



# Statistical Information Package

**Q1 2018**

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**Use of this document:**

Information in the document is supplementary to the Company's first quarter Press Release, MD&A and unaudited financial statements and the most recent Annual Report and should be read in conjunction with those documents.

**Performance and Non-GAAP Measures**

We use a number of non-GAAP financial measures to measure overall performance and to assess each of our businesses. Non-GAAP measures include premiums and deposits, assets under management and administration, constant exchange rate basis ("CER"), new business value ("NBV"), NBV margin, core earnings (loss), core ROE, Diluted core earning per common share, core EBITDA, total annualized premium equivalents, total weighted premium income, capital, gross flows, net flows and sales. Non-GAAP financial measures are not defined terms under GAAP and, therefore, are unlikely to be comparable to similar terms used by other issuers. Therefore, they should not be considered in isolation or as a substitute for any other financial information prepared in accordance with GAAP.

**Reporting Segments** are Asia, Canada, U.S., Global Wealth and Asset Management, and Corporate and Other.

**Premiums and deposits** is a measure of top line growth. The Company calculates premiums and deposits as the aggregate of (i) general fund premiums net of reinsurance, reported as premiums on the Consolidated Statement of Income and investment contract deposits, (ii) premium equivalents for administration only group benefit contracts, (iii) premiums in the Canadian Group Benefit's reinsurance ceded agreement, (iv) segregated fund deposits, excluding seed money, (v) mutual fund deposits, (vi) deposits into institutional advisory accounts, and (vii) other deposits in other managed funds.

**Assets under management and administration** is a measure of the size of the Company. Assets Under Management include both assets of general account and external client assets for which we provide investment management services. Assets Under Administration include assets for which we provide administrative services only.

The definition we use for **capital** serves as a foundation of our capital management activities at the MFC level. For regulatory reporting purposes, the numbers are further adjusted for various additions or deductions to capital as mandated by the guidelines used by OSFI. Capital is calculated as the sum of (i) total equity excluding Accumulated Other Comprehensive Income (Loss) on cash flow hedges and (ii) liabilities for preferred shares and capital instruments.

**Annualized Premium Equivalent ("APE") Sales** are comprised of 100% of regular premiums/deposits sales and 10% of single premiums/deposits sales.

(i) For individual insurance, APE and Insurance Sales reflect the annualized premium expected in the first year of a policy that requires premium payments for more than one year. Single premium is the lump sum premium from the sale of a single premium product, e.g. travel insurance. Sales are reported gross before the impact of reinsurance.

(ii) For group insurance, APE and Insurance Sales includes annualized premiums and administrative services only (ASO) premium equivalents on new cases, as well as the addition of new coverages and amendments to contracts, excluding rate increases.

(iii) For annuities, APE reflect the annualized premium expected in the first year of a policy that requires premium payments for more than one year. This includes certain single premium wealth accumulation products and individual annuities, both fixed and variable.

**Annuities Sales** are comprised of 100% of all new deposits. This includes certain single premium wealth accumulation products in Asia and individual annuities, both fixed and variable. As we have discontinued sales of new VA contracts in the U.S, beginning in the first quarter of 2013, subsequent deposits into existing U.S VA contracts are not reported as sales.

**Gross Flows** is a new business measure for Manulife's wealth and asset management ("WAM") businesses and includes all deposits into the Company's retirement, retail, and institutional asset management businesses. Gross flows are a common industry metric for WAM businesses as it provides a measure of how successful the businesses are at attracting assets.

**Net flows** is presented for our WAM businesses and includes gross flows less redemptions for our retirement, retail and institutional asset management businesses. For our retail businesses, it includes net flows for ETF products. Net flows are a common industry metric for WAM businesses as it provides a measure of how successful the businesses are at attracting and retaining assets.

**Core earnings** is a non-GAAP profitability measure. It shows what the net income (loss) attributed to shareholders would have been assuming that interest and equity markets performed as assumed in our policy valuation and certain other items had not occurred. It excludes the direct impact of equity markets and interest rates as well as a number of other items that are considered material and exceptional in nature.

**Items excluded from core earnings** are disclosed at the Reporting Segment level as these items are managed at that level.

**Core earnings before income tax, depreciation and amortization ("Core EBITDA")** is a non-GAAP profitability measure for our global wealth and asset management business. It shows core earnings adjusted to remove the impacts of amortization and impairment of intangible assets acquired in business combinations, amortization of deferred acquisition costs, interest income and expenses, and income tax. Core EBITDA excludes certain acquisition expenses related to insurance contracts in our retirement businesses which are deferred and amortized over the expected life time of the customer relationship under the Canadian Asset Liability Method (CALM).

