



## **Statistical Information Package**

# **Q3 2006**



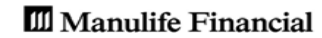
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Certain comparative amounts have been restated to conform to the current quarter's presentation

FINANCIAL REPORTING STRUCTURE



MFC

U.S. INSURANCE		U.S. WEALTH MANAGEMENT *		CANADA		ASIA and JAPAN		REINSURANCE	CORPORATE & OTHER
Segment Component	Product Lines	Segment Component	Product Lines	Segment Component	Product Lines	Segment Component	Product Lines	Product Lines	Product Lines
<b>JOHN HANCOCK LIFE</b>	Variable Universal Life Universal Life Whole Life Term Life COLI	<b>JOHN HANCOCK VARIABLE ANNUITIES</b>	Variable Annuities	<b>INDIVIDUAL INSURANCE</b>	Universal Life Whole Life Term Life Critical Illness Affinity Markets	<b>HONG KONG</b>	Individual Insurance Group Life and Health Group Pensions Mutual Funds	Life Property and Casualty  International Group Program: Group Life & Health Group Pensions	Investments Corporate & Other JHF Accident and Health Institutional Advisory Accounts
<b>JOHN HANCOCK LONG TERM CARE (LTC)</b>	Retail LTC Group LTC Federal LTC	<b>JOHN HANCOCK RETIREMENT PLAN SERVICES</b>	401 (k)	<b>INDIVIDUAL WEALTH MANAGEMENT (IWM)</b>	Annuities Fixed Rate Products Segregated Funds Manulife Bank Mutual Funds	<b>OTHER ASIA TERRITORIES</b>	Individual Insurance Group Life and Health Group Pensions Mutual Funds		
		<b>JOHN HANCOCK MUTUAL FUNDS</b>	Mutual Funds Private Managed Accounts College Savings	<b>GROUP BUSINESSES</b>	Group Life & Health Group Savings and Retirement Solutions	<b>JAPAN</b>	Individual Insurance Variable Annuities		
		<b>JOHN HANCOCK FIXED</b>	Fixed Deferred Annuities Payout Annuities Guaranteed Investment Contracts (GICs) SignatureNotes Fee-based products						

\* The U.S. Wealth Management and the previously called G&SFP businesses have been combined into one segment effective January 1, 2006. Business units have been reorganized as follows: (a) The Annuities business unit has been split into three parts with the Variable Annuities business now reported as a stand alone business unit, the Fixed Annuities business included in JH Fixed and the College Savings business included in JH Mutual Funds. (b) G&SFP has been included in JH Fixed.

**FINANCIAL HIGHLIGHTS**

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



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Shareholders' Net Income (Loss) by Division**

U.S. Insurance	169	127	158	178	144	17%	454	436	4%	614
U.S. Wealth Management	280	301	255	216	199	41%	836	652	28%	868
Canada	229	267	238	199	235	-3%	734	610	20%	809
Asia and Japan	182	199	162	228	213	-15%	543	504	8%	732
Reinsurance	86	48	92	(29)	(151)	-	226	(79)	-	(108)
Corporate and other	29	18	51	116	106	-73%	98	263	-63%	379
<b>Net income attributed to shareholders</b>	<b>975</b>	<b>960</b>	<b>956</b>	<b>908</b>	<b>746</b>	<b>31%</b>	<b>2,891</b>	<b>2,386</b>	<b>21%</b>	<b>3,294</b>
Preferred share dividends	(7)	(8)	(7)	(5)	(4)	75%	(22)	(9)	-	(14)
<b>Net income available to common shareholders</b>	<b>968</b>	<b>952</b>	<b>949</b>	<b>903</b>	<b>742</b>	<b>30%</b>	<b>2,869</b>	<b>2,377</b>	<b>21%</b>	<b>3,280</b>

**Selected Performance Measures**

Basic earnings per common share	\$0.62	\$0.61	\$0.60	\$0.57	\$0.47	32%	\$ 1.83	\$ 1.48	24%	\$ 2.05
Diluted earnings per common share	\$0.62	\$0.60	\$0.59	\$0.56	\$0.46	35%	\$ 1.81	\$ 1.47	23%	\$ 2.03
Return on common shareholders' equity (annualized)	16.6%	16.3%	16.3%	15.5%	12.7%	390 bps	16.4%	13.7%	270 bps	14.1%

**Premiums and Deposits**

Life and health insurance premiums	3,629	3,593	3,552	3,748	3,803	-5%	10,774	10,939	-2%	14,687
Annuity and pension premiums	1,049	1,078	1,123	1,065	1,117	-6%	3,250	2,835	15%	3,900
Segregated fund deposits	7,705	7,997	9,706	8,844	8,224	-6%	25,408	22,942	11%	31,786
Mutual fund deposits	2,177	2,409	2,621	1,603	1,856	17%	7,207	5,805	24%	7,408
ASO premium equivalents	533	570	575	562	512	4%	1,678	1,588	6%	2,150
Other fund deposits	208	230	365	362	258	-19%	803	1,013	-21%	1,375
<b>Total premiums and deposits</b>	<b>15,301</b>	<b>15,877</b>	<b>17,942</b>	<b>16,184</b>	<b>15,770</b>	<b>-3%</b>	<b>49,120</b>	<b>45,122</b>	<b>9%</b>	<b>61,306</b>

**Funds Under Management**

General fund	163,041	162,274	167,085	166,746	164,010	-1%	163,041	164,010	-1%	166,746
Segregated funds	153,863	146,200	151,204	139,695	131,848	17%	153,863	131,848	17%	139,695
Mutual funds	36,994	35,043	36,736	34,564	33,829	9%	36,994	33,829	9%	34,564
Other funds	26,830	26,186	30,438	30,782	29,754	-10%	26,830	29,754	-10%	30,782
<b>Total funds under management</b>	<b>380,728</b>	<b>369,703</b>	<b>385,463</b>	<b>371,787</b>	<b>359,441</b>	<b>6%</b>	<b>380,728</b>	<b>359,441</b>	<b>6%</b>	<b>371,787</b>

**Insurance Sales**

U.S. Insurance	231	253	257	309	205	13%	741	577	28%	886
Canada	149	111	141	138	136	10%	401	418	-4%	556
Asia and Japan	101	93	92	127	117	-14%	286	332	-14%	459
<b>Total new annualized premium sales</b>	<b>481</b>	<b>457</b>	<b>490</b>	<b>574</b>	<b>458</b>	<b>5%</b>	<b>1,428</b>	<b>1,327</b>	<b>8%</b>	<b>1,901</b>

**Wealth Management Sales**

U.S. Wealth Management	6,228	6,634	7,532	6,672	6,552	-5%	20,394	17,098	19%	23,770
Canada	1,591	1,744	2,264	1,830	1,980	-20%	5,599	5,894	-5%	7,724
Asia and Japan	683	1,318	1,702	1,436	1,110	-38%	3,703	3,995	-7%	5,431
<b>Total Wealth Management sales</b>	<b>8,502</b>	<b>9,696</b>	<b>11,498</b>	<b>9,938</b>	<b>9,642</b>	<b>-12%</b>	<b>29,696</b>	<b>26,987</b>	<b>10%</b>	<b>36,925</b>

**FINANCIAL HIGHLIGHTS (CONT'D)**

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



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Common Share Statistics**

Share Price - Toronto (in Canadian \$)										
high	37.30	37.32	37.56	35.00	31.88	17%	37.56	31.88	18%	35.00
low	34.39	33.83	33.96	29.58	29.18	18%	33.83	26.65	27%	26.65
close	36.00	35.37	36.63	34.14	31.00	16%	36.00	31.00	16%	34.14
Share Price - New York (in U.S \$)										
high	33.27	33.63	32.71	29.99	26.86	24%	33.63	26.86	25%	29.99
low	29.95	30.05	29.04	24.95	23.46	28%	29.04	21.69	34%	21.69
close	32.26	31.77	31.39	29.40	26.66	21%	32.26	26.66	21%	29.40
Common shares outstanding (millions)										
- end of period	1,546	1,556	1,580	1,584	1,586	-3%	1,546	1,586	-3%	1,584
- weighted average	1,551	1,570	1,584	1,584	1,593	-3%	1,568	1,601	-2%	1,597
- diluted weighted average	1,566	1,586	1,601	1,600	1,608	-3%	1,584	1,616	-2%	1,612
Dividend per common share paid in the quarter <sup>1</sup>	0.18	0.17	0.18	0.15	0.15	17%	0.53	0.43	22%	0.58
Common share dividend payout ratio	28.0%	28.6%	29.1%	26.3%	32.1%	-13%	28.3%	28.7%	-1%	28.0%

<sup>1</sup> On November 2, 2006, the Board of Directors approved a quarterly shareholders' cash dividend of \$0.20 per share on the common shares of the Company, payable on or after December 19, 2006 to shareholders of record at the close of business on November 15, 2006.

**Valuation Data**

Book value per common share	\$ 15.01	\$ 14.74	\$ 15.08	\$ 14.70	\$ 14.41	4%	\$ 15.01	\$ 14.41	4%	\$ 14.70
Market value to book value ratio	2.40	2.40	2.43	2.32	2.15	11%	2.40	2.15	11%	2.32
Market capitalization (\$ billions)	55.7	55.0	57.9	54.1	49.2	13%	55.7	49.2	13%	54.1

**Capital Information**

Total capital <sup>2</sup>	28,547	28,300	29,281	28,353	27,942	2%	28,547	27,942	2%	28,353
Capital ratios <sup>3</sup>										
MCCSR - The Manufacturers Life Insurance Company	210%	211%	224%	213%	231%	-9%	210%	231%	-9%	213%
RBC - John Hancock Life Insurance Company	359%	359%	359%	359%	351%	2%	359%	351%	2%	359%

<sup>2</sup> Total capital includes total equity, long-term debt, liabilities for preferred shares and capital instruments, and non-controlling interest in subsidiaries.

<sup>3</sup> For The Manufacturers Life Insurance Company, the capital ratio has been determined in accordance with the Minimum Continuing Capital & Surplus Requirements (MCCSR) of the Office of the Superintendent of Financial Institutions (Canada). The MCCSR ratio is calculated and reported quarterly. For John Hancock Life Insurance Company, the capital ratio has been determined in accordance with the Risk-Based Capital (RBC) requirements of the National Association of Insurance Commissioners. The RBC ratio is calculated and reported on an annual basis.

**Foreign Exchange Information <sup>4</sup>**

- Balance Sheets	(CDN to \$ 1 US)	1.1153	1.1150	1.1671	1.1659	1.1611	-4%
	(CDN to 1 YEN)	0.009452	0.009737	0.009933	0.009886	0.010249	-8%
- Statements of Operations	(CDN to \$ 1 US)	1.121131	1.121341	1.154705	1.173347	1.201156	-7%
	(CDN to 1 YEN)	0.009640	0.009808	0.009882	0.010005	0.010800	-11%

<sup>4</sup> Unless otherwise indicated, information contained in this supplement is 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.

**CONSOLIDATED STATEMENTS OF OPERATIONS**

(Canadian \$ in millions, unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
<b>Revenue</b>										
Premium income	4,678	4,671	4,675	4,813	4,920	-5%	14,024	13,774	2%	18,587
Net investment income	2,512	2,284	2,529	2,419	2,461	2%	7,325	7,199	2%	9,618
Other revenue	1,042	1,045	1,021	968	950	10%	3,108	2,874	8%	3,842
<b>Total revenue</b>	<b>8,232</b>	<b>8,000</b>	<b>8,225</b>	<b>8,200</b>	<b>8,331</b>	<b>-1%</b>	<b>24,457</b>	<b>23,847</b>	<b>3%</b>	<b>32,047</b>
<b>Policy benefits and expenses</b>										
To policyholders and beneficiaries										
Death, disability and other claims	1,389	1,573	1,503	1,537	1,822	-24%	4,465	4,903	-9%	6,440
Maturity and surrender benefits	2,278	2,235	2,704	2,191	3,230	-29%	7,217	8,207	-12%	10,398
Annuity payments	781	810	828	802	845	-8%	2,419	2,564	-6%	3,366
Policyholder dividends and experience rating refunds	398	380	348	422	377	6%	1,126	1,147	-2%	1,569
Net transfers to segregated funds	86	117	116	150	92	-7%	319	315	1%	465
Change in actuarial liabilities <sup>1</sup>	12	(398)	(615)	(257)	(891)	-	(1,001)	(2,119)	-53%	(2,376)
General expenses	808	832	837	942	818	-1%	2,477	2,549	-3%	3,491
Commissions	825	874	918	971	837	-1%	2,617	2,367	11%	3,338
Interest expense	255	229	215	200	194	31%	699	588	19%	788
Premium taxes	65	70	65	53	60	8%	200	191	5%	244
Non-controlling interest in subsidiaries	4	6	6	(13)	6	-33%	16	15	7%	2
<b>Total policy benefits and expenses</b>	<b>6,901</b>	<b>6,728</b>	<b>6,925</b>	<b>6,998</b>	<b>7,390</b>	<b>-7%</b>	<b>20,554</b>	<b>20,727</b>	<b>-1%</b>	<b>27,725</b>
<b>Income before income taxes</b>	<b>1,331</b>	<b>1,272</b>	<b>1,300</b>	<b>1,202</b>	<b>941</b>	<b>41%</b>	<b>3,903</b>	<b>3,120</b>	<b>25%</b>	<b>4,322</b>
Income taxes	(362)	(323)	(350)	(302)	(194)	87%	(1,035)	(729)	42%	(1,031)
<b>Net income</b>	<b>969</b>	<b>949</b>	<b>950</b>	<b>900</b>	<b>747</b>	<b>30%</b>	<b>2,868</b>	<b>2,391</b>	<b>20%</b>	<b>3,291</b>
Net income (loss) attributed to participating policyholders	(6)	(11)	(6)	(8)	1	-	(23)	5	-	(3)
<b>Net income attributed to shareholders</b>	<b>975</b>	<b>960</b>	<b>956</b>	<b>908</b>	<b>746</b>	<b>31%</b>	<b>2,891</b>	<b>2,386</b>	<b>21%</b>	<b>3,294</b>
Preferred share dividends	(7)	(8)	(7)	(5)	(4)	75%	(22)	(9)	144%	(14)
<b>Net income available to common shareholders</b>	<b>968</b>	<b>952</b>	<b>949</b>	<b>903</b>	<b>742</b>	<b>30%</b>	<b>2,869</b>	<b>2,377</b>	<b>21%</b>	<b>3,280</b>

**U.S. \$ in millions - Summary Statements of Operations**

Revenue	7,344	7,134	7,123	6,988	6,936	6%	21,601	19,496	11%	26,484
Total policy benefits and expenses	6,156	6,000	5,997	5,964	6,153	0%	18,153	16,949	7%	22,913
Net income available to common shareholders	863	850	822	770	617	40%	2,535	1,941	31%	2,711

<sup>1</sup> Includes impact of net redemptions in John Hancock Fixed institutional products of \$1.0 billion in Q3 2006, \$1.1 billion in Q2 2006, \$1.5 billion in Q1 2006, \$1.3 billion in Q4 2005, \$1.3 billion in Q3 2005 and \$5.0 billion in fiscal year 2005.

**CONSOLIDATED BALANCE SHEETS**

(Canadian \$ in millions, unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3
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**ASSETS**

<b>Invested assets</b>						
Bonds	100,804	100,584	104,452	103,315	103,033	-2%
Mortgages	27,485	27,239	27,845	28,008	28,113	-2%
Stocks	10,184	9,922	9,762	8,715	8,884	15%
Real estate	5,294	5,239	5,341	5,279	4,602	15%
Policy loans	6,076	6,015	6,191	6,120	6,025	1%
Cash and short-term investments	7,710	7,776	7,924	9,055	6,748	14%
Bank loans	1,978	1,983	1,909	1,806	1,729	14%
Other investments	3,510	3,516	3,661	4,448	4,876	-28%
<b>Total invested assets</b>	<b>163,041</b>	<b>162,274</b>	<b>167,085</b>	<b>166,746</b>	<b>164,010</b>	<b>-1%</b>
<b>Other assets</b>						
Accrued investment income	1,684	1,556	1,660	1,639	1,883	-11%
Outstanding premiums	648	619	585	735	751	-14%
Goodwill	7,247	7,255	7,509	7,501	7,488	-3%
Intangible assets	1,647	1,651	1,736	1,742	1,746	-6%
Miscellaneous	2,911	3,140	3,195	3,266	3,260	-11%
<b>Total other assets</b>	<b>14,137</b>	<b>14,221</b>	<b>14,685</b>	<b>14,883</b>	<b>15,128</b>	<b>-7%</b>
<b>Total assets</b>	<b>177,178</b>	<b>176,495</b>	<b>181,770</b>	<b>181,629</b>	<b>179,138</b>	<b>-1%</b>
<b>Segregated funds net assets</b>	<b>154,606</b>	<b>146,904</b>	<b>151,858</b>	<b>140,361</b>	<b>132,124</b>	<b>17%</b>

**LIABILITIES AND EQUITY**

<b>Policy liabilities</b>	126,597	126,753	131,564	132,049	131,962	-4%
Deferred realized net gains	4,248	4,241	4,391	4,295	4,150	2%
Banking deposits	7,124	6,886	5,890	5,911	5,374	33%
Consumer notes	2,763	2,772	2,912	2,900	2,912	-5%
Future income tax liability	2,188	1,925	1,563	1,337	1,088	101%
Other liabilities	5,711	5,618	6,169	6,784	5,710	0%
	148,631	148,195	152,489	153,276	151,196	-2%
<b>Long-term debt</b>	2,472	2,487	2,553	2,457	2,460	0%
<b>Liabilities for preferred shares and capital instruments</b>	1,886	1,897	1,911	1,922	1,916	-2%
<b>Non-controlling interest in subsidiaries</b>	207	204	203	187	200	3%
<b>Equity</b>						
Participating policyholders' equity	134	140	151	157	165	-19%
Shareholders' equity						
Preferred shares	638	638	638	344	344	85%
Common shares	14,211	14,294	14,503	14,490	14,485	-2%
Contributed surplus	85	83	82	93	92	-8%
Retained earnings and currency translation account	8,914	8,557	9,240	8,703	8,280	8%
<b>Total equity</b>	<b>23,982</b>	<b>23,712</b>	<b>24,614</b>	<b>23,787</b>	<b>23,366</b>	<b>3%</b>
<b>Total liabilities and equity</b>	<b>177,178</b>	<b>176,495</b>	<b>181,770</b>	<b>181,629</b>	<b>179,138</b>	<b>-1%</b>
<b>Segregated funds net liabilities</b>	<b>154,606</b>	<b>146,904</b>	<b>151,858</b>	<b>140,361</b>	<b>132,124</b>	<b>17%</b>


**Manulife Financial**
**CONSOLIDATED STATEMENTS OF EQUITY**

(Canadian \$ in millions, unaudited)

	Participating Policyholders	Shareholders	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	YTD 2006	YTD 2005	Fiscal 2005
<b>Preferred shares</b>										
Balance, beginning of period	-	638	638	638	344	344	344	344	-	-
Preferred shares issued	-	-	-	-	300	-	-	300	350	350
Issuance costs, net of tax	-	-	-	-	(6)	-	-	(6)	(6)	(6)
<b>Balance, end of period</b>	-	638	638	638	638	344	344	638	344	344
<b>Common shares</b>										
Balance, beginning of period	-	14,294	14,294	14,503	14,490	14,485	14,528	14,490	14,646	14,646
Issued on exercise of stock options and deferred share units	-	17	17	27	77	43	61	121	185	228
Purchase and cancellation	-	(100)	(100)	(236)	(64)	(38)	(104)	(400)	(346)	(384)
<b>Balance, end of period</b>	-	14,211	14,211	14,294	14,503	14,490	14,485	14,211	14,485	14,490
<b>Contributed surplus</b>										
Balance, beginning of period	-	83	83	82	93	92	97	93	102	102
Exercise of stock options	-	(3)	(3)	(5)	(17)	(8)	(13)	(25)	(34)	(42)
Stock option expense	-	5	5	6	6	9	8	17	24	33
<b>Balance, end of period</b>	-	85	85	83	82	93	92	85	92	93
<b>Retained earnings</b>										
Balance, beginning of period	140	12,378	12,518	12,550	12,075	11,511	11,248	12,075	10,568	10,568
Net income (loss)	(6)	975	969	949	950	900	747	2,868	2,391	3,291
Preferred share dividends	-	(7)	(7)	(8)	(7)	(5)	(4)	(22)	(9)	(14)
Common share dividends	-	(271)	(271)	(276)	(277)	(237)	(239)	(824)	(689)	(926)
Purchase and cancellation of common shares	-	(289)	(289)	(697)	(191)	(94)	(241)	(1,177)	(760)	(854)
Transfer of participating policyholders' retained earnings from JHF acquisition	-	-	-	-	-	-	-	-	10	10
<b>Balance, end of period</b>	134	12,786	12,920	12,518	12,550	12,075	11,511	12,920	11,511	12,075
<b>Currency translation account</b>										
Balance, beginning of period	-	(3,821)	(3,821)	(3,159)	(3,215)	(3,066)	(2,074)	(3,215)	(2,215)	(2,215)
Change during the period	-	(51)	(51)	(662)	56	(149)	(992)	(657)	(851)	(1,000)
<b>Balance, end of period</b>	-	(3,872)	(3,872)	(3,821)	(3,159)	(3,215)	(3,066)	(3,872)	(3,066)	(3,215)
<b>Total retained earnings and currency translation account</b>	134	8,914	9,048	8,697	9,391	8,860	8,445	9,048	8,445	8,860
<b>Total equity</b>	134	23,848	23,982	23,712	24,614	23,787	23,366	23,982	23,366	23,787

