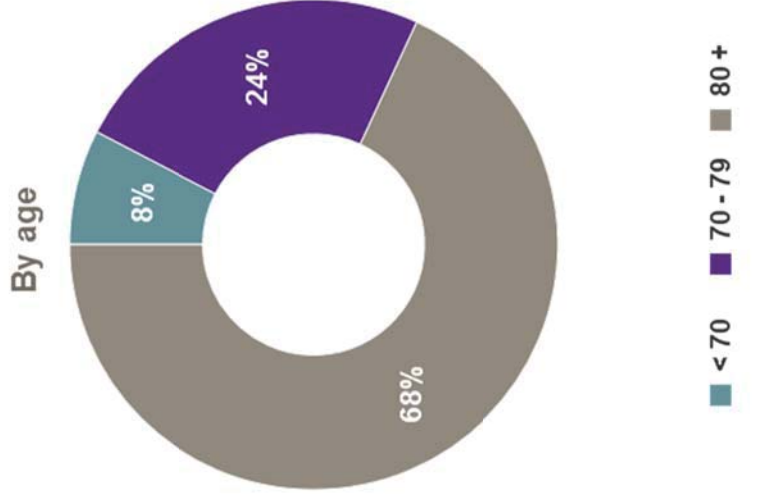
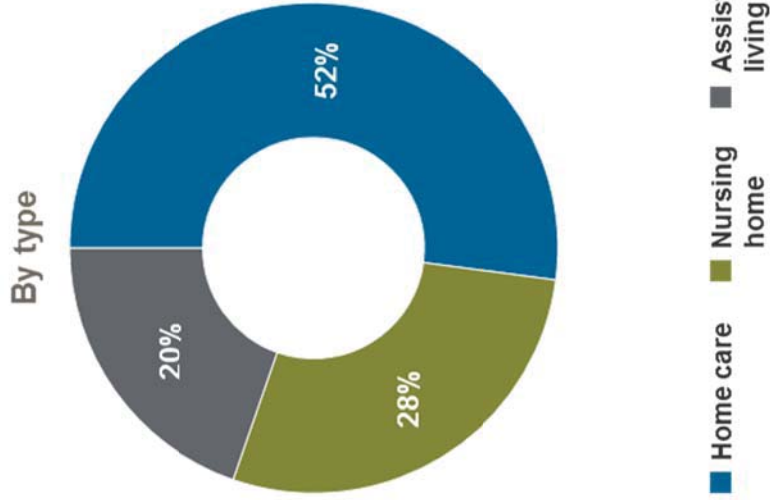




