

# Monthly Return of Equity Issuer on Movements in Securities

| For the month ended (dd/mm/yyyy) :                        | 31/12/2017  |   |   |
|---|---|---|---|
| To : Hong Kong Exchanges                                  | and Clearing Limited                                |   |   |
| Name of Issuer Date Submitted  I. Movements in Authorised | Manulife Financial Corpora 03/01/2018 Share Capital | ation   |   |
|   | onaro oapitai                                       |   |   |
| 1. Ordinary Shares  |   |   |   |
| (1) Stock code : <u>00945</u>                             | Description: Commor                                 | n Shares  |   |
| Balance at close of preceding Increase/(decrease)         | No. of ordinary shares  ng month Unlimited          | Par value<br>(State<br>currency)<br>No par<br>value | Authorised share capital (State currency) Unlimited |
| Balance at close of the mon                               | th  |   |   |
| (2) Stock code :  | Description :                                       |   |   |
|   | No. of ordinary shares                              | Par value<br>(State<br>currency)                    | Authorised share<br>capital<br>(State currency)     |
| Balance at close of precedir                              | ng month  |   |   |
| Increase/(decrease)                                       |   |   |   |
| Balance at close of the mon                               | th  |   |   |

## 2. Preference Shares

| Stock code : N/A Descrip                    | otion: Preferen          | ce Shares                        |   |
|---|--------------------------|----------------------------------|---|
|   | No. of preference shares | Par value<br>(State<br>currency) | Authorised share capital (State currency) |
| Balance at close of preceding month Class 1 | 120,000,000              | No par<br>value                  | Unlimited                                 |
| Class A                                     | 26,000,000               | No par<br>value                  | Unlimited                                 |
| Class B                                     | 0                        | No par<br>value                  | Unlimited                                 |
| Increase/ (decrease)                        | 0                        | No par<br>value                  | Unlimited                                 |
| Balance at close of the month               | 146,000,000              | No par<br>value                  | Unlimited                                 |

## 3. Other Classes of Shares

| Stock code :Descript                     | ion :                          |                                  |   |
|--|--------------------------------|----------------------------------|---|
|  | No. of other classes of shares | Par value<br>(State<br>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 er | nd of the month (              | State                            |   |

N/A

# II. Movements in Issued Share Capital

currency):

|  | No. of ordinary shares |     | No of preference | e No. of other    |  |
|--|------------------------|-----|------------------|-------------------|--|
|  | (1)                    | (2) | shares           | classes of shares |  |
| Balance at close of preceding month      | 1,981,665,774          |     | 146,000,000      |                   |  |
| Increase/ (decrease)<br>during the month | 170,458                |     | 0                |                   |  |
| Balance at close of the month            | 1,981,836,232          |     | 146,000,000      |                   |  |

| Share Options (und               | er Share Opt | tion Schemes c  | of the Issuer) |             |                    |                        |
|----------------------------------|--------------|-----------------|----------------|-------------|--------------------|------------------------|
| Particulars of                   |              |                 |                |             |                    | No. of new shares of   |
| share option                     |              |                 |                |             |                    | issuer which may be    |
| scheme                           |              |                 |                |             | the month pursuant |                        |
| including EGM                    | N            | Movement durii  | ng the month   |             | thereto            | thereto as at close of |
| approval date                    |              |                 |                |             |                    | the month              |
| (dd/mm/yyyy) and class of shares |              |                 |                |             |                    |                        |
| issuable                         | Granted      | Exercised       | Cancelled      | Lapsed      |                    |                        |
| 1. Executive                     | Grantea      | Exclused        | Caricenca      | цароса      |                    |                        |
| Stock Option                     |              |                 |                |             |                    |                        |
| Plan                             |              |                 |                |             |                    |                        |
| ΙΙαπ                             |              |                 |                |             |                    |                        |
| (04/05/2000)                     |              |                 |                |             |                    |                        |
| Common                           |              |                 |                |             |                    |                        |
| Shares                           | 0            | 126,028         | 0              | 90,689      | 126,028            | 24,961,395             |
| (Note 1)                         |              |                 |                |             |                    |                        |
| (                                |              |                 |                |             |                    |                        |
| 2. 1999 Long                     |              |                 |                |             |                    |                        |
| Term Stock                       |              |                 |                |             |                    |                        |
| Incentive Plan                   |              |                 |                |             |                    |                        |
|                                  |              |                 |                |             |                    |                        |
| (14/05/2001)                     |              |                 |                |             |                    |                        |
| Common                           |              |                 |                |             |                    |                        |
| Shares                           |              |                 |                |             |                    | 0                      |
| (Note 1)                         |              |                 |                |             |                    |                        |
| (11010-1)                        |              |                 |                |             |                    |                        |
| 3.                               |              |                 |                |             |                    |                        |
|                                  |              |                 |                |             |                    |                        |
|                                  |              |                 |                |             |                    |                        |
|                                  |              |                 |                |             |                    |                        |
| ( / / )                          |              |                 |                |             |                    |                        |
| shares                           |              |                 |                |             |                    |                        |
| (Note 1)                         |              |                 |                |             |                    |                        |
| , ,                              |              | Tota            | IA. (Ordina    | ry shares)  | 126,028            |                        |
|                                  |              |                 | (Preference    | ce shares)  |                    |                        |
|                                  |              |                 | (Ot            | ther class) |                    |                        |
| Total funds raised d             | uring the mo | nth from exerci | se             | ,           |                    |                        |
| of options (State cu             |              |                 | Cdn. \$2,3     | 322,232     |                    |                        |
|                                  |              |                 |                |             |                    |                        |