**CONSOLIDATED STATEMENTS OF CASH FLOWS**

(Canadian \$ in millions, unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
<b>Operating activities</b>										
Net income	969	949	950	900	747	30%	2,868	2,391	20%	3,291
Adjustments for non-cash items in net income:										
Increase in actuarial liabilities, excluding John Hancock Fixed Institutional products	996	729	875	1,009	391	155%	2,600	1,662	56%	2,671
Amortization of net realized and unrealized gains on investments	(286)	(265)	(299)	(269)	(250)	14%	(850)	(695)	22%	(964)
Amortization of premium/discount & mark to market adjustments	44	206	72	121	9	389%	322	276	17%	397
Other amortization	53	62	59	46	53	0%	174	169	3%	215
Future income tax expense	267	266	234	242	77	247%	767	476	61%	718
Provisions on investments	17	16	-	23	39	-56%	33	117	-72%	140
Stock-based compensation expense	5	6	6	9	8	-38%	17	24	-29%	33
Non-controlling interest in subsidiaries	3	5	5	(18)	9	-67%	13	15	-13%	(3)
Net income adjusted for non-cash items	2,068	1,974	1,902	2,063	1,083	91%	5,944	4,435	34%	6,498
Changes in policy related and operating receivables and payables	(14)	43	(356)	822	639	-	(327)	455	-	1,277
<b>Cash provided by operating activities</b>	<b>2,054</b>	<b>2,017</b>	<b>1,546</b>	<b>2,885</b>	<b>1,722</b>	<b>19%</b>	<b>5,617</b>	<b>4,890</b>	<b>15%</b>	<b>7,775</b>
<b>Investing activities</b>										
Purchases and mortgage advances	(12,004)	(17,669)	(18,471)	(19,706)	(12,452)	-4%	(48,144)	(39,362)	22%	(59,068)
Disposals and repayments	11,336	17,144	17,363	19,885	12,171	-7%	45,843	37,837	21%	57,722
Net cash increase (decrease) from sale and acquisitions of subsidiaries	26	26	(113)	-	-	-	(61)	-	-	-
<b>Cash (used in) provided by investing activities</b>	<b>(642)</b>	<b>(499)</b>	<b>(1,221)</b>	<b>179</b>	<b>(281)</b>	<b>128%</b>	<b>(2,362)</b>	<b>(1,525)</b>	<b>55%</b>	<b>(1,346)</b>
<b>Financing activities</b>										
(Decrease) increase in repurchase agreements and securities sold but not yet purchased	42	(80)	(380)	299	(48)	-	(418)	(414)	1%	(115)
Issue (repayment) of long-term debt, net	-	(8)	99	(4)	(11)	-	91	(300)	-	(304)
Net redemptions in John Hancock Fixed institutional products	(984)	(1,127)	(1,490)	(1,266)	(1,282)	-23%	(3,601)	(3,781)	-5%	(5,047)
Banking deposits, net	238	997	418	535	297	-20%	1,653	1,023	62%	1,558
Capital from joint venture partner	-	-	7	-	-	-	7	-	-	-
Consumer notes issued (redeemed), net	(10)	(10)	8	(23)	(49)	-80%	(12)	160	-	137
Preferred share dividends	(7)	(8)	(7)	(5)	(4)	75%	(22)	(9)	144%	(14)
Common share dividends	(271)	(276)	(277)	(237)	(239)	13%	(824)	(689)	20%	(926)
Funds borrowed (repaid), net	(22)	(33)	(34)	(32)	78	-	(89)	(348)	-74%	(380)
Purchase and cancellation of common shares	(389)	(933)	(255)	(132)	(345)	13%	(1,577)	(1,106)	43%	(1,238)
Common shares issued on exercise of options	14	22	60	35	48	-71%	96	151	-36%	186
Repayment of Trups	-	-	-	(9)	-	-	-	-	-	(9)
Preferred shares issued, net	-	-	294	-	-	-	294	344	-15%	344
<b>Cash used in financing activities</b>	<b>(1,389)</b>	<b>(1,456)</b>	<b>(1,557)</b>	<b>(839)</b>	<b>(1,555)</b>	<b>-11%</b>	<b>(4,402)</b>	<b>(4,969)</b>	<b>-11%</b>	<b>(5,808)</b>
<b>Cash and short-term investments</b>										
Increase (decrease) during the period	23	62	(1,232)	2,225	(114)	-	(1,147)	(1,604)	-28%	621
Currency impact on cash and short-term investments	(1)	(208)	19	7	(276)	-100%	(190)	(215)	-12%	(208)
Balance, beginning of period	7,235	7,381	8,594	6,362	6,752	7%	8,594	8,181	5%	8,181
<b>Balance, end of period</b>	<b>7,257</b>	<b>7,235</b>	<b>7,381</b>	<b>8,594</b>	<b>6,362</b>	<b>14%</b>	<b>7,257</b>	<b>6,362</b>	<b>14%</b>	<b>8,594</b>
<b>Composition of cash and short-term investments</b>										
<b>Beginning of period</b>										
Gross cash and short-term investments	7,776	7,924	9,055	6,748	7,191	8%	9,055	8,517	6%	8,517
Net payments in transit, included in other liabilities	(541)	(543)	(461)	(386)	(439)	23%	(461)	(336)	37%	(336)
<b>Net cash and short-term investments, beginning of period</b>	<b>7,235</b>	<b>7,381</b>	<b>8,594</b>	<b>6,362</b>	<b>6,752</b>	<b>7%</b>	<b>8,594</b>	<b>8,181</b>	<b>5%</b>	<b>8,181</b>
<b>End of period</b>										
Gross cash and short-term investments	7,710	7,776	7,924	9,055	6,748	14%	7,710	6,748	14%	9,055
Net payments in transit, included in other liabilities	(453)	(541)	(543)	(461)	(386)	17%	(453)	(386)	17%	(461)
<b>Net cash and short-term investments, end of period</b>	<b>7,257</b>	<b>7,235</b>	<b>7,381</b>	<b>8,594</b>	<b>6,362</b>	<b>14%</b>	<b>7,257</b>	<b>6,362</b>	<b>14%</b>	<b>8,594</b>

**CONSOLIDATED STATEMENTS OF SEGREGATED FUNDS**

(Canadian \$ in millions, unaudited)



	<b>2006</b>	<b>2006</b>	<b>2006</b>	<b>2005</b>	<b>2005</b>	<b>2006 Q3</b>	<b>YTD</b>	<b>YTD</b>	<b>YTD 2006</b>	<b>Fiscal</b>
	<b>Q3</b>	<b>Q2</b>	<b>Q1</b>	<b>Q4</b>	<b>Q3</b>	<b>vs.</b>	<b>2006</b>	<b>2005</b>	<b>vs.</b>	<b>2005</b>
						<b>2005 Q3</b>			<b>YTD 2005</b>	<b>2005</b>

**Consolidated Statements of Segregated Funds Net Assets**

<b>Investments, at market values</b>						
Cash and short-term investments	3,120	3,177	2,564	2,661	2,384	31%
Bonds	11,311	10,937	11,387	11,651	8,200	38%
Stocks and mutual funds	137,879	130,209	134,982	123,060	119,709	15%
Other investments	3,641	3,507	3,690	3,816	2,054	77%
Accrued investment income	68	71	83	96	57	19%
Other liabilities, net	(1,413)	(997)	(848)	(923)	(280)	405%
<b>Total segregated funds net assets</b>	<b>154,606</b>	<b>146,904</b>	<b>151,858</b>	<b>140,361</b>	<b>132,124</b>	<b>17%</b>

**Composition of segregated funds net assets:**

Held by policyholders	153,863	146,200	151,204	139,695	131,848	17%
Held by the Company	447	413	358	361	276	62%
Held by other contract holders	296	291	296	305	-	-
<b>Total segregated funds net assets</b>	<b>154,606</b>	<b>146,904</b>	<b>151,858</b>	<b>140,361</b>	<b>132,124</b>	<b>17%</b>

**Consolidated Statements of Changes in Segregated Funds Net Assets**

<b>Additions</b>										
Deposits from policyholders	7,705	7,997	9,706	8,844	8,224	-6%	25,408	22,942	11%	31,786
Net realized and unrealized investment gains (losses)	3,986	(3,933)	5,685	1,222	4,587	-13%	5,738	5,486	5%	6,708
Interest and dividends	960	862	825	2,014	941	2%	2,647	2,227	19%	4,241
Net transfers from general fund	86	117	116	150	92	-7%	319	315	1%	465
Other contracts consolidated with segregated funds	-	-	-	305	-	-	-	-	-	305
Funds assumed on acquisition of a subsidiary	-	-	-	-	-	-	-	395	-100%	395
<b>Total additions</b>	<b>12,737</b>	<b>5,043</b>	<b>16,332</b>	<b>12,535</b>	<b>13,844</b>	<b>-8%</b>	<b>34,112</b>	<b>31,365</b>	<b>9%</b>	<b>43,900</b>
<b>Deductions</b>										
Payments to policyholders	4,187	3,922	4,553	3,984	3,913	7%	12,662	10,901	16%	14,885
Management and administrative fees	586	577	551	524	506	16%	1,714	1,481	16%	2,005
Currency revaluation	262	5,498	(269)	(210)	6,031	-96%	5,491	4,749	16%	4,539
<b>Total deductions</b>	<b>5,035</b>	<b>9,997</b>	<b>4,835</b>	<b>4,298</b>	<b>10,450</b>	<b>-52%</b>	<b>19,867</b>	<b>17,131</b>	<b>16%</b>	<b>21,429</b>
Net addition (deduction) to segregated funds for the period	7,702	(4,954)	11,497	8,237	3,394	127%	14,245	14,234	0%	22,471
Segregated funds net assets, beginning of period	146,904	151,858	140,361	132,124	128,730	14%	140,361	117,890	19%	117,890
<b>Segregated funds net assets, end of period</b>	<b>154,606</b>	<b>146,904</b>	<b>151,858</b>	<b>140,361</b>	<b>132,124</b>	<b>17%</b>	<b>154,606</b>	<b>132,124</b>	<b>17%</b>	<b>140,361</b>

**CONSOLIDATED SOURCE OF EARNINGS**

(Canadian \$ in millions, unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
<b>Source of Earnings</b> <sup>1</sup>										
Expected profit from in-force business	771	776	742	737	729	6%	2,289	2,069	11%	2,806
Impact of new business	(62)	(60)	(40)	(48)	(80)	-23%	(162)	(255)	-36%	(303)
Experience gains <sup>2</sup>	384	354	296	279	(25)	-	1,034	407	154%	686
Management actions and changes in assumptions	5	(19)	53	(29)	(12)	-	39	(56)	-	(85)
Earnings on surplus funds	238	248	262	271	322	-26%	748	862	-13%	1,133
Other	1	(16)	(7)	-	6	-83%	(22)	88	-	88
<b>Income before income taxes</b>	<b>1,337</b>	<b>1,283</b>	<b>1,306</b>	<b>1,210</b>	<b>940</b>	<b>42%</b>	<b>3,926</b>	<b>3,115</b>	<b>26%</b>	<b>4,325</b>
Income taxes	(362)	(323)	(350)	(302)	(194)	87%	(1,035)	(729)	42%	(1,031)
<b>Net income attributed to shareholders</b>	<b>975</b>	<b>960</b>	<b>956</b>	<b>908</b>	<b>746</b>	<b>31%</b>	<b>2,891</b>	<b>2,386</b>	<b>21%</b>	<b>3,294</b>

<sup>1</sup> Per OSFI instructions, the Source of Earnings amounts denominated in foreign currencies are translated at the prior quarter's balance sheet rate. 'Experience gains' includes the adjustment to get to the income statement rate.

<sup>2</sup> Management Basis SOE reporting used in this supplementary information package is consistent with OSFI SOE guidelines with the exception that 'experience gains' includes the full impact on reported income from changes to the segregated fund guarantee reserves due to investment market performance. Under OSFI SOE guidelines the component of this reserve change related to changes in cte level would be reported as a valuation basis change.

**Glossary**

Expected profit from in-force business		Formula-driven release of PfADS (Provisions for Adverse Deviations) on the non-fee businesses and expected profit on fee businesses.
Impact of new business		For non-fee income businesses, the capitalized value of future profits less PfADS in respect of new business. For fee income businesses, the non-capitalized acquisition expenses.
Experience gains		Earnings impact of any differences between actual experience in the current period relative to expected experience implicit in the actuarial liabilities, or differences in current period fee income due to equity market performance.
Management actions and changes in assumptions		Earnings impact of: -management initiated actions in the period that generate a non-recurring current period impact -changes in methods and assumptions that impact actuarial liabilities or other liabilities -integration expenses from JHF acquisition that flow to income
Earnings on surplus funds		Actual investment returns on the Company's surplus (shareholders' equity).
Other		Earnings items not included in any other line of the SOE, including minority interests.
Income taxes		Tax charges to income, consistent with the amount on the statement of operations.

**U.S. INSURANCE**

(Unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Statements of Operations - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
<b>Revenue</b>										
Premium income	1,181	1,162	1,161	1,233	1,139	4%	3,504	3,217	9%	4,450
Net investment income	629	638	623	601	558	13%	1,890	1,711	10%	2,312
Other revenue	127	126	129	121	121	5%	382	365	5%	486
<b>Total revenue</b>	<b>1,937</b>	<b>1,926</b>	<b>1,913</b>	<b>1,955</b>	<b>1,818</b>	<b>7%</b>	<b>5,776</b>	<b>5,293</b>	<b>9%</b>	<b>7,248</b>
<b>Policy benefits and expenses</b>										
Policyholder benefits	1,298	1,312	1,292	1,288	1,270	2%	3,902	3,742	4%	5,030
General expenses	130	136	125	126	121	7%	391	348	12%	474
Commissions	250	265	257	285	216	16%	772	578	34%	863
Other	33	41	35	22	33	0%	109	92	18%	114
<b>Total policy benefits and expenses</b>	<b>1,711</b>	<b>1,754</b>	<b>1,709</b>	<b>1,721</b>	<b>1,640</b>	<b>4%</b>	<b>5,174</b>	<b>4,760</b>	<b>9%</b>	<b>6,481</b>
<b>Income before income taxes</b>	<b>226</b>	<b>172</b>	<b>204</b>	<b>234</b>	<b>178</b>	<b>27%</b>	<b>602</b>	<b>533</b>	<b>13%</b>	<b>767</b>
Income taxes	(75)	(59)	(67)	(82)	(59)	27%	(201)	(177)	14%	(259)
<b>Net income attributed to shareholders</b>	<b>151</b>	<b>113</b>	<b>137</b>	<b>152</b>	<b>119</b>	<b>27%</b>	<b>401</b>	<b>356</b>	<b>13%</b>	<b>508</b>

**Source of Earnings - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
Expected profit from in-force business	125	123	121	127	116	8%	369	332	11%	459
Impact of new business	(5)	1	(3)	(16)	(20)	-75%	(7)	(72)	-90%	(88)
Experience gains	43	1	25	67	37	16%	69	107	-36%	174
Management actions and changes in assumptions	(2)	-	3	8	(4)	-50%	1	18	-94%	26
Earnings on surplus funds	57	57	57	48	48	19%	171	144	19%	192
Other	8	(10)	1	-	1	700%	(1)	4	-	4
<b>Income before income taxes</b>	<b>226</b>	<b>172</b>	<b>204</b>	<b>234</b>	<b>178</b>	<b>27%</b>	<b>602</b>	<b>533</b>	<b>13%</b>	<b>767</b>
Income taxes	(75)	(59)	(67)	(82)	(59)	27%	(201)	(177)	14%	(259)
<b>Net income attributed to shareholders</b>	<b>151</b>	<b>113</b>	<b>137</b>	<b>152</b>	<b>119</b>	<b>27%</b>	<b>401</b>	<b>356</b>	<b>13%</b>	<b>508</b>

**Premiums and Deposits - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
Premiums	1,181	1,162	1,161	1,233	1,139	4%	3,504	3,217	9%	4,450
Segregated fund deposits	258	248	301	268	260	-1%	807	792	2%	1,060
<b>Total premiums and deposits</b>	<b>1,439</b>	<b>1,410</b>	<b>1,462</b>	<b>1,501</b>	<b>1,399</b>	<b>3%</b>	<b>4,311</b>	<b>4,009</b>	<b>8%</b>	<b>5,510</b>

**Funds Under Management - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
General fund	41,384	40,475	39,885	39,889	39,118	6%	41,384	39,118	6%	39,889
Segregated funds	10,320	9,982	10,156	9,755	9,531	8%	10,320	9,531	8%	9,755
<b>Total funds under management</b>	<b>51,704</b>	<b>50,457</b>	<b>50,041</b>	<b>49,644</b>	<b>48,649</b>	<b>6%</b>	<b>51,704</b>	<b>48,649</b>	<b>6%</b>	<b>49,644</b>

**Canadian \$ in millions - Summary Statements of Operations and Key Metrics**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
Revenue	2,171	2,160	2,208	2,294	2,184	-1%	6,539	6,477	1%	8,771
Total policy benefits and expenses	1,918	1,967	1,972	2,020	1,969	-3%	5,857	5,824	1%	7,844
Net income attributed to shareholders	169	127	158	178	144	17%	454	436	4%	614
Total premiums and deposits	1,614	1,579	1,689	1,762	1,680	-4%	4,882	4,904	-	6,666
Total funds under management	57,664	56,259	58,402	57,881	56,486	2%	57,664	56,486	2%	57,881

**U.S. INSURANCE - JOHN HANCOCK LIFE**

(Unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Statements of Operations - U.S. \$ in millions**

<b>Revenue</b>										
Premium income	867	857	868	930	851	2%	2,592	2,370	9%	3,300
Net investment income	513	521	517	499	478	7%	1,551	1,447	7%	1,946
Other revenue	125	124	125	119	119	5%	374	359	4%	478
<b>Total revenue</b>	<b>1,505</b>	<b>1,502</b>	<b>1,510</b>	<b>1,548</b>	<b>1,448</b>	<b>4%</b>	<b>4,517</b>	<b>4,176</b>	<b>8%</b>	<b>5,724</b>
<b>Policy benefits and expenses</b>										
Policyholder benefits	990	1,026	1,001	1,023	1,008	-2%	3,017	2,950	2%	3,973
General expenses	94	98	93	96	89	6%	285	254	12%	350
Commissions	199	217	214	238	176	13%	630	459	37%	697
Other	25	31	30	19	27	-7%	86	76	13%	95
<b>Total policy benefits and expenses</b>	<b>1,308</b>	<b>1,372</b>	<b>1,338</b>	<b>1,376</b>	<b>1,300</b>	<b>1%</b>	<b>4,018</b>	<b>3,739</b>	<b>7%</b>	<b>5,115</b>
<b>Income before income taxes</b>	<b>197</b>	<b>130</b>	<b>172</b>	<b>172</b>	<b>148</b>	<b>33%</b>	<b>499</b>	<b>437</b>	<b>14%</b>	<b>609</b>
Income taxes	(66)	(45)	(57)	(61)	(49)	35%	(168)	(145)	16%	(206)
<b>Net income attributed to shareholders<sup>1</sup></b>	<b>131</b>	<b>85</b>	<b>115</b>	<b>111</b>	<b>99</b>	<b>32%</b>	<b>331</b>	<b>292</b>	<b>13%</b>	<b>403</b>

<sup>1</sup> Increase year over year primarily attributable to favourable investment results, mortality experience and improved new business margins.

**Sales - U.S. \$ in millions**

New annualized premiums	168	190	185	229	141	19%	543	387	40%	616
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**Premiums and Deposits - U.S. \$ in millions**

Premiums	867	857	868	930	851	2%	2,592	2,370	9%	3,300
Segregated fund deposits	221	212	265	233	225	-2%	698	688	1%	921
<b>Total premiums and deposits</b>	<b>1,088</b>	<b>1,069</b>	<b>1,133</b>	<b>1,163</b>	<b>1,076</b>	<b>1%</b>	<b>3,290</b>	<b>3,058</b>	<b>8%</b>	<b>4,221</b>

**Funds Under Management - U.S. \$ in millions**

General fund	33,910	33,301	33,038	33,281	32,813	3%	33,910	32,813	3%	33,281
Segregated funds	9,922	9,622	9,817	9,449	9,253	7%	9,922	9,253	7%	9,449
<b>Total funds under management</b>	<b>43,832</b>	<b>42,923</b>	<b>42,855</b>	<b>42,730</b>	<b>42,066</b>	<b>4%</b>	<b>43,832</b>	<b>42,066</b>	<b>4%</b>	<b>42,730</b>

**Changes in General and Segregated Funds Under Management - U.S. \$ in millions**

<b>Beginning balance</b>	<b>42,923</b>	<b>42,855</b>	<b>42,730</b>	<b>42,066</b>	<b>41,893</b>	<b>2%</b>	<b>42,730</b>	<b>41,265</b>	<b>4%</b>	<b>41,265</b>
Premiums and deposits	1,088	1,069	1,133	1,163	1,076	1%	3,290	3,058	8%	4,221
Net investment income <sup>2</sup>	865	366	917	715	769	12%	2,148	1,825	18%	2,540
Benefits and withdrawals	(891)	(810)	(861)	(787)	(1,581)	-44%	(2,562)	(3,159)	-19%	(3,946)
Other <sup>3</sup>	(153)	(557)	(1,064)	(427)	(91)	68%	(1,774)	(923)	92%	(1,350)
<b>Ending balance</b>	<b>43,832</b>	<b>42,923</b>	<b>42,855</b>	<b>42,730</b>	<b>42,066</b>	<b>4%</b>	<b>43,832</b>	<b>42,066</b>	<b>4%</b>	<b>42,730</b>

<sup>2</sup> Net investment income includes interest, dividends, rental income, net realized investment gains and losses, changes in net unrealized investment gains and losses and investment expenses.

<sup>3</sup> Other includes management and administrative fees, general expenses, taxes, commissions, asset allocations, and other items.

