

November 2011

About Manulife-Sinochem

Background

Manulife-Sinochem Life Insurance Co. Ltd., (MSL) is a joint venture company between Manulife (International) Limited (51 per cent) and the China Foreign Economic and Trade Trust Company (a core member of the Sinochem Group, with 49 per cent). It was the first Chinese-foreign joint venture life insurance company established in China, and was inaugurated in Shanghai on November 26, 1996 at a ceremony presided over by then-premiers Li Peng and Jean Chrétien.

In November 2002, MSL opened a branch office in Guangzhou following receipt of the first branch license granted by the China Insurance Regulatory Commission (CIRC) to a foreign invested joint-venture life insurance company. MSL has expanded steadily, now with over 14,000 professionally trained employees and agents across 49 cities. It has branches in Shanghai, Beijing, Guangdong, Zhejiang, Jiangsu, Sichuan, Shandong, Fujian, Chongqing, Liaoning, Tianjin and Hubei, giving it the largest geographic coverage among all foreign-invested insurance companies.

Products

Manulife-Sinochem has developed more than 40 types of forward-thinking life insurance products to meet the specific needs of different customer groups. These include insurance designed specifically for women, family-oriented income protection, and the concept of one policy for the whole family. Other recent innovations include:

- July 2011: a new par endowment product, “Fu Gui Nian Nian”. This features wealth preservation and growth, cash coupons from the sixth year that can provide educational funding and pension planning, and accident protection and cash dividends, providing flexible long-term wealth planning solutions for mid-to-high net worth clients.
- March 2011: “Jin Cai Ren Sheng,” a pioneering insurance product with a special settlement option that enables clients to switch the policy to an income oriented product offering annual coupons. The product was customized based upon comprehensive market research to offer clients a forward-thinking and valuable new tool for planning for their financial futures.

Achievements

Manulife-Sinochem's steady expansion, underpinned by unwavering support from both the Chinese and Canadian governments, has been fueled by the expertise of its parent companies, Manulife Financial and Sinochem. Sinochem's understanding of the Chinese market and Manulife's insurance expertise have resulted in considerable recognition for its agency training, product design, market exploration and service effectiveness, including:

- In June 2011, Manulife-Sinochem was named as Top Branding Foreign/JV Insurer in an industrial survey conducted by "Financial Community/JRJ.com.cn".¹
- In March 2011, MSL recorded the highest policy persistency and service quality, a benchmark of customer satisfaction, in a LIMRA survey of the leading life insurance companies in China.²
- In March 2011, at the 6th Annual Forum of Public Financing, Manulife-Sinochem's popular product "Chang Bao Wu You" was awarded "Most Valuable Par Endowment Product".
- In January 2011, MSL was named "Most Charitable Institution" by the Sichuan Disabled Foundation.

Corporate Social Responsibility

Manulife-Sinochem is committed to being socially responsible in the communities in which it operates and contributes to several organizations working on behalf of worthwhile local people, such as: poverty reduction, cancer and dread disease (critical illness) research, improving the environment and children's education. Some of the Company's recent social responsibility activities include:

- Participating in "Terry Fox" charity runs for cancer research for 10 years (from 1999 to 2011).
- Establishing an ongoing donation in support of reconstruction in Sichuan. Following the catastrophic May 12, 2008 Sichuan earthquake, Manulife-Sinochem donated over RMB 5 million to reconstruct six schools for disabled children in the disaster area. Each year, employees and agents participate in special promotions to raise funds for schools and supply much-needed hearing equipment to students.
- In 2010 and 2011, MSL employees and agents sold special "love lights", symbolizing the gift of light and warmth, to raise funds for eye treatment for elderly cataract sufferers in poor areas in Sichuan province. The fundraiser, called "37°C Charity Sale" was organized in cooperation with the Sichuan disabled foundation.

¹ JRJ.com.cn/Financial Community is a recognized Chinese financial Internet web media. For more information about the award, please refer to: <http://insurance.jrj.com.cn/focus/ppjzl/#4>

² Source: LIMRA conducted the Individual Life Persistency study to explore the lapse experience of individual life products in Asia. This report includes a separate section showing China's lapse rates based on 19 contributing companies. More details in the full report of LIMRA Individual Life Persistency, Asian Region.

Manulife-Sinochem At-a-Glance

Senior Officials	Company Chairman Marc Sterling
Ownership	Manulife Financial Sinochem Group
Years in country / established date	15 years in China, established in 1996
Number of employees	Around 1,300
Number of agents	Around 13,000
Number of policies/clients (i.e. number of in-force policies)	Over 641,000
Business units / lines	Individual, Group Life and Health and Group Pension
AUM	USD 1,354 Million
Number of offices	49 cities in Shanghai, Beijing, Guangdong, Zhejiang, Jiangsu, Sichuan, Shandong, Fujian, Chongqing, Liaoning, Tianjin and Hubei – head office in Shanghai, as end of Sep 2011

All information current as of Sep 30, 2011, unless otherwise indicated.

About Manulife Financial

Manulife Financial is a leading Canadian-based financial services group operating in 21 countries and territories worldwide. For more than 120 years, clients have looked to Manulife for strong, reliable, trustworthy and forward-thinking solutions for their most significant financial decisions. Our international network of employees, agents and distribution partners offers financial protection and wealth management products and services to millions of clients. We provide asset management services to institutional customers worldwide as well as reinsurance solutions, specializing in property and casualty retrocession. Funds under management by Manulife Financial and its subsidiaries were Cdn\$492billion (US\$473 billion) as at September 30, 2011. The Company operates as Manulife Financial in Canada and Asia and primarily as John Hancock in the United States.

Manulife Financial Corporation trades as 'MFC' on the TSX, NYSE and PSE, and under '945' on the SEHK. Manulife Financial can be found on the Internet at www.manulife.com.

About Sinochem Group

As one of the key state-owned enterprises under the supervision of SASAC (State-owned Assets Supervision and Administration Commission of the State Council), Sinochem Group has been named to the "Fortune Global 500" list 21 times, ranking the 168th in 2011. Sinochem has five business segments including agricultural, energy, chemical, real estate and finance. It is China's biggest integrated agricultural company with fertilizer, pesticide and seed products and China's fourth largest oil company and leading chemical service provider. Sinochem also enjoys strong influence in China's high-end commercial real estate market and non-banking financial market. Sinochem has more than 200 branches and subsidiaries both in China and abroad, among which, there are several listed companies, including Sinochem International (SSE, 600500), SinoFert (HKEX, 00297), Frashion Properties (HKEX, 00817), and Far East Horizon (HKEX, 03360). In June 2009, Sinochem made a major move to inject most of its assets into the shareholding entity Sinochem Corporation. More than 40,000 employees adhere to Sinochem's spirit of exploration and innovation, adopting the mindset of "Creating Value, Pursuing Excellence". Sinochem can be found on the Internet at www.sinochem.com.

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