

November 2011

About Manulife Philippines

Background

The Manufacturers Life Insurance (Co.) Phils. Inc. (“Manulife Philippines”) has operated as a wholly-owned domestic subsidiary of Manulife Financial Corporation since January 1, 1999. Prior to incorporation, Manulife operated a Philippine branch from February 1907 to December 1998. The first Manulife life insurance policy was sold in the Philippines in 1901.

Manulife Philippines today is one of the country’s top ten life insurance companies in terms of premium income. It also operates a pre-need subsidiary, Manulife Financial Plans, Inc. (MFP) and a bancassurance joint venture company, Manulife Chinabank Life Assurance Corporation, with China Banking Corp.

Products

Manulife Philippines offers a suite of life protection, wealth, savings, education and health products and services that address the financial needs of our customers and their families. Among those introduced in 2011 were:

- **FirstProtect/FirstProtect Plus** are participating insurance products that guarantees life and accident protection for 10 years. At the end of the 10-year period, the policyholder is entitled to a maturity benefit. The product is packaged with Accidental Death Benefit and a Total Disability Coverage.
- **Smart Minds** is a limited-pay peso participating endowment plan with combined education and insurance benefits for the child and has protection benefits and contingent fund in case of the payor’s death or disability.
- **Plan Right** is a comprehensive and flexible pension plan designed to meet the retirement needs of the client. It is offered through Manulife Financial Plans, Inc. (MFP), the pre-need subsidiary of Manulife Philippines.
- **Guaranteed Insurability Endorsement (GIE) Program** is offered to those who apply for Manulife’s Affluence (fixed protection coverage amount) or Affluence Max up to a certain amount* in which the policies are no longer required to pass medical exams before getting their applications approved.
- The **Asia Pacific Bond Fund** is available as one of the investment options under Manulife Philippines’ Affluence Max, which is a single-pay investment linked insurance product. The fund invests in a diversified portfolio of mostly investment-grade, fixed-income securities issued by governments, agencies, supra-nationals and corporate issuers from across the Asia Pacific region.

** Up to a certain single premium amount only and subject to a maximum issue age.*

Achievements

- Silver Award for Outstanding Corporate Governance, June 2011, by Institute of Corporate Directors (ICD) in Manila, Philippines based on the 2010 Corporate Governance Scorecard
- “Excellence in Education” Award 2011 by the Life Office Management Association (LOMA) – one of only 55 of the 1,200 LOMA member-companies to have been so recognized worldwide

- Yvette Marquez-Carlos, Fixed Income Director, Manulife Philippines was named among the “Most Astute Investors in Local Currency Bonds 2011” in *The Asset Benchmark Research* survey in September 2011

Corporate Social Responsibility

Manulife Philippines and Manulife Business Processing Services (MBPS)* has supported the development a community for more than 120 underprivileged families identified by the Gawad Kalinga (GK) Community Development Foundation, Inc. in partnership with the local government of Muntinlupa City. The Manulife-GK Village is a 3,118 square-meter housing community project located in Soldiers’ Hills, Barangay Putatan, Muntinlupa City. Manulife will officially unveil the first 16 units (32.5 square meters, two storeys) in December 2011.

*MBPS is a Manulife Financial Corporation unit located in Quezon City, Philippines, servicing North American back-office requirements.

Manulife Philippines At-a-Glance

Country General Manager	Indren Stephen Naidoo
Ownership	The Manufacturers Life Insurance Company (100%)
Years in country / established date	104 years of business operations in the Philippines / Manulife Philippines, a wholly owned domestic subsidiary established in 1999
Number of employees	More than 580
Number of agents	More than 2,800
Number of in-force policies	More than 343,000
Business units / lines	Life insurance, pension & education
AUM	US\$978 Million
Number of offices	22 – Head Office in Makati City, Metro Manila

All information current as of September 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 C\$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.

Media Contacts

In the Philippines:

Lils Liwanag
Corporate Communications

Manulife Philippines
Tel: (632) 884 5433
lils_liwanag@manulife.com

In Asia:

David Norris
Regional Communications

Manulife Financial
Tel: (852) 2202 1749
Fax: (852) 2510 5889
david_norris@manulife.com