**Canadian \$ in millions - Key Metrics**

Net income attributed to shareholders	146	96	133	130	120	22%	375	358	5%	488
Sales	188	213	214	268	170	11%	615	474	30%	742
Total premiums and deposits	1,221	1,197	1,309	1,364	1,293	-6%	3,727	3,741	-	5,105
Total funds under management	48,885	47,859	50,015	49,820	48,843	-	48,885	48,843	-	49,820

**U.S. INSURANCE - JOHN HANCOCK LONG TERM CARE**

(Unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Statements of Operations - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
<b>Revenue</b>										
Premium income	314	305	293	303	288	9%	912	847	8%	1,150
Net investment income	116	117	106	102	80	45%	339	264	28%	366
Other revenue	2	2	4	2	2	0%	8	6	33%	8
<b>Total revenue</b>	<b>432</b>	<b>424</b>	<b>403</b>	<b>407</b>	<b>370</b>	<b>17%</b>	<b>1,259</b>	<b>1,117</b>	<b>13%</b>	<b>1,524</b>
<b>Policy benefits and expenses</b>										
Policyholder benefits	308	286	291	265	262	18%	885	792	12%	1,057
General expenses	36	38	32	30	32	13%	106	94	13%	124
Commissions	51	48	43	47	40	28%	142	119	19%	166
Other	8	10	5	3	6	33%	23	16	44%	19
<b>Total policy benefits and expenses</b>	<b>403</b>	<b>382</b>	<b>371</b>	<b>345</b>	<b>340</b>	<b>19%</b>	<b>1,156</b>	<b>1,021</b>	<b>13%</b>	<b>1,366</b>
<b>Income before income taxes</b>	<b>29</b>	<b>42</b>	<b>32</b>	<b>62</b>	<b>30</b>	<b>-3%</b>	<b>103</b>	<b>96</b>	<b>7%</b>	<b>158</b>
Income taxes	(9)	(14)	(10)	(21)	(10)	-10%	(33)	(32)	3%	(53)
<b>Net income attributed to shareholders<sup>1</sup></b>	<b>20</b>	<b>28</b>	<b>22</b>	<b>41</b>	<b>20</b>	<b>0%</b>	<b>70</b>	<b>64</b>	<b>9%</b>	<b>105</b>

<sup>1</sup> Year over year is flat as favourable investment results and in-force growth were offset by unfavourable claims experience.

**Sales - U.S. \$ in millions**

New annualized premiums	38	36	37	35	30	27%	111	84	32%	119
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**Premiums and Deposits - U.S. \$ in millions**

Premiums	314	305	293	303	288	9%	912	847	8%	1,150
Segregated fund deposits	37	36	36	35	35	6%	109	104	5%	139
<b>Total premiums and deposits</b>	<b>351</b>	<b>341</b>	<b>329</b>	<b>338</b>	<b>323</b>	<b>9%</b>	<b>1,021</b>	<b>951</b>	<b>7%</b>	<b>1,289</b>

**Funds Under Management - U.S. \$ in millions**

General fund	7,474	7,174	6,847	6,608	6,305	19%	7,474	6,305	19%	6,608
Segregated funds	398	360	339	306	278	43%	398	278	43%	306
<b>Total funds under management</b>	<b>7,872</b>	<b>7,534</b>	<b>7,186</b>	<b>6,914</b>	<b>6,583</b>	<b>20%</b>	<b>7,872</b>	<b>6,583</b>	<b>20%</b>	<b>6,914</b>

**Changes in General and Segregated Funds Under Management - U.S. \$ in millions**

<b>Beginning balance</b>	<b>7,534</b>	<b>7,186</b>	<b>6,914</b>	<b>6,583</b>	<b>6,361</b>	<b>18%</b>	<b>6,914</b>	<b>6,177</b>	<b>12%</b>	<b>6,177</b>
Premiums and deposits	351	341	329	338	323	9%	1,021	951	7%	1,289
Net investment income <sup>2</sup>	130	117	105	102	96	35%	352	271	30%	373
Benefits and withdrawals	(131)	(122)	(124)	(104)	(101)	30%	(377)	(290)	30%	(394)
Other <sup>3</sup>	(12)	12	(38)	(5)	(96)	-88%	(38)	(526)	-93%	(531)
<b>Ending balance</b>	<b>7,872</b>	<b>7,534</b>	<b>7,186</b>	<b>6,914</b>	<b>6,583</b>	<b>20%</b>	<b>7,872</b>	<b>6,583</b>	<b>20%</b>	<b>6,914</b>

<sup>2</sup> Net investment income includes interest, dividends, rental income, net realized investment gains and losses, changes in net unrealized investment gains and losses and investment expenses.

<sup>3</sup> Other includes management and administrative fees, general expenses, taxes, commissions, asset allocations, and other items.

**Canadian \$ in millions - Key Metrics**

Net income attributed to shareholders	23	31	25	48	24	-4%	79	78	1%	126
Sales	43	40	43	41	35	23%	126	103	22%	144
Total premiums and deposits	393	382	380	398	387	2%	1,155	1,163	-1%	1,561
Funds under management	8,779	8,400	8,387	8,061	7,643	15%	8,779	7,643	15%	8,061

**U.S. WEALTH MANAGEMENT**

(Unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Statements of Operations - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
<b>Revenue</b>										
Premium income	798	831	840	770	831	-4%	2,469	1,934	28%	2,704
Net investment income	615	589	619	618	600	2%	1,823	1,806	1%	2,424
Other revenue	481	468	450	413	399	21%	1,399	1,136	23%	1,549
<b>Total revenue</b>	<b>1,894</b>	<b>1,888</b>	<b>1,909</b>	<b>1,801</b>	<b>1,830</b>	<b>3%</b>	<b>5,691</b>	<b>4,876</b>	<b>17%</b>	<b>6,677</b>
<b>Policy benefits and expenses</b>										
Policyholder benefits	1,103	1,052	1,147	1,091	1,161	-5%	3,302	2,934	13%	4,025
General expenses	192	197	198	187	196	-2%	587	557	5%	744
Commissions	213	224	224	229	202	5%	661	534	24%	763
Other	38	36	34	41	36	6%	108	105	3%	146
<b>Total policy benefits and expenses</b>	<b>1,546</b>	<b>1,509</b>	<b>1,603</b>	<b>1,548</b>	<b>1,595</b>	<b>-3%</b>	<b>4,658</b>	<b>4,130</b>	<b>13%</b>	<b>5,678</b>
<b>Income before income taxes</b>	<b>348</b>	<b>379</b>	<b>306</b>	<b>253</b>	<b>235</b>	<b>48%</b>	<b>1,033</b>	<b>746</b>	<b>38%</b>	<b>999</b>
Income taxes	(98)	(111)	(85)	(69)	(69)	42%	(294)	(214)	37%	(283)
<b>Net income attributed to shareholders</b>	<b>250</b>	<b>268</b>	<b>221</b>	<b>184</b>	<b>166</b>	<b>51%</b>	<b>739</b>	<b>532</b>	<b>39%</b>	<b>716</b>

**Source of Earnings - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
Expected profit from in-force business	212	207	193	189	170	25%	612	508	20%	697
Impact of new business	(32)	(35)	(28)	(32)	(28)	14%	(95)	(93)	2%	(125)
Experience gains	98	153	74	51	25	292%	325	89	265%	140
Management actions and changes in assumptions	-	-	-	(8)	1	-100%	-	45	-100%	37
Earnings on surplus funds	67	67	67	66	65	3%	201	197	2%	263
Other	3	(13)	-	(13)	2	50%	(10)	-	-	(13)
<b>Income before income taxes</b>	<b>348</b>	<b>379</b>	<b>306</b>	<b>253</b>	<b>235</b>	<b>48%</b>	<b>1,033</b>	<b>746</b>	<b>38%</b>	<b>999</b>
Income taxes	(98)	(111)	(85)	(69)	(69)	42%	(294)	(214)	37%	(283)
<b>Net income attributed to shareholders</b>	<b>250</b>	<b>268</b>	<b>221</b>	<b>184</b>	<b>166</b>	<b>51%</b>	<b>739</b>	<b>532</b>	<b>39%</b>	<b>716</b>

**Premiums and Deposits - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
Premiums	798	831	840	770	831	-4%	2,469	1,934	28%	2,704
Segregated fund deposits	5,098	4,800	5,388	4,539	4,688	9%	15,286	12,176	26%	16,715
Mutual fund deposits	1,728	1,818	1,869	1,140	1,163	49%	5,415	3,309	64%	4,449
Other fund deposits	185	205	316	309	214	-14%	706	826	-15%	1,135
<b>Total premiums and deposits</b>	<b>7,809</b>	<b>7,654</b>	<b>8,413</b>	<b>6,758</b>	<b>6,896</b>	<b>13%</b>	<b>23,876</b>	<b>18,245</b>	<b>31%</b>	<b>25,003</b>

**Funds Under Management - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
General fund	39,646	40,442	41,455	44,644	44,039	-10%	39,646	44,039	-10%	44,644
Segregated funds	89,366	84,381	83,526	77,191	73,570	21%	89,366	73,570	21%	77,191
Mutual funds	29,048	27,407	27,363	25,944	25,468	14%	29,048	25,468	14%	25,944
Other funds	3,162	3,021	3,048	2,949	2,818	12%	3,162	2,818	12%	2,949
<b>Total funds under management</b>	<b>161,222</b>	<b>155,251</b>	<b>155,392</b>	<b>150,728</b>	<b>145,895</b>	<b>11%</b>	<b>161,222</b>	<b>145,895</b>	<b>11%</b>	<b>150,728</b>

**Canadian \$ in millions - Summary Statements of Operations and Key Metrics**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
Revenue	2,121	2,118	2,204	2,112	2,198	-4%	6,443	5,962	8%	8,074
Total policy benefits and expenses	1,731	1,693	1,851	1,815	1,917	-10%	5,275	5,048	4%	6,863
Net income attributed to shareholders	280	301	255	216	199	41%	836	652	28%	868
Total premiums and deposits	8,756	8,585	9,713	7,928	8,284	6%	27,054	22,304	21%	30,232
Total funds under management	179,810	173,107	181,358	175,733	169,399	6%	179,810	169,399	6%	175,733

**U.S. WEALTH MANAGEMENT - JOHN HANCOCK VARIABLE ANNUITIES**

(Unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Statements of Operations - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
<b>Revenue</b>										
Premium income	141	142	133	134	157	-10%	416	361	15%	495
Net investment income	12	13	11	12	10	20%	36	29	24%	41
Other revenue	246	238	224	209	193	27%	708	539	31%	748
<b>Total revenue</b>	<b>399</b>	<b>393</b>	<b>368</b>	<b>355</b>	<b>360</b>	<b>11%</b>	<b>1,160</b>	<b>929</b>	<b>25%</b>	<b>1,284</b>
<b>Policy benefits and expenses</b>										
Policyholder benefits	123	105	83	78	104	18%	311	252	23%	330
General expenses	58	63	63	58	63	-8%	184	166	11%	224
Commissions	115	129	127	131	110	5%	371	292	27%	423
<b>Total policy benefits and expenses</b>	<b>296</b>	<b>297</b>	<b>273</b>	<b>267</b>	<b>277</b>	<b>7%</b>	<b>866</b>	<b>710</b>	<b>22%</b>	<b>977</b>
<b>Income before income taxes</b>	<b>103</b>	<b>96</b>	<b>95</b>	<b>88</b>	<b>83</b>	<b>24%</b>	<b>294</b>	<b>219</b>	<b>34%</b>	<b>307</b>
Income taxes	(30)	(27)	(27)	(21)	(26)	15%	(84)	(61)	38%	(82)
<b>Net income attributed to shareholders<sup>1</sup></b>	<b>73</b>	<b>69</b>	<b>68</b>	<b>67</b>	<b>57</b>	<b>28%</b>	<b>210</b>	<b>158</b>	<b>33%</b>	<b>225</b>

<sup>1</sup> Increase year over year attributable to higher fee income driven by the increase in average assets.

**Sales/Premiums and Deposits - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
Premiums	141	142	133	134	157	-10%	416	361	15%	495
Segregated fund deposits	1,900	2,325	2,262	2,302	2,070	-8%	6,487	5,105	27%	7,407
<b>Total premiums and deposits</b>	<b>2,041</b>	<b>2,467</b>	<b>2,395</b>	<b>2,436</b>	<b>2,227</b>	<b>-8%</b>	<b>6,903</b>	<b>5,466</b>	<b>26%</b>	<b>7,902</b>

**Funds Under Management - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
General fund	280	227	237	614	669	-58%	280	669	-58%	614
Segregated funds	43,791	41,642	41,120	38,095	35,885	22%	43,791	35,885	22%	38,095
<b>Total funds under management</b>	<b>44,071</b>	<b>41,869</b>	<b>41,357</b>	<b>38,709</b>	<b>36,554</b>	<b>21%</b>	<b>44,071</b>	<b>36,554</b>	<b>21%</b>	<b>38,709</b>

**Changes in General and Segregated Funds Under Management - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
<b>Beginning balance</b>	<b>41,869</b>	<b>41,357</b>	<b>38,709</b>	<b>36,554</b>	<b>34,047</b>	<b>23%</b>	<b>38,709</b>	<b>32,452</b>	<b>19%</b>	<b>32,452</b>
Premiums and deposits	2,041	2,467	2,395	2,436	2,227	-8%	6,903	5,466	26%	7,902
Net investment income <sup>2</sup>	1,359	(721)	1,753	803	1,355	0%	2,391	1,575	52%	2,378
Withdrawals	(1,097)	(1,096)	(1,027)	(935)	(914)	20%	(3,220)	(2,614)	23%	(3,549)
Other <sup>3</sup>	(101)	(138)	(473)	(149)	(161)	-37%	(712)	(325)	119%	(474)
<b>Ending balance</b>	<b>44,071</b>	<b>41,869</b>	<b>41,357</b>	<b>38,709</b>	<b>36,554</b>	<b>21%</b>	<b>44,071</b>	<b>36,554</b>	<b>21%</b>	<b>38,709</b>

<sup>2</sup> Net investment income includes interest, dividends, rental income, net realized investment gains and losses, changes in net unrealized investment gains and losses and investment expenses.

<sup>3</sup> Other includes management and administrative fees, general expenses, taxes, commissions, asset allocations, and other items.

**Canadian \$ in millions - Key Metrics**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
Net income attributed to shareholders	82	77	79	78	69	19%	238	194	23%	272
Total sales/premiums and deposits	2,289	2,765	2,766	2,859	2,673	-14%	7,820	6,678	17%	9,537
Total funds under management	49,152	46,687	48,269	45,131	42,443	16%	49,152	42,443	16%	45,131

**U.S. WEALTH MANAGEMENT - JOHN HANCOCK RETIREMENT PLAN SERVICES**

(Unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Statements of Operations - U.S. \$ in millions**

<b>Revenue</b>										
Premium income	39	36	50	40	42	-7%	125	122	2%	162
Net investment income	14	13	11	11	7	100%	38	17	124%	28
Other revenue	126	122	117	103	105	20%	365	294	24%	397
<b>Total revenue</b>	<b>179</b>	<b>171</b>	<b>178</b>	<b>154</b>	<b>154</b>	<b>16%</b>	<b>528</b>	<b>433</b>	<b>22%</b>	<b>587</b>
<b>Policy benefits and expenses</b>										
Policyholder benefits	31	21	30	24	25	24%	82	67	22%	91
General expenses	57	54	57	54	50	14%	168	149	13%	203
Commissions	47	45	47	41	41	15%	139	115	21%	156
Other	1	1	1	1	-	-	3	1	200%	2
<b>Total policy benefits and expenses</b>	<b>136</b>	<b>121</b>	<b>135</b>	<b>120</b>	<b>116</b>	<b>17%</b>	<b>392</b>	<b>332</b>	<b>18%</b>	<b>452</b>
<b>Income before income taxes</b>	<b>43</b>	<b>50</b>	<b>43</b>	<b>34</b>	<b>38</b>	<b>13%</b>	<b>136</b>	<b>101</b>	<b>35%</b>	<b>135</b>
Income taxes	(11)	(14)	(12)	(6)	(11)	0%	(37)	(28)	32%	(34)
<b>Net income attributed to shareholders <sup>1</sup></b>	<b>32</b>	<b>36</b>	<b>31</b>	<b>28</b>	<b>27</b>	<b>19%</b>	<b>99</b>	<b>73</b>	<b>36%</b>	<b>101</b>

<sup>1</sup> Year over year increase attributable to higher fee income driven by the increase in average assets.

**Sales - U.S. \$ in millions**

New annualized premium sales	194	191	298	321	214	-9%	683	586	17%	907
Single premium sales	957	785	1,137	984	933	3%	2,879	2,515	14%	3,499

**Premiums and Deposits - U.S. \$ in millions**

Premiums	39	36	50	40	42	-7%	125	122	2%	162
Segregated fund deposits	3,193	2,432	3,123	2,194	2,413	32%	8,748	6,779	29%	8,973
<b>Total premiums and deposits</b>	<b>3,232</b>	<b>2,468</b>	<b>3,173</b>	<b>2,234</b>	<b>2,455</b>	<b>32%</b>	<b>8,873</b>	<b>6,901</b>	<b>29%</b>	<b>9,135</b>

**Funds Under Management - U.S. \$ in millions**

General fund	1,024	952	918	1,015	969	6%	1,024	969	6%	1,015
Segregated funds	41,287	38,419	38,037	34,721	33,254	24%	41,287	33,254	24%	34,721
<b>Total funds under management</b>	<b>42,311</b>	<b>39,371</b>	<b>38,955</b>	<b>35,736</b>	<b>34,223</b>	<b>24%</b>	<b>42,311</b>	<b>34,223</b>	<b>24%</b>	<b>35,736</b>

**Changes in General and Segregated Funds Under Management - U.S. \$ in millions**

<b>Beginning balance</b>	<b>39,371</b>	<b>38,955</b>	<b>35,736</b>	<b>34,223</b>	<b>31,610</b>	<b>25%</b>	<b>35,736</b>	<b>29,222</b>	<b>22%</b>	<b>29,222</b>
Premiums and deposits	3,232	2,468	3,173	2,234	2,455	32%	8,873	6,901	29%	9,135
Net investment income <sup>2</sup>	1,159	(729)	1,824	675	1,474	-21%	2,254	1,810	25%	2,485
Withdrawals	(1,466)	(1,303)	(1,668)	(1,425)	(1,343)	9%	(4,437)	(3,494)	27%	(4,919)
Other <sup>3</sup>	15	(20)	(110)	29	27	-44%	(115)	(216)	-47%	(187)
<b>Ending balance</b>	<b>42,311</b>	<b>39,371</b>	<b>38,955</b>	<b>35,736</b>	<b>34,223</b>	<b>24%</b>	<b>42,311</b>	<b>34,223</b>	<b>24%</b>	<b>35,736</b>

<sup>2</sup> Net investment income includes interest, dividends, rental income, net realized investment gains and losses, changes in net unrealized investment gains and losses and investment expenses.

<sup>3</sup> Other includes management and administrative fees, general expenses, taxes, commissions, asset allocations, and other items.

**Canadian \$ in millions - Key Metrics**

Net income attributed to shareholders	36	40	36	34	32	13%	112	89	26%	123
Sales - New annualized premiums	217	215	344	377	257	-16%	776	716	8%	1,093
Sales - Single premiums	1,073	881	1,312	1,154	1,120	-4%	3,266	3,073	6%	4,227
Total premiums and deposits	3,622	2,770	3,663	2,619	2,951	23%	10,055	8,441	19%	11,060
Total funds under management	47,191	43,899	45,464	41,665	39,736	19%	47,191	39,736	19%	41,665

**U.S. WEALTH MANAGEMENT - JOHN HANCOCK RETIREMENT PLAN SERVICES**

(Unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Statements of Operations - U.S. \$ in millions**

<b>Revenue</b>										
Premium income	39	36	50	40	42	-7%	125	122	2%	162
Net investment income	14	13	11	11	7	100%	38	17	124%	28
Other revenue	126	122	117	103	105	20%	365	294	24%	397
<b>Total revenue</b>	<b>179</b>	<b>171</b>	<b>178</b>	<b>154</b>	<b>154</b>	<b>16%</b>	<b>528</b>	<b>433</b>	<b>22%</b>	<b>587</b>
<b>Policy benefits and expenses</b>										
Policyholder benefits	31	21	30	24	25	24%	82	67	22%	91
General expenses	57	54	57	54	50	14%	168	149	13%	203
Commissions	47	45	47	41	41	15%	139	115	21%	156
Other	1	1	1	1	-	-	3	1	200%	2
<b>Total policy benefits and expenses</b>	<b>136</b>	<b>121</b>	<b>135</b>	<b>120</b>	<b>116</b>	<b>17%</b>	<b>392</b>	<b>332</b>	<b>18%</b>	<b>452</b>
<b>Income before income taxes</b>	<b>43</b>	<b>50</b>	<b>43</b>	<b>34</b>	<b>38</b>	<b>13%</b>	<b>136</b>	<b>101</b>	<b>35%</b>	<b>135</b>
Income taxes	(11)	(14)	(12)	(6)	(11)	0%	(37)	(28)	32%	(34)
<b>Net income attributed to shareholders <sup>1</sup></b>	<b>32</b>	<b>36</b>	<b>31</b>	<b>28</b>	<b>27</b>	<b>19%</b>	<b>99</b>	<b>73</b>	<b>36%</b>	<b>101</b>

<sup>1</sup> Year over year increase attributable to higher fee income driven by the increase in average assets.