**New business value ("NBV")** is the change in embedded value as a result of sales in the reporting period. NBV is calculated as the present value of shareholders' interests in expected future distributable earnings, after the cost of capital, on actual new business sold in the period using assumptions that are consistent with the assumptions used in the calculation of embedded value. NBV excludes businesses with immaterial insurance risks, such as Manulife's wealth and asset management businesses and Manulife Bank. NBV is a useful metric to evaluate the value created by the Company's new business franchise.

**NBV margin** is calculated as NBV divided by annualized premium equivalents ("APE") excluding non-controlling interests. APE is calculated as 100% of annualized first year premiums for recurring premium products, and as 10% of single premiums for single premium products. Both NBV and APE used in the NBV margin calculation are after non-controlling interests and exclude wealth and asset management businesses and Manulife Bank. The NBV margin is a useful metric to help understand the profitability of our new business.

**Actual exchange rate basis ("AER")**

Quarterly amounts stated on an actual exchange rate basis are calculated using actual income statement and statement of financial position exchange rates for the respective periods as appropriate.

**Constant exchange rate basis ("CER")**

Quarterly amounts stated on a constant exchange rate basis are calculated using Q1 2018 income statement and statement of financial position exchange rates as appropriate.

**Core earnings per share** is core earnings less preferred share dividends divided by weighted average outstanding common shares.

**FINANCIAL HIGHLIGHTS**

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



	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1 AER <sup>1</sup>	2018 Q1 vs. 2017 Q1 CER <sup>2</sup>	Fiscal 2017
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**Shareholders' Net Income (loss) by Reporting Segment <sup>3</sup>**

Asia	448	260	521	508	545	-18%	-17%	1,834
Canada	459	(29)	432	23	128	259%	259%	554
U.S.	538	(2,898)	322	682	693	-22%	-19%	(1,201)
Global Wealth and Asset Management	223	496	206	201	175	27%	32%	1,078
Corporate and other	(296)	565	(376)	(159)	(191)	-	-	(161)
<b>Net income (loss) attributed to shareholders</b>	<b>1,372</b>	<b>(1,606)</b>	<b>1,105</b>	<b>1,255</b>	<b>1,350</b>	<b>2%</b>	<b>6%</b>	<b>2,104</b>
Preferred share dividends	(39)	(40)	(39)	(39)	(41)	-5%		(159)
<b>Common shareholders' net income (loss)</b>	<b>1,333</b>	<b>(1,646)</b>	<b>1,066</b>	<b>1,216</b>	<b>1,309</b>	<b>2%</b>	<b>6%</b>	<b>1,945</b>
<b>Common shareholders' net income (loss) CER</b>	<b>1,333</b>	<b>(1,630)</b>	<b>1,076</b>	<b>1,150</b>	<b>1,256</b>		<b>6%</b>	<b>1,852</b>

**Earnings Analysis**

<b>Core earnings</b>								
Asia	427	372	374	350	357	20%	21%	1,453
Canada	290	273	403	278	255	14%	14%	1,209
U.S.	432	463	346	359	441	-2%	2%	1,609
Global Wealth and Asset Management	227	198	216	214	188	21%	24%	816
Corporate and other (excl. core investment gains)	(169)	(201)	(354)	(181)	(186)	-	-	(922)
Core investment gains	96	100	100	154	46	109%	109%	400
<b>Total core earnings</b>	<b>1,303</b>	<b>1,205</b>	<b>1,085</b>	<b>1,174</b>	<b>1,101</b>	<b>18%</b>	<b>22%</b>	<b>4,565</b>
<b>Total core earnings CER</b>	<b>1,303</b>	<b>1,208</b>	<b>1,097</b>	<b>1,129</b>	<b>1,071</b>		<b>22%</b>	<b>4,505</b>
<b>Items excluded from core earnings</b>								
Investment-related experience outside of core earnings	-	18	11	138	-	-		167
Direct impact of equity markets and interest rates and variable annuity guarantee liabilities	50	(68)	47	(37)	267	-81%		209
Change in actuarial methods and assumptions	-	(33)	(2)	-	-	-		(35)
Charge related to decision to change portfolio asset mix supporting our legacy businesses	-	(1,032)	-	-	-	-		(1,032)
Charge related to U.S. Tax Reform	-	(1,777)	-	-	-	-		(1,777)
Other	19	81	(36)	(20)	(18)	-		7
<b>Net income (loss) attributed to shareholders</b>	<b>1,372</b>	<b>(1,606)</b>	<b>1,105</b>	<b>1,255</b>	<b>1,350</b>	<b>2%</b>	<b>6%</b>	<b>2,104</b>

<sup>1</sup> AER percentage changes are calculated using actual exchange rates.

