

Monthly Return of Equity Issuer on Movements in Securities

To : Hong Kong Exchanges and Clearing Limited

Name of Issuer Date Submitted Manulife Financial Corporation
04/10/2013

I. Movements in Authorised Share Capital

1. Ordinary Shares

| (1) Stock code : <u>00945</u> Description : <u>Common Shares</u> | | | | | | |
|--|------------------------|----------------------------------|---|--|--|--|
| | 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 | ption : | | | | | |
| | 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 : N/A Description : Preference Shares | | | | | | | | |
|--|--------------------------|----------------------------------|---|--|--|--|--|--|
| | No. of preference shares | Par value (State currency) | Authorised share capital (State currency) | | | | | |
| Balance at close of preceding month Class 1 | 66,000,000 | No par value | Unlimited | | | | | |
| Class A | 58,000,000 | No par value No par | Unlimited | | | | | |
| Class B | 0 | No par value | Unlimited | | | | | |
| Increase Class 1 Preferred Shares | 0 | | | | | | | |
| Balance at close of the month | 124,000,000 | No par value | Unlimited | | | | | |

3. Other Classes of Shares

currency) :

| iption : | | |
|--------------------------------|----------------------------------|---|
| No. of other classes of shares | Par value (State currency) | Authorised share capital (State currency) |
| | | |
| | | |
| | | |
| | | Par value No. of other (State |

II. Movements in Issued Share Capital

| | No. of ordinar | y shares | No of preference | No. of other classes |
|--|----------------|----------|------------------|----------------------|
| | Common Shares | (2) | shares | of shares |
| Balance at close of preceding month | 1,838,223,344 | | 124,000,000 | |
| Increase/ (decrease) during the month | 5,082,191 | | 0 | |
| Balance at close of the month | 1,843,305,535 | | 124,000,000 | |

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 | 53,908 | 601 | 0 | 53,908 | 33,727,009 |
| 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) | |
|--|--------|
| Total A. (Ordinary shares) | 53,908 |
| (Preference shares) | 0 |
| (Other class) | |
| Total funds raised during the month from exercise of | |
| options (State currency) Cdn. \$744,897 | |
| | |

| Description of warrants (Date of expiry - dd/mm/yyyy) 1. | Currency of Nominal value at nominal close of value preceding month | Exercised Nominal valu during the at close of th month month | | No. of new shares of issuer which may be issued pursuant thereto as at close of the month |
|--|---|--|---|--|
| <u> </u> | | | | |
| (/ /) 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) | | | | |
| EGM approval date (if applicable) | (/ /) | | | |
| Class of shares issuable (Note 1) | | · · · · · · · · · · · · · · · · · · · | | |
| EGM approval date (if applicable) (dd/mm/yyyy) | (/ /) | | | |
| | Total | (Preference shares) |) | |

| Commentibles (i.e. Commentible i | uto Chonce of the I | | | For Main Board and GEM listed issuers | | |
|--|---------------------|--|----------------------------------|--|--|--|
| Convertibles (i.e. Convertible in Convertibles 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 (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 | | | | | | |
| (if applicable) | (/ /) | | | | | |
| | | | | | | |
| Stock code (if listed) Class of shares issuable (Note 1) Subscription price | | | | | | |
| EGM approval date (if applicable) (dd/mm/yyyy) | (/ /) | | Fotol C (Order | nory choros) | | |
| | | | (Prefere | hary 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)

| 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 | | <u>^</u> |
| | 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 |
| | (0.1/05/0.000) | | |
| | (04/05/2000) shares (Note 1) | | |
| | shares (Note 1) | | |
| 3. | Dividend Reinvestment and Share Purchase Plan | | |
| | Dividends reinvested in Common Shares and Common Share | 5,028,283 | 0 |
| | purchases | | |
| | (07/05/2009) | | |
| | (07/05/2009) shares (Note 1) | | |
| · · | Shares (Note 1) | | |
| ' | Total D. (Ordinary shares) | 5,028,283 | 0 |
| | (Preference shares) | | |
| 1 | (Other class) | | |
| | | | |