**Sales - U.S. \$ in millions**

New annualized premium sales	194	191	298	321	214	-9%	683	586	17%	907
Single premium sales	957	785	1,137	984	933	3%	2,879	2,515	14%	3,499

**Premiums and Deposits - U.S. \$ in millions**

Premiums	39	36	50	40	42	-7%	125	122	2%	162
Segregated fund deposits	3,193	2,432	3,123	2,194	2,413	32%	8,748	6,779	29%	8,973
<b>Total premiums and deposits</b>	<b>3,232</b>	<b>2,468</b>	<b>3,173</b>	<b>2,234</b>	<b>2,455</b>	<b>32%</b>	<b>8,873</b>	<b>6,901</b>	<b>29%</b>	<b>9,135</b>

**Funds Under Management - U.S. \$ in millions**

General fund	1,024	952	918	1,015	969	6%	1,024	969	6%	1,015
Segregated funds	41,287	38,419	38,037	34,721	33,254	24%	41,287	33,254	24%	34,721
<b>Total funds under management</b>	<b>42,311</b>	<b>39,371</b>	<b>38,955</b>	<b>35,736</b>	<b>34,223</b>	<b>24%</b>	<b>42,311</b>	<b>34,223</b>	<b>24%</b>	<b>35,736</b>

**Changes in General and Segregated Funds Under Management - U.S. \$ in millions**

<b>Beginning balance</b>	<b>39,371</b>	<b>38,955</b>	<b>35,736</b>	<b>34,223</b>	<b>31,610</b>	<b>25%</b>	<b>35,736</b>	<b>29,222</b>	<b>22%</b>	<b>29,222</b>
Premiums and deposits	3,232	2,468	3,173	2,234	2,455	32%	8,873	6,901	29%	9,135
Net investment income <sup>2</sup>	1,159	(729)	1,824	675	1,474	-21%	2,254	1,810	25%	2,485
Withdrawals	(1,466)	(1,303)	(1,668)	(1,425)	(1,343)	9%	(4,437)	(3,494)	27%	(4,919)
Other <sup>3</sup>	15	(20)	(110)	29	27	-44%	(115)	(216)	-47%	(187)
<b>Ending balance</b>	<b>42,311</b>	<b>39,371</b>	<b>38,955</b>	<b>35,736</b>	<b>34,223</b>	<b>24%</b>	<b>42,311</b>	<b>34,223</b>	<b>24%</b>	<b>35,736</b>

<sup>2</sup> Net investment income includes interest, dividends, rental income, net realized investment gains and losses, changes in net unrealized investment gains and losses and investment expenses.

<sup>3</sup> Other includes management and administrative fees, general expenses, taxes, commissions, asset allocations, and other items.

**Canadian \$ in millions - Key Metrics**

Net income attributed to shareholders	36	40	36	34	32	13%	112	89	26%	123
Sales - New annualized premiums	217	215	344	377	257	-16%	776	716	8%	1,093
Sales - Single premiums	1,073	881	1,312	1,154	1,120	-4%	3,266	3,073	6%	4,227
Total premiums and deposits	3,622	2,770	3,663	2,619	2,951	23%	10,055	8,441	19%	11,060
Total funds under management	47,191	43,899	45,464	41,665	39,736	19%	47,191	39,736	19%	41,665

**U.S. WEALTH MANAGEMENT - JOHN HANCOCK MUTUAL FUNDS**

(Unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Statements of Operations - U.S. \$ in millions**

<b>Revenue</b>										
Net investment income	3	2	2	1	-	-	7	2	250%	3
Other revenue	99	97	97	96	92	8%	293	273	7%	369
<b>Total revenue</b>	<b>102</b>	<b>99</b>	<b>99</b>	<b>97</b>	<b>92</b>	<b>11%</b>	<b>300</b>	<b>275</b>	<b>9%</b>	<b>372</b>
<b>Policy benefits and expenses</b>										
Policyholder benefits	-	-	-	-	-	-	-	(1)	-	(1)
General expenses	50	52	50	47	41	22%	152	127	20%	174
Commissions	33	33	35	31	33	0%	101	96	5%	127
<b>Total policy benefits and expenses</b>	<b>83</b>	<b>85</b>	<b>85</b>	<b>78</b>	<b>74</b>	<b>12%</b>	<b>253</b>	<b>222</b>	<b>14%</b>	<b>300</b>
<b>Income before income taxes</b>	<b>19</b>	<b>14</b>	<b>14</b>	<b>19</b>	<b>18</b>	<b>6%</b>	<b>47</b>	<b>53</b>	<b>-11%</b>	<b>72</b>
Income taxes	(7)	(5)	(5)	(8)	(6)	17%	(17)	(19)	-11%	(27)
<b>Net income attributed to shareholders</b>	<b>12</b>	<b>9</b>	<b>9</b>	<b>11</b>	<b>12</b>	<b>0%</b>	<b>30</b>	<b>34</b>	<b>-12%</b>	<b>45</b>

**Deposits - U.S. \$ in millions**

Mutual fund deposits	1,728	1,818	1,869	1,140	1,163	49%	5,415	3,309	64%	4,449
Other fund deposits <sup>1</sup>	135	153	216	167	179	-25%	504	605	-17%	772
<b>Total deposits</b>	<b>1,863</b>	<b>1,971</b>	<b>2,085</b>	<b>1,307</b>	<b>1,342</b>	<b>39%</b>	<b>5,919</b>	<b>3,914</b>	<b>51%</b>	<b>5,221</b>

<sup>1</sup> Other fund deposits include College Savings (529 plan) and Private Managed Accounts.

**Funds Under Management - U.S. \$ in millions**

General fund	67	70	175	117	73	-8%	67	73	-8%	117
Mutual funds	29,048	27,407	27,363	25,944	25,468	14%	29,048	25,468	14%	25,944
Other funds <sup>2</sup>	3,162	3,021	3,048	2,949	2,818	12%	3,162	2,818	12%	2,949
<b>Total funds under management</b>	<b>32,277</b>	<b>30,498</b>	<b>30,586</b>	<b>29,010</b>	<b>28,359</b>	<b>14%</b>	<b>32,277</b>	<b>28,359</b>	<b>14%</b>	<b>29,010</b>

<sup>2</sup> Other funds include College Savings (529 plan) and Private Managed Accounts.

**Changes in General, Mutual and Other Funds Under Management - U.S. \$ in millions**

<b>Beginning balance</b>	<b>30,498</b>	<b>30,586</b>	<b>29,010</b>	<b>28,359</b>	<b>27,740</b>	<b>10%</b>	<b>29,010</b>	<b>27,571</b>	<b>5%</b>	<b>27,571</b>
Deposits	1,863	1,971	2,085	1,307	1,342	39%	5,919	3,914	51%	5,221
Net investment income <sup>3</sup>	1,377	(602)	839	456	461	199%	1,614	403	300%	859
Withdrawals	(1,355)	(1,252)	(1,306)	(1,054)	(1,035)	31%	(3,913)	(3,230)	21%	(4,284)
Other <sup>4</sup>	(106)	(205)	(42)	(58)	(149)	-29%	(353)	(299)	18%	(357)
<b>Ending balance</b>	<b>32,277</b>	<b>30,498</b>	<b>30,586</b>	<b>29,010</b>	<b>28,359</b>	<b>14%</b>	<b>32,277</b>	<b>28,359</b>	<b>14%</b>	<b>29,010</b>

<sup>3</sup> Net investment income includes interest, dividends, rental income, net realized investment gains and losses, changes in net unrealized investment gains and losses and investment expenses.

<sup>4</sup> Other includes management and administrative fees, general expenses, taxes, commissions, asset allocations, and other items.

**Canadian \$ in millions - Key Metrics**

Net income attributed to shareholders	13	11	10	13	15	-13%	34	42	-19%	55
Sales <sup>5</sup>	2,090	2,210	2,407	1,532	1,613	30%	6,707	4,788	40%	6,320
Total funds under management	36,000	34,005	35,696	33,823	32,928	9%	36,000	32,928	9%	33,823

<sup>5</sup> Sales are measured by new premiums and deposits received.

**U.S. WEALTH MANAGEMENT - JOHN HANCOCK FIXED**

(Unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Statements of Operations - U.S. \$ in millions**

<b>Revenue</b>										
Premium income	618	653	657	596	632	-2%	1,928	1,451	33%	2,047
Net investment income	586	561	595	594	583	1%	1,742	1,758	-1%	2,352
Other revenue	10	11	12	5	9	11%	33	30	10%	35
<b>Total revenue</b>	<b>1,214</b>	<b>1,225</b>	<b>1,264</b>	<b>1,195</b>	<b>1,224</b>	<b>-1%</b>	<b>3,703</b>	<b>3,239</b>	<b>14%</b>	<b>4,434</b>
<b>Policy benefits and expenses</b>										
Policyholder benefits	949	926	1,034	989	1,032	-8%	2,909	2,616	11%	3,605
General expenses	27	28	28	28	42	-36%	83	115	-28%	143
Commissions	18	17	15	26	18	0%	50	31	61%	57
Other	37	35	33	40	36	3%	105	104	1%	144
<b>Total policy benefits and expenses</b>	<b>1,031</b>	<b>1,006</b>	<b>1,110</b>	<b>1,083</b>	<b>1,128</b>	<b>-9%</b>	<b>3,147</b>	<b>2,866</b>	<b>10%</b>	<b>3,949</b>
<b>Income before income taxes</b>	<b>183</b>	<b>219</b>	<b>154</b>	<b>112</b>	<b>96</b>	<b>91%</b>	<b>556</b>	<b>373</b>	<b>49%</b>	<b>485</b>
Income taxes	(50)	(65)	(41)	(34)	(26)	92%	(156)	(106)	47%	(140)
<b>Net income attributed to shareholders<sup>1</sup></b>	<b>133</b>	<b>154</b>	<b>113</b>	<b>78</b>	<b>70</b>	<b>90%</b>	<b>400</b>	<b>267</b>	<b>50%</b>	<b>345</b>

<sup>1</sup> Year over year increase attributable to favourable investment related results.

**Sales - U.S. \$ in millions**
**Spread-based Products**

GICs	6	6	13	20	24	-75%	25	132	-81%	152
Payout annuities	130	141	245	53	32	306%	516	52	892%	105
Fixed deferred annuities	299	245	246	342	441	-32%	790	790	0%	1,132
SignatureNotes	50	52	100	142	35	43%	202	221	-9%	363
<b>Total spread-based sales</b>	<b>485</b>	<b>444</b>	<b>604</b>	<b>557</b>	<b>532</b>	<b>-9%</b>	<b>1,533</b>	<b>1,195</b>	<b>28%</b>	<b>1,752</b>

**Fee-based Products**

Pension participating	15	57	5	38	209	-93%	77	236	-67%	274
Structured separate accounts	-	-	-	43	-	-	-	82	-100%	125
<b>Total fee-based sales</b>	<b>15</b>	<b>57</b>	<b>5</b>	<b>81</b>	<b>209</b>	<b>-93%</b>	<b>77</b>	<b>318</b>	<b>-76%</b>	<b>399</b>

<b>Total sales</b>	<b>500</b>	<b>501</b>	<b>609</b>	<b>638</b>	<b>741</b>	<b>-33%</b>	<b>1,610</b>	<b>1,513</b>	<b>6%</b>	<b>2,151</b>
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**Premiums and Deposits - U.S. \$ in millions**

Premiums	618	653	657	596	632	-2%	1,928	1,451	33%	2,047
Segregated fund deposits	5	43	3	43	205	-98%	51	292	-83%	335
Other fund deposits - SignatureNotes <sup>2</sup>	50	52	100	142	35	43%	202	221	-9%	363
<b>Total premiums and deposits</b>	<b>673</b>	<b>748</b>	<b>760</b>	<b>781</b>	<b>872</b>	<b>-23%</b>	<b>2,181</b>	<b>1,964</b>	<b>11%</b>	<b>2,745</b>

<sup>2</sup>SignatureNotes is measured by sales

**Funds Under Management - U.S. \$ in millions**

General fund	38,275	39,193	40,125	42,898	42,328	-10%	38,275	42,328	-10%	42,898
Segregated funds	4,288	4,320	4,369	4,375	4,431	-3%	4,288	4,431	-3%	4,375
<b>Total funds under management</b>	<b>42,563</b>	<b>43,513</b>	<b>44,494</b>	<b>47,273</b>	<b>46,759</b>	<b>-9%</b>	<b>42,563</b>	<b>46,759</b>	<b>-9%</b>	<b>47,273</b>

**Changes in General and Segregated Funds Under Management - U.S. \$ in millions**

<b>Beginning balance</b>	<b>43,513</b>	<b>44,494</b>	<b>47,273</b>	<b>46,759</b>	<b>47,761</b>	<b>-9%</b>	<b>47,273</b>	<b>48,937</b>	<b>-3%</b>	<b>48,937</b>
Premiums and deposits	623	696	660	639	837	-26%	1,979	1,743	14%	2,382
Net investment income <sup>3</sup>	776	541	660	700	612	27%	1,977	1,905	4%	2,605
Withdrawals	(1,974)	(1,830)	(2,022)	(1,793)	(1,824)	8%	(5,826)	(5,511)	6%	(7,304)
Funds assumed and acquired <sup>4</sup>	-	-	-	-	-	-	-	288	-100%	288
Other <sup>5</sup>	(375)	(388)	(2,077)	968	(627)	-40%	(2,840)	(603)	371%	365
<b>Ending balance</b>	<b>42,563</b>	<b>43,513</b>	<b>44,494</b>	<b>47,273</b>	<b>46,759</b>	<b>-9%</b>	<b>42,563</b>	<b>46,759</b>	<b>-9%</b>	<b>47,273</b>

<sup>3</sup> Net investment income includes interest, dividends, rental income, net realized investment gains and losses, changes in net unrealized investment gains and losses and investment expenses.

<sup>4</sup> Reclassified from general fund other assets as part of purchase equation adjustments.

<sup>5</sup> Other includes management and administrative fees, general expenses, taxes, commissions, asset allocations, and other items.

**Canadian \$ in millions - Key Metrics**

Net income attributed to shareholders	150	173	130	91	83	81%	453	327	39%	418
Sales	559	562	703	750	889	-37%	1,824	1,843	-1%	2,593
Total premiums and deposits	755	840	877	918	1,047	-28%	2,472	2,397	3%	3,315
Total funds under management	47,467	48,516	51,929	55,114	54,292	-13%	47,467	54,292	-13%	55,114

**CANADIAN DIVISION**

(Canadian \$ in millions, unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Statements of Operations**

<b>Revenue</b>										
Premium income	1,472	1,487	1,450	1,457	1,385	6%	4,409	4,304	2%	5,761
Net investment income	773	618	783	678	732	6%	2,174	2,008	8%	2,686
Other revenue	178	172	163	165	169	5%	513	482	6%	647
<b>Total revenue</b>	<b>2,423</b>	<b>2,277</b>	<b>2,396</b>	<b>2,300</b>	<b>2,286</b>	<b>6%</b>	<b>7,096</b>	<b>6,794</b>	<b>4%</b>	<b>9,094</b>
<b>Policy benefits and expenses</b>										
Policyholder benefits	1,603	1,476	1,569	1,536	1,489	8%	4,648	4,590	1%	6,126
General expenses	236	236	234	244	226	4%	706	666	6%	910
Commissions	183	179	191	185	183	0%	553	541	2%	726
Other	110	100	87	78	73	51%	297	209	42%	287
<b>Total policy benefits and expenses</b>	<b>2,132</b>	<b>1,991</b>	<b>2,081</b>	<b>2,043</b>	<b>1,971</b>	<b>8%</b>	<b>6,204</b>	<b>6,006</b>	<b>3%</b>	<b>8,049</b>
<b>Income before income taxes</b>	<b>291</b>	<b>286</b>	<b>315</b>	<b>257</b>	<b>315</b>	<b>-8%</b>	<b>892</b>	<b>788</b>	<b>13%</b>	<b>1,045</b>
Income taxes	(71)	(34)	(83)	(63)	(82)	-13%	(188)	(185)	2%	(248)
<b>Net income</b>	<b>220</b>	<b>252</b>	<b>232</b>	<b>194</b>	<b>233</b>	<b>-6%</b>	<b>704</b>	<b>603</b>	<b>17%</b>	<b>797</b>
Loss attributed to participating policyholders	(9)	(15)	(6)	(5)	(2)	350%	(30)	(7)	329%	(12)
<b>Net income attributed to shareholders</b>	<b>229</b>	<b>267</b>	<b>238</b>	<b>199</b>	<b>235</b>	<b>-3%</b>	<b>734</b>	<b>610</b>	<b>20%</b>	<b>809</b>

**Source of Earnings**

Expected profit from in-force business	182	165	167	159	167	9%	514	474	8%	633
Impact of new business	(9)	(14)	(4)	(5)	(19)	-53%	(27)	(44)	-39%	(49)
Experience gains	40	74	79	36	82	-51%	193	140	38%	176
Management actions and changes in assumptions	9	-	1	-	8	13%	10	6	67%	6
Earnings on surplus funds	82	81	82	72	73	12%	245	218	12%	290
Other	(4)	(5)	(4)	-	6	-	(13)	1	-	1
<b>Income before income taxes</b>	<b>300</b>	<b>301</b>	<b>321</b>	<b>262</b>	<b>317</b>	<b>-5%</b>	<b>922</b>	<b>795</b>	<b>16%</b>	<b>1,057</b>
Income taxes	(71)	(34)	(83)	(63)	(82)	-13%	(188)	(185)	2%	(248)
<b>Net income attributed to shareholders</b>	<b>229</b>	<b>267</b>	<b>238</b>	<b>199</b>	<b>235</b>	<b>-3%</b>	<b>734</b>	<b>610</b>	<b>20%</b>	<b>809</b>

**Premiums and Deposits**

Premiums	1,472	1,487	1,450	1,457	1,385	6%	4,409	4,304	2%	5,761
Segregated fund deposits	921	1,017	1,427	1,126	1,153	-20%	3,365	3,388	-1%	4,514
Mutual fund deposits	150	194	281	194	297	-49%	625	913	-32%	1,107
ASO premium equivalents	533	570	575	562	512	4%	1,678	1,588	6%	2,150
<b>Total premiums and deposits</b>	<b>3,076</b>	<b>3,268</b>	<b>3,733</b>	<b>3,339</b>	<b>3,347</b>	<b>-8%</b>	<b>10,077</b>	<b>10,193</b>	<b>-1%</b>	<b>13,532</b>

**Funds Under Management**

General fund	44,683	43,899	42,518	42,424	40,982	9%	44,683	40,982	9%	42,424
Segregated funds	25,210	24,256	25,157	23,443	22,660	11%	25,210	22,660	11%	23,443
Mutual funds	3,293	3,234	3,411	3,152	3,055	8%	3,293	3,055	8%	3,152
<b>Total funds under management</b>	<b>73,186</b>	<b>71,389</b>	<b>71,086</b>	<b>69,019</b>	<b>66,697</b>	<b>10%</b>	<b>73,186</b>	<b>66,697</b>	<b>10%</b>	<b>69,019</b>

**CANADA - INDIVIDUAL INSURANCE**

(Canadian \$ in millions, unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Statements of Operations**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
<b>Revenue</b>										
Premium income	528	545	504	527	491	8%	1,577	1,501	5%	2,028
Net investment income <sup>1</sup>	329	189	368	274	337	-2%	886	844	5%	1,118
Other revenue	4	4	6	6	5	-20%	14	16	-13%	22
<b>Total revenue</b>	<b>861</b>	<b>738</b>	<b>878</b>	<b>807</b>	<b>833</b>	<b>3%</b>	<b>2,477</b>	<b>2,361</b>	<b>5%</b>	<b>3,168</b>
<b>Policy benefits and expenses</b>										
Policyholder benefits <sup>1</sup>	571	465	610	539	572	0%	1,646	1,628	1%	2,167
General expenses	79	76	71	79	73	8%	226	214	6%	293
Commissions	90	80	82	90	81	11%	252	251	0%	341
Other	17	17	16	19	17	0%	50	51	-2%	70
<b>Total policy benefits and expenses</b>	<b>757</b>	<b>638</b>	<b>779</b>	<b>727</b>	<b>743</b>	<b>2%</b>	<b>2,174</b>	<b>2,144</b>	<b>1%</b>	<b>2,871</b>
<b>Income before income taxes</b>	<b>104</b>	<b>100</b>	<b>99</b>	<b>80</b>	<b>90</b>	<b>16%</b>	<b>303</b>	<b>217</b>	<b>40%</b>	<b>297</b>
Income taxes	(22)	-	(25)	(17)	(20)	10%	(47)	(39)	21%	(56)
<b>Net income</b>	<b>82</b>	<b>100</b>	<b>74</b>	<b>63</b>	<b>70</b>	<b>17%</b>	<b>256</b>	<b>178</b>	<b>44%</b>	<b>241</b>
Loss attributed to participating policyholders	(9)	(15)	(6)	(5)	(2)	350%	(30)	(7)	329%	(12)
<b>Net income attributed to shareholders <sup>2</sup></b>	<b>91</b>	<b>115</b>	<b>80</b>	<b>68</b>	<b>72</b>	<b>26%</b>	<b>286</b>	<b>185</b>	<b>55%</b>	<b>253</b>

<sup>1</sup> Net investment income includes mark to market on assets backing equity linked products. Policyholder benefits are also adjusted for the asset movement.

<sup>2</sup> Year over year increase attributable to favourable claims experience.

