

## **Monthly Return of Equity Issuer on Movements in Securities**

For the month ended (dd/mm/yyyy):	31/03/2012			
To: Hong Kong Exchanges and Clearing Limited				
Name of Issuer Manulife Financial Corporation				
Date Submitted	10/04/20	12		
I. Movements in Authorised Share Capi	tal			
1. Ordinary Shares				
(1) Stock code : <u>00945</u> Descri	ption : <u>Common</u>	Shares		
Balance at close of preceding month	No. of ordinary shares  Unlimited	Par value (State currency) No par value	Authorised share capital (State currency)  Unlimited	
Increase/(decrease)				
mercuse/(decrease)				
Balance at close of the month				
(2) Stock code :Descri	ption :			
	No. of ordinary shares	Par value (State currency)	Authorised share capital (State currency)	
Balance at close of preceding month				
Increase/(decrease)				
Balance at close of the month				

2. Preference Shares			
Stock code : <u>N/A</u> Descri	ption : <u>Preference</u>	ee Shares	
	No. of preference shares	Par value (State currency)	Authorised share capital (State currency)
Balance at close of preceding month Class 1	40,000,000	No par value	Unlimited
Class A	58,000,000	No par value No par	Unlimited
Class B	0	value	Unlimited
Increase Class 1 Preferred Shares	0		
Balance at close of the month	98,000,000	No par value	Unlimited
3. Other Classes of Shares			
Stock code :Descri	ption :		
	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			

N/A

Total authorised share capital at the end of the month (State

currency):

## II. Movements in Issued Share Capital

	No. of ordinar	y shares	No of preference No. of oth	
	Common Shares	(2)	shares	of shares
Balance at close of preceding month	1,801,113,056		98,000,000	
Increase/ (decrease) during the month	6,221,514		0	
Balance at close of the month	1,807,334,570		98,000,000	

## III. Details of Movements in Issued Share Capital

Share Options (under Share Option Schemes of the Issuer)

Snare Options (unde	i Share Option	Schemes of the	155001)			
Particulars of share					No. of new shares of	No. of new shares of
option scheme					issuer issued during	issuer which may be
including EGM					the month pursuant	issued pursuant thereto
approval date		Movement dur	ing the month		thereto	as at close of the month
(dd/mm/yyyy) and		1110 ( 01110111 01011			<del>_</del>	
class of shares						
issuable	Granted	Exercised	Cancelled	Lapsed		
1. Executive						
Stock Option						
Plan						
1 1411						
·						
(04/05/2000)						
Common	0	0	17.226	10 100	0	27.017.201
Shares	0	0	17,336	18,199	0	37,817,391
(Note 1)					. ———	-
(11016-1)						
2 1000 Lang						
2. 1999 Long						
Term Stock						
Incentive Plan						
(14/05/2001)						
Common						
						0
Shares						
(Note 1)						
3. Director						
Equity						
Incentive Plan						
-						
(30/04/2002)						
Common						54,000
Shares						J <del>1</del> ,000

(Note 1)

Total A. (Ordinary shares)
(Other class)

Total funds raised during the month from exercise of options (State currency)

(Note 1)

Total A. (Ordinary shares)
(Other class)

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
1.	-				
-	-				
( / / ) Stock code (if listed) Class of shares issuable (Note 1) Subscription price					
EGM approval date (if applicable) (dd/mm/yyyy)	( / / )				
2.	- -				
( / / ) 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)					
Subscription price					
EGM approval date (if applicable)					
(dd/mm/yyyy) 4.	- ( / / )				
( / / )	<del>.</del> 				
Stock code (if listed) Class of shares					
EGM approval date (if applicable)	( / / )				
(33 ) ) )	Tota	IB. (Ordin	nary shares) 0_ence shares)		
		(1 101011)	Other class)		