| Type of Issue Class of shares issuable | Oth | | 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 |
|--|-----|---------------|----------------------|------------------------------------|---|-----|---|--|--|
| 1. Rights issue At price : State currency Issue and allotment date : (dd/mm/yyyy) $(///)$ EGM approval date: $(///)$ (d/mm/yyyy) EGM approval date: $(///)$ 2. Open offer At price : State currency Issue and allotment (Note 1) $(///)$ 2. Open offer At price : State currency Issue and allotment (Mote 1) $(///)$ 3. Placing At price : State currency Class of shares issuable (Note 1) | | Type of Issue | | | | | | | |
| 1. Nights issue At price : currency date : (dd/mm/yyyy) EGM approval date: (/ /) (dd/mm/yyyy) | | | | | | | | | |
| (dd/mm/yyyy) $(dd/mm/yyyy)$ $(dd/mm/yyyy)$ $(dd/mm/yyyy)$ $(dd/mm/yyyy)$ $(dd/mm/yyyy)$ $(f = 1)$ $(f =$ | 1. | Rights issue | | | (| / / |) | | |
| 2. Open offer At price : State currency Issue and allotment date : (dd/mm/yyyy) EGM approval date: (dd/mm/yyyy) EGM approval date: (///) 3. Placing At price : State currency Issue and allotment date : (dd/mm/yyyy) Issue and allotment date : (///) Bonus issue Class of shares issuable (///) Class of shares issuable currency EGM approval date: (///) Issue and allotment (///) Issue and allotment (///) Issue and allotment (///) EGM approval date: (///) Issue and allotment (///) Issue and allotment (///) Issue and allotment (///) EGM approval date: (///) Issue and allotment (///) EGM approval date: (///) | | | | EGM approval date: (dd/mm/yyyy) | (| / / |) | | |
| 2. Open offer At price : State currency Issue and allotment date : (dd/mm/yyyy) EGM approval date: (dd/mm/yyyy) EGM approval date: (dd/mm/yyyy) 3. Placing At price : State currency Class of shares issuable (Note 1) 3. Placing At price : State currency Issue and allotment date : (dd/mm/yyyy) EGM approval date: (dd/mm/yyyy) EGM approval date: (dd/mm/yyyy) Bonus issue Class of shares issuable (Note 1) Class of shares issuable (dd/mm/yyyy) EGM approval date: (dd/mm/yyyy) EGM approval date: (dd/mm/yyyy) EGM approval date: (dd/mm/yyy) | | | | | | | | | |
| 2. Open one At price : currency date : $(d/mm/yyy)$ EGM approval date: $(//)$ (d/mm'yyy) 3. Placing At price : State Issue and allotment (//) date : (d/mm/yyy) EGM approval date: (//) (d/mm/yyy) EGM approval date: (//) (d/mm/yyy) EGM approval date: (//) (d/mm/yyy) EGM approval date: (//) (d/mm/yyyy) EGM approval date: (//) (d/mm/yyyy) EGM approval date: (//) | | | | | | | | | |
| (dd/mm/yyyy) | 2. | Open offer | | | (| / / |) | | |
| 3. Placing At price : State currency Issue and allotment date : (dd/mm/yyyy) (/ /) Bonus issue EGM approval date: (dd/mm/yyyy) (/ /) 4. Bonus issue Class of shares issuable (// /) Issue and allotment date : (dd/mm/yyyy) (/ /) EGM approval date: (// /) Issue and allotment (/ /) EGM approval date: (/ /) EGM approval date: (/ /) | | | | | (| / / |) | | |
| 3. Placing At price : State currency Issue and allotment date : (dd/mm/yyyy) (/ /) Bonus issue EGM approval date: (dd/mm/yyyy) (/ /) 4. Bonus issue Class of shares issuable (// /) Issue and allotment date : (dd/mm/yyyy) (/ /) EGM approval date: (// /) Issue and allotment (/ /) EGM approval date: (/ /) EGM approval date: (/ /) | | | | | | | | | |
| EGM approval date: (/ /) (dd/mm/yyyy) EGM approval date: (/ /) (dd/mm/yyyy) Class of shares issuable | | | | | | | | | |
| (dd/mm/yyyy) (dd/mm/yyyy) Class of shares issuable (<i>Note 1</i>) 4. Bonus issue Issue and allotment (/ /) date : (dd/mm/yyyy) EGM approval date: (/ /) | 3. | Placing | At price : State | | (| / / |) | | |
| 4. Bonus issue (Note 1) Issue and allotment date : (dd/mm/yyyy) (/ /) EGM approval date: (/ /) | | | | EGM approval date: (dd/mm/yyyy) | (| / / |) | | |
| 4. Bonus issue (Note 1) Issue and allotment date : (dd/mm/yyyy) (/ /) EGM approval date: (/ /) | | | | | | | | | |
| 4. Bonus issue date : (dd/mm/yyyy) EGM approval date: (///) | | | | | | | | | |
| | 4. | Bonus issue | | | (| / / |) | | |
| | | | | EGM approval date: (dd/mm/yyyy) | (| / / |) | | |
| | | | | | | | | | |

| | | F | For Ma | iin Boa | rd and GEM lis 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 (<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 Main Board and GEM listed issuers | | | | | |
|-----|------------------------|---------------------------------|--|-------------|-------|--|--|--|
| | | | | | | 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) | e | | | | |
| 9. | Capital reorganisation | | Issue and allotment date : (dd/mm/yyyy) | (/ / |) | | | |
| | | | EGM approval date: (dd/mm/yyyy) | (/ / |) | | | |
| | | | | | | | | |
| 10. | . Other | At price : State currency | Class of shares issuable (Note 1) | e Commo | on | | | |
| | | | Issue and allotment date : (dd/mm/yyyy) | (/ / |) | | | |
| | | | EGM approval date: (dd/mm/yyyy) | (/ / |) | | | |
| | | | Total E. (P | reference s | share | s) <u>0</u> s) s) | - | |
| Т | otal increase / (deci | rease) in ordinary shares durir | ng the month (i.e. Total of A to | E): | (| 1) | 5,082,191 | |
| 1 | | | | | - C | 2) | | |

| Total increase / (decrease) in ordinary shares during the month (i.e. Total of A to E): | (1) | 5,082,191 |
|---|---------|-----------------|
| | (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 Is | sued Sh | are Capital").) |

Remarks (if any):

Submitted by: <u>Kay Song</u>
Title: <u>Assistant Corporate Secretary</u>
(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.