



Manulife Financial

*September 30, 2001*

*Statistical Information Package*

*(Unaudited)*



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**FINANCIAL HIGHLIGHTS**


(Canadian \$ in millions unless otherwise stated and per share information, unaudited)

	For the three months ended			For the nine months ended			For the twelve months ended
	Sep 30 2001	Sep 30 2000	% Change	Sep 30 2001	Sep 30 2000	% Change	Dec 31 2000
<b>Premiums and deposits:</b>							
Life and health insurance premiums	1,971	1,410	40 %	5,349	4,507	19 %	6,052
Annuity and pension premiums	800	571	40 %	2,096	1,894	11 %	2,463
Segregated fund deposits	3,102	3,665	(15) %	10,465	11,117	(6) %	14,777
Mutual fund deposits	194	145	34 %	496	496	- %	630
ASO premium equivalents	191	166	15 %	587	460	28 %	643
<b>Total premiums and deposits</b>	<b>6,258</b>	<b>5,957</b>	<b>5 %</b>	<b>18,993</b>	<b>18,474</b>	<b>3 %</b>	<b>24,565</b>
		<b>As at</b>					<b>As at</b>
	<b>Sep 30</b>	<b>Sep 30</b>	<b>% Change</b>				<b>Dec 31</b>
<b>Funds under management:</b>	<b>2001</b>	<b>2000</b>					<b>2000</b>
General fund	78,070	59,486	31 %				60,067
Segregated funds	51,466	58,365	(12) %				54,908
Mutual and other managed funds	5,079	8,346 (*)	(39) %				8,545 (*)
<b>Total funds under management</b>	<b>134,615</b>	<b>126,197 (*)</b>	<b>7 %</b>				<b>123,520 (*)</b>
<b>Total capital <sup>(1)</sup></b>	<b>10,249</b>	<b>8,338</b>	<b>23 %</b>				<b>8,555</b>
		<b>For the three months ended</b>			<b>For the nine months ended</b>		<b>For the twelve months ended</b>
	<b>Sep 30</b>	<b>Sep 30</b>	<b>% Change</b>	<b>Sep 30</b>	<b>Sep 30</b>	<b>% Change</b>	<b>Dec 31</b>
	<b>2001</b>	<b>2000</b>		<b>2001</b>	<b>2000</b>		<b>2000</b>
Net income (loss) attributed to participating policyholders	1	-	N/A	8	(7)	N/A	(7)
Net income attributed to shareholders	248	315	(21) %	823	789	4 %	1,075
<b>Net income</b>	<b>249</b>	<b>315</b>	<b>(21) %</b>	<b>831</b>	<b>782</b>	<b>6 %</b>	<b>1,068</b>
<b>Normalized net income attributed to shareholders</b>	<b>312 (**)</b>	<b>269 (**)</b>	<b>16 %</b>	<b>887 (**)</b>	<b>747 (**)</b>	<b>19 %</b>	<b>1,033 (**)</b>
<b>Selected key performance measures</b>							
Basic earnings per share	\$ 0.52	\$ 0.65	(20) %	\$ 1.71	\$ 1.63	4 %	\$ 2.22
Normalized basic earnings per share	\$ 0.65	\$ 0.56	16 %	\$ 1.84	\$ 1.54	19 %	\$ 2.13
Diluted earnings per share	\$ 0.52	\$ 0.65	(20) %	\$ 1.69	\$ 1.63	4 %	\$ 2.22
Normalized diluted earnings per share	\$ 0.65	\$ 0.56	16 %	\$ 1.82	\$ 1.54	18 %	\$ 2.13
Return on shareholders' equity (annualized)	12.6%	18.5%	(587) bp	14.6%	16.1%	(151) bp	16.1%
Normalized return on shareholders' equity (annualized)	15.8%	15.8%	- bp	15.7%	15.2%	50 bp	15.5%
Book value per share	\$ 16.58	\$ 14.40	15 %	\$ 16.58	\$ 14.40	15 %	\$ 14.84
Shares outstanding (millions)							
- end of period	482	482		482	482		482
- basic weighted average	482	482		482	483		483
- diluted weighted average	486	482		486	483		484

(1) Total capital includes total equity, subordinated debt and trust preferred securities issued by subsidiaries.

(\*) Other managed funds included Seamark Asset Management Ltd. third party managed funds of \$3,827 and \$4,288 as at September 30, 2000 and December 31, 2000, respectively. Disposition of a portion of the Company's controlling interest in Seamark Asset Management Ltd. occurred in July 2001, at which time the Company ceased consolidation of the assets and liabilities and results of operations of Seamark and commenced accounting for this investment on an equity basis.

(\*\*) Please refer to remarks on page 1 - Supplementary.

**FINANCIAL HIGHLIGHTS - SUPPLEMENTARY**


(Canadian \$ in millions, unaudited)

**Non-recurring items**

	For the three months ended		For the nine months ended		For the twelve months ended
	Sep 30 2001	Sep 30 2000	Sep 30 2001	Sep 30 2000	Dec 31 2000
Net income attributed to shareholders	248	315	823	789	1,075
Adjustment for non-recurring items, net of tax:					
September 11, 2001 events <sup>(1)</sup>	150	-	150	-	-
Seamark gain <sup>(2)</sup>	(27)	-	(27)	-	-
Tax items <sup>(3)</sup>	(59)	(46)	(59)	(42)	(42)
Subtotal of non-recurring items	64	(46)	64	(42)	(42)
Normalized earnings	312	269	887	747	1,033

**Net impact of September 11, 2001 events**

Exposure, net of recoveries	360
Catastrophe coverage	(120)
Income taxes	(60)
Income impact before existing and additional net reserves	180
Existing reserves	(80)
Income impact before additional net reserves	100
Additional reserves	50
<b>Net income impact</b>	<b>150</b>

(1) Provisions for anticipated claims arising from the terrorist events in the United States on September 11, 2001.

(2) Gain from the disposition of a portion of the Company's investment in Seamark Asset Management Ltd.

(3) Tax items in 2001 consisted of a one-time reduction in tax expense of \$30 associated with the recognition of a future tax asset in respect of previously unaccrued tax losses in Reinsurance Division and a \$29 accrual for a refund of tax, inclusive of interest, related to a recent a court decision in the Company's favour pertaining to capital taxes. The tax item in 2000 pertained to a one-time reduction in tax expense in the U.S. Division, where \$46 related to periods prior to the third quarter of 2000 and \$42 related to periods prior to January 1, 2000.

## CONSOLIDATED STATEMENTS OF OPERATIONS



(Canadian \$ in millions, unaudited)

	For the three months ended					For the nine months ended		For the twelve
	Sep 30	Jun 30	Mar 31	Dec 31	Sep 30	Sep 30		months ended
	2001	2001	2001	2000	2000	2001	2000	Dec 31
								2000
<b>Revenue</b>								
Premium income	2,771	2,558	2,116	2,114	1,981	7,445	6,401	8,515
Investment income	1,023	1,166	1,001	1,056	1,120	3,190	3,294	4,350
Other revenue	401	357	346	338	337	1,104	949	1,287
<b>Total revenue</b>	<b>4,195</b>	<b>4,081</b>	<b>3,463</b>	<b>3,508</b>	<b>3,438</b>	<b>11,739</b>	<b>10,644</b>	<b>14,152</b>
<b>Policy benefits and expenses</b>								
To policyholders and beneficiaries								
Death and disability benefits	1,026	778	643	700	598	2,447	1,780	2,480
Maturity and surrender benefits	1,270	1,121	707	603	595	3,098	1,897	2,500
Annuity payments	331	327	307	324	311	965	911	1,235
Policyholder dividends and experience rating refunds	253	215	193	254	200	661	605	859
Net transfers to segregated funds	354	323	271	107	427	948	1,332	1,439
Change in actuarial liabilities	(237)	(69)	61	177	134	(245)	645	822
General expenses	597	614	584	656	510	1,795	1,535	2,191
Commissions	275	281	271	279	283	827	807	1,086
Interest expense	66	57	66	55	48	189	136	191
Premium taxes	25	28	24	25	24	77	71	96
Non-controlling interest in subsidiaries	-	2	(5)	(70)	(42)	(3)	(81)	(151)
Trust preferred securities issued by subsidiaries	17	16	16	16	16	49	47	63
<b>Total policy benefits and expenses</b>	<b>3,977</b>	<b>3,693</b>	<b>3,138</b>	<b>3,126</b>	<b>3,104</b>	<b>10,808</b>	<b>9,685</b>	<b>12,811</b>
<b>Income before income taxes</b>	<b>218</b>	<b>388</b>	<b>325</b>	<b>382</b>	<b>334</b>	<b>931</b>	<b>959</b>	<b>1,341</b>
Income taxes	31	(80)	(51)	(96)	(19)	(100)	(177)	(273)
<b>Net income</b>	<b>249 (**)</b>	<b>308</b>	<b>274</b>	<b>286</b>	<b>315 (*)</b>	<b>831 (**)</b>	<b>782 (*)</b>	<b>1,068 (*)</b>
Net income (loss) attributed to participating policyholders	1	3	4	-	-	8	(7)	(7)
Net income attributed to shareholders	248 (**)	305	270	286	315 (*)	823 (**)	789 (*)	1,075 (*)
<b>Net income</b>	<b>249 (**)</b>	<b>308</b>	<b>274</b>	<b>286</b>	<b>315 (*)</b>	<b>831 (**)</b>	<b>782 (*)</b>	<b>1,068 (*)</b>

(\*) Net income included a one-time reduction in tax expense recorded by the U.S. Division relating to prior periods of \$46 for the quarter ended September 30, 2000 and \$42 for both the nine months ended September 30, 2000 and the year ended December 31, 2000.

(\*\*) Net income included non-recurring items relating to the terrorist events in the United States on September 11, 2001, a gain from the disposition of a portion of the Company's investment in Seamark Asset Management Ltd. and two tax items, all of which in aggregate reduced net income by \$64.

## CONSOLIDATED BALANCE SHEETS



(Canadian \$ in millions, unaudited)

Assets	As at				
	Sep 30 2001	Jun 30 2001	Mar 31 2001	Dec 31 2000	Sep 30 2000
<b>Assets</b>					
Invested assets					
Bonds	45,775	43,947	34,450	33,270	33,241
Mortgages	7,613	7,420	7,361	7,174	6,971
Stocks	7,085	6,078	4,893	4,621	5,325
Real estate	3,523	3,424	3,384	3,262	3,305
Policy loans	4,571	4,344	3,934	3,616	3,545
Cash and short-term investments	4,912	5,981	4,586	3,783	2,928
Other investments	893	891	878	884	847
<b>Total invested assets</b>	<b>74,372</b>	<b>72,085</b>	<b>59,486</b>	<b>56,610</b>	<b>56,162</b>
Other assets					
Accrued investment income	954	879	807	834	821
Outstanding premiums	343	375	378	487	309
Future income taxes	642	555	542	515	559
Miscellaneous	1,759	1,859	1,696	1,621	1,635
<b>Total other assets</b>	<b>3,698</b>	<b>3,668</b>	<b>3,423</b>	<b>3,457</b>	<b>3,324</b>
<b>Total assets</b>	<b>78,070</b>	<b>75,753</b>	<b>62,909</b>	<b>60,067</b>	<b>59,486</b>
<b>Segregated fund net assets</b>	<b>51,466</b>	<b>55,689</b>	<b>52,712</b>	<b>54,908</b>	<b>58,365</b>
<b>Liabilities and equity</b>					
Actuarial liabilities	55,177	53,468	42,816	41,384	41,337
Benefits payable and provision for unreported claims	2,576	2,551	1,825	1,800	1,664
Policyholder amounts on deposit	2,912	2,860	1,535	1,371	1,291
Deferred realized net gains	3,569	3,476	3,527	3,434	3,316
Banking deposits	671	630	643	592	539
Other liabilities	2,852	2,874	2,768	2,632	2,612
	67,757	65,859	53,114	51,213	50,759
<b>Subordinated debt</b>	<b>1,415</b>	<b>1,383</b>	<b>1,407</b>	<b>588</b>	<b>588</b>
<b>Non-controlling interest in subsidiaries</b>	<b>64</b>	<b>60</b>	<b>60</b>	<b>299</b>	<b>389</b>
<b>Trust preferred securities issued by subsidiaries</b>	<b>780</b>	<b>766</b>	<b>779</b>	<b>756</b>	<b>753</b>
<b>Equity</b>					
Participating policyholders' equity	62	61	58	54	54
Shareholders' equity					
Common shares	613	612	612	612	612
Shareholders' retained earnings	7,379	7,012	6,879	6,545	6,331
<b>Total equity</b>	<b>8,054</b>	<b>7,685</b>	<b>7,549</b>	<b>7,211</b>	<b>6,997</b>
<b>Total liabilities and equity</b>	<b>78,070</b>	<b>75,753</b>	<b>62,909</b>	<b>60,067</b>	<b>59,486</b>
<b>Segregated fund net liabilities</b>	<b>51,466</b>	<b>55,689</b>	<b>52,712</b>	<b>54,908</b>	<b>58,365</b>