Class and description	Currency of amount	Amount at close of preceding	Converted during the month	Amount at close of the	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 and description 1.	outstanding	month	Шопш	month		
1.						
Stock code (if listed)					-	-
Class of shares						
issuable (Note 1)						
Subscription price EGM approval date						
(if applicable)						
(dd/mm/yyyy))	( / / )					
2.						
Stock code (if listed)		-	_			
Class of shares						
issuable (Note 1)						
Subscription price						
EGM approval date (if applicable)						
(dd/mm/yyyy)	( / / )					
3.	, , , , , , , , , , , , , , , , , , , ,					
	<u></u>					
	<u> </u>					
-	<u> </u>					
Stock code (if listed)						
Class of shares issuable ( <i>Note 1</i> )						
Subscription price						
EGM approval date						
(if applicable)						
4	( / / )					
4.						
	<u> </u>					
Stock code (if listed)	<del></del>					
Class of shares						
issuable (Note 1)						
Subscription price EGM approval date						
(if applicable)						
(dd/mm/yyyy)	( / / )					
			Total C. (Ordin	nary shares) 0		-
			(Prefere	once shares) Other class)		-
			((	Juici Ciass)		-

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)

uiaii	under Share Option Schemes)		
	l particulars including EGM approval date (dd/mm/yyyy), pplicable, and class of shares issuable:	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
1	Stock Plan for Non-Employee Directors		
	Deferred Share Units settled in Common Shares	0	0
-	Deterred Share Offics section in Common Shares	· ·	O
-	04/05/2000)		
-			
-	shares (Note 1)		
2.	Executive Stock Option Plan Deferred Share Units settled in Common Shares	0	0
-	(04/05/2000)		
-	shares (Note 1)		
-	Shares (Note 1)		
3.	Dividend Reinvestment and Share Purchase Plan		
-	Dividends reinvested in Common Shares and Common Share purchases as of March 19, 2012	6,221,514	0
-	(07/05/2000)		
-	(07/05/2009)		
-	shares (Note 1)		
l .	Total D. (Ordinary shares)	6,221,514	0
1 _	(Preference shares)		
	(Other class)		

Other Movements in Issued Share Capital No. of new No. of new shares of shares of issuer issued issuer which during the may be issued month pursuant thereto as at pursuant thereto close of the month Type of Issue Class of shares issuable (*Note 1*) ( / / ) At price : State currency Issue and allotment 1. Rights issue date: (dd/mm/yyyy) ( / / ) EGM approval date: (dd/mm/yyyy) Class of shares issuable \_ (*Note 1*) ( / / ) At price : State currency Issue and allotment Open offer date: (dd/mm/yyyy) ( / / ) EGM approval date: (dd/mm/yyyy) Class of shares issuable \_\_ (*Note 1*) ( / / ) At price : State currency Issue and allotment 3. Placing date: (dd/mm/yyyy) ( / / ) EGM approval date: (dd/mm/yyyy) Class of shares issuable \_\_ (*Note 1*) ( / / ) Issue and allotment 4. Bonus issue date: (dd/mm/yyyy) ( / / ) EGM approval date: (dd/mm/yyyy)

For Main Board and GEM listed issuers

No. of new No. of ne

							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							
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)					
			Class of shares repurchased (Note 1)					
6.	Repurchase of shares		Cancellation date : (dd/mm/yyyy)	( /	/ /	)		
			EGM approval date: (dd/mm/yyyy)	( /	/ /	)		
			Class of shares redeemed (Note 1)					
7.	Redemption of shares		Redemption date : (dd/mm/yyyy)	( /	/ /	)		
			EGM approval date: (dd/mm/yyyy)	( /	/ /	)		
			Class of shares issuable (Note 1)					
8.	Consideration issue	At price : State currency —	Issue and allotment date : (dd/mm/yyyy)					
			EGM approval date: (dd/mm/yyyy)					
							-	

	For Main Bo	oard and GEM listed issuers
Towns of Leave		No. of new shares of issuer issued during the month pursuant thereto shares of issuer which may be issued pursuant thereto 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 Common (Note 1)	
currency	Issue and allotment date : (dd/mm/yyyy)	)
	EGM approval date: ( / / (dd/mm/yyyy)	
	Total E. (Ordinary sha (Preference sha (Other ci	ares)
Total increase / (decrease) in ordinary shares duri	ng the month (i.e. Total of A to E):	(1) 6,221,514
		(2)
Total increase / (decrease) in preference shares du	uring the month (i.e. Total of A to E):	0

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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For Main	Board	and (it	M listec	i issuer:

Remarks (if any):
Submitted by: David Kerr
Title: 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.