**Sales**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
<b>New annualized premium sales</b>										
Individual life	49	42	42	48	40	23%	133	129	3%	177
Affinity markets	15	15	14	14	14	7%	44	41	7%	55
<b>Total new annualized premium sales</b>	<b>64</b>	<b>57</b>	<b>56</b>	<b>62</b>	<b>54</b>	<b>19%</b>	<b>177</b>	<b>170</b>	<b>4%</b>	<b>232</b>
<b>Single premium sales</b>										
Affinity markets	36	24	28	30	31	16%	88	76	16%	106

**Premiums and Deposits**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
Premiums	528	545	504	527	491	8%	1,577	1,501	5%	2,028
Segregated fund deposits	3	2	2	1	4	-25%	7	8	-13%	9
ASO premium equivalents	10	8	9	8	8	25%	27	23	17%	31
<b>Total premiums and deposits</b>	<b>541</b>	<b>555</b>	<b>515</b>	<b>536</b>	<b>503</b>	<b>8%</b>	<b>1,611</b>	<b>1,532</b>	<b>5%</b>	<b>2,068</b>

**Funds Under Management**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
General fund	17,785	17,314	17,017	16,553	16,134	10%	17,785	16,134	10%	16,553
Segregated funds	263	263	279	268	276	-5%	263	276	-5%	268
<b>Total funds under management</b>	<b>18,048</b>	<b>17,577</b>	<b>17,296</b>	<b>16,821</b>	<b>16,410</b>	<b>10%</b>	<b>18,048</b>	<b>16,410</b>	<b>10%</b>	<b>16,821</b>

**Changes in General and Segregated Funds Under Management**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
<b>Beginning balance</b>										
Premiums and deposits	531	547	506	528	495	7%	1,584	1,509	5%	2,037
Net investment income <sup>3</sup>	332	180	385	266	364	-9%	897	882	2%	1,148
Benefits and withdrawals	(227)	(260)	(241)	(221)	(237)	-4%	(728)	(765)	-5%	(986)
Other <sup>4</sup>	(165)	(186)	(175)	(162)	(164)	1%	(526)	(303)	74%	(465)
<b>Ending balance</b>	<b>18,048</b>	<b>17,577</b>	<b>17,296</b>	<b>16,821</b>	<b>16,410</b>	<b>10%</b>	<b>18,048</b>	<b>16,410</b>	<b>10%</b>	<b>16,821</b>

<sup>3</sup> Net investment income includes interest, dividends, rental income, net realized investment gains and losses, changes in net unrealized investment gains and losses and investment expenses.

<sup>4</sup> Other includes management and administrative fees, general expenses, taxes, commissions, asset allocations, and other items.

**CANADA - INDIVIDUAL WEALTH MANAGEMENT**

(Canadian \$ in millions, unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Statements of Operations**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
<b>Revenue</b>										
Premium income	92	85	83	91	58	59%	260	275	-5%	366
Net investment income	298	286	272	264	256	16%	856	752	14%	1,016
Other revenue	128	122	114	112	119	8%	364	331	10%	443
<b>Total revenue</b>	<b>518</b>	<b>493</b>	<b>469</b>	<b>467</b>	<b>433</b>	<b>20%</b>	<b>1,480</b>	<b>1,358</b>	<b>9%</b>	<b>1,825</b>
<b>Policy benefits and expenses</b>										
Policyholder benefits	235	223	175	223	152	55%	633	631	0%	854
General expenses	56	56	58	59	52	8%	170	153	11%	212
Commissions	60	67	75	64	69	-13%	202	196	3%	260
Other	73	62	52	42	36	103%	187	97	93%	139
<b>Total policy benefits and expenses</b>	<b>424</b>	<b>408</b>	<b>360</b>	<b>388</b>	<b>309</b>	<b>37%</b>	<b>1,192</b>	<b>1,077</b>	<b>11%</b>	<b>1,465</b>
<b>Income before income taxes</b>										
Income taxes	(24)	(9)	(28)	(20)	(35)	-31%	(61)	(70)	-13%	(90)
<b>Net income attributed to shareholders<sup>1</sup></b>	<b>70</b>	<b>76</b>	<b>81</b>	<b>59</b>	<b>89</b>	<b>-21%</b>	<b>227</b>	<b>211</b>	<b>8%</b>	<b>270</b>

<sup>1</sup> Year over year decrease attributable to the impact of a lower increase in equity market returns on segregated fund guarantee reserves partially offset by income earned from growth in segregated fund assets and the Manulife Bank.

**Sales**

Sales <sup>2</sup>	1,349	1,567	1,922	1,528	1,878	-28%	4,838	5,383	-10%	6,911
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<sup>2</sup> Sales for Individual Wealth Management are measured by premiums, segregated fund deposits, mutual fund deposits and authorized bank loans and mortgages.

**Premiums and Deposits**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
Premiums	92	85	83	91	58	59%	260	275	-5%	366
Segregated fund deposits	487	601	885	674	844	-42%	1,973	2,370	-17%	3,044
Mutual fund deposits	150	194	281	194	297	-49%	625	913	-32%	1,107
<b>Total premiums and deposits</b>	<b>729</b>	<b>880</b>	<b>1,249</b>	<b>959</b>	<b>1,199</b>	<b>-39%</b>	<b>2,858</b>	<b>3,558</b>	<b>-20%</b>	<b>4,517</b>

**Funds Under Management**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
General fund	17,848	17,615	16,624	16,814	16,039	11%	17,848	16,039	11%	16,814
Segregated funds	16,648	16,229	17,042	16,017	15,698	6%	16,648	15,698	6%	16,017
Mutual funds	3,293	3,234	3,411	3,152	3,055	8%	3,293	3,055	8%	3,152
<b>Total funds under management</b>	<b>37,789</b>	<b>37,078</b>	<b>37,077</b>	<b>35,983</b>	<b>34,792</b>	<b>9%</b>	<b>37,789</b>	<b>34,792</b>	<b>9%</b>	<b>35,983</b>

**CANADA - INDIVIDUAL WEALTH MANAGEMENT (CONT'D)**

(Canadian \$ in millions, unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Changes in Funds Under Management**
**General Fund**

<b>Beginning balance</b>	17,615	16,624	16,814	16,039	15,789	12%	16,814	15,258	10%	15,258
Premiums	92	85	83	91	58	59%	260	275	-5%	366
Net investment income <sup>1</sup>	298	286	272	264	256	16%	856	752	14%	1,016
Benefits and withdrawals	(290)	(289)	(345)	(344)	(285)	2%	(924)	(1,052)	-12%	(1,396)
Bank deposits	238	996	418	624	342	-30%	1,652	1,110	49%	1,734
Other <sup>2</sup>	(105)	(87)	(618)	140	(121)	-13%	(810)	(304)	166%	(164)
<b>Ending balance</b>	17,848	17,615	16,624	16,814	16,039	11%	17,848	16,039	11%	16,814

**Segregated Funds**

<b>Beginning balance</b>	16,229	17,042	16,017	15,698	14,656	11%	16,017	13,610	18%	13,610
Deposits	487	601	885	674	844	-42%	1,973	2,370	-17%	3,044
Net investment income <sup>1</sup>	570	(724)	991	264	855	-33%	837	1,586	-47%	1,850
Withdrawals	(515)	(568)	(730)	(506)	(551)	-7%	(1,813)	(1,551)	17%	(2,057)
Other <sup>2</sup>	(123)	(122)	(121)	(113)	(106)	16%	(366)	(317)	15%	(430)
<b>Ending balance</b>	16,648	16,229	17,042	16,017	15,698	6%	16,648	15,698	6%	16,017

**Mutual Funds**

<b>Beginning balance</b>	3,234	3,411	3,152	3,055	2,773	17%	3,152	2,348	34%	2,348
Deposits	150	194	281	194	297	-49%	625	913	-32%	1,107
Net investment income <sup>1</sup>	67	(191)	216	78	146	-54%	92	288	-68%	366
Withdrawals	(143)	(165)	(223)	(160)	(147)	-3%	(531)	(456)	16%	(616)
Other <sup>2</sup>	(15)	(15)	(15)	(15)	(14)	7%	(45)	(38)	18%	(53)
<b>Ending balance</b>	3,293	3,234	3,411	3,152	3,055	8%	3,293	3,055	8%	3,152

<sup>1</sup> Net investment income includes interest, dividends, rental income, net realized investment gains and losses, changes in net unrealized investment gains and losses and investment expenses.

<sup>2</sup> Other includes management and administrative fees, general expenses, taxes, commissions, asset allocations, and other items.

**CANADA - GROUP BUSINESSES**

(Canadian \$ in millions, unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Statements of Operations**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
<b>Revenue</b>										
Premium income	852	857	863	839	836	2%	2,572	2,528	2%	3,367
Net investment income	146	143	143	140	139	5%	432	412	5%	552
Other revenue	46	46	43	47	45	2%	135	135	0%	182
<b>Total revenue</b>	<b>1,044</b>	<b>1,046</b>	<b>1,049</b>	<b>1,026</b>	<b>1,020</b>	<b>2%</b>	<b>3,139</b>	<b>3,075</b>	<b>2%</b>	<b>4,101</b>
<b>Policy benefits and expenses</b>										
Policyholders benefits	797	788	784	774	765	4%	2,369	2,331	2%	3,105
General expenses	101	104	105	106	101	0%	310	299	4%	405
Commissions	33	32	34	31	33	0%	99	94	5%	125
Other	20	21	19	17	20	0%	60	61	-2%	78
<b>Total policy benefits and expenses</b>	<b>951</b>	<b>945</b>	<b>942</b>	<b>928</b>	<b>919</b>	<b>3%</b>	<b>2,838</b>	<b>2,785</b>	<b>2%</b>	<b>3,713</b>
<b>Income before income taxes</b>										
Income taxes	93	101	107	98	101	-8%	301	290	4%	388
<b>Net income attributed to shareholders <sup>1</sup></b>	<b>68</b>	<b>76</b>	<b>77</b>	<b>72</b>	<b>74</b>	<b>-8%</b>	<b>221</b>	<b>214</b>	<b>3%</b>	<b>286</b>

<sup>1</sup> Year over year decrease attributable to poor claims experience partially offset by income earned on growth in segregated funds.

**Sales**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
Group Benefits <sup>1</sup>	85	59	95	76	82	4%	239	271	-12%	347
Group Savings and Retirement Solutions - new annualized premium sales	39	29	44	47	16	144%	112	85	32%	132
Group Savings and Retirement Solutions - single premium sales	203	148	298	255	86	136%	649	426	52%	681
<b>Total sales</b>	<b>327</b>	<b>236</b>	<b>437</b>	<b>378</b>	<b>184</b>	<b>78%</b>	<b>1,000</b>	<b>782</b>	<b>28%</b>	<b>1,160</b>

<sup>1</sup> Sales for the Group Benefits business are measured by new annualized and single premium sales, including ASO premium equivalents.

**Premiums and Deposits**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
Premiums	852	857	863	839	836	2%	2,572	2,528	2%	3,367
Segregated fund deposits	431	414	540	451	305	41%	1,385	1,010	37%	1,461
ASO premium equivalents	523	562	566	554	504	4%	1,651	1,565	5%	2,119
<b>Total premiums and deposits</b>	<b>1,806</b>	<b>1,833</b>	<b>1,969</b>	<b>1,844</b>	<b>1,645</b>	<b>10%</b>	<b>5,608</b>	<b>5,103</b>	<b>10%</b>	<b>6,947</b>

**Funds Under Management**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
General funds	9,050	8,970	8,877	9,057	8,809	3%	9,050	8,809	3%	9,057
Segregated funds	8,299	7,764	7,836	7,158	6,686	24%	8,299	6,686	24%	7,158
<b>Total funds under management</b>	<b>17,349</b>	<b>16,734</b>	<b>16,713</b>	<b>16,215</b>	<b>15,495</b>	<b>12%</b>	<b>17,349</b>	<b>15,495</b>	<b>12%</b>	<b>16,215</b>

**Changes in General and Segregated Funds Under Management**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
<b>Beginning balance</b>	<b>16,734</b>	<b>16,713</b>	<b>16,215</b>	<b>15,495</b>	<b>15,009</b>	<b>11%</b>	<b>16,215</b>	<b>14,254</b>	<b>14%</b>	<b>14,254</b>
Premiums and deposits	1,283	1,271	1,403	1,290	1,141	12%	3,957	3,538	12%	4,828
Net investment income <sup>2</sup>	459	(135)	514	310	408	13%	838	1,004	-17%	1,314
Benefits and withdrawals	(933)	(908)	(985)	(859)	(801)	16%	(2,826)	(2,499)	13%	(3,358)
Other <sup>3</sup>	(194)	(207)	(434)	(21)	(262)	-26%	(835)	(802)	4%	(823)
<b>Ending balance</b>	<b>17,349</b>	<b>16,734</b>	<b>16,713</b>	<b>16,215</b>	<b>15,495</b>	<b>12%</b>	<b>17,349</b>	<b>15,495</b>	<b>12%</b>	<b>16,215</b>

<sup>2</sup> Net investment income includes interest, dividends, rental income, net realized investment gains and losses, changes in net unrealized investment gains and losses and investment expenses.

<sup>3</sup> Other includes management and administrative fees, general expenses, taxes, commissions, asset allocations, and other items.

**ASIA AND JAPAN DIVISION**

(Unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q2 vs. 2005 Q2	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Statements of Operations - U.S. \$ in millions**

<b>Revenue</b>										
Premium income	662	639	597	644	639	4%	1,898	1,804	5%	2,448
Net investment income	186	182	171	154	149	25%	539	415	30%	569
Other revenue	108	109	94	88	72	50%	311	192	62%	280
<b>Total revenue</b>	<b>956</b>	<b>930</b>	<b>862</b>	<b>886</b>	<b>860</b>	<b>11%</b>	<b>2,748</b>	<b>2,411</b>	<b>14%</b>	<b>3,297</b>
<b>Policy benefits and expenses</b>										
Policyholder benefits	514	421	400	347	447	15%	1,335	1,220	9%	1,567
General expenses	125	123	113	133	114	10%	361	341	6%	474
Commissions	105	130	147	143	127	-17%	382	374	2%	517
Other	16	20	19	18	18	-11%	55	49	12%	67
<b>Total policy benefits and expenses</b>	<b>760</b>	<b>694</b>	<b>679</b>	<b>641</b>	<b>706</b>	<b>8%</b>	<b>2,133</b>	<b>1,984</b>	<b>8%</b>	<b>2,625</b>
<b>Income before income taxes</b>	<b>196</b>	<b>236</b>	<b>183</b>	<b>245</b>	<b>154</b>	<b>27%</b>	<b>615</b>	<b>427</b>	<b>44%</b>	<b>672</b>
Income taxes	(32)	(55)	(42)	(53)	26	-	(129)	(4)	nm	(57)
<b>Net income</b>	<b>164</b>	<b>181</b>	<b>141</b>	<b>192</b>	<b>180</b>	<b>-9%</b>	<b>486</b>	<b>423</b>	<b>15%</b>	<b>615</b>
Less: net income (loss) attributed to participating policyholders	3	3	-	(3)	3	0%	6	10	-40%	7
<b>Net income attributed to shareholders</b>	<b>161</b>	<b>178</b>	<b>141</b>	<b>195</b>	<b>177</b>	<b>-9%</b>	<b>480</b>	<b>413</b>	<b>16%</b>	<b>608</b>

**Source of Earnings - U.S. \$ in millions**

Expected profit from in-force business	121	120	109	118	107	13%	350	308	14%	426
Impact of new business	(2)	(3)	2	13	5	-	(3)	5	-	18
Experience gains	42	86	47	87	20	110%	175	44	298%	131
Management actions and changes in assumptions	-	(1)	1	9	-	-	-	-	-	9
Earnings on surplus funds	28	28	27	24	22	27%	83	65	28%	89
Other	4	3	(3)	(3)	(3)	-	4	(5)	-	(8)
<b>Income before income taxes</b>	<b>193</b>	<b>233</b>	<b>183</b>	<b>248</b>	<b>151</b>	<b>28%</b>	<b>609</b>	<b>417</b>	<b>46%</b>	<b>665</b>
Income taxes	(32)	(55)	(42)	(53)	26	-	(129)	(4)	nm	(57)
<b>Net income attributed to shareholders</b>	<b>161</b>	<b>178</b>	<b>141</b>	<b>195</b>	<b>177</b>	<b>-9%</b>	<b>480</b>	<b>413</b>	<b>16%</b>	<b>608</b>

**Premiums and Deposits - U.S. \$ in millions**

Premiums	662	639	597	644	639	4%	1,898	1,804	5%	2,448
Segregated fund deposits	695	1,177	1,480	1,300	939	-26%	3,352	3,023	11%	4,323
Mutual fund deposits	81	156	158	62	134	-40%	395	689	-43%	751
<b>Total premiums and deposits</b>	<b>1,438</b>	<b>1,972</b>	<b>2,235</b>	<b>2,006</b>	<b>1,712</b>	<b>-16%</b>	<b>5,645</b>	<b>5,516</b>	<b>2%</b>	<b>7,522</b>

**Funds Under Management - U.S. \$ in millions**

General fund	14,107	13,832	13,535	13,819	13,672	3%	14,107	13,672	3%	13,819
Segregated funds	13,598	12,878	12,125	10,533	9,261	47%	13,598	9,261	47%	10,533
Mutual funds	1,169	1,122	1,190	999	1,037	13%	1,169	1,037	13%	999
Other funds	1,562	1,769	1,960	1,835	1,898	-18%	1,562	1,898	-18%	1,835
<b>Total funds under management</b>	<b>30,436</b>	<b>29,601</b>	<b>28,810</b>	<b>27,186</b>	<b>25,868</b>	<b>18%</b>	<b>30,436</b>	<b>25,868</b>	<b>18%</b>	<b>27,186</b>

**Canadian \$ in millions - Summary Statements of Operations and Key Metrics**

Revenue	1,074	1,042	996	1,039	1,034	4%	3,112	2,949	6%	3,988
Total policy benefits and expenses	853	777	786	751	849	0%	2,416	2,427	0%	3,178
Net income attributed to shareholders	182	199	162	228	213	-15%	543	504	8%	732
Total premiums and deposits	1,611	2,211	2,582	2,354	2,058	-22%	6,404	6,751	-5%	9,105
Total funds under management	33,944	33,001	33,622	31,696	30,036	13%	33,944	30,036	13%	31,696

**ASIA AND JAPAN - HONG KONG**

(Unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Statements of Operations - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
<b>Revenue</b>										
Premium income	271	256	241	255	250	8%	768	704	9%	959
Net investment income	80	78	71	67	68	18%	229	191	20%	258
Other revenue	46	37	28	29	23	100%	111	67	66%	96
<b>Total revenue</b>	<b>397</b>	<b>371</b>	<b>340</b>	<b>351</b>	<b>341</b>	<b>16%</b>	<b>1,108</b>	<b>962</b>	<b>15%</b>	<b>1,313</b>
<b>Policy benefits and expenses</b>										
Policyholders benefits	233	214	194	181	206	13%	641	572	12%	753
General expenses	32	31	29	36	28	14%	92	83	11%	119
Commissions	38	40	43	40	37	3%	121	109	11%	149
Other	9	9	9	9	7	29%	27	23	17%	32
<b>Total policy benefits and expenses</b>	<b>312</b>	<b>294</b>	<b>275</b>	<b>266</b>	<b>278</b>	<b>12%</b>	<b>881</b>	<b>787</b>	<b>12%</b>	<b>1,053</b>
<b>Income before income taxes</b>	<b>85</b>	<b>77</b>	<b>65</b>	<b>85</b>	<b>63</b>	<b>35%</b>	<b>227</b>	<b>175</b>	<b>30%</b>	<b>260</b>
Income taxes	(7)	(5)	(5)	(3)	(4)	75%	(17)	(10)	70%	(13)
<b>Net income attributed to shareholders<sup>1</sup></b>	<b>78</b>	<b>72</b>	<b>60</b>	<b>82</b>	<b>59</b>	<b>32%</b>	<b>210</b>	<b>165</b>	<b>27%</b>	<b>247</b>

<sup>1</sup> Year over year increase was a result of higher fee income on Hong Kong's wealth management business, the impact of positive equity market performance on universal life results and a shift in the mix of product sales.

**Sales - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
<b>Insurance</b>										
New annualized premiums	35	30	30	43	38	-8%	95	101	-6%	144
<b>Wealth Management</b>										
Group pensions - new annualized premium sales	17	18	12	14	16	6%	47	38	24%	52
Group pensions - single premium sales	92	74	47	54	52	77%	213	124	72%	178
Individual Wealth Management <sup>2</sup>	113	226	277	117	111	2%	616	314	96%	431

<sup>2</sup> Sales for Individual Wealth Management are measured by premiums and deposits.

**Premiums and Deposits - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
Premiums	271	256	241	255	250	8%	768	704	9%	959
Segregated fund deposits	326	353	377	261	259	26%	1,056	738	43%	999
Mutual fund deposits	40	100	116	55	48	-17%	256	138	86%	193
<b>Total premiums and deposits</b>	<b>637</b>	<b>709</b>	<b>734</b>	<b>571</b>	<b>557</b>	<b>14%</b>	<b>2,080</b>	<b>1,580</b>	<b>32%</b>	<b>2,151</b>

**Funds Under Management - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
General fund	5,281	5,073	4,882	4,885	4,771	11%	5,281	4,771	11%	4,885
Segregated funds	5,239	4,809	4,610	4,078	3,783	38%	5,239	3,783	38%	4,078
Mutual funds	926	897	942	765	759	22%	926	759	22%	765
Other funds	1,562	1,769	1,960	1,835	1,898	-18%	1,562	1,898	-18%	1,835
<b>Total funds under management</b>	<b>13,008</b>	<b>12,548</b>	<b>12,394</b>	<b>11,563</b>	<b>11,211</b>	<b>16%</b>	<b>13,008</b>	<b>11,211</b>	<b>16%</b>	<b>11,563</b>

**Number of Agents**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
Number of Agents	3,426	3,287	3,215	3,270	3,109	10%	3,426	3,109	10%	3,270

**ASIA AND JAPAN - HONG KONG (CONT'D)**

(Unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Changes in General, Segregated, Mutual and Other Funds Under Management - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
<b>Beginning balance</b>	12,548	12,394	11,563	11,211	10,360	21%	11,563	9,796	18%	9,796
Premiums and deposits	637	709	734	571	557	14%	2,080	1,580	32%	2,151
Net investment income <sup>1</sup>	432	22	575	123	527	-18%	1,029	669	54%	792
Benefits and withdrawals	(559)	(528)	(240)	(211)	(214)	161%	(1,327)	(611)	117%	(822)
Other <sup>2</sup>	(50)	(49)	(238)	(131)	(19)	163%	(337)	(223)	51%	(354)
<b>Ending balance</b>	<b>13,008</b>	<b>12,548</b>	<b>12,394</b>	<b>11,563</b>	<b>11,211</b>	<b>16%</b>	<b>13,008</b>	<b>11,211</b>	<b>16%</b>	<b>11,563</b>

<sup>1</sup> Net investment income includes interest, dividends, rental income, net realized investment gains and losses, changes in net unrealized investment gains and losses and investment expenses.