## CONSOLIDATED STATEMENTS OF EQUITY



(Canadian \$ in millions, unaudited)

	For the three months ended						For the nine months ended		For the twelve months ended	
	Participating Policyholders	Shareholders	Sep 30 2001	Jun 30 2001	Mar 31 2001	Dec 31 2000	Sep 30 2000	Sep 30 2001	Dec 31 2000	
<b>Operating retained earnings</b> (excluding currency translation account)										
Balance, beginning of period	61	6,874	6,935	6,685	6,468	6,230	5,964	6,468	5,783	5,783
Net income	1	248	249	308	274	286	315	831	782	1,068
Shareholder dividends	-	(58)	(58)	(58)	(57)	(48)	(49)	(173)	(145)	(193)
Purchase and cancellation of common shares	-	-	-	-	-	-	-	-	(190)	(190)
<b>Balance, end of period</b>	<b>62</b>	<b>7,064</b>	<b>7,126</b>	<b>6,935</b>	<b>6,685</b>	<b>6,468</b>	<b>6,230</b>	<b>7,126</b>	<b>6,230</b>	<b>6,468</b>
<b>Currency translation account</b>										
Balance, beginning of period	-	138	138	252	131	155	98	131	43	43
Change during the period	-	177	177	(114)	121	(24)	57	184	112	88
<b>Balance, end of period</b>	<b>-</b>	<b>315</b>	<b>315</b>	<b>138</b>	<b>252</b>	<b>131</b>	<b>155</b>	<b>315</b>	<b>155</b>	<b>131</b>
<b>Total Retained earnings</b>	<b>62</b>	<b>7,379</b>	<b>7,441</b>	<b>7,073</b>	<b>6,937</b>	<b>6,599</b>	<b>6,385</b>	<b>7,441</b>	<b>6,385</b>	<b>6,599</b>
<b>Common shares</b>										
Balance, beginning of period	-	612	612	612	612	612	612	612	628	628
Common shares issued on exercise of options	-	1	1	-	-	-	-	1	-	-
Purchase and cancellation of common shares	-	-	-	-	-	-	-	-	(16)	(16)
<b>Balance, end of period</b>	<b>-</b>	<b>613</b>	<b>613</b>	<b>612</b>	<b>612</b>	<b>612</b>	<b>612</b>	<b>613</b>	<b>612</b>	<b>612</b>
<b>Total equity</b>	<b>62</b>	<b>7,992</b>	<b>8,054</b>	<b>7,685</b>	<b>7,549</b>	<b>7,211</b>	<b>6,997</b>	<b>8,054</b>	<b>6,997</b>	<b>7,211</b>

## CONSOLIDATED STATEMENTS OF CASH FLOWS



(Canadian \$ in millions, unaudited)

	For the three months ended					For the nine months ended		For the twelve
	Sep 30	Jun 30	Mar 31	Dec 31	Sep 30	Sep 30		months ended
	2001	2001	2001	2000	2000	2001	2000	Dec 31
								2000
<b>Operating activities</b>								
<b>Operating cash inflows</b>								
Premiums and annuity considerations	2,804	2,563	2,225	1,936	2,003	7,592	6,449	8,385
Investment income received	949	980	954	950	902	2,883	2,720	3,670
Other revenue	367	357	346	338	337	1,070	949	1,287
<b>Total operating cash inflows</b>	<b>4,120</b>	<b>3,900</b>	<b>3,525</b>	<b>3,224</b>	<b>3,242</b>	<b>11,545</b>	<b>10,118</b>	<b>13,342</b>
<b>Operating cash outflows</b>								
Benefit payments	2,602	4,425	1,642	1,532	1,451	8,669	4,437	5,969
Insurance expenses and taxes	998	929	1,005	986	854	2,932	2,638	3,624
Dividends paid to policyholders	253	215	193	254	200	661	605	859
Net transfers to segregated funds	354	323	271	107	427	948	1,332	1,439
Change in other assets and liabilities	(513)	433	391	120	(104)	311	(580)	(460)
<b>Total operating cash outflows</b>	<b>3,694</b>	<b>6,325</b>	<b>3,502</b>	<b>2,999</b>	<b>2,828</b>	<b>13,521</b>	<b>8,432</b>	<b>11,431</b>
<b>Cash provided by (used in) operating activities</b>	<b>426</b>	<b>(2,425)</b>	<b>23</b>	<b>225</b>	<b>414</b>	<b>(1,976)</b>	<b>1,686</b>	<b>1,911</b>
<b>Investing activities</b>								
Purchases and mortgage advances	(10,541)	(16,685)	(9,245)	(7,421)	(7,596)	(36,471)	(26,461)	(33,882)
Disposals and repayments	9,001	9,982	8,921	7,919	7,546	27,904	25,681	33,600
Cash received from assumptions and acquisition of businesses, net of cash paid	-	10,874	-	-	-	10,874	-	-
Net cash proceeds on partial disposition of shares in Seamark Asset Management Ltd.	29	-	-	-	-	29	-	-
<b>Cash provided by (used in) investing activities</b>	<b>(1,511)</b>	<b>4,171</b>	<b>(324)</b>	<b>498</b>	<b>(50)</b>	<b>2,336</b>	<b>(780)</b>	<b>(282)</b>
<b>Financing activities</b>								
Increase (decrease) in repurchase agreements and securities sold but not yet purchased	172	(352)	310	116	(732)	130	(675)	(559)
Shareholder dividends	(58)	(58)	(57)	(48)	(97)	(173)	(145)	(193)
Borrowed (repaid) funds, net	(1)	-	34	-	(1)	33	(1)	(1)
Issue of subordinated debt, net	-	-	796	-	-	796	-	-
Common shares issued on exercise of options	1	-	-	-	-	1	-	-
Purchase and cancellation of common shares	-	-	-	-	-	-	(206)	(206)
<b>Cash provided by (used in) financing activities</b>	<b>114</b>	<b>(410)</b>	<b>1,083</b>	<b>68</b>	<b>(830)</b>	<b>787</b>	<b>(1,027)</b>	<b>(959)</b>
<b>Cash and short term investments</b>								
Increase (decrease) during the period	(971)	1,336	782	791	(466)	1,147	(121)	670
Balance, beginning of period	5,598	4,262	3,480	2,689	3,155	3,480	2,810	2,810
<b>Balance, end of period</b>	<b>4,627</b>	<b>5,598</b>	<b>4,262</b>	<b>3,480</b>	<b>2,689</b>	<b>4,627</b>	<b>2,689</b>	<b>3,480</b>
<b>Composition of cash and short-term investments</b>								
<b>Beginning of period</b>								
Gross cash and short-term investments	5,981	4,586	3,783	2,928	3,355	3,783	3,047	3,047
Net payments in transit, included in other liabilities	(383)	(324)	(303)	(239)	(200)	(303)	(237)	(237)
<b>Net cash and short-term investments, beginning of period</b>	<b>5,598</b>	<b>4,262</b>	<b>3,480</b>	<b>2,689</b>	<b>3,155</b>	<b>3,480</b>	<b>2,810</b>	<b>2,810</b>
<b>End of period</b>								
Gross cash and short-term investments	4,912	5,981	4,586	3,783	2,928	4,912	2,928	3,783
Net payments in transit, included in other liabilities	(285)	(383)	(324)	(303)	(239)	(285)	(239)	(303)
<b>Net cash and short-term investments, end of period</b>	<b>4,627</b>	<b>5,598</b>	<b>4,262</b>	<b>3,480</b>	<b>2,689</b>	<b>4,627</b>	<b>2,689</b>	<b>3,480</b>

**CONSOLIDATED STATEMENTS OF SEGREGATED FUNDS**


(Canadian \$ in millions, unaudited)

**Consolidated statements of segregated fund net assets**

	As at				
	Sep 30 2001	Jun 30 2001	Mar 31 2001	Dec 31 2000	Sep 30 2000
<b>Investments, at market values</b>					
Bonds	3,093	1,690	3,151	2,567	2,677
Stocks	45,193	51,456	46,945	49,880	53,197
Real estate	2	2	2	2	4
Cash and short-term investments	3,234	2,482	2,667	2,428	2,468
Accrued investment income	10	8	18	16	23
Other assets (liabilities), net	(66)	51	(71)	15	(4)
<b>Total segregated fund net assets, end of quarter</b>	<b>51,466</b>	<b>55,689</b>	<b>52,712</b>	<b>54,908</b>	<b>58,365</b>
<b>Composition of segregated fund net assets:</b>					
Held by Policyholders	51,250	55,451	52,542	54,705	58,107
Held by the Company	216	238	170	203	258
<b>Total segregated fund net assets, end of quarter</b>	<b>51,466</b>	<b>55,689</b>	<b>52,712</b>	<b>54,908</b>	<b>58,365</b>

**Consolidated statements of changes in segregated fund net assets**

	For the three months ended					For the nine months ended		For the twelve months ended
	Sep 30 2001	Jun 30 2001	Mar 31 2001	Dec 31 2000	Sep 30 2000	Sep 30 2001	2000	Dec 31 2000
<b>Additions</b>								
Deposits from policyholders	3,102	3,471	3,892	3,660	3,665	10,465	11,117	14,777
Realized and unrealized investment gains (losses)	(7,858)	2,025	(6,861)	(6,438)	53	(12,694)	461	(5,977)
Interest and dividends	261	452	332	1,541	285	1,045	1,072	2,613
Net transfers from general fund	354	323	271	107	427	948	1,332	1,439
Funds assumed and acquired	-	234	-	-	-	234	-	-
Currency revaluation	1,734	(1,597)	2,225	(176)	923	2,362	1,969	1,793
<b>Total additions (reductions)</b>	<b>(2,407)</b>	<b>4,908</b>	<b>(141)</b>	<b>(1,306)</b>	<b>5,353</b>	<b>2,360</b>	<b>15,951</b>	<b>14,645</b>
<b>Deductions</b>								
Payments to policyholders	1,610	1,715	1,851	1,938	1,919	5,176	6,052	7,990
Management and administrative fees	206	216	204	213	207	626	589	802
<b>Total deductions</b>	<b>1,816</b>	<b>1,931</b>	<b>2,055</b>	<b>2,151</b>	<b>2,126</b>	<b>5,802</b>	<b>6,641</b>	<b>8,792</b>
Net increase (decrease) to segregated funds for the period	(4,223)	2,977	(2,196)	(3,457)	3,227	(3,442)	9,310	5,853
Segregated fund net assets, beginning of period	55,689	52,712	54,908	58,365	55,138	54,908	49,055	49,055
<b>Segregated fund net assets, end of period</b>	<b>51,466</b>	<b>55,689</b>	<b>52,712</b>	<b>54,908</b>	<b>58,365</b>	<b>51,466</b>	<b>58,365</b>	<b>54,908</b>

## ASSET COMPOSITION AND QUALITY



(Canadian \$ in millions, unaudited)