Spending

New long-term care insurance claims



LONG-TERM CARE: NOT JUST NURSING HOMES

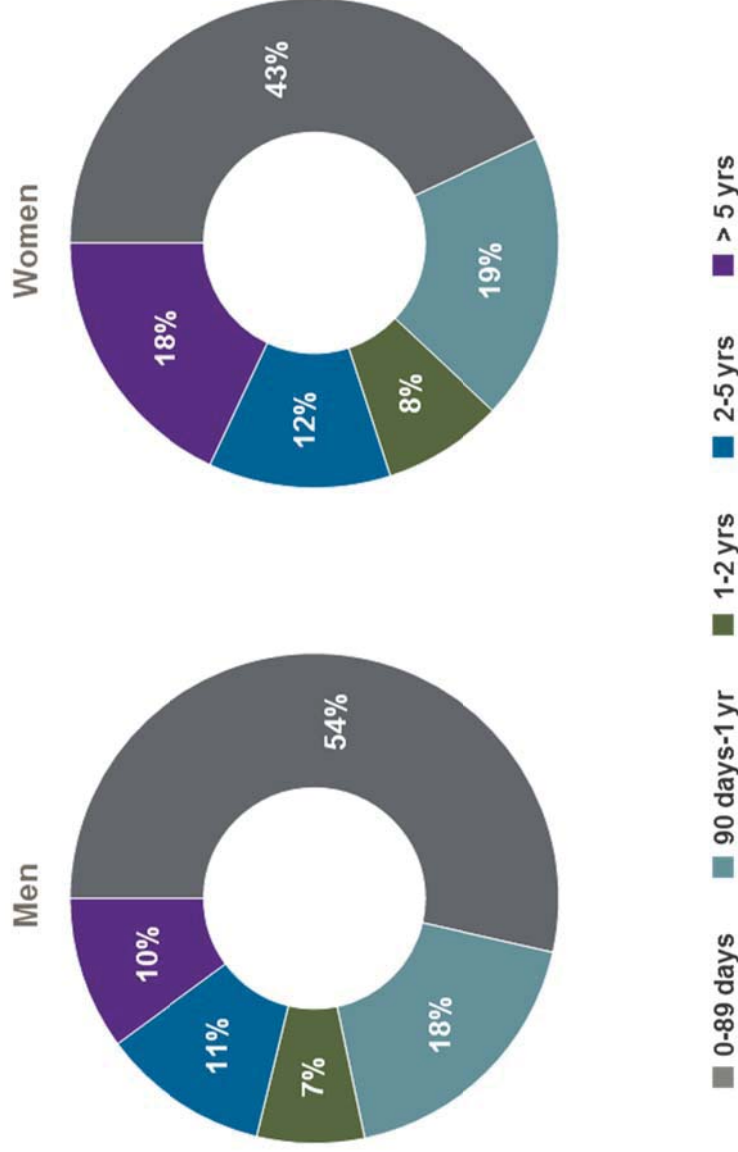
Many individuals will need long-term care, which often starts with home care and may progress to assisted living or care in a nursing home.

While the majority had care needs at age 80 or older, nearly one-third experienced a care need before then.

Source (charts): American Long-Term Care Association for Long-Term Care Insurance, 2015 LTC Sourcebook.

Annualized historical inflation for nursing home (private room): 3.8%; assisted living (one-bedroom): 2.6%; home health aide: 2.5%. 5-year CAGR represents the compound annual growth rate based on Genworth Cost of Care Survey. Source for cost of care inflation information: Genworth 2017 Cost of Care Survey, conducted by CareScout®, June 2017. © 2017 Genworth Financial, Inc. All rights reserved. Methodology document for inflation information: https://www.genworth.com/dam/Americas/US/PDFs/Consumer/corporate/cost-of-care/131168_081417.pdf

Projected lifetime need for significant long-term care for individuals at age 65¹



HOW LONG MIGHT YOU NEED CARE?

Average care needs don't tell the whole story since some individuals won't need care, some have a short-term need and others will need significant care for more than 5 years.

