

September 2016

Manulife– Asia Fact Sheet

Manulife has operated in Asia since 1897, starting in Shanghai (1897), Hong Kong (1898), followed by Japan and Singapore (1899), before expanding into the Philippines (1901), Thailand (1902), Malaysia (c.1900), Indonesia (1903), and then into Taiwan (1992), Vietnam (1999), and Cambodia (2012).*



The company's Asia Division provides protection and wealth management products, with operations across Asia. We have around 64,000 contracted agents selling our products and have expanded our distribution capabilities to include more than 100 bank partnerships and more than 500 dealers, independent agents and brokers. Protection products include life insurance,

*All dates refer to first market entries

group life and health, hospital coverage and wealth preservation. Wealth management products include mutual funds, pensions, annuities and investment-linked products.

Manulife Asia Financial results (Second Quarter, 2016)

Core earnings were US\$266 million in 2Q16 compared with US\$230 million in 2Q15, an increase of 16%. Excluding the impact of changes in foreign currency rates, the increase was US\$29 million, or 12%. The increase was driven by continued strong growth in new business volumes, partially offset by less favourable policyholder experience and the impact of declining interest rates.

Net income attributed to shareholders was US\$22 million in 2Q16 compared with US\$247 million in 2Q15, a decrease of 91%, and items excluded from core earnings in 2Q16 included charges of US\$244 million primarily related to the direct impact of equity markets and interest rates.

Annualized premium equivalent sales in 2Q16 were a record at US\$627 million, 34% higher than 2Q15. We achieved double digit growth in most territories and record sales in Asia Other. Insurance sales were US\$510 million and other wealth APE sales were US\$117 million, up 30% and 58% from 2Q15, respectively. Year-to-date APE sales of US\$1.2 billion were 41% higher than the same period in 2015. (Percentages quoted below are for the period 2Q16 compared with 2Q15, unless stated otherwise.)

New business value in 2Q16 was US\$176 million, a 47% increase compared with 2Q15, reflecting the above noted increase in APE sales and a 2.3 percentage point increase in new business value margin. Year-to-date NBV of US\$337 million was 57% higher than the same period in 2015.

For full results, please visit www.manulife.com for our results news release.

Manulife Asia at a Glance¹

President and CEO	Roy Gori	
Established in Asia	1897	
Number of employees	Over 10,300	
Number of contracted agents	Around 64,000	
Geographic reach	Operations in 12 territories: Hong Kong, Macau, China, Taiwan, Japan, Indonesia, the Philippines, Malaysia, Singapore, Thailand, Vietnam and Cambodia	
Primary products and services	Individual life insurance Group life and health Hospital coverage Wealth preservation	Mutual funds Pensions Annuities Investment-linked products
Assets under management	US\$87.7 billion	
Stock symbol	Manulife Financial Corporation trades as 'MFC' on the TSX, NYSE and PSE, and under '945' on the SEHK.	
Regional headquarters	10/F, The Lee Gardens, 33 Hysan Avenue, Causeway Bay, Hong Kong	
Further details	www.manulife-asia.com	

About Manulife

Manulife Financial Corporation is a leading international financial services group providing forward-thinking solutions to help people with their big financial decisions. We operate as John Hancock in the United States, and Manulife elsewhere. We provide financial advice, insurance and wealth and asset management solutions for individuals, groups and institutions. At the end of 2015, we had approximately 34,000 employees, 63,000 agents, and thousands of distribution partners, serving 20 million customers. At the end of June 2016, we had \$934 billion (US\$718 billion) in assets under management and administration, and in the previous 12 months we made more than \$25.4 billion in benefits, interest and other payments to our customers. Our principal operations are in Asia, Canada and the United States where we have served customers for more than 100 years. With our global headquarters in Toronto, Canada, we trade as 'MFC' on the Toronto, New York, and the Philippine stock exchanges and under '945' in Hong Kong. Follow Manulife on Twitter @ManulifeNews or visit www.manulife.com or www.johnhancock.com.

¹ All information as current as of August 2016

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