<sup>2</sup> CER percentage changes are calculated on a constant exchange rate basis.

<sup>3</sup> Effective January 1, 2018, Global Wealth and Asset Management results are being presented as a separate Reporting Segment. Financial results in Asia, Canada and U.S. include only insurance and insurance based wealth accumulation businesses. In addition, Canada also includes banking services.

**Selected Performance Measures**

Basic earnings (loss) per common share	\$0.67	(\$0.83)	\$0.54	\$0.62	\$0.66	2%		\$ 0.98
Basic earnings (loss) per common share CER	\$0.67	(\$0.84)	\$0.53	\$0.65	\$0.69	-3%		
Diluted core earnings per common share	\$0.64	\$0.59	\$0.53	\$0.57	\$0.53	21%		\$ 2.22
Diluted earnings (loss) per common share	\$0.67	(\$0.83)	\$0.54	\$0.61	\$0.66	2%		\$ 0.98
Return on common shareholders' equity (annualized) (%)	14.1%	(17.1)%	10.8%	12.4%	13.7%	40 bps		5.0%
Core ROE (annualized) (%)	13.4%	12.1%	10.6%	11.5%	11.1%	230 bps		11.3%

**FINANCIAL HIGHLIGHTS (CONT'D)**

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



	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1 AER	2018 Q1 vs. 2017 Q1 CER	Fiscal 2017
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**Earnings Analysis (Pre-tax)**

	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1 AER	2018 Q1 vs. 2017 Q1 CER	Fiscal 2017
<b>Core earnings</b>								
Asia	517	457	463	439	446	16%	16%	1,805
Canada	385	361	411	350	336	15%	15%	1,458
U.S.	545	645	471	487	621	-12%	-8%	2,224
Global Wealth and Asset Management	258	243	245	266	229	13%	16%	983
Corporate and other (excl. core investment gains)	(217)	(280)	(459)	(263)	(288)	-	-	(1,290)
Core investment gains	130	96	167	206	53	145%	145%	522
<b>Total core earnings</b>	<b>1,618</b>	<b>1,522</b>	<b>1,298</b>	<b>1,485</b>	<b>1,397</b>	<b>16%</b>	<b>19%</b>	<b>5,702</b>
<b>Items excluded from core earnings</b>								
Investment-related experience outside of core earnings	-	17	19	184	-	-	-	220
Direct impact of equity markets and interest rates and variable annuity guarantee liabilities	65	(98)	65	(82)	324	-80%	-	209
Change in actuarial methods and assumptions	-	(31)	(141)	-	-	-	-	(172)
Charge related to decision to change asset mix in legacy business	-	(1,341)	-	-	-	-	-	(1,341)
Charge related to U.S. Tax Reform	-	(2,245)	-	-	-	-	-	(2,245)
Other	32	151	(123)	(24)	(22)	-	-	(18)
<b>Net income attributed to shareholders</b>	<b>1,715</b>	<b>(2,025)</b>	<b>1,118</b>	<b>1,563</b>	<b>1,699</b>	<b>1%</b>	<b>4%</b>	<b>2,355</b>

**Earnings Analysis (Tax Rate)**

	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	Fiscal 2017
<b>Core earnings</b>						
Asia	17%	19%	19%	20%	20%	20%
Canada	25%	24%	2%	21%	24%	17%
U.S.	21%	28%	27%	26%	29%	28%
Global Wealth and Asset Management	12%	19%	12%	20%	18%	17%
Corporate and other (excl. core investment gains)	22%	28%	23%	31%	35%	29%
Core investment gains	26%	-4%	40%	25%	13%	23%
<b>Total core earnings <sup>1</sup></b>	<b>19%</b>	<b>21%</b>	<b>16%</b>	<b>21%</b>	<b>21%</b>	<b>20%</b>
<b>Items excluded from core earnings</b>						
Investment-related experience outside of core earnings	-	-6%	42%	25%	-	24%
Direct impact of equity markets and interest rates and variable annuity guarantee liabilities	23%	31%	28%	55%	18%	0%
Change in actuarial methods and assumptions	-	-6%	99%	-	-	80%
Charge related to decision to change asset mix in legacy business	-	23%	-	-	-	23%
Charge related to U.S. Tax Reform	-	21%	-	-	-	21%
Other	41%	46%	71%	17%	18%	139%
<b>Net income attributed to shareholders</b>	<b>20%</b>	<b>21%</b>	<b>1%</b>	<b>20%</b>	<b>21%</b>	<b>11%</b>