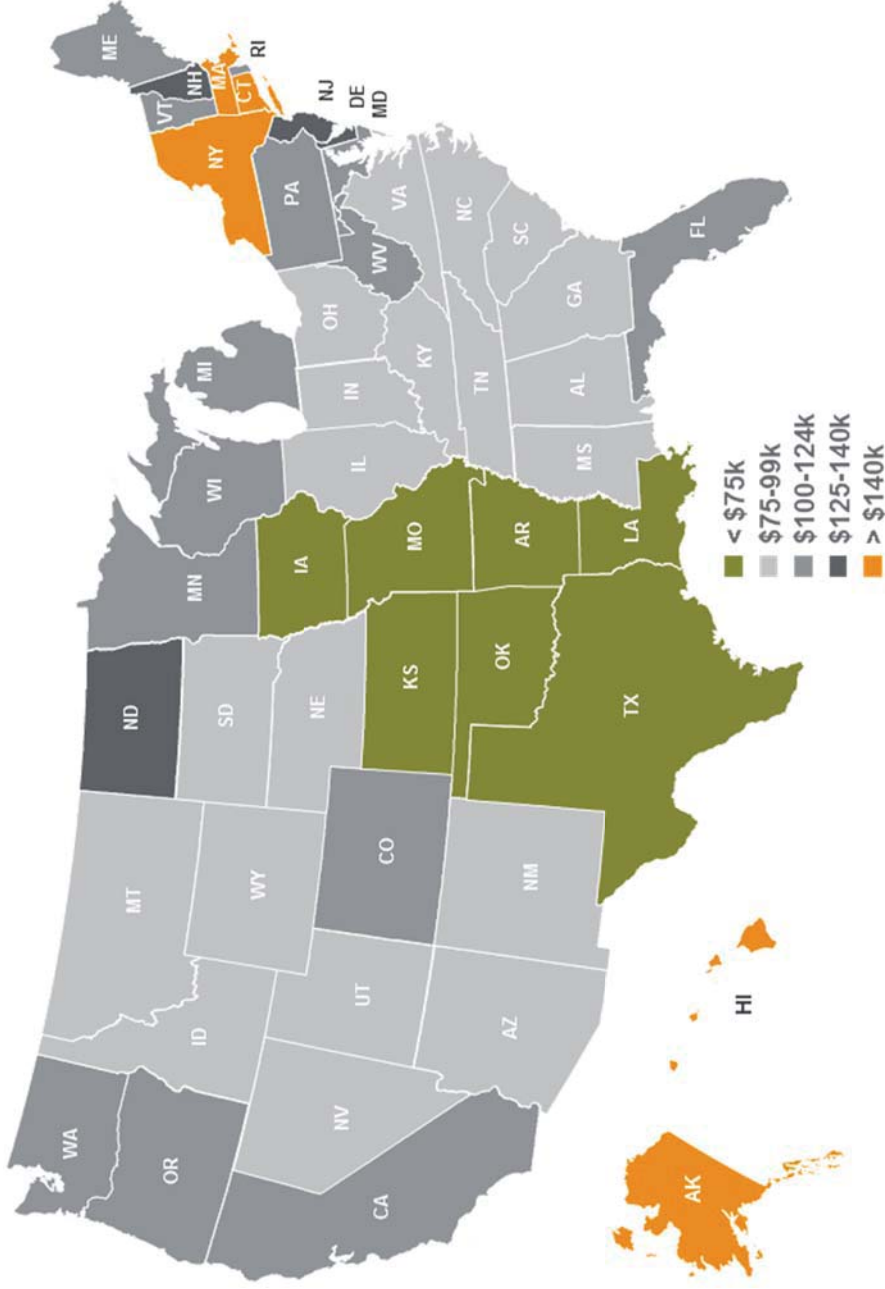
¹ Significant long-term care needs include requiring assistance with at least 2 or more activities of daily living that are expected to last at least 90 days or the need for substantial supervision for health and safety threats due to severe cognitive impairment. Activities of daily living include eating, dressing, bathing, transferring and toileting. Those who meet the cognitive impairment criteria who require care for less than 90 days are included in the 90 days – 1 year category above.

Not included: non-acute care for rehabilitation; less severe impairment such as requiring assistance with 1 activity of daily living; needing assistance with incidental activities of daily living such as shopping, cooking, taking medication, using transportation and paying bills.

Source: U.S. Department of Health and Human Services, ASPE Issue Brief, Revised February 2016, Table 1.



Median annual cost of nursing home care (private room)



