

Monthly Return of Equity Issuer on Movements in Securities

| For the month ended (dd/mm/yyyy) : | 30/11/20 | 017 | | | | | |
|--|---|-------------------------------|---|--|--|--|--|
| To: Hong Kong Exchanges | o : Hong Kong Exchanges and Clearing Limited | | | | | | |
| Name of Issuer Date Submitted Manulife Financial Corporation 05/12/2017 | | | | | | | |
| I. Movements in Authorised | Share Capital | | | | | | |
| 1. Ordinary Shares | | | | | | | |
| (1) Stock code : <u>00945</u> | _Description : <u>C</u> | Common Shares | | | | | |
| Balance at close of precedin Increase/(decrease) | No. of ord share g month <u>Unlimit</u> | es <i>currency)</i> No par | Authorised share capital (State currency) Unlimited | | | | |
| Balance at close of the month | h | | | | | | |
| (2) Stock code : | _Description : | | | | | | |
| | No. of ore share | | Authorised share capital (State currency) | | | | |
| Balance at close of preceding | g month | | | | | | |
| Increase/(decrease) | | | | | | | |
| Balance at close of the mont | h | | | | | | |

| 2. Preference Shares | |
|------------------------|---------------|
| Ota ala a a da la NI/A | December Comm |

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

3. Other Classes of Shares

| Stock code :D | escription : | | |
|---------------------------------|--------------------------------|----------------------------------|---|
| | No. of other classes of shares | Par value (State currency) | Authorised share capital (State currency) |
| Balance at close of preceding m | nonth | | |
| Increase/(decrease) | | - | |
| Balance at close of the month | | | |

| Total authorised share capital at the end of the month (State | |
|---|-----|
| currency): | N/A |
| | |

II. Movements in Issued Share Capital

| | No. of ordinary shares | | No of preference | |
|---------------------------------------|------------------------|-----|------------------|-------------------|
| | (1) | (2) | shares | classes of shares |
| Balance at close of preceding month | 1,978,827,180 | | 146,000,000 | |
| Increase/ (decrease) during the month | 2,838,594 | | 0 | |
| Balance at close of the month | 1,981,665,774 | | 146,000,000 | |

| Share Options (und | er Share Opt | ion Schemes | of the Issuer) | | | | | | | |
|---|--------------|------------------|----------------|------------|---|--|--|--|--|--|
| Particulars of share option scheme | | | | | issuer issued during the month pursuant | No. of new shares of issuer which may be issued pursuant | | | | |
| including EGM | N | Movement duri | 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 | Granica | LACIOISCU | Caricelled | цароса | | | | | | |
| Stock Option | | | | | | | | | | |
| Plan | | | | | | | | | | |
| 1 Iaii | | | | | | | | | | |
| (04/05/2000) | | | | | | | | | | |
| Common | | | | | | | | | | |
| Shares | 0 | 2,838,594 | 0 | 0 | 2,838,594 | 25,178,112 | | | | |
| (Note 1) | | | | | | - | | | | |
| (Note 1) | | | | | | | | | | |
| 2. 1999 Long | | | | | | | | | | |
| Term Stock | | | | | | | | | | |
| Incentive Plan | | | | | | | | | | |
| IIICEIIIIVE FIAII | | | | | | | | | | |
| (14/05/2001) | | | | | | | | | | |
| Common | | | | | | | | | | |
| Shares | | | | | | 0 | | | | |
| (Note 1) | | | - | | | - | | | | |
| (14016-1) | | | | | | | | | | |
| 3. | | | | | | | | | | |
| <u>J.</u> | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| shares | | | | | | | | | | |
| (Note 1) | | | | | | | | | | |
| (14016-1) | | Tota | I Δ (Ordina) | rv shares) | 2,838,594 | | | | | |
| | | 1010 | Preference) | | | | | | | |
| | | | | her class) | | | | | | |
| Total funds raised during the month from exercise | | | | | | | | | | |
| of options (State cu | | iui iioiii exelc | Cdn. \$42 | ,014,278 | | | | | | |
| 1 | | | | | | | | | | |

| Warrants to Issue Shares of the | e Issuer which | are to be Listed | | | | |
|--|---------------------------------|--|----------------------------------|---|---|---|
| Description of warrants (Date of expiry - dd/mm/yyyy) | Currency of nominal value | Nominal value at close of 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. | | | | | | |
| | | | | | | |
| Subscription price | | | | | | |
| EGM approval date (if applicable) | | | | | | |
| (dd/mm/yyyy) | (/ / |) | | | | |
| 2. | | | | | | |
| | | | | | | |
| (/ /) | | | | | | |
| Stock code (if listed) Class of shares | | | • | | | |
| | | | | | | |
| Subscription price | | | | | | |
| EGM approval date (if applicable) | | | | | | |
| (ii 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) | (/ / | 1 | | | | |
| 4. | (, , | , | • | | | |
| | | | | | | |
| | | | | | | _ |
| (/ /) Stock code (if listed) | | | | | | |
| Class of shares | | | • | | | |
| · · · · · · · · · · · · · · · · · · · | | | | | | |
| Subscription price EGM approval date | | | | | | |
| (if applicable) | , , , | | | | | |
| (dd/mm/yyyy) | (/ / |) | | | | |
| | | Total E | | ary shares) | | _ |
| | | | | ce shares) | | _ |
| | | | (C | Other class) | | |