**FINANCIAL HIGHLIGHTS - SOURCE OF EARNINGS**

(Canadian \$ in millions, unaudited)



	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1 AER	2018 Q1 vs. 2017 Q1 CER	Fiscal 2017
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**Source of Earnings**<sup>1,2</sup>

Expected profit from in-force business	935	932	967	957	939	0%	4%	3,795
Impact of new business	171	204	184	182	204	-16%	-	774
Core investment gains	130	96	167	206	53	145%	145%	522
Experience gains (losses) (excl. core investment gains)	214	(175)	(254)	(111)	236	-9%	-8%	(304)
Management actions and changes in assumptions	18	(3,388)	(283)	(74)	(42)	-	-	(3,787)
Earnings on surplus funds	97	160	189	188	112	-13%	-7%	649
Other	(53)	53	(35)	16	36	-	-	70
Insurance	1,512	(2,118)	935	1,364	1,538	-2%	2%	1,719
Global Wealth and Asset Management	253	232	234	252	214	18%	21%	932
Manulife Bank	49	47	51	43	48	2%	3%	189
Unallocated overhead <sup>3</sup>	(99)	(186)	(102)	(96)	(101)	-2%	-1%	(485)
<b>Income (loss) before income taxes</b>	<b>1,715</b>	<b>(2,025)</b>	<b>1,118</b>	<b>1,563</b>	<b>1,699</b>	<b>1%</b>	<b>4%</b>	<b>2,355</b>
Income tax (expense) recovery	(343)	419	(13)	(308)	(349)	-2%	3%	(251)
<b>Net income attributed to shareholders</b>	<b>1,372</b>	<b>(1,606)</b>	<b>1,105</b>	<b>1,255</b>	<b>1,350</b>	<b>2%</b>	<b>6%</b>	<b>2,104</b>
Preferred share dividends	(39)	(40)	(39)	(39)	(41)	-5%	-	(159)
<b>Common shareholders' net income</b>	<b>1,333</b>	<b>(1,646)</b>	<b>1,066</b>	<b>1,216</b>	<b>1,309</b>	<b>2%</b>	<b>6%</b>	<b>1,945</b>
Expected profit from in-force business CER	935	939	945	918	897	-	4%	-

**Source of Earnings - Core**

Expected profit from in-force business	935	932	967	957	939	0%	4%	3,795
Impact of new business	171	204	184	182	204	-16%	-17%	774
Core investment gains	130	96	167	206	53	145%	144%	522
Experience gains (losses) (excl. core investment gains)	18	(69)	(359)	(196)	(94)	-	-	(718)
Management actions and changes in assumptions	(2)	(2)	(16)	(38)	(30)	-93%	-92%	(86)
Earnings on surplus funds	140	169	155	118	99	41%	53%	541
Other	18	88	5	44	48	-63%	-62%	185
Insurance	1,410	1,418	1,103	1,273	1,219	16%	19%	5,013
Global Wealth and Asset Management	258	243	245	265	230	12%	16%	983
Manulife Bank	49	47	51	43	48	2%	3%	189
Unallocated overhead <sup>3</sup>	(99)	(186)	(101)	(96)	(100)	-1%	-1%	(483)
<b>Core Earnings before income taxes</b>	<b>1,618</b>	<b>1,522</b>	<b>1,298</b>	<b>1,485</b>	<b>1,397</b>	<b>16%</b>	<b>19%</b>	<b>5,702</b>
Income tax (expense) recovery	(315)	(317)	(213)	(311)	(296)	6%	9%	(1,137)
<b>Total Core Earnings</b>	<b>1,303</b>	<b>1,205</b>	<b>1,085</b>	<b>1,174</b>	<b>1,101</b>	<b>18%</b>	<b>22%</b>	<b>4,565</b>

<sup>1</sup> Per OSFI instructions, the expected profit from in-force business denominated in foreign currencies is translated at the prior quarter's statement of financial position rate. 'Experience gains' includes the adjustment to get to the income statement rate.