Invested assets	Carrying		Fair		Unrealized		Unrealized		Deferred		Total realized	
	value	%	value	%	gains	%	losses	%	realized net	%	gains	%
As at September 30, 2001												
Bonds (fixed maturity)												
Canadian government	7,273	10 %	8,185	11 %	932	24 %	(20)	1 %	176	5 %	1,088	18 %
Foreign governments	12,271	16 %	12,664	17 %	401	11 %	(8)	1 %	297	8 %	690	12 %
Corporate	24,596	33 %	25,340	33 %	1,095	29 %	(351)	24 %	592	17 %	1,336	23 %
Mortgage-backed securities	1,635	2 %	1,718	2 %	85	2 %	(2)	0 %	39	1 %	122	2 %
Mortgages	7,613	10 %	8,079	11 %	486	13 %	(20)	1 %	38	1 %	504	9 %
Stocks	7,085	10 %	6,351	8 %	313	8 %	(1,047)	69 %	2,357	66 %	1,623	28 %
Real estate	3,523	5 %	3,847	5 %	367	10 %	(43)	3 %	43	1 %	367	6 %
Policy loans	4,571	6 %	4,571	6 %	-	N/A	-	N/A	-	N/A	-	N/A
Cash and short-term investments	4,912	7 %	4,914	6 %	2	N/A	-	N/A	-	N/A	2	N/A
Other investments	893	1 %	969	1 %	96	3 %	(20)	1 %	27	1 %	103	2 %
<b>Total invested assets</b>	<b>74,372</b>	<b>100 %</b>	<b>76,638</b>	<b>100 %</b>	<b>3,777</b>	<b>100 %</b>	<b>(1,511)</b>	<b>100 %</b>	<b>3,569</b>	<b>100 %</b>	<b>5,835</b>	<b>100 %</b>
As at September 30, 2000												
Bonds (fixed maturity)												
Canadian government	7,462	13 %	8,038	14 %	630	23 %	(54)	6 %	178	5 %	754	15 %
Foreign governments	5,258	10 %	5,364	9 %	139	5 %	(33)	4 %	125	4 %	231	4 %
Corporate	18,773	33 %	18,756	33 %	473	17 %	(490)	56 %	448	14 %	431	8 %
Mortgage-backed securities	1,748	3 %	1,743	3 %	10	0 %	(15)	2 %	42	1 %	37	1 %
Mortgages	6,971	12 %	7,106	12 %	209	8 %	(74)	8 %	45	1 %	180	3 %
Stocks	5,325	10 %	5,987	10 %	818	29 %	(156)	18 %	2,446	74 %	3,108	60 %
Real estate	3,305	6 %	3,665	6 %	401	14 %	(41)	4 %	51	2 %	411	8 %
Policy loans	3,545	6 %	3,545	6 %	-	N/A	-	N/A	-	N/A	-	N/A
Cash and short-term investments	2,928	5 %	2,928	5 %	-	N/A	-	N/A	-	N/A	-	N/A
Other investments	847	2 %	941	2 %	108	4 %	(14)	2 %	(19)	(1) %	75	1 %
<b>Total invested assets</b>	<b>56,162</b>	<b>100 %</b>	<b>58,073</b>	<b>100 %</b>	<b>2,788</b>	<b>100 %</b>	<b>(877)</b>	<b>100 %</b>	<b>3,316</b>	<b>100 %</b>	<b>5,227</b>	<b>100 %</b>
As at December 31, 2000												
Bonds (fixed maturity)												
Canadian government	7,494	13 %	8,321	14 %	845	26 %	(18)	2 %	181	5 %	1,008	17 %
Foreign governments	5,381	9 %	5,689	10 %	315	10 %	(7)	1 %	129	4 %	437	8 %
Corporate	18,662	33 %	18,789	32 %	589	19 %	(462)	55 %	450	13 %	577	10 %
Mortgage-backed securities	1,733	3 %	1,762	3 %	39	1 %	(10)	1 %	41	1 %	70	1 %
Mortgages	7,174	13 %	7,437	13 %	291	9 %	(28)	3 %	42	1 %	305	5 %
Stocks	4,621	8 %	4,997	8 %	659	20 %	(283)	33 %	2,544	74 %	2,920	50 %
Real estate	3,262	6 %	3,617	6 %	377	12 %	(22)	3 %	50	2 %	405	7 %
Policy loans	3,616	6 %	3,616	6 %	-	N/A	-	N/A	-	N/A	-	N/A
Cash and short-term investments	3,783	7 %	3,783	6 %	-	N/A	-	N/A	-	N/A	-	N/A
Other investments	884	2 %	980	2 %	111	3 %	(15)	2 %	(3)	- %	93	2 %
<b>Total invested assets</b>	<b>56,610</b>	<b>100 %</b>	<b>58,991</b>	<b>100 %</b>	<b>3,226</b>	<b>100 %</b>	<b>(845)</b>	<b>100 %</b>	<b>3,434</b>	<b>100 %</b>	<b>5,815</b>	<b>100 %</b>

**ASSET COMPOSITION AND QUALITY (CONT'D)**


(Canadian \$ in millions, unaudited)

Bond portfolio credit quality	NAIC designation	As at									
		Sep 30 2001		Jun 30 2001		Mar 31 2001		Dec 31 2000		Sep 30 2000	
AAA	1	10,782	24%	9,886	22%	10,289	30%	9,641	29%	9,488	29%
AA	1	12,561	27%	12,953	30%	6,369	18%	6,211	18%	6,231	19%
A	1	14,368	31%	14,033	32%	12,424	36%	12,571	38%	12,592	38%
BBB	2	6,428	14%	5,460	12%	3,814	11%	3,577	11%	3,439	10%
BB & lower, and unrated	3 & below	1,636	4%	1,615	4%	1,554	5%	1,270	4%	1,491	4%
<b>Total</b>		<b>45,775</b>	<b>100%</b>	<b>43,947</b>	<b>100%</b>	<b>34,450</b>	<b>100%</b>	<b>33,270</b>	<b>100%</b>	<b>33,241</b>	<b>100%</b>

**Mortgage portfolio composition**

Commercial											
Residential <sup>(1)</sup>		1,272	17%	1,272	17%	1,231	16%	1,186	16%	1,163	17%
Retail		1,902	25%	1,958	27%	1,987	27%	1,958	27%	1,927	28%
Office		1,905	25%	1,806	24%	1,778	24%	1,708	24%	1,675	24%
Industrial		1,870	24%	1,761	24%	1,739	24%	1,713	24%	1,691	24%
Other commercial		271	4%	254	3%	277	4%	259	4%	224	3%
Other mortgages		393	5%	369	5%	349	5%	350	5%	291	4%
<b>Total</b>		<b>7,613</b>	<b>100%</b>	<b>7,420</b>	<b>100%</b>	<b>7,361</b>	<b>100%</b>	<b>7,174</b>	<b>100%</b>	<b>6,971</b>	<b>100%</b>

(1) Includes multi-unit residential properties, such as condominiums.

**Net impaired assets**

	As at September 30, 2001			As at December 31, 2000			As at September 30, 2000		
	Gross amount	Allowance	Carrying value	Gross amount	Allowance	Carrying value	Gross amount	Allowance	Carrying value
Mortgages	69	28	41	90	33	57	94	36	58
Other impaired assets	348	188	160	294	129	165	224	79	145
<b>Total</b>	<b>417</b>	<b>216</b>	<b>201</b>	<b>384</b>	<b>162</b>	<b>222</b>	<b>318</b>	<b>115</b>	<b>203</b>

Net impaired assets as a percentage of total invested assets as at September 30, 2001, December 31, 2000 and September 30, 2000 were 0.27%, 0.39% and 0.36% respectively.

**Changes in provisions for impaired assets**

	For the three months ended					For the nine months ended		For the twelve months ended
	Sep 30 2001	Jun 30 2001	Mar 31 2001	Dec 31 2000	Sep 30 2000	Sep 30 2001	2000	Dec 31 2000
Balance, beginning of the period	216	228	162	115	126	162	132	132
Provisions during the period	12	19	67	66	-	98	34	100
Write-offs, net of recoveries	(12)	(31)	(1)	(19)	(11)	(44)	(51)	(70)
<b>Balance, end of period</b>	<b>216</b>	<b>216</b>	<b>228</b>	<b>162</b>	<b>115</b>	<b>216</b>	<b>115</b>	<b>162</b>

## INVESTMENT INCOME



(Canadian \$ in millions, unaudited)

	Gross investment income	Provision for impairment, net	Amortization of realized and unrealized gains (losses)	Total
For the three months ended September 30, 2001				
Bonds	626	(14)	24	636
Mortgages	149	2	5	156
Stocks	12	-	6	18
Real estate	72	-	9	81
Policy loans	95	-	-	95
Cash and short-term investments	38	-	-	38
Other investments	1	-	(6)	(5)
Currency	-	-	4	4
<b>Total</b>	<b>993</b>	<b>(12)</b>	<b>42</b>	<b>1,023</b>

	Gross investment income	Provision for impairment, net	Amortization of realized and unrealized gains (losses)	Total
For the three months ended June 30, 2001				
Bonds	649	(18)	34	665
Mortgages	147	-	3	150
Stocks	27	-	108	135
Real estate	64	-	10	74
Policy loans	97	-	-	97
Cash and short-term investments	39	-	-	39
Other investments	(22)	(1)	25	2
Currency	-	-	4	4
<b>Total</b>	<b>1,001</b>	<b>(19)</b>	<b>184</b>	<b>1,166</b>

	Gross investment income	Provision for impairment, net	Amortization of realized and unrealized gains (losses)	Total
For the three months ended March 31, 2001				
Bonds	582	(68)	30	544
Mortgages	146	1	4	151
Stocks	(6)	-	94	88
Real estate	67	-	10	77
Policy loans	83	-	-	83
Cash and short-term investments	50	-	-	50
Other investments	14	-	(10)	4
Currency	-	-	4	4
<b>Total</b>	<b>936</b>	<b>(67)</b>	<b>132</b>	<b>1,001</b>

	Gross investment income	Provision for impairment, net	Amortization of realized and unrealized gains (losses)	Total
For the three months ended December 31, 2000				
Bonds	587	(68)	28	547
Mortgages	145	2	4	151
Stocks	15	-	123	138
Real estate	79	29	11	119
Policy loans	75	-	-	75
Cash and short-term investments	42	-	-	42
Other investments	25	(29)	(16)	(20)
Currency	-	-	4	4
<b>Total</b>	<b>968</b>	<b>(66)</b>	<b>154</b>	<b>1,056</b>

	Gross investment income	Provision for impairment, net	Amortization of realized and unrealized gains (losses)	Total
For the three months ended September 30, 2000				
Bonds	578	(7)	30	601
Mortgages	139	7	4	150
Stocks	8	-	131	139
Real estate	48	-	14	62
Policy loans	78	-	-	78
Cash and short-term investments	29	-	-	29
Other investments	89	-	(32)	57
Currency	-	-	4	4
<b>Total</b>	<b>969</b>	<b>-</b>	<b>151</b>	<b>1,120</b>

	Gross investment income	Provision for impairment, net	Amortization of realized and unrealized gains (losses)	Total	Yield %
For the nine months ended September 30, 2001					
Bonds	1,857	(100)	88	1,845	6.46%
Mortgages	442	3	12	457	8.60%
Stocks	33	-	208	241	11.45%
Real estate	203	-	29	232	9.88%
Policy loans	275	-	-	275	8.84%
Cash and short-term investments	127	-	-	127	2.80%
Other investments	(7)	(1)	9	1	N/A
Currency	-	-	12	12	N/A
<b>Total</b>	<b>2,930</b>	<b>(98)</b>	<b>358</b>	<b>3,190</b>	<b>6.72%</b>

	Gross investment income	Provision for impairment, net	Amortization of realized and unrealized gains (losses)	Total	Yield %
For the nine months ended September 30, 2000					
Bonds	1,718	(53)	82	1,747	7.46%
Mortgages	413	15	11	439	8.66%
Stocks	47	-	387	434	19.21%
Real estate	181	5	33	219	9.43%
Policy loans	233	-	-	233	8.88%
Cash and short-term investments	86	-	-	86	3.15%
Other investments	161	(1)	(36)	124	N/A
Currency	-	-	12	12	N/A
<b>Total</b>	<b>2,839</b>	<b>(34)</b>	<b>489</b>	<b>3,294</b>	<b>8.22%</b>

	Gross investment income	Provision for impairment, net	Amortization of realized and unrealized gains (losses)	Total	Yield %
For the year ended December 31, 2000					
Bonds	2,305	(121)	110	2,294	7.46%
Mortgages	558	17	15	590	8.97%
Stocks	62	-	510	572	22.41%
Real estate	260	34	44	338	11.34%
Policy loans	308	-	-	308	8.99%
Cash and short-term investments	128	-	-	128	3.63%
Other investments	186	(30)	(52)	104	N/A
Currency	-	-	16	16	N/A
<b>Total</b>	<b>3,807</b>	<b>(100)</b>	<b>643</b>	<b>4,350</b>	<b>8.58%</b>

**ACTUARIAL LIABILITIES**

(Canadian \$ in millions, unaudited)

**Assets backing liabilities and equity**

As at September 30, 2001	Individual life insurance		Annuities and pensions	Other	Capital	Total
	Participating	Non-participating				
Assets						
Bonds	15,183	3,819	13,072	9,999	3,702	45,775
Mortgages	1,508	645	3,465	1,759	236	7,613
Stocks	2,391	324	242	1,171	2,957	7,085
Real estate	1,742	339	64	791	587	3,523
Other	6,199	1,425	1,603	2,080	2,767	14,074
<b>Total</b>	<b>27,023</b>	<b>6,552</b>	<b>18,446</b>	<b>15,800</b>	<b>10,249</b>	<b>78,070</b>

## As at September 30, 2000

Assets						
Bonds	7,734	2,795	12,225	7,722	2,765	33,241
Mortgages	1,065	600	3,726	1,395	185	6,971
Stocks	1,711	248	69	644	2,653	5,325
Real estate	1,237	228	44	479	1,317	3,305
Other	3,796	1,550	1,604	2,276	1,418	10,644
<b>Total</b>	<b>15,543</b>	<b>5,421</b>	<b>17,668</b>	<b>12,516</b>	<b>8,338</b>	<b>59,486</b>

## As at December 31, 2000

Assets						
Bonds	8,108	2,938	11,815	7,919	2,490	33,270
Mortgages	1,094	629	3,668	1,564	219	7,174
Stocks	1,206	236	61	737	2,381	4,621
Real estate	1,291	241	44	486	1,200	3,262
Other	4,107	1,312	1,896	2,160	2,265	11,740
<b>Total</b>	<b>15,806</b>	<b>5,356</b>	<b>17,484</b>	<b>12,866</b>	<b>8,555</b>	<b>60,067</b>

The deferred realized net gains taken into account in the computation of actuarial liabilities as at September 30, 2001, September 30, 2000 and December 31, 2000 were \$2,031, \$2,035 and \$2,082 respectively.