| Warrants to Issue Shares of the                                  | e Issuer which                  | are to be Listed                                   | d                                |   |   |   |
|--|---------------------------------|--|----------------------------------|---|---|---|
| Description of warrants<br>(Date of expiry - dd/mm/yyyy)         | Currency<br>of nominal<br>value | Nominal value<br>at close of<br>preceding<br>month | Exercised<br>during the<br>month | Nominal value<br>at close of the<br>month | No. of new<br>shares of<br>issuer<br>issued<br>during the<br>month<br>pursuant<br>thereto | No. of new shares of issuer which may be issued pursuant thereto as at close of the month |
| 1.   |                                 |  |                                  |   |   |   |
|  |                                 |  |                                  |   |   |   |
| Class of shares issuable (Note 1)                                |                                 |  |                                  |   |   |   |
| Subscription price EGM approval date                             |                                 |  | -                                |   |   |   |
| (if applicable)  | , , ,                           | ,  |                                  |   |   |   |
| (dd/mm/yyyy)<br>2.   | ( / /                           | )  | _                                |   |   |   |
|  |                                 |  |                                  |   |   |   |
|  |                                 |  |                                  | ·   |   |   |
|  |                                 |  | -                                |   |   |   |
| EGM approval date (if applicable)                                |                                 | )  | _                                |   |   |   |
| <u> </u>   |                                 |  |                                  |   |   |   |
|  |                                 |  |                                  |   |   |   |
| ( / / ) Stock code (if listed) Class of shares issuable (Note 1) |                                 |  | -                                |   |   |   |
| Subscription price   |                                 |  | -                                |   |   |   |
| EGM approval date (if applicable)                                |                                 |  |                                  |   |   |   |
|  | ( / /                           | )  | _                                |   |   |   |
| 4.   |                                 |  |                                  |   |   |   |
|  |                                 |  |                                  | ·   |   | _   |
|  |                                 |  |                                  |   |   |   |
| EGM approval date (if applicable)                                | ( / /                           | )  | -                                |   |   |   |
|  |                                 | Total E  |                                  | ary shares)                               |   | _   |
|  |                                 |  | (Preferen                        | ce shares)<br>Other class)                |   | -<br>-<br>-   |