<sup>2</sup> The 'Source of Earnings' lines excludes the portion related to non-controlling interest.

<sup>3</sup> Includes overhead expenses from the Corporate and Other reporting segment.

**Glossary**

Expected profit from in-force business	Formula-driven release of PfADs (Provisions for Adverse Deviations).
Impact of new business	The capitalized value of future profits less PfADs in respect of new business.
Experience gains (losses)	Earnings impact of any differences between actual experience in the current period relative to expected experience implicit in the actuarial liabilities, and differences in current period fee income due to 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.
Earnings (loss) 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.
Income taxes	Tax charges to income, consistent with the amount on the statement of income.

**FINANCIAL HIGHLIGHTS (CONT'D)**

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



<b>2018</b>	<b>2017</b>	<b>2017</b>	<b>2017</b>	<b>2017</b>	<b>2018 Q1</b>	<b>2018 Q1</b>	<b>Fiscal</b>
<b>Q1</b>	<b>Q4</b>	<b>Q3</b>	<b>Q2</b>	<b>Q1</b>	<b>vs.</b>	<b>vs.</b>	<b>2017</b>
					<b>2017 Q1</b>	<b>2017 Q1</b>	<b>2017</b>
					<b>AER</b>	<b>CER</b>	<b>2017</b>

**Annualized Premium Equivalents Sales**

Asia	984	884	920	923	1,020	-4%	-3%	3,747
Canada	290	222	245	524	375	-23%	-23%	1,366
U.S.	113	153	135	165	150	-25%	-20%	603
<b>Total Annualized premium equivalents sales</b>	<b>1,387</b>	<b>1,259</b>	<b>1,300</b>	<b>1,612</b>	<b>1,545</b>	<b>-10%</b>	<b>-10%</b>	<b>5,716</b>
<b>Total Annualized premium equivalents sales CER</b>	<b>1,387</b>	<b>1,274</b>	<b>1,328</b>	<b>1,570</b>	<b>1,534</b>	<b>-10%</b>	<b>-10%</b>	<b>5,706</b>

**Insurance Sales <sup>1</sup>**

Asia	764	687	731	741	836	-9%	-8%	2,995
Canada	217	163	186	458	299	-27%	-27%	1,106
U.S.	113	153	135	165	150	-25%	-20%	603
<b>Total Insurance sales</b>	<b>1,094</b>	<b>1,003</b>	<b>1,052</b>	<b>1,364</b>	<b>1,285</b>	<b>-15%</b>	<b>-14%</b>	<b>4,704</b>
<b>Total Insurance sales CER</b>	<b>1,094</b>	<b>1,012</b>	<b>1,075</b>	<b>1,330</b>	<b>1,275</b>	<b>-14%</b>	<b>-14%</b>	<b>4,692</b>

<sup>1</sup> Insurance sales consist of 100% of recurring premiums and 10% of both excess and single premiums.

**Annuities Sales <sup>2</sup>**

Asia	1,592	1,426	1,281	1,226	1,217	31%	32%	5,150
Canada	733	586	591	657	764	-4%	-4%	2,598
<b>Total Annuities sales</b>	<b>2,325</b>	<b>2,012</b>	<b>1,872</b>	<b>1,883</b>	<b>1,981</b>	<b>17%</b>	<b>18%</b>	<b>7,748</b>
<b>Total Annuities sales CER</b>	<b>2,325</b>	<b>2,034</b>	<b>1,899</b>	<b>1,831</b>	<b>1,971</b>	<b>18%</b>	<b>18%</b>	<b>7,735</b>

<sup>2</sup> Annuities sales, including single premium accumulation products, in Asia is comprised of 100% regular premiums/deposits sales and 100% single premium/deposits sales.

**New Business Value ("NBV") <sup>3</sup>**

Asia	325	319	288	268	326	0%	1%	1,201
Canada	49	48	33	52	58	-16%	-16%	191
U.S.	10	16	15	18	2	398%	427%	51
<b>Total New business value</b>	<b>384</b>	<b>383</b>	<b>336</b>	<b>338</b>	<b>386</b>	<b>0%</b>	<b>0%</b>	<b>1,443</b>
<b>Total New business value CER</b>	<b>384</b>	<b>386</b>	<b>343</b>	<b>327</b>	<b>382</b>	<b>0%</b>	<b>0%</b>	<b>1,438</b>

<sup>3</sup> New Business Value is not calculated for Global Wealth and Asset Management businesses, Manulife Bank, Property and Casualty Reinsurance and GRS business.