## ACTUARIAL LIABILITIES (CONT'D)



(Canadian \$ in millions, unaudited)

### Actuarial liabilities by geographical location

As at September 30, 2001	Individual life insurance		Annuities and pensions	Other	Total
	Participating	Non-participating			
Canada	2,790	2,236	10,672	1,819	17,517
United States	11,819	3,025	6,252	1,209	22,305
International	12,414	1,291	1,522	128	15,355
<b>Total</b>	<b>27,023</b>	<b>6,552</b>	<b>18,446</b>	<b>3,156</b>	<b>55,177</b>

As at September 30, 2000					
Canada	2,443	1,618	10,706	1,626	16,393
United States	10,731	2,814	6,205	1,034	20,784
International	2,369	989	757	45	4,160
<b>Total</b>	<b>15,543</b>	<b>5,421</b>	<b>17,668</b>	<b>2,705</b>	<b>41,337</b>

As at December 31, 2000					
Canada	2,476	1,615	10,554	1,642	16,287
United States	10,896	2,753	5,996	1,056	20,701
International	2,434	988	934	40	4,396
<b>Total</b>	<b>15,806</b>	<b>5,356</b>	<b>17,484</b>	<b>2,738</b>	<b>41,384</b>

Changes in actuarial liabilities	For the three months ended					For the nine months ended		For the twelve months ended
	Sep 30	Jun 30	Mar 31	Dec 31	Sep 30	Sep 30	Dec 31	
	2001	2001	2001	2000	2000	2001	2000	
Balance, beginning of period	53,468	42,816	41,384	41,337	40,779	41,384	39,748	39,748
Normal change to new and Inforce policies	(237)	(77)	2	199	99	(312)	530	729
Changes in methods and assumptions	-	8	59	(22)	35	67	115	93
Changes due to acquisition and assumption of businesses	-	11,957	193	-	-	12,150	-	-
Currency impact	1,946	(1,236)	1,178	(130)	424	1,888	944	814
<b>Balance, end of period</b>	<b>55,177</b>	<b>53,468</b>	<b>42,816</b>	<b>41,384</b>	<b>41,337</b>	<b>55,177</b>	<b>41,337</b>	<b>41,384</b>

**U.S. DIVISION STATEMENTS OF OPERATIONS**


(Canadian \$ in millions, unaudited)

	For the three months ended					For the nine months ended		For the twelve months ended
	Sep 30 2001	Jun 30 2001	Mar 31 2001	Dec 31 2000	Sep 30 2000	Sep 30 2001	2000	Dec 31 2000
<b>Revenue</b>								
Premiums								
Life and health insurance	427	428	431	429	392	1,286	1,233	1,662
Annuities and pensions	590	505	402	399	450	1,497	1,287	1,686
Total premium income	1,017	933	833	828	842	2,783	2,520	3,348
Investment income	471	501	436	466	512	1,408	1,459	1,925
Other revenue	228	239	229	231	236	696	654	885
Total revenue	1,716	1,673	1,498	1,525	1,590	4,887	4,633	6,158
<b>Policy benefits and expenses</b>								
Policyholder benefits	1,263	1,151	1,015	986	1,058	3,429	3,069	4,055
General expenses	198	200	213	198	181	611	561	759
Commissions	131	148	137	145	163	416	455	600
Other	21	24	28	29	27	73	70	99
Total policy benefits and expenses	1,613	1,523	1,393	1,358	1,429	4,529	4,155	5,513
Income before income taxes	103	150	105	167	161	358	478	645
Income taxes	(27)	(46)	(30)	(54)	(4)	(103)	(114)	(168)
<b>Net income</b>	76 (**)	104	75	113	157 (*)	255 (**)	364 (*)	477 (*)

**Selected financial ratios**
Expense Ratios

General expenses to premiums and deposits	5.5%	5.2%	5.2%	5.0%	4.5%	5.3%	4.6%	4.7%
General expenses to funds under management (annualized)	1.2%	1.1%	1.2%	1.1%	1.0%	1.2%	1.0%	1.1%

Commission Ratios

Commissions to premiums and deposits	3.6%	3.9%	3.4%	3.7%	4.0%	3.6%	3.8%	3.8%
Commissions to funds under management (annualized)	0.8%	0.8%	0.8%	0.8%	0.9%	0.8%	0.8%	0.9%

Combined Ratios

General expenses and commissions to premiums and deposits	9.1%	9.1%	8.6%	8.7%	8.5%	8.9%	8.4%	8.5%
General expenses and commissions to funds under management (annualized)	1.9%	2.0%	2.0%	2.0%	1.9%	2.0%	1.9%	2.0%

(\*) Net income included a one-time reduction in tax expense recorded by the U.S. Division relating to prior periods of \$46 for the quarter ended September 30, 2000 and \$42 for both the nine months ended September 30, 2000 and the year ended December 31, 2000.

(\*\*) Net income included \$5 in provisions for anticipated claims arising from the terrorist events in the United States on September 11, 2001.

**U.S. DIVISION DATA BY BUSINESS UNIT**


(Canadian \$ in millions, unaudited)

	For the three months ended					For the nine months ended		For the twelve months ended
	Sep 30 2001	Jun 30 2001	Mar 31 2001	Dec 31 2000	Sep 30 2000	Sep 30 2001	2000	Dec 31 2000
<b>Revenue (premiums, investment income and other revenue):</b>								
Insurance	788	804	764	792	762	2,356	2,281	3,073
Group Pensions	174	182	177	172	184	533	521	693
Annuities	754	687	557	561	644	1,998	1,831	2,392
<b>Total revenue</b>	<b>1,716</b>	<b>1,673</b>	<b>1,498</b>	<b>1,525</b>	<b>1,590</b>	<b>4,887</b>	<b>4,633</b>	<b>6,158</b>
<b>Payments to policyholders:</b>								
Insurance	488	385	386	344	396	1,259	1,215	1,559
Group Pensions	101	100	90	96	83	291	262	358
Annuities	146	121	137	118	121	404	359	477
<b>Total payments to policyholders</b>	<b>735</b>	<b>606</b>	<b>613</b>	<b>558</b>	<b>600</b>	<b>1,954</b>	<b>1,836</b>	<b>2,394</b>
<b>Commissions:</b>								
Insurance	25	30	31	26	34	86	89	115
Group Pensions	26	26	27	25	25	79	70	95
Annuities	80	92	79	94	104	251	296	390
<b>Total commissions</b>	<b>131</b>	<b>148</b>	<b>137</b>	<b>145</b>	<b>163</b>	<b>416</b>	<b>455</b>	<b>600</b>
<b>Net income:</b>								
Insurance	39	70	60	63	66	169	197	260
Group Pensions	19	16	16	19	15	51	40	59
Annuities	18	18	(1)	31	76	35	127	158
<b>Total net income</b>	<b>76 (**)</b>	<b>104</b>	<b>75</b>	<b>113</b>	<b>157 (*)</b>	<b>255 (**)</b>	<b>364 (*)</b>	<b>477 (*)</b>

(\*) Net income included a one-time reduction in tax expense recorded by the U.S. Division relating to prior periods of \$46 for the quarter ended September 30, 2000 and \$42 for both the nine months ended September 30, 2000 and the year ended December 31, 2000.

(\*\*) Net income included \$5 in provisions for anticipated claims arising from the terrorist events in the United States on September 11, 2001.

**U.S. DIVISION DATA BY BUSINESS UNIT (CONT'D)**


(Canadian \$ in millions, unaudited)

Premiums and deposits:	For the three months ended					For the nine months ended		For the twelve months ended
	Sep 30 2001	Jun 30 2001	Mar 31 2001	Dec 31 2000	Sep 30 2000	Sep 30 2001	2000	Dec 31 2000
<i>Insurance</i>								
Premiums	427	428	431	429	392	1,286	1,233	1,662
Segregated fund deposits	122	135	142	165	155	399	394	559
<b>Total Insurance</b>	<b>549</b>	<b>563</b>	<b>573</b>	<b>594</b>	<b>547</b>	<b>1,685</b>	<b>1,627</b>	<b>2,221</b>
<i>Group Pensions</i>								
Premiums	44	50	54	50	53	148	154	204
Segregated fund deposits	1,750	1,703	2,134	1,715	1,748	5,587	5,262	6,977
<b>Total Group Pensions</b>	<b>1,794</b>	<b>1,753</b>	<b>2,188</b>	<b>1,765</b>	<b>1,801</b>	<b>5,735</b>	<b>5,416</b>	<b>7,181</b>
<i>Annuities</i>								
Premiums	546	455	348	349	397	1,349	1,133	1,482
Segregated fund deposits	741	1,061	958	1,223	1,316	2,760	3,891	5,114
<b>Total Annuities</b>	<b>1,287</b>	<b>1,516</b>	<b>1,306</b>	<b>1,572</b>	<b>1,713</b>	<b>4,109</b>	<b>5,024</b>	<b>6,596</b>
<b>Total premiums and deposits</b>	<b>3,630</b>	<b>3,832</b>	<b>4,067</b>	<b>3,931</b>	<b>4,061</b>	<b>11,529</b>	<b>12,067</b>	<b>15,998</b>
<b>Total premiums and deposits:</b>								
Premiums	1,017	933	833	828	842	2,783	2,520	3,348
Segregated fund deposits	2,613	2,899	3,234	3,103	3,219	8,746	9,547	12,650
<b>Total premiums and deposits</b>	<b>3,630</b>	<b>3,832</b>	<b>4,067</b>	<b>3,931</b>	<b>4,061</b>	<b>11,529</b>	<b>12,067</b>	<b>15,998</b>
<b>New annualized premium sales <sup>(1)</sup></b>								
Insurance	61	64	74	105	71	199	235	340
<b>Single premium sales</b>								
Insurance	3	7	7	22	11	17	16	38

(1) New business sales for Group Pensions and Annuities is measured by Premiums and Segregated fund deposits.

**U.S. DIVISION DATA BY BUSINESS UNIT (CONT'D)**


(Canadian \$ in millions, unaudited)

Funds under management:	As at				
	Sep 30 2001	Jun 30 2001	Mar 31 2001	Dec 31 2000	Sep 30 2000
<i>Insurance</i>					
General fund	18,411	17,337	17,764	17,165	16,875
Segregated funds	1,820	1,984	1,867	1,965	2,089
<b>Total Insurance</b>	<b>20,231</b>	<b>19,321</b>	<b>19,631</b>	<b>19,130</b>	<b>18,964</b>
<i>Group Pensions</i>					
General fund	3,117	2,996	3,482	2,951	2,898
Segregated funds	17,245	18,150	16,953	17,027	17,977
<b>Total Group Pensions</b>	<b>20,362</b>	<b>21,146</b>	<b>20,435</b>	<b>19,978</b>	<b>20,875</b>
<i>Annuities</i>					
General fund	5,181	4,922	5,014	4,989	5,154
Segregated funds	22,300	24,729	23,769	25,378	27,239
<b>Total Annuities</b>	<b>27,481</b>	<b>29,651</b>	<b>28,783</b>	<b>30,367</b>	<b>32,393</b>
<b>Total funds under management</b>	<b>68,074</b>	<b>70,118</b>	<b>68,849</b>	<b>69,475</b>	<b>72,232</b>
<b>Funds under management:</b>					
General fund	26,709	25,255	26,260	25,105	24,927
Segregated funds	41,365	44,863	42,589	44,370	47,305
<b>Total funds under management</b>	<b>68,074</b>	<b>70,118</b>	<b>68,849</b>	<b>69,475</b>	<b>72,232</b>

**U.S. DIVISION - STATEMENT OF CHANGES IN VARIABLE ANNUITY FUNDS UNDER MANAGEMENT <sup>(1)</sup>**


(Canadian \$ in millions, unaudited)

	For the three months ended				Sep 30 2000	For the nine months ended		For the twelve
	Sep 30 2001	Jun 30 2001	Mar 31 2001	Dec 31 2000		Sep 30 2001	2000	months ended Dec 31 2000
<b>Beginning Balance</b>	25,412	24,351	25,865	27,706	26,297	25,865	23,796	23,796
Gross Sales	1,288	1,512	1,307	1,573	1,715	4,107	5,037	6,610
Withdrawals	(641)	(742)	(758)	(848)	(773)	(2,141)	(2,346)	(3,194)
Net Sales	647	770	549	725	942	1,966	2,691	3,416
Net Investment Income <sup>(2)</sup> and Other <sup>(3)</sup>	(2,822)	291	(2,063)	(2,566)	467	(4,594)	1,219	(1,347)
<b>Ending Balance</b>	<b>23,237</b>	<b>25,412</b>	<b>24,351</b>	<b>25,865</b>	<b>27,706</b>	<b>23,237</b>	<b>27,706</b>	<b>25,865</b>

## Notes:

(1) In this presentation, Variable Annuity funds under management include Annuities Segregated Funds under management and also General Funds under management that are related to the Variable Annuity business.

