

## Monthly Return of Equity Issuer on Movements in Securities

For the month ended (dd/mm/yyyy) : 29/02/2012

To : Hong Kong Exchanges and Clearing Limited

Name of Issuer Date Submitted Manulife Financial Corporation
06/03/2012

I. Movements in Authorised Share Capital

1. Ordinary Shares

(1) Stock code : <u>00945</u> Descri	ption : <u>Common</u>	Shares	
	No. of ordinary shares	Par value (State currency)	Authorised share capital (State currency)
Balance at close of preceding month	Unlimited	No par value	Unlimited
Increase/(decrease)			
Balance at close of the month			
(2) Stock code :Descri	iption :		
	No. of ordinary shares	Par value (State currency)	Authorised share capital (State currency)
Balance at close of preceding month			
Increase/(decrease)			

## 2. Preference Shares

Stock code : <u>N/A</u>	Description : <u>Preference</u>	e Shares	
	No. of preference shares	Par value (State currency)	Authorised share capital (State currency)
Balance at close of preceding mor Class 1	ath <b>30,000,000</b>	No par value No par	Unlimited
Class A	58,000,000	No par value	Unlimited
Class B	0	No par value	Unlimited
Increase Class 1 Preferred Shares	10,000,000		
Balance at close of the month	98,000,000	No par value	Unlimited

## 3. Other Classes of Shares

*currency*) :

Stock code :Descr	iption :		
	No. of other classes of shares	Par value (State currency)	Authorised share capital (State currency)
Balance at close of preceding month			
Increase/(decrease)			
Balance at close of the month			
Total authorised share capital at the end	d of the month (State	N/A	

## II. Movements in Issued Share Capital

	No. of ordinary shares		No of preference	No. of other classes
	Common Shares	(2)	shares	of shares
Balance at close of preceding month	1,801,113,056		88,000,000	
Increase/ (decrease) during the month	0		10,000,000	
Balance at close of the month	1,801,113,056		98,000,000	

III. Details of Movements in Issued Share Capital

Share Options (under Share Option Schemes of the Issuer)

Particulars of share option scheme including EGM approval date (dd/mm/yyyy) and		Movement dur		No. of new shares of issuer issued during the month pursuant thereto	No. of new shares of issuer which may be issued pursuant thereto as at close of the month	
class of shares issuable	Granted	Exercised	Cancelled	Lapsed		
1. Executive Stock Option Plan						
(04/05/2000) Common Shares (Note 1)	6,088,208	0	259,268	2,961,788	0	37,852,926
2. 1999 Long Term Stock Incentive Plan						
(14/05/2001) Common Shares (Note 1)						0
3. Director Equity Incentive Plan						
(30/04/2002) Common Shares						54,000

(Note 1)		For Main Board and GEM listed issuers
	A. (Ordinary shares) (Preference shares)	0
	(Other class)	
Total funds raised during the month from exercise of		
options (State currency)	Cdn. \$0	

Description of warrants (Date of expiry - dd/mm/yyyy)	Currency of Nominal value at nominal close of value preceding month	Exercised during the month	Nominal value at close of the month	No. of new shares of issuer issued during the month pursuant thereto	No. of new shares of issuer which may be issued pursuant thereto as at close of the month
<u>1.</u>					
( / / ) Stock code (if listed) Class of shares issuable (Note 1) Subscription price EGM approval date					
(if applicable) (dd/mm/yyyy)					
<u>2.</u>					
( / / ) Stock code (if listed) Class of shares issuable (Note 1) Subscription price					
EGM approval date (if applicable) (dd/mm/yyyy) 3.	( / / )				
( / / ) Stock code (if listed) Class of shares issuable (Note 1)					
EGM approval date (if applicable)	( / / )				
Class of shares issuable (Note 1)					
Subscription price EGM approval date (if applicable) (dd/mm/yyyy)	( / / )				
	Total	(Prefere	nary shares) 0 ence shares) Other class)		

Commentilities (i.e. Commentilities	ute Chenne - Cale - I			For Main Board	and GEM liste	d issuers
Convertibles (i.e. Convertible in Class and description		Amount at close of preceding month	Converted during the month	Amount at close of the month	No. of new shares of issuer issued during the month pursuant thereto	No. of new shares of issuer which may be issued pursuant thereto as at close of the month
<u>l.</u>						
Stock code (if listed) Class of shares issuable (Note 1) Subscription price EGM approval date						
(if applicable) (dd/mm/yyyy))	( / / )					
<u>2.</u>	_					
Stock code (if listed) Class of shares issuable ( <i>Note 1</i> ) Subscription price						
EGM approval date (if applicable) (dd/mm/yyyy) 3.	( / / )					
Stock code (if listed) Class of shares issuable (Note 1)						
Subscription price						
EGM approval date						
(if applicable) (dd/mm/yyyy) <u>4</u> .	( / / )					
	_					
Stock code (if listed) Class of shares issuable (Note 1)						
Subscription price						
EGM approval date (if applicable) (dd/mm/yyyy)	( / / )					
		- -	Fotal C. (Ordin	nary shares) 0		
			(Pretere	ence shares)		