| Convertibles (i.e. Convertible            | into Shares of th                    | ne Issuer which                    | ch are to be Liste               | ed)                          |   |   |
|---|--------------------------------------|------------------------------------|----------------------------------|------------------------------|---|---|
| Class and description                     | Currency of<br>amount<br>outstanding | Amount at close of preceding month | Converted<br>during the<br>month | Amount at close of the month | No. of new<br>shares of<br>issuer<br>issued<br>during the<br>month<br>pursuant<br>thereto | No. of new<br>shares of<br>issuer which<br>may be<br>issued<br>pursuant<br>thereto as at<br>close of the<br>month |
| 1.  | <u> </u>                             |                                    |                                  |                              |   |   |
|   | <u>—</u>                             |                                    |                                  |                              |   |   |
| -   | <u> </u>                             |                                    |                                  |                              |   |   |
|   |                                      |                                    |                                  |                              |   |   |
| Stock code (if listed)                    |                                      |                                    |                                  |                              |   |   |
| Class of shares issuable (Note 1)         |                                      |                                    |                                  |                              |   |   |
| Subscription price                        |                                      |                                    |                                  |                              |   |   |
| EGM approval date                         |                                      |                                    |                                  |                              |   |   |
| (if applicable)                           |                                      |                                    |                                  |                              |   |   |
| (dd/mm/yyyy))                             | ( / / )                              |                                    |                                  |                              |   |   |
| 2.  | _                                    |                                    |                                  |                              |   |   |
|   |                                      |                                    |                                  |                              |   |   |
|   | <u> </u>                             |                                    |                                  |                              |   |   |
| Stock and (if listed)                     |                                      |                                    |                                  |                              |   |   |
| Stock code (if listed)<br>Class of shares |                                      |                                    |                                  |                              |   |   |
| issuable (Note 1)                         |                                      |                                    |                                  |                              |   |   |
| Subscription price                        |                                      |                                    |                                  |                              |   |   |
| EGM approval date                         |                                      |                                    |                                  |                              |   |   |
| (if applicable)<br>(dd/mm/yyyy)           | ( / / )                              |                                    |                                  |                              |   |   |
| 3.  | ( ' ' )                              |                                    |                                  |                              |   |   |
| <u> </u>                                  |                                      |                                    |                                  |                              |   |   |
|   | <u>—</u>                             |                                    |                                  |                              |   |   |
|   |                                      |                                    |                                  |                              |   |   |
| Stock code (if listed)                    |                                      |                                    |                                  |                              |   |   |
| Class of shares                           |                                      |                                    |                                  |                              |   |   |
| issuable (Note 1)                         |                                      |                                    |                                  |                              |   |   |
| Subscription price<br>EGM approval date   |                                      |                                    |                                  |                              |   |   |
| (if applicable)                           |                                      |                                    |                                  |                              |   |   |
| (dd/mm/yyyy)                              | ( / / )                              |                                    |                                  |                              |   |   |
| 4.  |                                      |                                    |                                  |                              |   |   |
|   | <u></u>                              |                                    |                                  |                              |   |   |
|   | <u></u>                              |                                    |                                  |                              |   |   |
| Observations I (III II II)                |                                      |                                    |                                  |                              |   |   |
| Stock code (if listed)<br>Class of shares |                                      | <del></del>                        |                                  |                              |   |   |
| issuable (Note 1)                         |                                      |                                    |                                  |                              |   |   |
| Subscription price                        |                                      | <del></del>                        |                                  |                              |   |   |
| EGM approval date                         |                                      | <del></del>                        |                                  |                              |   |   |
| (if applicable)                           | ,                                    |                                    |                                  |                              |   |   |
| (dd/mm/yyyy)                              | ( / / )                              | <del></del>                        | Total C (Carl                    | \                            | 0   |   |
|   |                                      |                                    | Total C. (Ordina                 | ary shares)<br>ce shares)    | 0   | _   |
|   |                                      |                                    |                                  | ther class)                  |   | _   |

Any other Agreements or Arrangements to Issue Shares of the Issuer which are to be Listed, including Options (other than under Share Option Schemes)

| Opti | ons (other than under onare option ochemes)  |  |   |
|------|--|--|---|
|      | I particulars including EGM approval date (dd/mm/yyyy),<br>pplicable, and class of shares issuable:            | No. of new shares of issuer issued during the month pursuant thereto | No. of new shares of<br>issuer which may be<br>issued pursuant<br>thereto as at close of<br>the month |
| 1 4  | Stock Plan for Non Employee Directors  |  |   |
| 1.   | Stock Plan for Non-Employee Directors  |  |   |
|      | Deferred Share Units settled in Common Shares  |  |   |
|      |  |  |   |
|      | (04/05/2000)   |  |   |
|      | shares (Note 1)  | 0  | 0   |
|      | Silares (Note 1)   |  |   |
| 2.   | Executive Stock Option Plan Deferred Share Units settled in Common Shares                                      |  |   |
|      | (04/05/2000)   |  |   |
|      | (04/05/2000)   | 44.400   | •   |
|      | shares (Note 1)  | 44,430   | 0   |
| 3.   | Dividend Reinvestment and Share Purchase Plan Dividends reinvested in Common Shares and Common Share purchases |  |   |
|      |  |  |   |
|      | (07/05/ 2009)  |  |   |
|      | shares (Note 1)  | 0  | 0   |
|      |  |  |   |
|      | Total D. (Ordinary shares)   | 44,430   | 0   |
|      |  | 44,400   | U   |
|      | (Preference shares)  |  |   |
|      | (Other class)  |  |   |
|      |  |  |   |