(2) Net investment income includes interests, dividends, realized investment gains and losses and changes in unrealized investment gains and losses.

(3) Other includes net transfers from the general fund, currency revaluation as well as management and administrative fees.

**CANADIAN DIVISION STATEMENTS OF OPERATIONS**


(Canadian \$ in millions, unaudited)

	For the three months ended					For the nine months ended		For the twelve months ended
	Sep 30 2001	Jun 30 2001	Mar 31 2001	Dec 31 2000	Sep 30 2000	Sep 30		Dec 31 2000
						2001	2000	
<b>Revenue</b>								
Premiums								
Life and health insurance	599	583	493	505	461	1,675	1,377	1,882
Annuities and pensions	165	138	161	150	99	464	456	606
Total premium income	764	721	654	655	560	2,139	1,833	2,488
Investment income	375	415	341	352	397	1,131	1,235	1,587
Other revenue	73	71	74	65	65	218	184	249
Total revenue	1,212	1,207	1,069	1,072	1,022	3,488	3,252	4,324
<b>Policy benefits and expenses</b>								
Policyholder benefits	842	867	737	743	701	2,446	2,308	3,051
General expenses	165	164	157	156	147	486	439	595
Commissions	59	58	58	58	57	175	180	238
Other	26	25	24	27	22	75	63	90
Total policy benefits and expenses	1,092	1,114	976	984	927	3,182	2,990	3,974
Income before income taxes	120	93	93	88	95	306	262	350
Income taxes	(27)	(13)	(20)	(17)	(19)	(60)	(58)	(75)
<b>Net income</b>	93	80	73	71	76	246	204	275

**Selected financial ratios**
Expense Ratios

General expenses to premiums and deposits	12.4%	12.7%	11.5%	11.4%	12.4%	12.2%	11.0%	11.1%
General expenses to funds under management (annualized)	2.1%	2.0%	2.0%	2.0%	1.8%	2.0%	1.8%	1.9%

Commission Ratios

Commissions to premiums and deposits	4.4%	4.5%	4.2%	4.2%	4.8%	4.4%	4.5%	4.5%
Commissions to funds under management (annualized)	0.7%	0.7%	0.7%	0.7%	0.7%	0.7%	0.7%	0.7%

Combined Ratios

General expenses and commissions to premiums and deposits	16.9%	17.2%	15.7%	15.7%	17.2%	16.6%	15.6%	15.6%
General expenses and commissions to funds under management (annualized)	2.8%	2.7%	2.8%	2.7%	2.5%	2.8%	2.6%	2.6%

**CANADIAN DIVISION DATA BY BUSINESS UNIT**


(Canadian \$ in millions, unaudited)

	For the three months ended					For the nine months ended		For the twelve months ended
	Sep 30 2001	Jun 30 2001	Mar 31 2001	Dec 31 2000	Sep 30 2000	Sep 30		Dec 31 2000
						2001	2000	
<b>Revenue (premiums, investment income and other revenue):</b>								
Individual Insurance	322	384	260	294	310	966	986	1,280
Individual Wealth Management	388	348	361	335	310	1,097	1,048	1,383
Group Pensions	105	112	115	131	110	332	365	496
Group Benefits	397	363	333	312	292	1,093	853	1,165
<b>Total revenue</b>	<b>1,212</b>	<b>1,207</b>	<b>1,069</b>	<b>1,072</b>	<b>1,022</b>	<b>3,488</b>	<b>3,252</b>	<b>4,324</b>
<b>Payments to policyholders:</b>								
Individual Insurance	116	108	116	119	103	340	304	423
Individual Wealth Management	208	229	246	274	233	683	958	1,232
Group Pensions	180	119	145	168	150	444	436	604
Group Benefits	286	255	236	268	206	777	628	896
<b>Total payments to policyholders</b>	<b>790</b>	<b>711</b>	<b>743</b>	<b>829</b>	<b>692</b>	<b>2,244</b>	<b>2,326</b>	<b>3,155</b>
<b>Commissions:</b>								
Individual Insurance	25	23	20	22	23	68	63	85
Individual Wealth Management	19	20	26	25	24	65	86	111
Group Pensions	2	2	2	2	1	6	5	7
Group Benefits	13	13	10	9	9	36	26	35
<b>Total commissions</b>	<b>59</b>	<b>58</b>	<b>58</b>	<b>58</b>	<b>57</b>	<b>175</b>	<b>180</b>	<b>238</b>
<b>Net income:</b>								
Individual Insurance	37	36	30	31	31	103	87	118
Individual Wealth Management	28	28	24	16	23	80	63	79
Group Businesses <sup>(1)</sup>	28	16	19	24	22	63	54	78
<b>Total net income</b>	<b>93</b>	<b>80</b>	<b>73</b>	<b>71</b>	<b>76</b>	<b>246</b>	<b>204</b>	<b>275</b>

(1) Group Businesses include the Group Pensions and Group Benefits businesses.

**CANADIAN DIVISION DATA BY BUSINESS UNIT (CONT'D)**


(Canadian \$ in millions, unaudited)

Premiums and deposits:	For the three months ended					For the nine months ended		For the twelve months ended
	Sep 30 2001	Jun 30 2001	Mar 31 2001	Dec 31 2000	Sep 30 2000	Sep 30 2001 2000		Dec 31 2000
<i>Individual Insurance</i>								
Premiums	250	268	212	237	211	730	650	887
Segregated fund deposits	2	3	3	3	3	8	10	13
<b>Total Individual Insurance</b>	<b>252</b>	<b>271</b>	<b>215</b>	<b>240</b>	<b>214</b>	<b>738</b>	<b>660</b>	<b>900</b>
<i>Individual Wealth Management</i>								
Premiums	134	98	119	97	67	351	330	427
Segregated fund deposits	135	134	263	282	268	532	944	1,226
Mutual fund deposits	130	114	131	121	117	375	408	529
<b>Total Individual Wealth Management</b>	<b>399</b>	<b>346</b>	<b>513</b>	<b>500</b>	<b>452</b>	<b>1,258</b>	<b>1,682</b>	<b>2,182</b>
<i>Group Pensions</i>								
Premiums	31	40	42	53	32	113	126	179
Segregated fund deposits	104	120	125	123	75	349	319	442
<b>Total Group Pensions</b>	<b>135</b>	<b>160</b>	<b>167</b>	<b>176</b>	<b>107</b>	<b>462</b>	<b>445</b>	<b>621</b>
<i>Group Benefits</i>								
Premiums	349	315	281	268	250	945	727	995
ASO premium equivalents	191	201	195	183	166	587	460	643
<b>Total Group Benefits</b>	<b>540</b>	<b>516</b>	<b>476</b>	<b>451</b>	<b>416</b>	<b>1,532</b>	<b>1,187</b>	<b>1,638</b>
<b>Total premiums and deposits</b>	<b>1,326</b>	<b>1,293</b>	<b>1,371</b>	<b>1,367</b>	<b>1,189</b>	<b>3,990</b>	<b>3,974</b>	<b>5,341</b>
<b>Total premiums and deposits:</b>								
Premiums	764	721	654	655	560	2,139	1,833	2,488
Segregated fund deposits	241	257	391	408	346	889	1,273	1,681
Mutual fund deposits	130	114	131	121	117	375	408	529
ASO premium equivalents	191	201	195	183	166	587	460	643
<b>Total premiums and deposits</b>	<b>1,326</b>	<b>1,293</b>	<b>1,371</b>	<b>1,367</b>	<b>1,189</b>	<b>3,990</b>	<b>3,974</b>	<b>5,341</b>
<b>New annualized premium sales <sup>(1)</sup></b>								
Individual Insurance	28	28	26	29	28	82	122	151
Group Benefits (includes ASO premium equivalents)	33	36	83	70	107	152	218	288
<b>Total new annualized premium sales</b>	<b>61</b>	<b>64</b>	<b>109</b>	<b>99</b>	<b>135</b>	<b>234</b>	<b>340</b>	<b>439</b>
<b>Single premium sales</b>								
Individual Insurance	16	9	9	16	17	34	38	54

(1) New business sales for Individual Wealth Management and Group Pensions are measured by Premiums, Segregated fund deposits and Mutual fund deposits.

**CANADIAN DIVISION DATA BY BUSINESS UNIT (CONT'D)**


(Canadian \$ in millions, unaudited)

Funds under management:	As at				
	Sep 30 2001	Jun 30 2001	Mar 31 2001	Dec 31 2000	Sep 30 2000
<i>Individual Insurance</i>					
General fund	6,861	6,792	5,805	6,013	5,873
Segregated funds	195	214	218	247	263
<b>Total Individual Insurance</b>	<b>7,056</b>	<b>7,006</b>	<b>6,023</b>	<b>6,260</b>	<b>6,136</b>
<i>Individual Wealth Management</i>					
General fund	9,507	9,449	9,157	9,096	9,049
Segregated funds	6,031	6,636	6,522	6,926	7,165
Mutual funds	1,194	1,285	1,250	1,359	1,450
<b>Total Individual Wealth Management</b>	<b>16,732</b>	<b>17,370</b>	<b>16,929</b>	<b>17,381</b>	<b>17,664</b>
<i>Group Pensions</i>					
General fund	3,544	3,539	3,597	3,700	3,768
Segregated funds	2,177	2,261	2,172	2,221	2,192
<b>Total Group Pensions</b>	<b>5,721</b>	<b>5,800</b>	<b>5,769</b>	<b>5,921</b>	<b>5,960</b>
<i>Group Benefits</i>					
General fund	2,526	2,484	2,312	2,288	2,241
<b>Total funds under management</b>	<b>32,035</b>	<b>32,660</b>	<b>31,033</b>	<b>31,850</b>	<b>32,001</b>
<b>Funds under management:</b>					
General fund	22,438	22,264	20,871	21,097	20,931
Segregated funds	8,403	9,111	8,912	9,394	9,620
Mutual funds	1,194	1,285	1,250	1,359	1,450
<b>Total funds under management</b>	<b>32,035</b>	<b>32,660</b>	<b>31,033</b>	<b>31,850</b>	<b>32,001</b>

## ASIAN DIVISION STATEMENTS OF OPERATIONS



(Canadian \$ in millions, unaudited)

	For the three months ended					For the nine months ended		For the twelve months ended
	Sep 30 2001	Jun 30 2001	Mar 31 2001	Dec 31 2000	Sep 30 2000	Sep 30 2001	2000	Dec 31 2000
<b>Revenue</b>								
Premiums								
Life and health insurance	720	696	388	391	379	1,804	1,349	1,740
Annuities and pensions	45	49	41	20	22	135	151	171
Total premium income	765	745	429	411	401	1,939	1,500	1,911
Investment income	101	131	89	95	91	321	258	353
Other revenue	28	31	23	23	21	82	57	80
Total revenue	894	907	541	529	513	2,342	1,815	2,344
<b>Policy benefits and expenses</b>								
Policyholder benefits	497	518	235	204	292	1,250	1,175	1,379
General expenses	207	201	177	258	144	585	409	667
Commissions	72	68	62	63	53	202	138	201
Other	16	16	8	(58)	(32)	40	(51)	(109)
Total policy benefits and expenses	792	803	482	467	457	2,077	1,671	2,138
Income before income taxes	102	104	59	62	56	265	144	206
Income taxes	(16)	(17)	-	(3)	(2)	(33)	(10)	(13)
<b>Net income</b>	86	87	59	59	54	232	134	193

### Selected financial ratios

#### Expense Ratios

General expenses to premiums and deposits	19.2%	18.4%	24.7%	45.0%	27.2%	20.2%	21.7%	27.1%
General expenses to funds under management (annualized)	3.6%	3.6%	7.7%	11.1%	6.4%	3.4%	6.0%	7.2%

#### Commission Ratios

Commissions to premiums and deposits	6.7%	6.2%	8.6%	11.0%	10.0%	7.0%	7.3%	8.2%
Commissions to funds under management (annualized)	1.3%	1.2%	2.7%	2.7%	2.3%	1.2%	2.0%	2.2%

#### Combined Ratios

General expenses and commissions to premiums and deposits	25.9%	24.6%	33.3%	56.0%	37.2%	27.2%	29.0%	35.3%
General expenses and commissions to funds under management (annualized)	4.8%	4.8%	10.4%	13.8%	8.7%	4.6%	8.1%	9.3%

**ASIAN DIVISION DATA BY BUSINESS UNIT**


(Canadian \$ in millions, unaudited)