<sup>2</sup> Other includes currency revaluation, management and administrative fees, general expenses, taxes, commissions, asset allocations, and other items.

**Canadian \$ in millions - Key Metrics**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
Net income attributed to shareholders	88	80	69	96	71	24%	237	202	17%	298
Sales - Insurance	41	32	35	51	44	-7%	108	122	-11%	173
Sales - Wealth Management	249	355	389	216	215	16%	993	582	71%	798
Total premiums and deposits	712	798	846	670	670	6%	2,356	1,933	22%	2,603
Total funds under management	14,505	13,993	14,465	13,480	13,016	11%	14,505	13,016	11%	13,480

**ASIA AND JAPAN - OTHER ASIA TERRITORIES**

(Unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Statements of Operations - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
<b>Revenue</b>										
Premium income	205	190	168	196	187	10%	563	471	20%	667
Net investment income	63	61	53	48	38	66%	177	103	72%	151
Other revenue	16	18	17	16	24	-33%	51	58	-12%	74
<b>Total revenue</b>	<b>284</b>	<b>269</b>	<b>238</b>	<b>260</b>	<b>249</b>	<b>14%</b>	<b>791</b>	<b>632</b>	<b>25%</b>	<b>892</b>
<b>Policy benefits and expenses</b>										
Policyholder benefits	174	165	143	157	152	14%	482	379	27%	536
General expenses	41	39	35	36	32	28%	115	90	28%	126
Commissions	34	31	29	30	34	0%	94	79	19%	109
Other	6	8	6	6	7	-14%	20	16	25%	22
<b>Total policy benefits and expenses</b>	<b>255</b>	<b>243</b>	<b>213</b>	<b>229</b>	<b>225</b>	<b>13%</b>	<b>711</b>	<b>564</b>	<b>26%</b>	<b>793</b>
<b>Income before income taxes</b>										
Income taxes	(5)	(9)	(9)	(10)	(5)	0%	(23)	(13)	77%	(23)
<b>Net income</b>	<b>24</b>	<b>17</b>	<b>16</b>	<b>21</b>	<b>19</b>	<b>26%</b>	<b>57</b>	<b>55</b>	<b>4%</b>	<b>76</b>
Less: net income (loss) attributed to participating policyholders	3	3	-	(3)	3	0%	6	10	-40%	7
<b>Net income attributed to shareholders<sup>1</sup></b>	<b>21</b>	<b>14</b>	<b>16</b>	<b>24</b>	<b>16</b>	<b>31%</b>	<b>51</b>	<b>45</b>	<b>13%</b>	<b>69</b>

<sup>1</sup> Year over year increase was a result of favourable investment results.

**Sales - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
<b>Insurance</b>										
New annualized premiums	37	31	30	33	32	16%	98	86	14%	119
Single premiums	37	36	33	36	35	6%	106	79	34%	115
Wealth Management <sup>2</sup>	101	114	84	57	128	-21%	299	647	-54%	704

<sup>2</sup> New business sales for Wealth Management businesses are measured by mutual fund deposits and pension sales.

**Premiums and Deposits - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
<b>Premiums</b>										
Premiums	205	190	168	196	187	10%	563	471	20%	667
Segregated fund deposits	84	86	63	67	65	29%	233	146	60%	213
Mutual fund deposits	41	56	42	7	86	-52%	139	551	-75%	558
<b>Total premiums and deposits</b>	<b>330</b>	<b>332</b>	<b>273</b>	<b>270</b>	<b>338</b>	<b>-2%</b>	<b>935</b>	<b>1,168</b>	<b>-20%</b>	<b>1,438</b>

**Funds Under Management - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
<b>General fund</b>										
General fund	3,681	3,507	3,412	3,175	2,894	27%	3,681	2,894	27%	3,175
<b>Segregated funds</b>										
Segregated funds	969	875	852	804	745	30%	969	745	30%	804
<b>Mutual funds</b>										
Mutual funds	243	225	248	234	278	-13%	243	278	-13%	234
<b>Total funds under management</b>	<b>4,893</b>	<b>4,607</b>	<b>4,512</b>	<b>4,213</b>	<b>3,917</b>	<b>25%</b>	<b>4,893</b>	<b>3,917</b>	<b>25%</b>	<b>4,213</b>

**ASIA AND JAPAN - OTHER ASIA TERRITORIES**

(Unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Changes in General, Segregated and Mutual Funds Under Management - U.S. \$ in millions**

<b>Beginning balance</b>	4,607	4,512	4,213	3,917	3,763	22%	4,213	3,798	11%	3,798
Premiums and deposits	330	332	273	270	338	-2%	935	1,168	-20%	1,438
Net investment income <sup>1</sup>	134	40	123	67	41	227%	297	167	78%	234
Benefits and withdrawals	(145)	(198)	(235)	(178)	(628)	-77%	(578)	(1,395)	-59%	(1,573)
Funds assumed and acquired <sup>2</sup>	-	-	-	-	500	-100%	-	500	-100%	500
Other <sup>3</sup>	(33)	(79)	138	137	(97)	-66%	26	(321)	-	(184)
<b>Ending balance</b>	<b>4,893</b>	<b>4,607</b>	<b>4,512</b>	<b>4,213</b>	<b>3,917</b>	<b>25%</b>	<b>4,893</b>	<b>3,917</b>	<b>25%</b>	<b>4,213</b>

<sup>1</sup> Net investment income includes interest, dividends, rental income, net realized investment gains and losses, changes in net unrealized investment gains and losses and investment expenses.

<sup>2</sup> Funds assumed and acquired in Q3 05 is the consolidation of the Malaysian subsidiary previously accounted for on the equity basis.

<sup>3</sup> Other includes currency revaluation, management and administrative fees, general expenses, taxes, commissions, asset allocations, and other items.

**Number of Agents**

Number of Agents	17,072	16,819	16,290	17,325	16,995	0%	17,072	16,995	0%	17,325
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**Canadian \$ in millions - Key Metrics**

Net income attributed to shareholders	25	15	18	28	19	32%	58	55	5%	83
Sales - Insurance	79	78	73	81	78	1%	230	202	14%	283
Sales - Wealth Management	114	128	97	66	156	-27%	339	793	-57%	859
Total premiums and deposits	370	371	317	315	407	-9%	1,058	1,429	-26%	1,744
Total funds under management	5,458	5,133	5,265	4,913	4,549	20%	5,458	4,549	20%	4,913

**ASIA AND JAPAN - JAPAN**

(Unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Statements of Operations - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
<b>Revenue</b>										
Premium income	186	193	188	193	202	-8%	567	629	-10%	822
Net investment income	43	43	47	39	43	0%	133	121	10%	160
Other revenue	46	54	49	43	25	84%	149	67	122%	110
<b>Total revenue</b>	<b>275</b>	<b>290</b>	<b>284</b>	<b>275</b>	<b>270</b>	<b>2%</b>	<b>849</b>	<b>817</b>	<b>4%</b>	<b>1,092</b>
<b>Policy benefits and expenses</b>										
Policyholders benefits	107	42	63	9	89	20%	212	269	-21%	278
General expenses	52	53	49	61	54	-4%	154	168	-8%	229
Commissions	33	59	75	73	56	-41%	167	186	-10%	259
Other	1	3	4	3	4	-75%	8	10	-20%	13
<b>Total policy benefits and expenses</b>	<b>193</b>	<b>157</b>	<b>191</b>	<b>146</b>	<b>203</b>	<b>-5%</b>	<b>541</b>	<b>633</b>	<b>-15%</b>	<b>779</b>
<b>Income before income taxes</b>	<b>82</b>	<b>133</b>	<b>93</b>	<b>129</b>	<b>67</b>	<b>22%</b>	<b>308</b>	<b>184</b>	<b>67%</b>	<b>313</b>
Income taxes	(20)	(41)	(28)	(40)	35	-	(89)	19	-	(21)
<b>Net income attributed to shareholders<sup>1</sup></b>	<b>62</b>	<b>92</b>	<b>65</b>	<b>89</b>	<b>102</b>	<b>-39%</b>	<b>219</b>	<b>203</b>	<b>8%</b>	<b>292</b>

<sup>1</sup> Year over year decrease attributable to the non-recurring \$65 million release of tax provisions in the third quarter of 2005, partially offset by fee income on the growth in segregated funds under management.

**Sales - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
Individual Insurance - New annualized premiums	20	23	23	33	32	-38%	66	94	-30%	127
Wealth Management - Variable Annuities <sup>2</sup>	286	745	1,053	984	615	-53%	2,084	2,139	-3%	3,123

<sup>2</sup> New business sales for variable annuities are measured by segregated fund deposits before front end loads.

**Premiums and Deposits - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
Premiums	186	193	188	193	202	-8%	567	629	-10%	822
Segregated fund deposits	285	738	1,040	972	615	-54%	2,063	2,139	-4%	3,111
<b>Total premiums and deposits</b>	<b>471</b>	<b>931</b>	<b>1,228</b>	<b>1,165</b>	<b>817</b>	<b>-42%</b>	<b>2,630</b>	<b>2,768</b>	<b>-5%</b>	<b>3,933</b>

**Funds Under Management - U.S. \$ in millions**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
General fund	5,145	5,252	5,241	5,759	6,007	-14%	5,145	6,007	-14%	5,759
Segregated funds	7,390	7,194	6,663	5,651	4,733	56%	7,390	4,733	56%	5,651
<b>Total funds under management</b>	<b>12,535</b>	<b>12,446</b>	<b>11,904</b>	<b>11,410</b>	<b>10,740</b>	<b>17%</b>	<b>12,535</b>	<b>10,740</b>	<b>17%</b>	<b>11,410</b>

**ASIA AND JAPAN - JAPAN (CONT'D)**

(Unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Changes in Funds Under Management - U.S. \$ in millions**

<b>General Fund</b>										
<b>Beginning balance</b>	5,252	5,241	5,759	6,007	6,053	-13%	5,759	6,926	-17%	6,926
Premiums and deposits	186	193	188	193	202	-8%	567	629	-10%	822
Net investment income <sup>1</sup>	43	43	47	39	43	0%	133	121	10%	160
Benefits and withdrawals	(177)	(231)	(253)	(262)	(243)	-27%	(661)	(853)	-23%	(1,115)
Other <sup>2</sup>	(159)	6	(500)	(218)	(48)	231%	(653)	(816)	-20%	(1,034)
<b>Ending balance</b>	5,145	5,252	5,241	5,759	6,007	-14%	5,145	6,007	-14%	5,759

<b>Segregated Funds</b>										
<b>Beginning balance</b>	7,194	6,663	5,651	4,733	4,084	76%	5,651	2,835	99%	2,835
Premiums and deposits	285	738	1,040	972	615	-54%	2,063	2,139	-4%	3,111
Net investment income <sup>1</sup>	253	(218)	88	260	228	11%	123	346	-64%	606
Withdrawals	(76)	(73)	(98)	(92)	(72)	6%	(247)	(148)	67%	(240)
Other <sup>2</sup>	(266)	84	(18)	(222)	(122)	118%	(200)	(439)	-54%	(661)
<b>Ending balance</b>	7,390	7,194	6,663	5,651	4,733	56%	7,390	4,733	56%	5,651

<sup>1</sup> Net investment income includes interest, dividends, rental income, net realized investment gains and losses, changes in net unrealized investment gains and losses and investment expenses.

<sup>2</sup> Other includes currency revaluation, management and administrative fees, general expenses, taxes, commissions, asset allocations, and other items.

<b>Number of Agents</b>										
Number of agents	3,630	3,684	3,734	3,849	3,876	-6%	3,630	3,876	-6%	3,849

<b>Yen in millions - Key Metrics</b>										
Net income attributed to shareholders	7,239	10,534	7,627	10,481	11,348	-36%	25,400	21,995	15%	32,476
Sales - Individual Insurance	2,394	2,623	2,670	3,859	3,494	-31%	7,687	10,105	-24%	13,964
Sales - Wealth Management	33,241	85,094	123,096	115,434	68,398	-51%	241,431	229,673	5%	345,107
Total premiums and deposits	54,898	106,257	143,614	136,805	90,762	-40%	304,769	297,318	3%	434,123
Total funds under management	1,479,318	1,424,968	1,398,590	1,345,676	1,216,753	22%	1,479,318	1,216,753	22%	1,345,676

**REINSURANCE DIVISION**

(Unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Statements of Operations - U.S. \$ in millions**

<b>Revenue</b>										
Premium income	218	208	195	212	334	-35%	621	793	-22%	1,005
Net investment income	46	46	44	40	39	18%	136	113	20%	153
Other revenue	4	4	4	5	4	0%	12	17	-29%	22
<b>Total revenue</b>	<b>268</b>	<b>258</b>	<b>243</b>	<b>257</b>	<b>377</b>	<b>-29%</b>	<b>769</b>	<b>923</b>	<b>-17%</b>	<b>1,180</b>
<b>Policy benefits and expenses</b>										
Policyholders benefits	152	179	121	248	526	-71%	452	954	-53%	1,202
General expenses	11	12	11	11	8	38%	34	27	26%	38
Commissions	2	1	2	13	-	-	5	6	-17%	19
Other	1	3	1	-	(6)	-	5	(2)	-	(2)
<b>Total policy benefits and expenses</b>	<b>166</b>	<b>195</b>	<b>135</b>	<b>272</b>	<b>528</b>	<b>-69%</b>	<b>496</b>	<b>985</b>	<b>-50%</b>	<b>1,257</b>
<b>Income (loss) before income taxes</b>	<b>102</b>	<b>63</b>	<b>108</b>	<b>(15)</b>	<b>(151)</b>	<b>-</b>	<b>273</b>	<b>(62)</b>	<b>-</b>	<b>(77)</b>
Income taxes	(26)	(20)	(28)	(9)	24	-	(74)	(6)	nm	(15)
<b>Net income (loss) attributed to shareholders <sup>1</sup></b>	<b>76</b>	<b>43</b>	<b>80</b>	<b>(24)</b>	<b>(127)</b>	<b>-</b>	<b>199</b>	<b>(68)</b>	<b>-</b>	<b>(92)</b>

<sup>1</sup> Year over year increase attributable to favourable Life Reinsurance claims experience in 2006 and the Hurricane Katrina related losses in 2005.

**Source of Earnings - U.S. \$ in millions**

Expected profit from in-force business	51	56	52	50	53	-4%	159	129	23%	179
Impact of new business	(8)	(2)	(2)	(1)	(8)	0%	(12)	(14)	-14%	(15)
Experience gains	40	(7)	41	(78)	(218)	-	74	(228)	-	(306)
Management actions and changes in assumptions	1	-	-	-	7	-86%	1	7	-86%	7
Earnings on surplus funds	18	16	18	14	15	20%	52	44	18%	58
Other	-	-	(1)	-	-	-	(1)	-	-	-
<b>Income (loss) before income taxes</b>	<b>102</b>	<b>63</b>	<b>108</b>	<b>(15)</b>	<b>(151)</b>	<b>-</b>	<b>273</b>	<b>(62)</b>	<b>-</b>	<b>(77)</b>
Income taxes	(26)	(20)	(28)	(9)	24	-	(74)	(6)	nm	(15)
<b>Net income (loss) attributed to shareholders</b>	<b>76</b>	<b>43</b>	<b>80</b>	<b>(24)</b>	<b>(127)</b>	<b>-</b>	<b>199</b>	<b>(68)</b>	<b>-</b>	<b>(92)</b>

**Premiums - U.S. \$ in millions**

Life reinsurance	106	95	93	93	105	1%	294	281	5%	374
Property and casualty reinsurance	20	27	20	58	134	-85%	67	199	-66%	257
International Group Program	92	86	82	61	95	-3%	260	313	-17%	374
<b>Total premiums</b>	<b>218</b>	<b>208</b>	<b>195</b>	<b>212</b>	<b>334</b>	<b>-35%</b>	<b>621</b>	<b>793</b>	<b>-22%</b>	<b>1,005</b>

**Funds Under Management - U.S. \$ in millions**

General fund	2,551	2,545	2,618	2,304	2,360	8%	2,551	2,360	8%	2,304
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**Canadian \$ in millions - Key Metrics**

Net income (loss) attributed to shareholders	86	48	92	(29)	(151)	-	226	(79)	-	(108)
Total premiums	244	234	225	249	401	-39%	703	968	-27%	1,217
Total funds under management	2,846	2,839	3,055	2,687	2,740	4%	2,846	2,740	4%	2,687

**CORPORATE & OTHER**

(Canadian \$ in millions, unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
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**Statements of Operations**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006 Q3 vs. 2005 Q3	YTD 2006	YTD 2005	YTD 2006 vs. YTD 2005	Fiscal 2005
<b>Revenue</b>										
Net investment income	84	34	64	83	112	-25%	182	239	-24%	322
Other revenue	58	80	76	70	64	-9%	214	299	-28%	369
<b>Total revenue</b>	<b>142</b>	<b>114</b>	<b>140</b>	<b>153</b>	<b>176</b>	<b>-19%</b>	<b>396</b>	<b>538</b>	<b>-26%</b>	<b>691</b>
<b>Policy benefits and expenses</b>										
General expenses	59	71	86	164	62	-5%	216	324	-33%	488
Commissions	1	1	-	2	1	0%	2	1	100%	3
Other	21	10	(8)	(117)	(11)	-	23	(101)	-	(218)
<b>Total policy benefits and expenses</b>	<b>81</b>	<b>82</b>	<b>78</b>	<b>49</b>	<b>52</b>	<b>56%</b>	<b>241</b>	<b>224</b>	<b>8%</b>	<b>273</b>
<b>Income before income taxes</b>										
Income taxes	61	32	62	104	124	-51%	155	314	-51%	418
	(32)	(14)	(11)	12	(18)	78%	(57)	(51)	12%	(39)
<b>Net income attributed to shareholders<sup>1</sup></b>	<b>29</b>	<b>18</b>	<b>51</b>	<b>116</b>	<b>106</b>	<b>-73%</b>	<b>98</b>	<b>263</b>	<b>-63%</b>	<b>379</b>

<sup>1</sup> Year over year decline attributable to lower investment income on assets backing capital and the unfavourable resolution of a John Hancock pre-merger tax assessment.

**Deposits**

Segregated fund deposits	-	-	-	552	-	-	-	2	-100%	554
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**Funds Under Management**

General fund	9,409	9,892	10,786	6,966	7,859	20%	9,409	7,859	20%	6,966
Segregated funds	2,309	2,371	2,560	2,600	1,946	19%	2,309	1,946	19%	2,600
Other funds	21,560	20,845	24,594	25,205	24,278	-11%	21,560	24,278	-11%	25,205
<b>Total funds under management</b>	<b>33,278</b>	<b>33,108</b>	<b>37,940</b>	<b>34,771</b>	<b>34,083</b>	<b>-2%</b>	<b>33,278</b>	<b>34,083</b>	<b>-2%</b>	<b>34,771</b>

# **Asset Information**

**ASSET COMPOSITION AND QUALITY - PORTFOLIO COMPOSITION**


(Canadian \$ in millions, unaudited)

Invested assets	Carrying value	%	Unrealized gains	%	Unrealized losses	%	Fair value	%	Deferred realized net gains	%	Total realized and unrealized net gains (losses)	%
<b>As at Q3 2006</b>												
Bonds (fixed maturity)												
Canadian government & agency	10,374	6 %	1,439	19 %	(3)	0 %	11,810	7 %	256	6 %	1,692	17 %
US government & agency	10,122	6 %	112	1 %	(92)	5 %	10,142	6 %	250	6 %	270	3 %
Foreign governments & agency	6,112	4 %	164	2 %	(20)	1 %	6,256	4 %	151	3 %	295	3 %
Subtotal government bonds	26,608	16 %	1,715	22 %	(115)	6 %	28,208	17 %	657	15 %	2,257	23 %
Corporate	62,469	39 %	1,702	22 %	(779)	42 %	63,392	37 %	1,539	36 %	2,462	24 %
Mortgage/asset-backed securities	11,727	7 %	71	1 %	(160)	8 %	11,638	7 %	289	7 %	200	2 %
Subtotal bonds	100,804	62 %	3,488	45 %	(1,054)	56 %	103,238	61 %	2,485	58 %	4,919	49 %
Mortgages	27,485	17 %	597	8 %	(326)	17 %	27,756	16 %	96	2 %	367	4 %
Stocks <sup>1</sup>	10,184	6 %	1,659	21 %	(274)	14 %	11,569	7 %	1,170	28 %	2,555	25 %
Real estate	5,294	3 %	1,293	16 %	(45)	2 %	6,542	4 %	117	3 %	1,365	13 %
Policy loans	6,076	4 %	-	0 %	-	0 %	6,076	4 %	-	0 %	-	0 %
Cash and short-term investments	7,710	5 %	1	0 %	(2)	0 %	7,709	5 %	-	0 %	(1)	0 %
Bank loans	1,978	1 %	25	0 %	-	0 %	2,003	1 %	-	0 %	25	0 %
Other investments	3,510	2 %	790	10 %	(202)	11 %	4,098	2 %	380	9 %	968	9 %
<b>Total invested assets</b>	<b>163,041</b>	<b>100 %</b>	<b>7,853</b>	<b>100 %</b>	<b>(1,903)</b>	<b>100 %</b>	<b>168,991</b>	<b>100 %</b>	<b>4,248</b>	<b>100 %</b>	<b>10,198</b>	<b>100 %</b>