| Ot | her Movements | in Issued Sha | are Capital       |   |       |   | No. of new   | No. of  |
|----|---------------|---------------|-------------------|---|-------|---|--|---|
|    | Type of Issue |               |                   |   |       |   | shares of<br>issuer issued<br>during the<br>month<br>pursuant<br>thereto | new<br>shares of<br>issuer<br>which<br>may be<br>issued<br>pursuant<br>thereto as<br>at close of<br>the month |
|    |               |               |                   |   |       |   |  |   |
|    |               |               |                   | issuable (Note 1)                       | , , , | , |  |   |
| 1. | Rights issue  | At price :    | State<br>currency | 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 currency    | Issue and allotment date: (dd/mm/yyyy)  | ( / / | ) |  |   |
|    |               |               |                   | EGM approval date: (dd/mm/yyyy)         | ( / / | ) |  |   |
|    |               |               |                   |   |       |   |  |   |
|    |               |               |                   | 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)         | ( / / | ) |  |   |
|    |               |               |                   |   |       |   |  |   |
|    |               |               |                   | Class of shares issuable (Note 1)       |       |   |  |   |
| 4. | Bonus issue   |               |                   | Issue and allotment date : (dd/mm/yyyy) | ( / / | ) |  |   |
|    |               |               |                   | EGM approval date: (dd/mm/yyyy)         | ( / / | ) |  |   |
|    |               |               |                   |   |       |   |  |   |

|    |                      |            |                    |   |     |     | No. of new<br>shares of<br>issuer issued<br>during the<br>month<br>pursuant<br>thereto | No. of<br>new<br>shares of<br>issuer<br>which<br>may be<br>issued<br>pursuant<br>thereto as<br>at close of |
|----|----------------------|------------|--------------------|---|-----|-----|--|--|
|    | Type of Issue        |            |                    | Class of shares                         |     |     |  | the month  |
|    |                      |            |                    | issuable (Note 1)                       |     |     |  |  |
| 5. | Scrip dividend       | At price : | State currency ——— | Issue and allotment date : (dd/mm/yyyy) | ( / | / ) |  |  |
|    |                      |            | currency —         | 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)         | ( / | / ) |  |  |
|    |                      |            |                    |   |     |     |  |  |

|     | Type of Issue                                    |   | No. of new<br>shares of<br>issuer issued<br>during the<br>month<br>pursuant<br>thereto | No. of<br>new<br>shares of<br>issuer<br>which<br>may be<br>issued<br>pursuant<br>thereto as<br>at close of<br>the month |
|-----|--|---|--|---|
|     |  | Class of shares<br>issuable (Note 1)                              |  |   |
| 9.  | Capital reorganisation                           | Issue and allotment ( / / ) date : (dd/mm/yyyy)                   |  |   |
|     |  | EGM approval date: ( / / ) (dd/mm/yyyy)                           |  |   |
|     |  |   |  |   |
|     |  | Class of sharesissuable (Note 1)                                  |  |   |
| 10. | Other (Please specify) At price : State currency | Issue and allotment ( / / ) date : (dd/mm/yyyy)                   |  |   |
|     |  | EGM approval date: ( / / ) (dd/mm/yyyy)                           |  |   |
|     |  | Total E. (Ordinal<br>share:<br>(Preference share:<br>(Other class | s) 0<br>s)   |   |
|     |  |   |  |   |
| Тс  | tal increase / (decrease) in ordinary shares du  | ring the month (i.e. Total of A to E): (                          | 1)170  | 458   |

| Total increase / (decrease) in ordinary shares during the month (i.e. Total of A to E): (1)         | 170,458      |  |
|---|--------------|--|
| 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 Capital").) | Issued Share |  |

| Remarks (if any):   |  |
|---|--|
|   |  |
|   |  |
|   |  |
|   |  |
|   |  |
|   |  |
|   |  |
|   |  |
|   |  |
| Submitted by: Kay Song  |  |
| Title: 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.