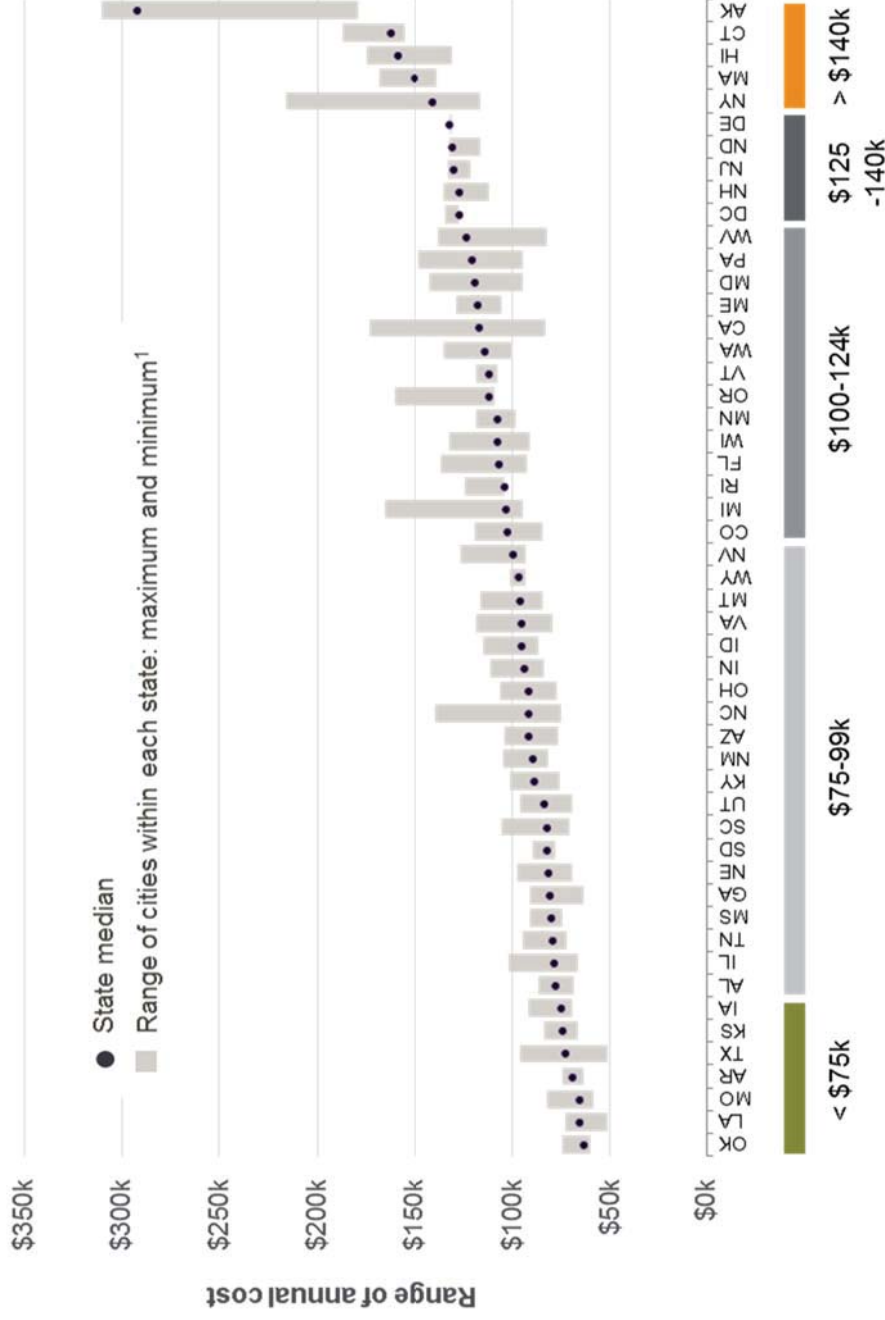
THE COST OF CARE
 There can be significant variations in cost depending on where care is utilized.

Spending

Methodology document: https://www.genworth.com/dam/Americas/US/PDFs/Consumer/corporate/cost-of-care/48590_081417.pdf
 For more information on cost of care from Genworth see: <https://www.genworth.com/about-us/industry-expertise/cost-of-care.html>
 Source: Genworth 2017 Cost of Care Survey, conducted by CareScout®, June 2017. Annual median costs based on 365 days of care.
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A closer look at annual cost of nursing home care (private room) | 36

Range of annual nursing home costs



THE COST OF CARE
 Cost of care will depend on state, city and the facility chosen.

¹ The range is representative of the maximum and minimum average costs by surveyed city within each state. Data is limited to the availability of the surveyed cities so every city within each state may not be represented.
 Methodology document: https://www.genworth.com/dam/Americas/US/PDFs/Consumer/corporate/cost-of-care/48590_081417.pdf
 For more information on cost of care from Genworth see: <https://www.genworth.com/about-us/industry-expertise/cost-of-care.html>
 Source: Genworth 2017 Cost of Care Survey, conducted by CareScout®, June 2017. Annual median costs based on 365 days of care.
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