<b>As at Q2 2006</b>												
Bonds (fixed maturity)												
Canadian government & agency	10,495	7 %	893	15 %	(172)	5 %	11,216	7 %	264	6 %	985	15 %
US government & agency	10,382	6 %	63	1 %	(397)	11 %	10,048	6 %	262	6 %	(72)	(1) %
Foreign governments & agency	6,059	4 %	67	1 %	(48)	1 %	6,078	4 %	153	4 %	172	3 %
Subtotal government bonds	26,936	17 %	1,023	17 %	(617)	17 %	27,342	17 %	679	16 %	1,085	17 %
Corporate	62,121	38 %	835	14 %	(1,501)	41 %	61,455	37 %	1,566	37 %	900	13 %
Mortgage/asset-backed securities	11,527	7 %	54	1 %	(385)	11 %	11,196	7 %	291	7 %	(40)	(1) %
Subtotal bonds	100,584	62 %	1,912	32 %	(2,503)	69 %	99,993	61 %	2,536	60 %	1,945	29 %
Mortgages	27,239	17 %	376	6 %	(575)	16 %	27,040	16 %	99	2 %	(100)	(1) %
Stocks <sup>1</sup>	9,922	6 %	1,500	26 %	(283)	8 %	11,139	7 %	1,144	27 %	2,361	36 %
Real estate	5,239	3 %	1,280	21 %	(64)	2 %	6,455	4 %	123	3 %	1,339	20 %
Policy loans	6,015	4 %	-	0 %	-	0 %	6,015	4 %	-	0 %	-	0 %
Cash and short-term investments	7,776	5 %	-	0 %	(3)	0 %	7,773	5 %	-	0 %	(3)	0 %
Bank loans	1,983	1 %	27	0 %	-	0 %	2,010	1 %	-	0 %	27	0 %
Other investments	3,516	2 %	921	15 %	(162)	5 %	4,275	2 %	339	8 %	1,098	16 %
<b>Total invested assets</b>	<b>162,274</b>	<b>100 %</b>	<b>6,016</b>	<b>100 %</b>	<b>(3,590)</b>	<b>100 %</b>	<b>164,700</b>	<b>100 %</b>	<b>4,241</b>	<b>100 %</b>	<b>6,667</b>	<b>100 %</b>

<b>As at Q3 2005</b>												
Bonds (fixed maturity)												
Canadian government & agency	11,149	7 %	1,567	19 %	(6)	0 %	12,710	7 %	544	13 %	2,105	20 %
US government & agency	10,563	6 %	207	3 %	(104)	6 %	10,666	6 %	423	10 %	526	5 %
Foreign governments & agency	5,192	3 %	93	1 %	(16)	1 %	5,269	3 %	158	4 %	235	2 %
Subtotal government bonds	26,904	16 %	1,867	23 %	(126)	7 %	28,645	16 %	1,125	27 %	2,866	27 %
Corporate	63,906	39 %	2,393	30 %	(579)	35 %	65,720	39 %	1,445	35 %	3,259	31 %
Mortgage/asset-backed securities	12,223	7 %	91	1 %	(121)	7 %	12,193	7 %	100	2 %	70	1 %
Subtotal bonds	103,033	62 %	4,351	54 %	(826)	49 %	106,558	62 %	2,670	64 %	6,195	59 %
Mortgages	28,113	17 %	959	12 %	(270)	16 %	28,802	17 %	83	2 %	772	7 %
Stocks <sup>1</sup>	8,884	6 %	1,527	19 %	(313)	19 %	10,098	6 %	1,091	26 %	2,305	22 %
Real estate	4,602	3 %	861	11 %	(59)	3 %	5,404	3 %	108	3 %	910	9 %
Policy loans	6,025	4 %	-	0 %	-	0 %	6,025	4 %	-	0 %	-	0 %
Cash and short-term investments	6,748	4 %	-	0 %	(1)	0 %	6,747	4 %	-	0 %	(1)	0 %
Bank loans	1,729	1 %	37	0 %	-	0 %	1,766	1 %	-	0 %	37	0 %
Other investments	4,876	3 %	303	4 %	(228)	13 %	4,951	3 %	198	5 %	273	3 %
<b>Total invested assets</b>	<b>164,010</b>	<b>100 %</b>	<b>8,038</b>	<b>100 %</b>	<b>(1,697)</b>	<b>100 %</b>	<b>170,351</b>	<b>100 %</b>	<b>4,150</b>	<b>100 %</b>	<b>10,491</b>	<b>100 %</b>

<sup>1</sup> Stocks include preferred share securities with a carrying value of \$671 (Q2/06 - \$737; Q3/05 - \$809).

**ASSET COMPOSITION AND QUALITY - BONDS/MORTGAGES**

(Canadian \$ in millions, unaudited)


**Bond Portfolio Credit Quality <sup>1</sup>**

NAIC designation	As at											
	2006 Q3		2006 Q2		2006 Q1		2005 Q4		2005 Q3			
		%		%		%		%		%		
AAA	1		23,141	23%	23,145	23%	24,270	23%	24,143	23%	24,585	24%
AA	1		18,701	19%	19,055	19%	18,731	18%	17,599	17%	16,892	16%
A	1		29,132	29%	28,257	28%	29,425	28%	28,588	28%	27,897	27%
BBB	2		25,378	25%	25,451	25%	26,848	26%	27,199	26%	27,495	27%
BB	3		2,947	3%	2,966	3%	3,305	3%	3,514	4%	3,894	4%
B & lower, and unrated	4 & below		1,505	1%	1,710	2%	1,873	2%	2,272	2%	2,270	2%
<b>Total</b>			<b>100,804</b>	<b>100%</b>	<b>100,584</b>	<b>100%</b>	<b>104,452</b>	<b>100%</b>	<b>103,315</b>	<b>100%</b>	<b>103,033</b>	<b>100%</b>

**Bond Portfolio by Sector / Industry Holdings**

	As at Q3 2006					As at Q2 2006					As at Q3 2005				
	Carrying value	%	Fair value	Unrealized net gains (losses)	Investment grade %	Carrying value	%	Fair value	Unrealized net gains (losses)	Investment grade %	Carrying value	%	Fair value	Unrealized net gains (losses)	Investment grade %
Government and agency	26,608	27%	28,208	1,600	97%	26,936	28%	27,342	406	97%	26,904	26%	28,645	1,741	98%
Financial	20,579	20%	20,891	312	98%	20,164	20%	19,966	(198)	98%	19,178	18%	19,685	507	98%
Telecommunications	3,049	3%	3,165	116	96%	3,138	3%	3,150	12	94%	3,617	4%	3,853	236	90%
Utilities	12,924	13%	13,169	245	92%	12,962	13%	12,854	(108)	91%	13,495	13%	13,997	502	88%
Energy	6,059	6%	6,266	207	95%	6,020	6%	6,028	8	94%	5,955	6%	6,292	337	91%
Industrial	5,930	6%	5,986	56	94%	5,879	6%	5,806	(73)	92%	6,259	6%	6,389	130	91%
Securitized (ABS/MBS)	11,727	12%	11,638	(89)	99%	11,527	11%	11,196	(331)	99%	12,223	12%	12,193	(30)	99%
Consumer (non-cyclical)	5,405	5%	5,434	29	96%	5,397	5%	5,293	(104)	95%	5,684	6%	5,774	90	93%
Consumer (cyclical)	2,933	3%	2,973	40	83%	2,987	3%	2,994	7	84%	3,200	3%	3,228	28	79%
Basic materials	3,089	3%	3,020	(69)	85%	3,160	3%	3,018	(142)	84%	3,759	4%	3,706	(53)	82%
Technology	352	0%	359	7	100%	283	0%	280	(3)	100%	270	0%	282	12	95%
Media & Internet	1,793	2%	1,771	(22)	89%	1,814	2%	1,755	(59)	91%	2,096	2%	2,115	19	92%
Diversified & Miscellaneous	356	0%	358	2	99%	317	0%	311	(6)	99%	393	0%	399	6	97%
<b>Total</b>	<b>100,804</b>	<b>100%</b>	<b>103,238</b>	<b>2,434</b>	<b>96%</b>	<b>100,584</b>	<b>100%</b>	<b>99,993</b>	<b>(591)</b>	<b>95%</b>	<b>103,033</b>	<b>100%</b>	<b>106,558</b>	<b>3,525</b>	<b>94%</b>

**Mortgage Portfolio Composition**

	As at									
	2006 Q3		2006 Q2		2006 Q1		2005 Q4		2005 Q3	
		%		%		%		%		%
Commercial										
Residential <sup>1</sup>	4,261	16%	4,233	16%	4,280	15%	4,315	15%	4,405	16%
Retail	6,615	24%	6,543	24%	6,838	25%	6,888	25%	6,755	24%
Office	4,842	18%	4,886	18%	5,162	19%	5,217	19%	5,449	19%
Industrial	3,500	13%	3,536	13%	3,615	13%	3,678	13%	3,737	13%
Other commercial	2,375	9%	2,296	8%	2,239	8%	2,231	8%	2,309	8%
Other mortgages	5,892	20%	5,745	21%	5,711	20%	5,679	20%	5,458	20%
<b>Total <sup>2</sup></b>	<b>27,485</b>	<b>100%</b>	<b>27,239</b>	<b>100%</b>	<b>27,845</b>	<b>100%</b>	<b>28,008</b>	<b>100%</b>	<b>28,113</b>	<b>100%</b>

<sup>1</sup> Includes multi-unit residential properties, such as condominiums.

<sup>2</sup> Includes government insured mortgages (\$4,770 or 17% as at September 30, 2006).

**ASSET COMPOSITION AND QUALITY - IMPAIRED ASSETS AND PROVISIONS**

(Canadian \$ in millions, unaudited)


**Net Impaired Assets**

	As at Q3 2006			As at Q2 2006			As at Q1 2006			As at Q4 2005			As at Q3 2005		
	Gross amount	Allowance for impairment	Carrying value	Gross amount	Allowance for impairment	Carrying value	Gross amount	Allowance for impairment	Carrying value	Gross amount	Allowance for impairment	Carrying value	Gross amount	Allowance for impairment	Carrying value
Bonds	326	93	233	228	87	141	397	138	259	482	143	339	566	161	405
Mortgages	198	40	158	237	53	184	313	86	227	343	91	252	318	74	244
Other	122	69	53	146	73	73	81	42	39	94	42	52	100	42	58
<b>Total</b>	<b>646</b>	<b>202</b>	<b>444</b>	<b>611</b>	<b>213</b>	<b>398</b>	<b>791</b>	<b>266</b>	<b>525</b>	<b>919</b>	<b>276</b>	<b>643</b>	<b>984</b>	<b>277</b>	<b>707</b>

**Changes in Allowance for Impairment**

	For the three months ended					YTD		Fiscal 2005
	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	2006	2005	
Balance, beginning of the period	213	266	276	277	270	276	214	214
Net provisions(recovery) during the period - par <sup>1</sup>	7	(5)	(2)	2	8	-	22	24
Net provisions during the period - non par <sup>1</sup>	10	21	2	21	31	33	95	116
Write-offs, disposals and currency	(28)	(69)	(10)	(24)	(32)	(107)	(54)	(78)
<b>Balance, end of period</b>	<b>202</b>	<b>213</b>	<b>266</b>	<b>276</b>	<b>277</b>	<b>202</b>	<b>277</b>	<b>276</b>

<sup>1</sup> Par refers to assets backing participating policyholder liabilities.

	As at				
	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3
<b>Provision for future credit losses included in actuarial liabilities <sup>2</sup></b>	<b>2,710</b>	<b>2,737</b>	<b>2,924</b>	<b>2,906</b>	<b>2,963</b>

<sup>2</sup> Excludes allowances for pass-through credit risk pertaining to participating policies and certain other policies. The allowance for expected credit losses implicit in actuarial liabilities for these policies is estimated to be \$1,244 as at September 30, 2006.

	As at				
	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3
<b>Net impaired assets as a percentage of total invested assets</b>	<b>0.27%</b>	<b>0.24%</b>	<b>0.31%</b>	<b>0.39%</b>	<b>0.43%</b>

**INVESTMENT INCOME**

(Canadian \$ in millions, unaudited)



	Bonds	Mortgages	Stocks	Real estate	Policy loans	Cash and short-term investments	Bank loans	Other investments	Investment expenses	Total
<b>Q3 2006</b>										
Investment income (loss)	1,396	404	119	90	99	97	36	83	(81)	2,243
Recovery of (provision for) impairment, net	(9)	3	-	-	-	-	-	(11)	-	(17)
Amortization of net realized and unrealized gains (losses)	86	11	136	43	-	-	-	10	-	286
<b>Total investment income</b>	<b>1,473</b>	<b>418</b>	<b>255</b>	<b>133</b>	<b>99</b>	<b>97</b>	<b>36</b>	<b>82</b>	<b>(81)</b>	<b>2,512</b>
<b>Yield (%)</b>	<b>6.05%</b>	<b>6.25%</b>	<b>12.04%</b>	<b>10.92%</b>	<b>6.46%</b>	<b>N/A</b>	<b>7.45%</b>	<b>N/A</b>	<b>N/A</b>	<b>6.44%</b>
<b>Q2 2006</b>										
Investment income (loss)	1,355	394	(2)	99	96	85	34	58	(84)	2,035
Recovery of (provision for) impairment, net	4	25	-	-	-	-	-	(45)	-	(16)
Amortization of net realized and unrealized gains (losses)	92	9	124	41	-	-	-	(1)	-	265
<b>Total investment income</b>	<b>1,451</b>	<b>428</b>	<b>122</b>	<b>140</b>	<b>96</b>	<b>85</b>	<b>34</b>	<b>12</b>	<b>(84)</b>	<b>2,284</b>
<b>Yield (%)</b>	<b>5.98%</b>	<b>6.49%</b>	<b>5.93%</b>	<b>11.86%</b>	<b>6.43%</b>	<b>N/A</b>	<b>7.20%</b>	<b>N/A</b>	<b>N/A</b>	<b>5.90%</b>
<b>Q1 2006</b>										
Investment income (loss)	1,377	398	155	85	96	87	29	83	(80)	2,230
Recovery of (provision for) impairment, net	(2)	2	-	-	-	-	-	-	-	-
Amortization of net realized and unrealized gains (losses)	93	12	154	30	-	-	-	10	-	299
<b>Total investment income</b>	<b>1,468</b>	<b>412</b>	<b>309</b>	<b>115</b>	<b>96</b>	<b>87</b>	<b>29</b>	<b>93</b>	<b>(80)</b>	<b>2,529</b>
<b>Yield (%)</b>	<b>6.07%</b>	<b>6.21%</b>	<b>16.85%</b>	<b>9.63%</b>	<b>6.39%</b>	<b>N/A</b>	<b>6.60%</b>	<b>N/A</b>	<b>N/A</b>	<b>6.52%</b>
<b>Q4 2005</b>										
Investment income (loss)	1,390	409	82	102	100	65	27	91	(93)	2,173
Recovery of (provision for) impairment, net	3	(16)	-	-	-	-	-	(10)	-	(23)
Amortization of net realized and unrealized gains (losses)	92	10	131	28	-	-	-	8	-	269
<b>Total investment income</b>	<b>1,485</b>	<b>403</b>	<b>213</b>	<b>130</b>	<b>100</b>	<b>65</b>	<b>27</b>	<b>89</b>	<b>(93)</b>	<b>2,419</b>
<b>Yield (%)</b>	<b>5.91%</b>	<b>5.82%</b>	<b>11.58%</b>	<b>10.90%</b>	<b>6.44%</b>	<b>N/A</b>	<b>6.19%</b>	<b>N/A</b>	<b>N/A</b>	<b>6.08%</b>
<b>Q3 2005</b>										
Investment income (loss)	1,400	398	131	79	111	59	24	123	(75)	2,250
Recovery of (provision for) impairment, net	(41)	2	-	-	-	-	-	-	-	(39)
Amortization of net realized and unrealized gains (losses)	95	7	119	28	-	-	-	1	-	250
<b>Total investment income</b>	<b>1,454</b>	<b>407</b>	<b>250</b>	<b>107</b>	<b>111</b>	<b>59</b>	<b>24</b>	<b>124</b>	<b>(75)</b>	<b>2,461</b>
<b>Yield (%)</b>	<b>5.69%</b>	<b>5.79%</b>	<b>13.44%</b>	<b>9.85%</b>	<b>6.67%</b>	<b>N/A</b>	<b>5.71%</b>	<b>N/A</b>	<b>N/A</b>	<b>6.07%</b>
<b>YTD 2006</b>										
Investment income (loss)	4,128	1,196	272	274	291	269	99	224	(245)	6,508
Recovery of (provision for) impairment, net	(7)	30	-	-	-	-	-	(56)	-	(33)
Amortization of net realized and unrealized gains (losses)	271	32	414	114	-	-	-	19	-	850
<b>Total investment income</b>	<b>4,392</b>	<b>1,258</b>	<b>686</b>	<b>388</b>	<b>291</b>	<b>269</b>	<b>99</b>	<b>187</b>	<b>(245)</b>	<b>7,325</b>
<b>Yield (%)</b>	<b>6.03%</b>	<b>6.32%</b>	<b>11.41%</b>	<b>10.81%</b>	<b>6.43%</b>	<b>N/A</b>	<b>7.11%</b>	<b>N/A</b>	<b>N/A</b>	<b>6.29%</b>
<b>YTD 2005</b>										
Investment income (loss)	4,264	1,207	321	232	360	154	65	243	(225)	6,621
Recovery of (provision for) impairment, net	(95)	(11)	-	-	-	-	-	(11)	-	(117)
Amortization of net realized and unrealized gains (losses)	286	18	314	76	-	(1)	-	2	-	695
<b>Total investment income</b>	<b>4,455</b>	<b>1,214</b>	<b>635</b>	<b>308</b>	<b>360</b>	<b>153</b>	<b>65</b>	<b>234</b>	<b>(225)</b>	<b>7,199</b>
<b>Yield (%)</b>	<b>5.77%</b>	<b>5.74%</b>	<b>11.97%</b>	<b>9.42%</b>	<b>7.02%</b>	<b>N/A</b>	<b>5.66%</b>	<b>N/A</b>	<b>N/A</b>	<b>5.89%</b>
<b>Fiscal 2005</b>										
Investment income (loss)	5,654	1,616	403	334	460	219	92	334	(318)	8,794
Recovery of (provision for) impairment, net	(92)	(27)	-	-	-	-	-	(21)	-	(140)
Amortization of net realized and unrealized gains (losses)	378	28	445	104	-	(1)	-	10	-	964
<b>Total investment income</b>	<b>5,940</b>	<b>1,617</b>	<b>848</b>	<b>438</b>	<b>460</b>	<b>218</b>	<b>92</b>	<b>323</b>	<b>(318)</b>	<b>9,618</b>
<b>Yield (%)</b>	<b>5.81%</b>	<b>5.76%</b>	<b>11.88%</b>	<b>9.82%</b>	<b>6.88%</b>	<b>N/A</b>	<b>5.80%</b>	<b>N/A</b>	<b>N/A</b>	<b>5.94%</b>

# **Actuarial Liabilities Information**

**ACTUARIAL LIABILITIES - SEGREGATED FUND AND VARIABLE ANNUITY PRODUCT GUARANTEES**

(Canadian \$, unaudited)



	\$ in billions		\$ in millions			%	
	Fund value, net of amounts reinsured <sup>1</sup>	Amount at risk, net of amounts reinsured <sup>1</sup>	Present value of guarantee fees over expected guarantee costs (A)	Actuarial liabilities <sup>3</sup> (B)	Recoverability margin (A+B)	CTE level <sup>4</sup>	Confidence level <sup>5</sup>
<b>As at Q3 2006</b>							
Maturity / Income Benefits	45.4	0.6					
Death Benefits <sup>2</sup>	11.9	1.3					
<b>Balance</b>	<b>57.3</b>	<b>1.9</b>	<b>1,632</b>	<b>472</b>	<b>2,104</b>	<b>73</b>	<b>92</b>
<b>As at Q2 2006</b>							
Maturity / Income Benefits	42.4	0.9					
Death Benefits <sup>2</sup>	11.9	1.5					
<b>Balance</b>	<b>54.3</b>	<b>2.4</b>	<b>1,504</b>	<b>478</b>	<b>1,982</b>	<b>68</b>	<b>90</b>
<b>As at Q1 2006</b>							
Maturity / Income Benefits	40.6	0.5					
Death Benefits <sup>2</sup>	13.9	1.4					
<b>Balance</b>	<b>54.5</b>	<b>1.9</b>	<b>1,536</b>	<b>505</b>	<b>2,041</b>	<b>76</b>	<b>92</b>
<b>As at Q4 2005</b>							
Maturity / Income Benefits	36.6	0.6					
Death Benefits <sup>2</sup>	12.5	1.6					
<b>Balance</b>	<b>49.1</b>	<b>2.2</b>	<b>1,252</b>	<b>547</b>	<b>1,799</b>	<b>75</b>	<b>92</b>
<b>As at Q3 2005</b>							
Maturity / Income Benefits	32.3	0.6					
Death Benefits <sup>2</sup>	12.4	1.7					
<b>Balance</b>	<b>44.7</b>	<b>2.3</b>	<b>913</b>	<b>559</b>	<b>1,472</b>	<b>74</b>	<b>91</b>

<sup>1</sup> Amounts reinsured include amounts covered under stop loss treaties as well as first dollar treaties. Certain of the treaties include deductibles and claims limits.

<sup>2</sup> Death benefits include stand-alone guarantees and guarantees in excess of maturity or income guarantees where both are provided on one policy.

<sup>3</sup> The \$6 million reduction in actuarial liabilities in Q3 2006 is due to normal movement of reserves, of which \$49 million is released before the change in the CTE level.

<sup>4</sup> Canadian GAAP requires that the reserve for segregated fund and variable products have a Conditional Tail Expectation ("CTE") of between 60 and 80. A reserve at the CTE (60) level covers the average cost of the top 40% of the scenarios tested with the highest net cost. A reserve at the CTE (80) level covers the average cost of the top 20% of the scenarios tested with the highest net cost. The CTE level varies across businesses and the CTE level shown is the average across all businesses.

<sup>5</sup> The confidence level represents the percentage of the scenarios tested that the booked reserve covers (e.g., a 90th percentile confidence level means that the booked reserve equals or exceeds the scenario cost for 90% of the scenarios tested). The confidence level varies across businesses and the confidence level shown is the average across all businesses.