For Main Board and GEM listed issuers Any other Agreements or Arrangements to Issue Shares of the Issuer which are to be Listed, including Options (other than under Share Option Schemes)

Full particulars including EGM approval date (dd/mm/yyyy), the if applicable, and class of shares issuable:	h pursuant ereto	issuer which may be issued pursuant thereto as at close of the month
1. Stock Plan for Non-Employee Directors		
Deferred Share Units settled in Common Shares	0	0
04/05/2000)		
shares (Note 1)		
2. Executive Stock Option Plan Deferred Share Units settled in Common Shares	0	0
Defended Share Onits settled in Common Shares	0	0
(04/05/2000)		
shares (Note 1)		
3. Dividend Reinvestment and Share Purchase Plan		
Dividends reinvested in Common Shares and Common Share	0	0
purchases	0	0
(07/05/2000)		
Total D. (Ordinary shares)	0	0
(Preference shares)	0	v
(Other class)		

<u>Other Woven</u>	<u>eents in Issued Sh</u>	are Capital					No. of new shares of issuer issued during the month pursuant thereto	No. of new shares of issuer which may be issued pursuant thereto as at close of the month
Type of Is	sue							
			Class of shares issuable (Note 1)					
1. Rights is:	sue At pr	rice : State currency	 Issue and allotment date : (dd/mm/yyyy)	(		)		
			EGM approval date: (dd/mm/yyyy)	(	/ /	)		
			 Class of shares issuable					
			(Note 1)					
2. Open off	er At pr	rice : State currency	 Issue and allotment date : (dd/mm/yyyy)	(	/ /	)		
			EGM approval date: (dd/mm/yyyy)	(	/ /	)		
			 Class of shares issuable					
			(Note 1)	,		,		
3. Placing	At pr	rice : State currency	 Issue and allotment date : (dd/mm/yyyy)	(	/ /	)		
			EGM approval date: (dd/mm/yyyy)	(	/ /	)		
			Class of shares issuable					
			(Note 1)					
4. Bonus iss	sue		Issue and allotment date : (dd/mm/yyyy)	(	/ /	)		
			EGM approval date: (dd/mm/yyyy)	(	/ /	)		

Other Movements in Issued Share Capital

		<u>F</u>	For N	<u>1ain</u>	<u>Boar</u>	d and GEM list No. of new shares of issuer issued during the month pursuant thereto	ted issuers No. of new shares of issuer which may be issued pursuant thereto as at close of the month
	Type of Issue						
5.	Scrip dividend At price : State currency ——	Class of shares issuable (Note 1) Issue and allotment date : (dd/mm/yyyy) EGM approval date: (dd/mm/yyyy)		, , , ,			
6.	Repurchase of shares	Class of shares repurchased ( <i>Note 1</i> ) Cancellation date : (dd/mm/yyyy) EGM approval date: (dd/mm/yyyy)		, / , /			
7.	Redemption of shares	Class of shares redeemed ( <i>Note 1</i> ) Redemption date : (dd/mm/yyyy) EGM approval date: (dd/mm/yyyy)		· /			
8.	Consideration issue At price : State currency —	Class of shares issuable (Note 1) — Issue and allotment date : (dd/mm/yyyy) EGM approval date: (dd/mm/yyyy)		, , , ,			

				For Main	Boar	d and GEM lis	
						No. of new shares of issuer issued during the month pursuant thereto	No. of new shares of issuer which may be issued pursuant thereto as at close of the month
	Type of Issue						
			Class of shares issuable (Note 1)				
9.	Capital reorganisation		Issue and allotment date : (dd/mm/yyyy)	( / /	)		
			EGM approval date: (dd/mm/yyyy)	( / /	)		
10	Other	At price : State	Class of shares issuable (Note 1)	e Comm	on		
10.	other	currency	Issue and allotment date : (dd/mm/yyyy)	( / /	)		
			EGM approval date: (dd/mm/yyyy)	( / /	)		
				Ordinary reference (Othe	share	s)	-

Total increase / (decrease) in ordinary shares during the month (i.e. Total of A to E):	(1)	0
	(2)	
Total increase / (decrease) in preference shares during the month (i.e. Total of A to E):		10,000,000
Total increase / (decrease) in other classes of shares during the month (i.e. Total of A to E):		
(These figures should be the same as the relevant figures under II above ("Movements in Issued Share Capital").)		

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Remarks (if any):

Submitted by: David Kerr
AVP, Senior Counsel and Assistant Corporate Secretary (Director, Secretary or other duly authorised officer)

*Notes* :

- 1. State the class of shares (e.g. ordinary, preference or other).
- 2. If there is insufficient space, please append the prescribed continuation sheet.