	For the three months ended					For the nine months ended		For the twelve months ended
	Sep 30 2001	Jun 30 2001	Mar 31 2001	Dec 31 2000	Sep 30 2000	Sep 30 2001	2000	Dec 31 2000
<b>Revenue (premiums, investment income and other revenue):</b>								
Hong Kong	351	354	317	305	298	1,022	848	1,153
Japan	442	463	140	137	138	1,045	756	893
Other	101	90	84	87	77	275	211	298
<b>Total revenue</b>	<b>894</b>	<b>907</b>	<b>541</b>	<b>529</b>	<b>513</b>	<b>2,342</b>	<b>1,815</b>	<b>2,344</b>
<b>Payments to policyholders:</b>								
Hong Kong	116	119	289	175	102	524	288	463
Japan	839	839	38	41	125	1,716	205	246
Other	16	18	18	15	15	52	40	55
<b>Total payments to policyholders</b>	<b>971</b>	<b>976</b>	<b>345</b>	<b>231</b>	<b>242</b>	<b>2,292</b>	<b>533</b>	<b>764</b>
<b>Commissions:</b>								
Hong Kong	36	35	29	30	26	100	75	105
Japan	25	23	24	23	19	72	41	64
Other	11	10	9	10	8	30	22	32
<b>Total commissions</b>	<b>72</b>	<b>68</b>	<b>62</b>	<b>63</b>	<b>53</b>	<b>202</b>	<b>138</b>	<b>201</b>
<b>Net income:</b>								
Hong Kong	51	51	48	46	44	150	111	157
Japan and other	35	36	11	13	10	82	23	36
<b>Total net income</b>	<b>86</b>	<b>87</b>	<b>59</b>	<b>59</b>	<b>54</b>	<b>232</b>	<b>134</b>	<b>193</b>

**ASIAN DIVISION DATA BY BUSINESS UNIT (CONT'D)**


(Canadian \$ in millions, unaudited)

Premiums and deposits:	For the three months ended					For the nine months ended		For the twelve months ended
	Sep 30 2001	Jun 30 2001	Mar 31 2001	Dec 31 2000	Sep 30 2000	Sep 30 2001	2000	Dec 31 2000
<i>Hong Kong</i>								
Premiums	269	260	235	218	213	764	606	824
Segregated fund deposits	231	288	233	133	88	752	264	397
Mutual fund deposits	51	30	18	10	24	99	77	87
<b>Total Hong Kong</b>	<b>551</b>	<b>578</b>	<b>486</b>	<b>361</b>	<b>325</b>	<b>1,615</b>	<b>947</b>	<b>1,308</b>
<i>Japan</i>								
Premiums	412	413	126	123	126	951	723	846
Segregated fund deposits	1	-	-	-	-	1	-	-
<b>Total Japan</b>	<b>413</b>	<b>413</b>	<b>126</b>	<b>123</b>	<b>126</b>	<b>952</b>	<b>723</b>	<b>846</b>
<i>Other</i>								
Premiums	84	72	68	70	62	224	171	241
Segregated fund deposits	16	27	34	16	12	77	33	49
Mutual fund deposits	13	5	4	3	4	22	11	14
<b>Total other</b>	<b>113</b>	<b>104</b>	<b>106</b>	<b>89</b>	<b>78</b>	<b>323</b>	<b>215</b>	<b>304</b>
<b>Total premiums and deposits</b>	<b>1,077</b>	<b>1,095</b>	<b>718</b>	<b>573</b>	<b>529</b>	<b>2,890</b>	<b>1,885</b>	<b>2,458</b>
<b>Total premiums and deposits:</b>								
Premiums	765	745	429	411	401	1,939	1,500	1,911
Segregated fund deposits	248	315	267	149	100	830	297	446
Mutual fund deposits	64	35	22	13	28	121	88	101
<b>Total premiums and deposits</b>	<b>1,077</b>	<b>1,095</b>	<b>718</b>	<b>573</b>	<b>529</b>	<b>2,890</b>	<b>1,885</b>	<b>2,458</b>
<b>New annualized premium sales</b>								
Hong Kong Individual Insurance	43	38	30	41	39	111	97	138
Japan Individual Insurance	36	49	34	63	62	119	140	203
<b>Total new annualized premium sales</b>	<b>79</b>	<b>87</b>	<b>64</b>	<b>104</b>	<b>101</b>	<b>230</b>	<b>237</b>	<b>341</b>

**ASIAN DIVISION DATA BY BUSINESS UNIT (CONT'D)**


(Canadian \$ in millions, unaudited)

Funds under management:	As at				
	Sep 30 2001	Jun 30 2001	Mar 31 2001	Dec 31 2000	Sep 30 2000
<i>Hong Kong</i>					
General fund	4,594	4,366	4,521	4,324	3,909
Segregated funds	1,451	1,465	1,110	1,074	1,376
Mutual funds	219	209	195	191	210
Other managed funds	549	688	691	748	803
<b>Total Hong Kong</b>	<b>6,813</b>	<b>6,728</b>	<b>6,517</b>	<b>6,337</b>	<b>6,298</b>
<i>Japan</i>					
General fund	15,361	14,915	2,110	2,447	2,211
Segregated funds	124	131	-	-	-
<b>Total Japan</b>	<b>15,485</b>	<b>15,046</b>	<b>2,110</b>	<b>2,447</b>	<b>2,211</b>
<i>Other</i>					
General fund	574	430	486	452	462
Segregated funds	123	119	101	70	64
Mutual funds	29	15	14	13	17
<b>Total other</b>	<b>726</b>	<b>564</b>	<b>601</b>	<b>535</b>	<b>543</b>
<b>Total funds under management</b>	<b>23,024</b>	<b>22,338</b>	<b>9,228</b>	<b>9,319</b>	<b>9,052</b>
<b>Funds under management:</b>					
General fund	20,529	19,711	7,117	7,223	6,582
Segregated funds	1,698	1,715	1,211	1,144	1,440
Mutual funds	248	224	209	204	227
Other managed funds	549	688	691	748	803
<b>Total funds under management</b>	<b>23,024</b>	<b>22,338</b>	<b>9,228</b>	<b>9,319</b>	<b>9,052</b>

**REINSURANCE DIVISION**


(Canadian \$ in millions, unaudited)

Statements of Operations	For the three months ended					For the nine months ended		For the twelve months ended
	Sep 30	Jun 30	Mar 31	Dec 31	Sep 30	Sep 30		Dec 31
	2001	2001	2001	2000	2000	2001	2000	2000
<b>Revenue</b>								
Premium income	225	159	200	220	178	584	548	768
Investment income	57	57	56	49	49	170	145	194
Other revenue	8	12	11	7	4	31	15	22
<b>Total revenue</b>	<b>290</b>	<b>228</b>	<b>267</b>	<b>276</b>	<b>231</b>	<b>785</b>	<b>708</b>	<b>984</b>
<b>Policy benefits and expenses</b>								
Policyholder benefits	404	159	194	218	182	757	544	762
General expenses	10	10	10	9	8	30	26	35
Commissions	13	7	14	13	11	34	34	47
Other	2	3	3	2	2	8	6	8
<b>Total policy benefits and expenses</b>	<b>429</b>	<b>179</b>	<b>221</b>	<b>242</b>	<b>203</b>	<b>829</b>	<b>610</b>	<b>852</b>
Income before income taxes	(139)	49	46	34	28	(44)	98	132
Income taxes	85	(14)	(6)	(6)	(1)	65	(18)	(24)
<b>Net income</b>	<b>(54) (*)</b>	<b>35</b>	<b>40</b>	<b>28</b>	<b>27</b>	<b>21 (*)</b>	<b>80</b>	<b>108</b>

**Selected financial ratios**

General expenses to premiums	4.4%	6.3%	5.0%	4.1%	4.5%	5.1%	4.7%	4.6%
Commissions to Accident and Health and Property and Casualty reinsurance premiums	10.6%	15.1%	15.9%	12.0%	12.2%	13.2%	12.9%	12.7%

Premiums	For the three months ended					For the nine months ended		For the twelve months ended
	Sep 30	Jun 30	Mar 31	Dec 31	Sep 30	Sep 30		Dec 31
	2001	2001	2001	2000	2000	2001	2000	2000
Life and Financial reinsurance	104	109	112	109	93	325	285	394
Accident and Health reinsurance	35	13	23	27	29	71	91	118
Property and Casualty reinsurance	86	37	65	84	56	188	172	256
<b>Total premiums</b>	<b>225</b>	<b>159</b>	<b>200</b>	<b>220</b>	<b>178</b>	<b>584</b>	<b>548</b>	<b>768</b>

Funds under management	As at				
	Sep 30	Jun 30	Mar 31	Dec 31	Sep 30
	2001	2001	2001	2000	2000
<b>General fund</b>	<b>3,582</b>	<b>3,441</b>	<b>3,508</b>	<b>3,259</b>	<b>3,052</b>

(\*) Net income included \$145 in provisions for anticipated claims arising from the terrorist events in the United States on September 11, 2001, partially offset by a one-time reduction in tax expense associated with the recognition of a future tax asset in respect of previously unaccrued tax losses.

**CORPORATE AND OTHER**


(Canadian \$ in millions, unaudited)

Statements of Operations	For the three months ended					For the nine months ended		For the twelve months ended
	Sep 30 2001	Jun 30 2001	Mar 31 2001	Dec 31 2000	Sep 30 2000	Sep 30		Dec 31 2000
						2001	2000	
<b>Revenue</b>								
Investment income	19	62	79	94	71	160	197	291
Other revenue	64	4	9	12	11	77	39	51
<b>Total revenue</b>	<b>83</b>	<b>66</b>	<b>88</b>	<b>106</b>	<b>82</b>	<b>237</b>	<b>236</b>	<b>342</b>
<b>Policy benefits and expenses</b>								
Policyholder benefits	(9)	-	1	14	32	(8)	74	88
General expenses	17	39	27	35	30	83	100	135
Commissions	-	-	-	-	(1)	-	-	-
Other	43	35	38	26	27	116	85	111
<b>Total policy benefits and expenses</b>	<b>51</b>	<b>74</b>	<b>66</b>	<b>75</b>	<b>88</b>	<b>191</b>	<b>259</b>	<b>334</b>
<b>Income (loss) before income taxes</b>	<b>32</b>	<b>(8)</b>	<b>22</b>	<b>31</b>	<b>(6)</b>	<b>46</b>	<b>(23)</b>	<b>8</b>
Income taxes	16	10	5	(16)	7	31	23	7
<b>Net income (loss)</b>	<b>48 (*)</b>	<b>2</b>	<b>27</b>	<b>15</b>	<b>1</b>	<b>77 (*)</b>	<b>-</b>	<b>15</b>

Funds under management	As at				
	Sep 30 2001	Jun 30 2001	Mar 31 2001	Dec 31 2000	Sep 30 2000
General fund	4,812	5,082	5,153	3,383	3,994
Other managed funds	3,088	7,247 (**)	6,428 (**)	6,234 (**)	5,866 (**)
<b>Total funds under management</b>	<b>7,900</b>	<b>12,329 (**)</b>	<b>11,581 (**)</b>	<b>9,617 (**)</b>	<b>9,860 (**)</b>

(\*) Net income included a \$27 gain from the disposition of a portion of the Company's investment in Seamark Asset Management Ltd. and a \$29 accrual for a refund of tax, inclusive of interest, related to a recent court decision in the Company's favour pertaining to capital taxes.

(\*\*) Other managed funds included Seamark Asset Management Ltd. third party managed funds of \$5,187, \$4,639, \$4,288 and \$3,827 as at June 30, 2001, March 31, 2001, December 31, 2000 and September 30, 2000, respectively. Disposition of a portion of the Company's controlling interest in Seamark Asset Management Ltd. occurred in July 2001, at which time the Company ceased consolidation of the assets and liabilities and results of operations of Seamark and commenced accounting for this investment on an equity basis.

**SELECTED SUPPLEMENTAL FINANCIAL INFORMATION: SEGMENTED BY PRODUCT LINE**


(Canadian \$ in millions, unaudited)

The following tables provide, for each of the periods indicated, selected supplemental consolidated financial information with respect to the Company, segmented by product line. Mutual funds within operating divisions have been classified as wealth management operations because such funds are savings and retirement products.