The net amount at risk is not currently payable. Guaranteed death benefits are contingent and only payable upon the eventual death of policyholders if fund values remain below guaranteed values. Maturity and income benefits are also contingent and only payable at scheduled maturity in the future, if the policyholders are still living and have not terminated their policies and fund values remain below guaranteed values.

Guaranteed benefits in a single contract are frequently a combination of death benefit and maturity or income benefits. Actuarial liabilities reflect the combined impact of the death and maturity/income benefit guarantees taking into account that, in practice, only one of the benefits will be payable.

**ACTUARIAL LIABILITIES - WEALTH MANAGEMENT DAC BALANCES**

(Canadian \$ in millions, unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3
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**Change in Deferred Acquisition Costs (DAC)**

Opening balance	4,221	4,237	4,050	3,889	3,901
Amount capitalized	260	324	364	343	332
Amount amortized	(195)	(186)	(181)	(184)	(161)
Currency	(12)	(154)	4	2	(183)
<b>Ending balance</b>	<b>4,274</b>	<b>4,221</b>	<b>4,237</b>	<b>4,050</b>	<b>3,889</b>

**DAC Balances**

John Hancock Variable Annuities	1,966	1,935	1,955	1,880	1,790
John Hancock Retirement Plan Services	1,037	1,007	1,026	989	956
John Hancock Mutual Funds	34	37	42	46	50
Canadian Individual Wealth Management	665	668	660	635	620
Hong Kong	188	183	183	171	166
Japan	337	347	330	292	263
Other	47	44	41	37	44
<b>Total DAC</b>	<b>4,274</b>	<b>4,221</b>	<b>4,237</b>	<b>4,050</b>	<b>3,889</b>

**Funds Under Management**

John Hancock Variable Annuities	49,152	46,687	48,269	45,131	42,443
John Hancock Retirement Plan Services	47,191	43,899	45,464	41,665	39,736
John Hancock Mutual Funds	36,000	34,005	35,696	33,823	32,928
Canadian Individual Wealth Management <sup>1</sup>	25,616	24,798	25,379	23,773	23,068
Hong Kong	8,689	8,437	8,865	7,935	7,666
Japan	8,199	7,976	7,728	6,542	5,445
Other	12,315	11,748	11,863	11,203	10,730
<b>Total Funds Under Management</b>	<b>187,162</b>	<b>177,550</b>	<b>183,264</b>	<b>170,072</b>	<b>162,016</b>

**DAC as a % of Funds Under Management**

John Hancock Variable Annuities	4.0%	4.1%	4.1%	4.2%	4.2%
John Hancock Retirement Plan Services	2.2%	2.3%	2.3%	2.4%	2.4%
John Hancock Mutual Funds	0.1%	0.1%	0.1%	0.1%	0.2%
Canadian Individual Wealth Management	2.6%	2.7%	2.6%	2.7%	2.7%
Hong Kong	2.2%	2.2%	2.1%	2.2%	2.2%
Japan	4.1%	4.4%	4.3%	4.5%	4.8%
Other	0.4%	0.4%	0.3%	0.3%	0.4%
<b>Total DAC as a % of Funds Under Management</b>	<b>2.3%</b>	<b>2.4%</b>	<b>2.3%</b>	<b>2.4%</b>	<b>2.4%</b>

DAC balances are classified as other assets on the balance sheet for the mutual fund businesses and are classified as reductions in actuarial liabilities for annuities, pensions and other wealth product lines. Recoverability is tested quarterly.

<sup>1</sup> Funds under management has been adjusted to show only the assets with applicable DAC balances.

**ACTUARIAL LIABILITIES - NEW BUSINESS EMBEDDED VALUE**

(Canadian \$ in millions, unaudited)

**New Business Embedded Value Adjusted to Current (2006) Basis**

Quarter	Insurance	Wealth Management	Total
Q1 2006	187	344	531
Q2 2006	190	296	486
Q3 2006	163	228	391
Total 2006 YTD	540	868	1,408
Q1 2005	132	200	332
Q2 2005	133	184	317
Q3 2005	157	263	420
Total 2005 YTD	422	647	1,069
Q4 2005	177	288	465

Current (2006) Basis numbers all use 2006 year start exchange rates and discount rates. The year start exchange rate was 1.1659 for the U.S., 0.1504 for Hong Kong, and 0.0099 for Japan. The year start discount rate was 8.0% for Canada, 8.5% for the U.S., 9.5% for Hong Kong and 6.5% for Japan.

# **U.S. GAAP Financial Information**

**CONSOLIDATED RECONCILIATION OF CANADIAN GAAP TO U.S. GAAP STATEMENT OF OPERATIONS**

For the quarter ended September 30, 2006

(Canadian \$ in millions, unaudited)



	CGAAP	Earnings Impact	Presentation Differences	U.S. GAAP Q3 2006	U.S. GAAP Q2 2006	U.S. GAAP Q1 2006	U.S. GAAP Q4 2005	U.S. GAAP Q3 2005	U.S. GAAP YTD 2006	U.S. GAAP YTD 2005	U.S. GAAP Fiscal 2005
<b>Revenue</b>											
Premium income	4,678	-	(1,731)	2,947	2,926	2,940	2,901	3,016	8,813	8,639	11,549
Net investment income	2,512	(131)	303	2,684	1,959	2,566	3,023	2,977	7,209	8,220	11,239
Fee income and other revenue	1,042		440	1,482	1,438	1,428	1,327	1,334	4,348	3,925	5,245
<b>Total revenue</b>	<b>8,232</b>	<b>(131)</b>	<b>(988)</b>	<b>7,113</b>	<b>6,323</b>	<b>6,934</b>	<b>7,251</b>	<b>7,327</b>	<b>20,370</b>	<b>20,784</b>	<b>28,033</b>
<b>Policy benefits and expenses</b>											
Policyholder benefits	4,932	34	(1,852)	3,114	2,492	2,955	3,310	4,229	8,561	10,207	13,517
Change in actuarial liabilities	12	45	1,235	1,292	1,279	1,240	1,301	451	3,811	2,110	3,411
Commissions and general expenses	1,633	(6)	(642)	985	999	1,011	1,064	980	2,995	2,996	4,061
DAC and VOBA amortization	-	3	263	266	346	344	328	295	956	843	1,169
Interest expense	255	-	-	255	229	215	200	195	699	588	788
Other	69	(2)	-	67	76	75	46	66	218	208	253
<b>Total policy benefits and expenses</b>	<b>6,901</b>	<b>74</b>	<b>(996)</b>	<b>5,979</b>	<b>5,421</b>	<b>5,840</b>	<b>6,249</b>	<b>6,216</b>	<b>17,240</b>	<b>16,952</b>	<b>23,199</b>
<b>Income before income taxes</b>	<b>1,331</b>	<b>(205)</b>	<b>8</b>	<b>1,134</b>	<b>902</b>	<b>1,094</b>	<b>1,002</b>	<b>1,111</b>	<b>3,130</b>	<b>3,832</b>	<b>4,834</b>
Income taxes	(362)	49	(8)	(321)	(182)	(307)	(354)	(265)	(810)	(1,036)	(1,390)
Net income(loss) attributable to participating policyholders	(6)	6	-	-	-	-	-	-	-	-	-
<b>Shareholders' Net Income -- Q3 2006</b>	<b>975</b>	<b>(162)</b>	<b>-</b>	<b>813</b>							
<b>Shareholders' Net Income -- Q2 2006</b>	<b>960</b>	<b>(240)</b>			<b>720</b>						
<b>Shareholders' Net Income -- Q1 2006</b>	<b>956</b>	<b>(169)</b>				<b>787</b>					
<b>Shareholders' Net Income -- Q4 2005</b>	<b>908</b>	<b>(260)</b>					<b>648</b>				
<b>Shareholders' Net Income -- Q3 2005</b>	<b>746</b>	<b>100</b>						<b>846</b>			
<b>Shareholders' Net Income -- YTD 2006</b>	<b>2,891</b>	<b>(571)</b>							<b>2,320</b>		
<b>Shareholders' Net Income -- YTD 2005</b>	<b>2,386</b>	<b>410</b>								<b>2,796</b>	
<b>Shareholders' Net Income -- Fiscal 2005</b>	<b>3,294</b>	<b>150</b>									<b>3,444</b>

**CONSOLIDATED RECONCILIATION OF CANADIAN GAAP NET INCOME TO U.S. GAAP NET INCOME**

(Canadian \$ in millions, unaudited)



	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	YTD 2006	YTD 2005	Fiscal 2005
<b>Canadian GAAP Shareholders' Net Income</b>	<b>975</b>	<b>960</b>	<b>956</b>	<b>908</b>	<b>746</b>	<b>2,891</b>	<b>2,386</b>	<b>3,294</b>
Investment income	(131)	(90)	(120)	256	230	(341)	524	780
DAC and VOBA offsets to realized gains	(3)	-	(14)	(23)	(37)	(17)	(76)	(99)
Segregated fund guarantees (net of DAC and VOBA offsets)	(6)	(85)	20	(67)	(61)	(71)	62	(5)
Other actuarial related items	(71)	(214)	(106)	(382)	30	(391)	115	(267)
<b>Total pre-tax earnings impact</b>	<b>(211)</b>	<b>(389)</b>	<b>(220)</b>	<b>(216)</b>	<b>162</b>	<b>(820)</b>	<b>625</b>	<b>409</b>
Income taxes	49	149	51	(44)	(62)	249	(215)	(259)
<b>U.S. GAAP higher (lower) than Canadian GAAP</b>	<b>(162)</b>	<b>(240)</b>	<b>(169)</b>	<b>(260)</b>	<b>100</b>	<b>(571)</b>	<b>410</b>	<b>150</b>
<b>U.S. GAAP Net Income</b>	<b>813</b>	<b>720</b>	<b>787</b>	<b>648</b>	<b>846</b>	<b>2,320</b>	<b>2,796</b>	<b>3,444</b>

**Investment Income**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	YTD 2006	YTD 2005	Fiscal 2005
<b>Differences in investment income</b>								
Amortization	(284)	(223)	(300)	(270)	(250)	(807)	(695)	(965)
Realized gains	178	163	209	442	446	550	1,065	1,507
Embedded product derivatives	(91)	36	45	34	60	(10)	69	103
Hedge accounting differences	66	(66)	(74)	50	(26)	(74)	85	135
	<b>(131)</b>	<b>(90)</b>	<b>(120)</b>	<b>256</b>	<b>230</b>	<b>(341)</b>	<b>524</b>	<b>780</b>

**Other Actuarial Related Items**

	2006 Q3	2006 Q2	2006 Q1	2005 Q4	2005 Q3	YTD 2006	YTD 2005	Fiscal 2005
Other actuarial related:								
New business	(107)	(123)	(129)	(110)	(75)	(359)	(197)	(307)
Additional investment related movements	(28)	(113)	(13)	(78)	57	(154)	125	47
Other reserve/DAC/VOBA movements	80	(12)	103	45	56	171	136	181
Reserve impact of management actions and changes in methods and assumptions	(16)	34	(67)	(239)	(8)	(49)	51	(188)
<b>Total other actuarial related</b>	<b>(71)</b>	<b>(214)</b>	<b>(106)</b>	<b>(382)</b>	<b>30</b>	<b>(391)</b>	<b>115</b>	<b>(267)</b>

**CONSOLIDATED CONDENSED BALANCE SHEETS**
**As at September 30, 2006**

(Canadian \$ in millions, unaudited)



	Canadian GAAP	U.S. GAAP
<b>Assets</b>		
Total invested assets	163,041	173,217
Deferred acquisition costs	-	11,101
Reinsurance deposits and amounts recoverable	-	4,724
Goodwill	7,247	6,246
Value of business acquired	-	3,992
Intangible assets	1,647	1,647
Miscellaneous	5,243	6,766
Segregated funds net assets	-	145,939
<b>Total assets</b>	<b>177,178</b>	<b>353,632</b>
<b>Segregated funds net assets</b>	<b>154,606</b>	<b>-</b>
<b>Liabilities and equity</b>		
Policy liabilities	126,597	155,322
Deferred realized net gains	4,248	-
Consumer notes	2,763	2,763
Other liabilities	15,023	17,590
Long-term debt	148,631	175,675
Liabilities for preferred shares and capital instruments	2,472	2,450
Non-controlling interest in subsidiaries	1,886	1,886
Non-controlling interest in subsidiaries	207	235
Segregated funds net liabilities	-	145,939
<b>Equity</b>		
Participating policyholders' equity	134	-
Preferred shares	638	638
Common shareholders' equity	23,210	24,158
Accumulated effect of comprehensive income on equity	-	2,651
Total equity	23,982	27,447
<b>Total liabilities and equity</b>	<b>177,178</b>	<b>353,632</b>
<b>Segregated funds net liabilities</b>	<b>154,606</b>	<b>-</b>

# **Capital Information**

**REGULATORY CAPITAL**  
(Canadian \$ in millions, unaudited)



2006                      2006                      2006                      2005                      2005  
Q3                              Q2                              Q1                              Q4                              Q3

**The Manufacturers Life Insurance Company's MCCR**

**Capital available:**

Tier 1 capital

Common shares	3,294	3,294	3,294	3,294	3,294
Retained earnings	10,446	9,791	9,232	8,497	9,022
Qualifying non-controlling interests	104	103	93	66	78
Innovative instruments	1,000	1,000	1,000	1,000	1,000
Other	1,162	1,156	1,200	1,215	1,205
<b>Gross Tier 1 capital</b>	<b>16,006</b>	<b>15,344</b>	<b>14,819</b>	<b>14,072</b>	<b>14,599</b>
Deductions:					
Goodwill & intangibles in excess of limit	(2,557)	(2,567)	(2,581)	(2,578)	(2,585)
Other	(1,318)	(1,321)	(1,285)	(1,275)	(1,137)
<b>Net Tier 1 capital - A</b>	<b>12,131</b>	<b>11,456</b>	<b>10,953</b>	<b>10,219</b>	<b>10,877</b>

Tier 2 Capital <sup>1</sup>

Tier 2A	541	541	566	565	572
Tier 2B allowed	1,335	1,335	1,335	1,235	1,235
Tier 2C	1,822	1,671	1,818	1,797	1,603
<b>Total Tier 2 capital allowed</b>	<b>3,698</b>	<b>3,547</b>	<b>3,719</b>	<b>3,597</b>	<b>3,410</b>

<b>Total Tier 1 and Tier 2 capital</b>	<b>15,829</b>	<b>15,003</b>	<b>14,672</b>	<b>13,816</b>	<b>14,287</b>
Less Adjustments	(2,379)	(1,668)	(911)	(844)	(793)
<b>Total Capital Available - B</b>	<b>13,450</b>	<b>13,335</b>	<b>13,761</b>	<b>12,972</b>	<b>13,494</b>

**Capital Required:**

Asset default & market risk	3,742	3,743	3,520	3,517	3,355
Insurance risks	1,555	1,527	1,536	1,502	1,470
Interest rate risks	1,097	1,064	1,074	1,058	1,028
<b>Total Capital Required - C</b>	<b>6,394</b>	<b>6,334</b>	<b>6,130</b>	<b>6,077</b>	<b>5,853</b>

<b>MCCR Ratio: Total (B/C) x 100</b>	<b>210%</b>	<b>211%</b>	<b>224%</b>	<b>213%</b>	<b>231%</b>
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<sup>1</sup> Tier 2 capital includes Trust Preferred Securities (2A), Canadian dollar subordinated debt (2B), and other available capital write-ins, including a portion of the unrealized unamortized gains/losses on widely traded stocks and bonds backing surplus (2C).

**John Hancock Life Insurance Company's RBC**

<b>Risk-Based Capital Ratio <sup>2</sup></b>	<b>359%</b>	<b>359%</b>	<b>359%</b>	<b>359%</b>	<b>351%</b>
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<sup>2</sup> Ratios are calculated and reported on an annual basis.

**Annuity:** A contract which allows the contract holder to either i) accumulate funds for retirement planning, or ii) receive scheduled payments, either periodically for a specified period of time or until death.

- **Fixed Annuity:** The return to the contract holder is specified in the contract i.e. the Company bears the investment risk.

- **Variable Annuity:** Funds are invested in segregated funds (also called separate accounts in the U.S.) and the return to the contract holder fluctuates according to the earnings of the underlying investments. In some instances, guarantees are provided.

**Book Value per Share:** Ratio obtained by dividing total equity by the number of common shares outstanding at the end of the period.

**Corporate Owned Life Insurance (COLI):** Life insurance purchased by organizations, predominantly to finance non-qualified executive deferred compensation plans.

**Deferred Acquisition Costs (DAC):** Costs directly attributable to the acquisition of new business, principally agents' compensation, which are capitalized on the Company's balance sheet and amortized into income over a specified period.

**Funds Under Management (FUM):** Include general fund assets, segregated fund assets, mutual fund assets and other funds.

- **General Fund Assets:** Total invested assets as presented on the Company's balance sheet.

- **Segregated Fund Assets:** Net assets held by policyholders in segregated funds related to insurance, annuity and pension products. These funds are maintained separately from the Company's general account and the policyholder / contract holder bears the investment risk of the underlying fund.

- **Mutual Fund Assets:** Net assets held in proprietary mutual funds.

- **Other Funds:** Funds managed or administered by the Company other than those associated with a contract issued by the Company.

**Impaired Assets:** Bonds and mortgages and other investment securities in default where there is no longer reasonable assurance of collection.

**Long-Term Care (LTC):** Insurance coverage available on an individual or group basis to provide reimbursement for medical and other services to the chronically ill, disabled or mentally challenged.

**Minimum Continuing Capital and Surplus Requirements (MCCSR):** The ratio of the available capital of a life insurance company to its required capital, each as calculated under the Office of the Superintendent of Financial Institutions' (OSFI) published guidelines.

**Premiums and Deposits:** Include general fund premiums, segregated fund deposits, mutual fund deposits, other fund deposits and ASO premium equivalents.

- **General Fund Premiums:** Premiums earned on insurance and fixed annuity contracts as reflected in the Company's statement of operations.

- **Segregated Fund Deposits:** Deposits related to insurance, annuity and pension products which are invested in segregated funds.

- **Mutual Fund Deposits:** Deposits received in proprietary mutual funds.

- **Other Fund Deposits:** Deposits received from customers related to non-proprietary funds for Manulife-branded products.

- **ASO Premium Equivalents:** ASO ("administrative services only") contracts are group insurance contracts administered by the Company on behalf of the client on which the Company earns a fee for its services but the client retains all risks inherent in the group insurance. ASO premium equivalents are a measure of the business volume calculated as expected claims plus administrative fees charged.

**Sales:** Sales are measured according to product type.

- **Individual Insurance:** New annualized premiums reflect the annualized premium expected in the first year of a policy that requires premium payments for more than one year. Sales are reported gross before the impact of reinsurance. Single premiums – lump sum premium from the sale of a single premium product e.g. travel insurance.

- **Group Insurance:** Sales include new annualized premiums and ASO premium equivalents on new cases, as well as the addition of new coverages and amendments to contracts, excluding rate increases.

- **Individual Wealth Management:** All new deposits are reported as sales. This includes individual annuities, both fixed and variable; segregated fund products; mutual funds; and college savings 529 plans; authorized bank loans and mortgages.

- **Group Pensions:** New regular premiums reflect an estimate of expected deposits in the first year of the plan with the Company. Single premium sales reflect the assets transferred from the previous plan provider. Sales include the impact of the addition of a new division of or a new product to an existing client as well as increases in the contribution rate for an existing plan.

**Risk-Based Capital (RBC):** Risk-based capital is a method developed by the National Association of Insurance Commissioners in the U.S. (NAIC) to measure the minimum amount of capital that an insurance company needs to support its overall business operations.

**Total Capital:** Includes total equity, long-term debt, liabilities for preferred shares and capital instruments and non-controlling interest in subsidiaries.

**Universal Life Insurance:** A form of permanent life insurance with flexible premiums. The customer may vary the premium payment and death benefit within certain restrictions. The contract is credited with a rate of interest based on the return of a portfolio of assets held by the Company, possibly with a minimum rate guarantee, which may be reset periodically at the discretion of the Company.

**Variable Universal Life Insurance:** A form of permanent life insurance with flexible premiums in which the cash value and possibly the death benefit of the policy fluctuate according to the investment performance of segregated funds (or separate accounts).

**GENERAL INFORMATION**

**MANULIFE FINANCIAL CORPORATION HEAD OFFICE**

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 Web Site: [www.manulife.com](http://www.manulife.com)

**TRANSFER AGENT**

Canada  
 CIBC Mellon Trust Company  
 1-800-783-9495  
[www.cibcmellon.com/investor](http://www.cibcmellon.com/investor)

United States  
 Mellon Investor Services  
 1-800-249-7702  
[www.melloninvestor.com](http://www.melloninvestor.com)

**COMMON STOCK**

Common Stock of Manulife Financial is traded on:

<u>Stock Exchange</u>	<u>Symbol</u>
Toronto	MFC
New York	MFC
Hong Kong	0945
Philippines	MFC

**INVESTOR INFORMATION**

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 1-800-795-9767  
 E-mail: [investor\\_relations@manulife.com](mailto:investor_relations@manulife.com)

**INDUSTRY RATING INFORMATION**

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

**The Manufacturers Life Insurance Company**

<u>Purpose</u>	<u>Rating agency</u>	<u>Rating</u>
Claims paying/	A.M. Best	A++
Financial strength	Dominion Bond Rating Service	IC-1
	FitchRatings	AA+
	Moody's	Aa2
	Standard & Poor's	AA+

**John Hancock Life Insurance Company**

<u>Purpose</u>	<u>Rating agency</u>	<u>Rating</u>
Claims paying/	A.M. Best	A++
Financial strength	Dominion Bond Rating Service	not rated
	FitchRatings	AA+
	Moody's	Aa2
	Standard & Poor's	AA+