

## Monthly Return of Equity Issuer on Movements in Securities

For the month ended (dd/mm/yyyy) : <u>31/10/2012</u>

To : Hong Kong Exchanges and Clearing Limited

Name of Issuer Date Submitted Manulife Financial Corporation
02/11/2012

I. Movements in Authorised Share Capital

1. Ordinary Shares

(1) Stock code : <u>00945</u> Descri	iption : <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		(State	capital
Balance at close of preceding month Increase/(decrease)		(State	capital

# 2. Preference Shares

Stock code : <u>N/A</u> De	escription : <u>Preferenc</u>	e Shares	
	No. of preference shares	Par value (State currency)	Authorised share capital (State currency)
Balance at close of preceding month Class 1	h <b>50,000,000</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			
Balance at close of the month	108,000,000	No par value	Unlimited

## 3. Other Classes of Shares

*currency*) :

Stock code :Descr	Description :				
	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 ordinar Common Shares	ry shares (2)	No of preference shares	No. of other classes of shares
Balance at close of preceding month	1,821,264,086		108,000,000	
Increase/ (decrease) during the month	0		0	
Balance at close of the month	1,821,264,086		108,000,000	

### 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)	0	0	99,866	153,929	0	32,915,640
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				0	0	0

(Note 1)		For Main Board and GEM listed issuers
Total	A. (Ordinary shares)	0
	(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
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)					
( / / )	·				·
Stock code (if listed) 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)		

Convertibles (i.e. Convertible i	nto Sharas of the l	For Main Board and GEM listed issuers o Shares of the Issuer which are to be Listed)				d issuers
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
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 ( <i>Note 1</i> ) Subscription price						
EGM approval date (if applicable) (dd/mm/yyyy) <u>3</u> .	( / / )					
Stock code (if listed)					·	
Class of shares						
issuable (Note 1)						
Subscription price						
(if applicable)						
	( / / )					
4.						
Stock code (if listed)						
Class of shares						
issuable ( <i>Note 1</i> )						
EGM approval date						
(if applicable)						
(dd/mm/yyyy)	( / / )		Total C. (Ordin (Prefere	nary shares) 0 ence shares)		-
			. (	Other class)		- -

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)

Ful if a	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
	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)		
3.	Dividend Reinvestment and Share Purchase Plan		
	Dividends reinvested in Common Shares and Common Share	0	0
	purchases		
	(07/05/2000)		
	(07/05/2009) shares (//stat/)		
	shares (Note 1)		
	Total D. (Ordinary shares)	0	0
	(Preference shares)	0	V
	(Other class)		
	(Other class)		
L			

	nts in Issued Share 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 Issu	le					
		Class of shares issuable (Note 1)				
1. Rights issu	e At price : State	Issue and allotment date : (dd/mm/yyyy)	( /	/ )		
		EGM approval date: (dd/mm/yyyy)	( /	/ )		
		Class of shares issuable				
		(Note 1)				
2. Open offer	At price : State	Issue and allotment date : (dd/mm/yyyy)	( /	/ )		
		EGM approval date: (dd/mm/yyyy)	( /	/ )		
		Class of shares issuable				
	Stata	(Note 1)	( /	/ )		
3. Placing	At price : State	Issue and allotment date : (dd/mm/yyyy)	( /	')		
		EGM approval date: (dd/mm/yyyy)	( /	/ )		
		Class of shares issuable (Note 1)				
4. Bonus issu	e	Issue and allotment date : (dd/mm/yyyy)	( /	/ )		
		EGM approval date: (dd/mm/yyyy)	( /	/ )		

Other Movements in Issued Share Capital

		Г		۲ is	nd GEM list No. of new shares of suer 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 ( <i>Note 1</i> ) 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 ( <i>Note 1</i> ) Issue and allotment date : (dd/mm/yyyy) EGM approval date: (dd/mm/yyyy)	/			

			For M	Iain Boai	d and GEM lis	
					No. of new shares of issuer issued	No. of new shares of issuer which
					during the month pursuant	may be issued pursuant thereto as at
					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 Co (Note 1)	ommon		
		At price : State currency	Issue and allotment ( / date : (dd/mm/yyyy)	/ )		
			EGM approval date: ( / (dd/mm/yyyy)	/ )		
			(Prefere		es)	
			((	Other clas		_
Т	otal increase / (deci	rease) in ordinary shares durin	g 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):			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 Issu	ed Sh	are Capital").)	

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.