| Convertibles (i.e. Convertible | into Shares of th | ne Issuer wh | ich are to be List | ed) | | |
|---|--------------------------------------|-----------------------------------|-------------------------------|---|---|---|
| Class and description | Currency of amount outstanding | Amount a close of preceding month | Converted | 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. | <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) | | | | | | |
| Subscription price | | | | | | |
| EGM approval date (if applicable) (dd/mm/yyyy) | (/ /) | | | | | |
| 4. | • | | | | | |
| | <u></u> | | | | | |
| Stock code (if listed) Class of shares | | | | | | |
| issuable (Note 1) | | | | | | |
| Subscription price | | | | | | |
| EGM approval date (if applicable) (dd/mm/yyyy) | (/ /) | | | | | |
| (dd///////yyyy) | (, ,) | | Total C. (Ordina (Preferen | ary shares) ce shares) other 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 Share Option Schemes) | | |
|------|---|--|---|
| | ll 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 | | |
| | Deferred chare critica actited in continion chares | | |
| | (04/05/2000) | | |
| | (04/05/2000) | | |
| | shares (Note 1) | 0 | 0 |
| | | | |
| 2. | Executive Stock Option Plan | | |
| | Deferred Share Units settled in Common Shares | | |
| | | | |
| | (04/05/2000) | | |
| | shares (Note 1) | 0 | 0 |
| | Silates (Note 1) | | |
| 3. | Dividend Reinvestment and Share Purchase Plan | | |
| ٥. | | | |
| | Dividends reinvested in Common Shares and Common | | |
| | Share purchases | | |
| | | | |
| | (07/05/ 2009) | | |
| | shares (Note 1) | 0 | 0 |
| | | | |
| | Total D. (Ordinary shares) | 0 | 0 |
| | (Preference shares) | | _ |
| | (Other class) | | |
| | (Other diada) | | |
| 1 | | | |

| <u>O</u> 1 | ther Movements | in Issued Sha | are Capital | | | | | |
|------------|---|---------------|-------------------|---|-------|---|--|---|
| | Type of Issue | | | | | | 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 |
| | .,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | | | 01 () | | | | |
| | | | | Class of shares issuable (Note 1) | | | | |
| 1. | Rights issue | At price : | State currency | Issue and allotment date : (dd/mm/yyyy) | (/ / |) | | |
| | | | | EGM approval date: (dd/mm/yyyy) | (/ / |) | | |
| | | | | | | | | |
| | | | | Class of shares issuable (Note 1) | | | | |
| | | | Stata | , , | (/ / | ١ | | |
| 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 | 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) | (/ / |) | | |
| | | | | | | | - | _ |

| | | | | | | | issuer issued during the month pursuant thereto | issuer which may be issued pursuant thereto as 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 | | | | |
| 6. | Repurchase of shares | | | repurchased (Note 1) 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) | (/ / |) | | |
| | | | | | | | | |

| | | | | | | | | No. of new | No. of |
|---------------------------------------|-------------------|-------------------|----------|--|---------|-----------------|------|---------------------|------------------|
| | | | | | | | įs | shares of ssued | new shares of |
| | | | | | | | | during the | issuer |
| | | | | | | | | month | which |
| | | | | | | | | pursuant thereto | may be issued |
| | | | | | | | | tricicto | pursuant |
| | | | | | | | | | thereto as |
| T (1 | | | | | | | | | at close of |
| Type of Issu | ie | | | | | | | | the month |
| | | | | Class of shares | | | _ | | |
| | | | | issuable (Note 1) | | | | | |
| Capital reorganisat | ion | | | Issue and allotment date : (dd/mm/yyyy) | (/ | / |) | | |
| | | | | EGM approval date: (dd/mm/yyyy) | (/ | / |) | | |
| | | | | | | | | | |
| | | | | Class of shares | | | _ | | |
| 40. 00 | | | | issuable (Note 1) | | | | | |
| 10. Other (Please spo | ecify) At price : | State currency | | Issue and allotment date : (dd/mm/yyyy) | (/ | / |) | | |
| | | | | EGM approval date: (dd/mm/yyyy) | (/ | / |) | | |
| | | | | | | | | | |
| | | | | Total | E. | (Ordii | | | |
| | | | | (Drof | | | res) | | = |
| | | | | (Piei | | e sha her cl | | | <u>.</u> |
| | | | | | | | | | = |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| I lotal increase | / (decrease) in (| ordinary shares | es durin | g the month (i.e. Total | of A to | o E): | (1) | 0.000 | . = 0.4 |

| Total increase / (decrease) in ordinary shares during the month (i.e. Total of A to E): (1 | 2,838,594 |
|--|-----------------|
| (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 ${\sf E}$): | |
| (These figures should be the same as the relevant figures under II above ("Movements Capital").) | in Issued Share |

| Remarks (if any): |
|---|
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| |
| |
| 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.