Segmented by product line:	For the three months ended					For the nine months ended		For the twelve
	Sep 30	Jun 30	Mar 31	Dec 31	Sep 30	Sep 30		months ended
	2001	2001	2001	2000	2000	2001	2000	Dec 31
								2000
Premiums and deposits <sup>(1)</sup> :								
Insurance	2,325	2,255	1,905	1,933	1,765	6,485	5,453	7,386
Wealth management	3,933	4,124	4,451	4,158	4,192	12,508	13,021	17,179
<b>Total premiums and deposits</b>	<b>6,258</b>	<b>6,379</b>	<b>6,356</b>	<b>6,091</b>	<b>5,957</b>	<b>18,993</b>	<b>18,474</b>	<b>24,565</b>
Net operating income :								
Insurance	126	233	197	189	188	556	517	706
Wealth management	75	73	50	82	126	198	265	347
Sub total	201	306	247	271	314	754	782	1,053
Other <sup>(2)</sup>	48	2	27	15	1	77	-	15
<b>Total net operating income</b>	<b>249 (**)</b>	<b>308</b>	<b>274</b>	<b>286</b>	<b>315 (*)</b>	<b>831 (**)</b>	<b>782 (*)</b>	<b>1,068 (*)</b>

	As at				
	Sep 30	Jun 30	Mar 31	Dec 31	Sep 30
	2001	2001	2001	2000	2000
Funds under management <sup>(3)</sup> :					
Insurance	53,634	51,711	38,020	37,571	36,660
Wealth management	73,081	76,846	74,598	76,332	79,677
Sub total	126,715	128,557	112,618	113,903	116,337
Other <sup>(4)</sup>	7,900	12,329 (***)	11,581 (***)	9,617 (***)	9,860 (***)
<b>Total funds under management</b>	<b>134,615</b>	<b>140,886 (***)</b>	<b>124,199 (***)</b>	<b>123,520 (***)</b>	<b>126,197 (***)</b>

**Notes for Segmented Information by product line**

(1) Premiums and deposits are comprised of general fund premiums, segregated fund deposits, mutual fund deposits and ASO premium equivalents.

(2) Other net operating income represents any residual Company revenues and expenses, net of allocations to the Divisions, together with the results of the operations of the Investment Division and other non-operating lines. It has not been allocated to insurance operations or wealth management operations.

(3) Funds under management are comprised of general fund assets, segregated funds, mutual and other managed funds.

(4) Other funds under management include any residual Company assets, primarily representing equity of the Company, net of allocations to the Divisions. It has not been allocated to insurance operations or wealth management operations.

(\*) Net income included a one-time reduction in tax expense recorded by the U.S. Division relating to prior periods of \$46 for the quarter ended September 30, 2000 and \$42 for both the nine months ended September 30, 2000 and the year ended December 31, 2000.

(\*\*) Net income included non-recurring items relating to the terrorist events in the United States on September 11, 2001, a gain from the disposition of a portion of the Company's investment in Seamark Asset management Ltd. and two tax items, all of which in aggregate reduced net income by \$64.

(\*\*\*) Other managed funds included Seamark Asset Management Ltd. third party managed funds of \$5,187, \$4,639, \$4,288 and \$3,827 as at June 30, 2001, March 31, 2001, December 31, 2000 and September 30, 2000, respectively. Disposition of a portion of the Company's controlling interest in Seamark Asset Management Ltd. occurred in July 2001, at which time the Company ceased consolidation of the assets and liabilities and results of operations of Seamark and commenced accounting for this investment on an equity basis.

**SELECTED SUPPLEMENTAL FINANCIAL INFORMATION FOR INSURANCE OPERATIONS**


(Canadian \$ in millions, unaudited)

Summary statements of operations :	For the three months ended					For the nine months ended		For the twelve
	Sep 30	Jun 30	Mar 31	Dec 31	Sep 30	Sep 30		months ended
	2001	2001	2001	2000	2000	2001	2000	Dec 31
								2000
<b>Revenue</b>								
Premium income	1,971	1,866	1,512	1,545	1,410	5,349	4,507	6,052
Investment income	584	671	523	558	601	1,778	1,779	2,337
Other revenue	72	82	76	63	57	230	156	219
<b>Total revenue</b>	<b>2,627</b>	<b>2,619</b>	<b>2,111</b>	<b>2,166</b>	<b>2,068</b>	<b>7,357</b>	<b>6,442</b>	<b>8,608</b>
<b>Policy benefits and expenses</b>								
Policyholder benefits	1,961	1,756	1,343	1,425	1,398	5,060	4,463	5,888
General expenses	389	384	355	394	311	1,128	929	1,323
Commissions	142	134	133	131	130	409	348	479
Other	47	49	40	(22)	(2)	136	34	12
<b>Policy benefits and expenses</b>	<b>2,539</b>	<b>2,323</b>	<b>1,871</b>	<b>1,928</b>	<b>1,837</b>	<b>6,733</b>	<b>5,774</b>	<b>7,702</b>
Income before income taxes	88	296	240	238	231	624	668	906
Income taxes	38	(63)	(43)	(49)	(43)	(68)	(151)	(200)
<b>Net income</b>	<b>126</b>	<b>233</b>	<b>197</b>	<b>189</b>	<b>188</b>	<b>556</b>	<b>517</b>	<b>706</b>
<b>Revenue by division :</b>								
(Premiums, investment income and other revenue)								
U.S.	788	804	764	792	762	2,356	2,281	3,073
Canadian	719	747	593	606	602	2,059	1,839	2,445
Asian	830	840	487	492	473	2,157	1,614	2,106
Reinsurance	290	228	267	276	231	785	708	984
<b>Total</b>	<b>2,627</b>	<b>2,619</b>	<b>2,111</b>	<b>2,166</b>	<b>2,068</b>	<b>7,357</b>	<b>6,442</b>	<b>8,608</b>
<b>Policyholder benefits by division :</b>								
(Policyholder benefits and dividends, changes in actuarial liabilities and transfers to segregated funds)								
U.S.	619	583	549	573	550	1,751	1,642	2,215
Canadian	480	538	395	393	402	1,413	1,268	1,661
Asian	458	476	205	241	264	1,139	1,009	1,250
Reinsurance	404	159	194	218	182	757	544	762
<b>Total</b>	<b>1,961</b>	<b>1,756</b>	<b>1,343</b>	<b>1,425</b>	<b>1,398</b>	<b>5,060</b>	<b>4,463</b>	<b>5,888</b>
<b>Selected financial ratios</b>								
<b>Expense Ratios</b>								
General expenses to premiums and deposits	16.7%	17.0%	18.6%	20.4%	17.6%	17.4%	17.0%	17.9%
General expenses to funds under management (annualized)	2.9%	3.0%	3.7%	4.2%	3.4%	2.8%	3.4%	3.5%
<b>Commission Ratios</b>								
Commissions to premiums and deposits	6.1%	5.9%	7.0%	6.8%	7.4%	6.3%	6.4%	6.5%
Commissions to funds under management (annualized)	1.1%	1.0%	1.4%	1.4%	1.4%	1.0%	1.3%	1.3%
<b>Combined Ratios</b>								
General expenses and commissions to premiums and deposits	22.8%	23.0%	25.6%	27.2%	25.0%	23.7%	23.4%	24.4%
General expenses and commissions to funds under management (annualized)	4.0%	4.0%	5.1%	5.6%	4.8%	3.8%	4.6%	4.8%

**SELECTED SUPPLEMENTAL FINANCIAL INFORMATION FOR INSURANCE OPERATIONS (CONT'D)**


(Canadian \$ in millions, unaudited)

Segmented by division :	For the three months ended					For the nine months ended		For the twelve
	Sep 30	Jun 30	Mar 31	Dec 31	Sep 30	Sep 30		months ended
	2001	2001	2001	2000	2000	2001	2000	Dec 31
								2000
Premiums and deposits :								
U.S.	549	563	573	594	547	1,685	1,627	2,221
Canadian	792	787	691	691	630	2,270	1,847	2,538
Asian	759	746	441	428	410	1,946	1,431	1,859
Reinsurance	225	159	200	220	178	584	548	768
<b>Total premiums and deposits</b>	<b>2,325</b>	<b>2,255</b>	<b>1,905</b>	<b>1,933</b>	<b>1,765</b>	<b>6,485</b>	<b>5,453</b>	<b>7,386</b>

Funds under management :	As at				
	Sep 30	Jun 30	Mar 31	Dec 31	Sep 30
	2001	2001	2001	2000	2000
U.S.	20,231	19,321	19,631	19,130	18,964
Canadian	9,582	9,490	8,335	8,548	8,377
Asian	20,239	19,459	6,546	6,634	6,267
Reinsurance	3,582	3,441	3,508	3,259	3,052
<b>Total funds under management</b>	<b>53,634</b>	<b>51,711</b>	<b>38,020</b>	<b>37,571</b>	<b>36,660</b>

Segmented by fund :	For the three months ended					For the nine months ended		For the twelve
	Sep 30	Jun 30	Mar 31	Dec 31	Sep 30	Sep 30		months ended
	2001	2001	2001	2000	2000	2001	2000	Dec 31
								2000
Premiums and deposits :								
General fund premiums	1,971	1,866	1,512	1,545	1,410	5,349	4,507	6,052
Segregated fund deposits	163	188	198	205	189	549	486	691
ASO premium equivalents	191	201	195	183	166	587	460	643
<b>Total premiums and deposits</b>	<b>2,325</b>	<b>2,255</b>	<b>1,905</b>	<b>1,933</b>	<b>1,765</b>	<b>6,485</b>	<b>5,453</b>	<b>7,386</b>

Funds under management :	As at				
	Sep 30	Jun 30	Mar 31	Dec 31	Sep 30
	2001	2001	2001	2000	2000
General fund	51,142	49,014	35,608	35,044	33,990
Segregated funds	2,492	2,697	2,412	2,527	2,670
<b>Total funds under management</b>	<b>53,634</b>	<b>51,711</b>	<b>38,020</b>	<b>37,571</b>	<b>36,660</b>

**SELECTED SUPPLEMENTAL FINANCIAL INFORMATION FOR WEALTH MANAGEMENT OPERATIONS**


(Canadian \$ in millions, unaudited)

Summary statements of operations:	For the three months ended					For the nine months ended		For the twelve
	Sep 30	Jun 30	Mar 31	Dec 31	Sep 30	Sep 30		months ended
	2001	2001	2001	2000	2000	2001	2000	Dec 31
								2000
<b>Revenue</b>								
Premium income	800	692	604	569	571	2,096	1,894	2,463
Investment income	420	433	399	404	448	1,252	1,318	1,722
Other revenue	265	271	261	263	269	797	754	1,017
<b>Total revenue</b>	<b>1,485</b>	<b>1,396</b>	<b>1,264</b>	<b>1,236</b>	<b>1,288</b>	<b>4,145</b>	<b>3,966</b>	<b>5,202</b>
<b>Policy benefits and expenses</b>								
Policyholder benefits	1,045	939	838	726	835	2,822	2,633	3,359
General expenses	191	191	202	227	169	584	506	733
Commissions	133	147	138	148	154	418	459	607
Other	18	19	23	22	21	60	54	76
<b>Policy benefits and expenses</b>	<b>1,387</b>	<b>1,296</b>	<b>1,201</b>	<b>1,123</b>	<b>1,179</b>	<b>3,884</b>	<b>3,652</b>	<b>4,775</b>
Income before income taxes	98	100	63	113	109	261	314	427
Income taxes	(23)	(27)	(13)	(31)	17	(63)	(49)	(80)
<b>Net income</b>	<b>75</b>	<b>73</b>	<b>50</b>	<b>82</b>	<b>126</b>	<b>198</b>	<b>265</b>	<b>347</b>
<b>Revenue by division:</b>								
(Premiums, investment income and other revenue)								
U.S.	928	869	734	733	828	2,531	2,352	3,085
Canadian	493	460	476	466	420	1,429	1,413	1,879
Asian	64	67	54	37	40	185	201	238
<b>Total</b>	<b>1,485</b>	<b>1,396</b>	<b>1,264</b>	<b>1,236</b>	<b>1,288</b>	<b>4,145</b>	<b>3,966</b>	<b>5,202</b>
<b>Policyholder benefits by division:</b>								
(Policyholder benefits and dividends, changes in actuarial liabilities and transfers to segregated funds)								
U.S.	644	568	466	413	508	1,678	1,427	1,840
Canadian	362	329	342	350	299	1,033	1,040	1,390
Asian	39	42	30	(37)	28	111	166	129
<b>Total</b>	<b>1,045</b>	<b>939</b>	<b>838</b>	<b>726</b>	<b>835</b>	<b>2,822</b>	<b>2,633</b>	<b>3,359</b>
<b>Selected financial ratios</b>								
<u>Expense Ratios</u>								
General expenses to premiums and deposits	4.9%	4.6%	4.5%	5.5%	4.0%	4.7%	3.9%	4.3%
General expenses to funds under management (annualized)	1.0%	1.0%	1.1%	1.2%	0.8%	1.1%	0.8%	1.0%
<u>Commission Ratios</u>								
Commissions to premiums and deposits	3.4%	3.6%	3.1%	3.6%	3.7%	3.3%	3.5%	3.5%
Commissions to funds under management (annualized)	0.7%	0.8%	0.7%	0.8%	0.8%	0.8%	0.8%	0.8%
<u>Combined Ratios</u>								
General expenses and commissions to premiums and deposits	8.2%	8.2%	7.6%	9.0%	7.7%	8.0%	7.4%	7.8%
General expenses and commissions to funds under management (annualized)	1.8%	1.8%	1.8%	2.0%	1.6%	1.8%	1.6%	1.8%

**SELECTED SUPPLEMENTAL FINANCIAL INFORMATION FOR WEALTH MANAGEMENT OPERATIONS (CONT'D)**


(Canadian \$ in millions, unaudited)

Segmented by division :	For the three months ended					For the nine months ended		For the twelve
	Sep 30	Jun 30	Mar 31	Dec 31	Sep 30	Sep 30		months ended
	2001	2001	2001	2000	2000	2001	2000	Dec 31
								2000
Premiums and deposits :								
U.S.	3,081	3,269	3,494	3,337	3,514	9,844	10,440	13,777
Canadian	534	506	680	676	559	1,720	2,127	2,803
Asian	318	349	277	145	119	944	454	599
<b>Total premiums and deposits</b>	<b>3,933</b>	<b>4,124</b>	<b>4,451</b>	<b>4,158</b>	<b>4,192</b>	<b>12,508</b>	<b>13,021</b>	<b>17,179</b>

Funds under management :	As at				
	Sep 30	Jun 30	Mar 31	Dec 31	Sep 30
	2001	2001	2001	2000	2000
U.S.	47,843	50,797	49,218	50,345	53,268
Canadian	22,453	23,170	22,698	23,302	23,624
Asian	2,785	2,879	2,682	2,685	2,785
<b>Total funds under management</b>	<b>73,081</b>	<b>76,846</b>	<b>74,598</b>	<b>76,332</b>	<b>79,677</b>

Segmented by fund :	For the three months ended					For the nine months ended		For the twelve
	Sep 30	Jun 30	Mar 31	Dec 31	Sep 30	Sep 30		months ended
	2001	2001	2001	2000	2000	2001	2000	Dec 31
								2000
Premiums and deposits :								
General fund premiums	800	692	604	569	571	2,096	1,894	2,463
Segregated fund deposits	2,939	3,283	3,694	3,455	3,476	9,916	10,631	14,086
Mutual fund deposits	194	149	153	134	145	496	496	630
<b>Total premiums and deposits</b>	<b>3,933</b>	<b>4,124</b>	<b>4,451</b>	<b>4,158</b>	<b>4,192</b>	<b>12,508</b>	<b>13,021</b>	<b>17,179</b>

Funds under management :	As at				
	Sep 30	Jun 30	Mar 31	Dec 31	Sep 30
	2001	2001	2001	2000	2000
General fund	22,116	21,657	22,148	21,640	21,502
Segregated funds	48,974	52,992	50,300	52,381	55,695
Mutual funds	1,442	1,509	1,459	1,563	1,677
Other managed funds	549	688	691	748	803
<b>Total funds under management</b>	<b>73,081</b>	<b>76,846</b>	<b>74,598</b>	<b>76,332</b>	<b>79,677</b>

## HISTORICAL FINANCIAL HIGHLIGHTS



(Canadian \$ in millions unless otherwise stated and per share information, unaudited)

Key performance measures	2000	1999	1998	1997	1996	1995
Net income	1,068	866	710	743	503	481
Net operating income	1,068	866	710	624	503	372
Adjusted shareholders' net income	1,075	874	710	743	503	481
Capital <sup>(1)</sup>	8,555	7,771	7,415	6,377	4,859	3,826
Operating return on shareholders' equity (%) <sup>(2)</sup>	16.1%	14.0%	12.9%	13.6%	12.4%	11.4%
Operating return on assets (%)	1.8%	1.6%	1.4%	1.3%	1.1%	0.9%
Capital as a per cent of liabilities	16.7%	16.1%	16.2%	14.4%	11.5%	10.6%

(1) Capital includes: total equity (formerly surplus), subordinated debt and trust preferred securities issued by subsidiaries.

(2) Previously reported as operating return on surplus.

### Summary consolidated statements of operations

For the years ended December 31

	2000	1999	1998	1997	1996	1995
<b>Revenue</b>						
Premium income	8,515	8,672	5,696	5,622	5,694	5,193
Investment income	4,350	4,369	4,123	4,010	3,734	3,231
Other revenue	1,287	1,015	792	574	447	212
<b>Total revenue</b>	<b>14,152</b>	<b>14,056</b>	<b>10,611</b>	<b>10,206</b>	<b>9,875</b>	<b>8,636</b>
<b>Policy benefits and expenses</b>						
Policyholders and beneficiaries	7,654	6,608	6,385	6,508	5,883	5,132
Policyholder dividends and experience rating refunds	859	738	604	508	471	356
Increase in actuarial liabilities	822	2,628	252	169	873	1,089
General expenses & commissions	3,277	2,703	2,118	1,868	1,693	1,220
Interest expense	191	179	158	156	161	203
Premium taxes	96	84	74	83	72	64
Non-controlling interest in subsidiaries	(151)	(114)	7	11	6	2
Trust preferred securities issued by subsidiaries	63	62	62	54	-	-
<b>Total policy benefits and expenses</b>	<b>12,811</b>	<b>12,888</b>	<b>9,660</b>	<b>9,357</b>	<b>9,159</b>	<b>8,066</b>
<b>Income before income taxes</b>	<b>1,341</b>	<b>1,168</b>	<b>951</b>	<b>849</b>	<b>716</b>	<b>570</b>
Unusual items	-	-	-	176	-	126
Income taxes	(273)	(302)	(241)	(282)	(213)	(215)
<b>Net income</b>	<b>1,068</b>	<b>866</b>	<b>710</b>	<b>743</b>	<b>503</b>	<b>481</b>
<b>Net loss attributed to:</b>						
Participating policyholders (after demutualization)	(7)	(8)	-	-	-	-
<b>Net income attributed to:</b>						
Shareholders (after demutualization)	1,075	267	-	-	-	-
Mutual operations (prior to demutualization)	-	607	710	743	503	481
<b>Adjusted shareholders' net income</b>	<b>1,075</b>	<b>874</b>	<b>710</b>	<b>743</b>	<b>503</b>	<b>481</b>
<b>Net income</b>	<b>1,068</b>	<b>866</b>	<b>710</b>	<b>743</b>	<b>503</b>	<b>481</b>

## HISTORICAL FINANCIAL HIGHLIGHTS (CONT'D)



(Canadian \$ in millions, unaudited)

### Summary consolidated balance sheets

As at December 31	2000	1999	1998	1997	1996	1995
<b>Assets</b>						
Bonds	33,270	30,853	30,691	28,662	25,627	21,259
Mortgages	7,174	6,867	7,702	7,809	8,106	6,917
Stocks	4,621	4,832	4,042	3,529	2,796	2,592
Real estate	3,262	3,179	2,992	2,806	3,044	2,888
Policy loans	3,616	3,207	3,137	2,663	2,354	1,973
Cash and short term investments	3,783	3,047	1,329	1,842	2,600	1,792
Other investments	884	1,180	499	479	292	173
<b>Invested assets</b>	56,610	53,165	50,392	47,790	44,819	37,594
Other assets	3,457	3,543	2,710	2,733	2,424	2,268
<b>Total assets</b>	60,067	56,708	53,102	50,523	47,243	39,862
<b>Liabilities and equity</b>						
Actuarial liabilities	41,384	39,748	38,738	37,227	36,248	31,257
Other liabilities	9,829	8,439	6,873	6,865	6,088	4,759
Subordinated debt	588	582	627	581	566	341
Non-controlling interest in subsidiaries	299	750	76	54	48	20
Trust preferred securities issued by subsidiaries	756	735	783	728	-	-
Total equity <sup>(1)</sup>	7,211	6,454	6,005	5,068	4,293	3,485
<b>Total liabilities and equity</b>	60,067	56,708	53,102	50,523	47,243	39,862

(1) Previously reported as surplus

### Funds under management

As at December 31	2000	1999	1998	1997	1996	1995
General fund	60,067	56,708	53,102	50,523	47,243	39,862
Segregated funds	54,908	49,055	38,200	27,018	18,553	5,532
Mutual funds	1,563	1,641	1,708	2,125	2,782	934
Other managed funds	6,982	4,732	3,680	2,652	2,944	330
<b>Total</b>	123,520	112,136	96,690	82,318	71,522	46,658

### Premiums and deposits

For the years ended December 31	2000	1999	1998	1997	1996	1995
General fund	8,515	8,672	5,696	5,622	5,694	5,193
Segregated funds	14,777	10,709	8,846	7,026	4,291	1,404
Mutual funds	630	522	601	1,348	1,678	18
ASO premium equivalents	643	550	524	470	475	439
<b>Total</b>	24,565	20,453	15,667	14,466	12,138	7,054

### Selected ratios:

#### 5-yr compound growth rates

Operating income	23%	25%	31%	49%	20%	15%
Funds under management	21%	17%	15%	15%	15%	11%

**CORPORATE OFFICE**
**Manulife Financial**

200 Bloor Street East  
Toronto, Ontario  
Canada M4W 1E5

**Transfer Agent**

Montreal Trust  
1-800-783-9495

**Common Stock**

Common Stock of Manulife Financial is traded on:

Stock Exchange	Symbol
Toronto	MFC
New York	MFC
Philippines	MFC
Hong Kong	0945

**INVESTOR INFORMATION**

Edwina Stoate  
Vice-President, Investor Relations  
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Web Site: www.manulife.com

**INDUSTRY RATING INFORMATION**

The following rating agencies each assign The Manufacturers Life Insurance Company ratings within their highest range of categories, thereby recognizing the company as among the strongest in the life insurance industry.

Purpose	Rating agency	Rating
Claims paying/ Financial strength	A.M. Best	A++
	Dominion Bond Rating Service	IC-1
	Fitch	AAA
	Moody's	Aa2
	Standard & Poor's	AA+
Commercial paper	Dominion Bond Rating Service	R-1 (mid)
	Moody's	Prime-1
	Standard & Poor's	A-1+
U.S.\$ Subordinated debt	Fitch	AA
	Moody's	A1
	Standard & Poor's	AA-
CDN\$ Subordinated debt	Dominion Bond Rating Service	AA (low)
	Standard & Poor's	AA-

**MARKET INFORMATION**

The following information shows trading activity for the Company for the periods indicated.

	Q3 01	Q2 01	Q1 01	Q4 00	Q3 00
Basic and diluted earnings per share	\$ 0.52	\$ 0.63	\$ 0.56	\$ 0.59	\$ 0.65
Normalized basic and diluted earnings per share	\$ 0.65	\$ 0.63	\$ 0.56	\$ 0.59	\$ 0.56
Return on shareholders' equity (annualized)	12.6%	16.2%	15.0%	16.1%	18.5%
Normalized return on shareholders' equity (annualized)	15.8%	16.2%	15.0%	16.1%	15.8%
Book value per share	\$ 16.58	\$ 15.81	\$ 15.54	\$ 14.84	\$ 14.40
Market value to book value ratio	2.49	2.68	2.67	3.16	2.19
Market capitalization (\$ billions)	19.9	20.4	20.0	22.6	15.2
Shares outstanding (millions)					
- end of period	482	482	482	482	482
- weighted average	482	482	482	482	482

**CURRENT QUARTER SHARE PRICE INFORMATION**

	Toronto (1)	New York (2)	Hong Kong (3)	Philippines (4)
Share Price				
High	\$ 48.25	\$ 31.36	\$ 242	P 1,640
Low	\$ 34.35	\$ 22.03	\$ 161	P 1,100
Close	\$ 41.35	\$ 26.21	\$ 197	P 1,255

Average daily trading volume

number of shares (thousands)	1,174	214	34	3
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(1) Canadian \$ (2) United States \$ (3) Hong Kong \$ (4) Philippine Pesos

	Q3 01	Q2 01	Q1 01	Q4 00	Q3 00
<b>MINIMUM CONTINUING CAPITAL AND SURPLUS REQUIREMENTS</b>					
The Manufacturers Life Insurance Company's MCCR	207%	210%	249%	238%	251%
Available Capital (\$ billions)	9.18	8.86	8.74	8.02	8.46
Required Capital (\$ billions)	4.44	4.22	3.50	3.37	3.37

**FOREIGN EXCHANGE INFORMATION (\*)**

- Balance Sheets	(CDN to \$ 1 US)	1.579	1.518	1.577	1.500	1.507
	(CDN to 1 YEN)	0.013244	0.01217	0.01256	0.01312	0.01397
- Statements of Operations	(CDN to \$ 1 US)	1.545	1.541	1.528	1.526	1.482
	(CDN to 1 YEN)	0.012723	0.012575	0.012932	0.013897	0.013762

(\*) Unless otherwise indicated, information contained in this supplement are in Canadian dollars. These are exchange rates used for currency conversion from U.S. dollars and Japanese Yen to Canadian dollars for financial statement purposes.