**Global Wealth and Asset Management Gross Flows**

Asia	7,434	8,635	6,914	6,643	5,462	36%	35%	27,654
Canada	8,024	5,643	4,412	4,904	6,014	33%	33%	20,973
U.S.	21,008	17,965	15,698	18,796	20,883	1%	5%	73,342
<b>Total Global Wealth and Asset Management Gross flows</b>	<b>36,466</b>	<b>32,243</b>	<b>27,024</b>	<b>30,343</b>	<b>32,359</b>	<b>13%</b>	<b>16%</b>	<b>121,969</b>
<b>Total Global Wealth and Asset Management Gross flows CER</b>	<b>36,466</b>	<b>32,330</b>	<b>27,452</b>	<b>29,119</b>	<b>31,477</b>	<b>16%</b>	<b>16%</b>	<b>120,378</b>

**Global Wealth and Asset Management Net Flows**

Asia	2,008	2,298	1,828	1,467	1,043	93%	97%	6,636
Canada	3,461	723	905	733	1,364	154%	154%	3,725
U.S.	4,508	625	1,444	3,654	2,196	105%	114%	7,919
<b>Total Global Wealth and Asset Management Net flows</b>	<b>9,977</b>	<b>3,646</b>	<b>4,177</b>	<b>5,854</b>	<b>4,603</b>	<b>117%</b>	<b>123%</b>	<b>18,280</b>
<b>Total Global Wealth and Asset Management Net flows CER</b>	<b>9,977</b>	<b>3,665</b>	<b>4,241</b>	<b>5,571</b>	<b>4,481</b>	<b>123%</b>	<b>123%</b>	<b>17,958</b>

**FINANCIAL HIGHLIGHTS (CONT'D)**

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



	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1 AER	2018 Q1 vs. 2017 Q1 CER	Fiscal 2017
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**Premiums and Deposits - Insurance**

Net premiums <sup>1</sup> and investment contract deposits	8,437	8,029	8,315	8,033	8,078	4%		32,455
Segregated fund deposits	2,345	2,151	1,987	1,939	1,885	24%		7,962
ASO premium equivalents	821	823	812	812	742	11%		3,189
<b>Total Premiums and deposits - Insurance</b>	<b>11,603</b>	<b>11,003</b>	<b>11,114</b>	<b>10,784</b>	<b>10,705</b>	<b>8%</b>	<b>10%</b>	<b>43,606</b>
<b>Total Premiums and deposits - Insurance CER</b>	<b>11,603</b>	<b>11,038</b>	<b>11,244</b>	<b>10,430</b>	<b>10,517</b>		<b>10%</b>	<b>43,229</b>

<sup>1</sup> Net premiums include life, health and annuity premiums, and premiums in the Canada Group Benefits reinsurance ceded agreement.

**Premiums and Deposits - Global Wealth and Asset Management**

Pension premiums and investment contract deposits	12	12	11	12	12	0%		47
Segregated fund deposits	7,383	6,270	6,187	6,605	7,747	-5%		26,809
Mutual fund deposits	21,610	20,999	18,164	19,545	20,669	5%		79,377
Institutional advisory accounts	7,222	4,758	2,494	3,983	3,696	95%		14,931
Other fund deposits <sup>2</sup>	239	204	168	198	235	2%		805
<b>Total Premiums and deposits - Global Wealth and Asset Management</b>	<b>36,466</b>	<b>32,243</b>	<b>27,024</b>	<b>30,343</b>	<b>32,359</b>	<b>13%</b>	<b>16%</b>	<b>121,969</b>
<b>Total Premiums and deposits - Global Wealth and Asset Management CER</b>	<b>36,466</b>	<b>32,330</b>	<b>27,452</b>	<b>29,119</b>	<b>31,477</b>		<b>16%</b>	<b>120,378</b>

<sup>2</sup> Other funds include College Savings (529 plan), Privately Managed Accounts and Guaranteed Interest Accounts.

<b>Premiums and Deposits - Corporate &amp; Other</b>	<b>23</b>	<b>20</b>	<b>47</b>	<b>22</b>	<b>21</b>	<b>10%</b>	<b>10%</b>	<b>110</b>
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**Assets Under Management and Administration <sup>3</sup>**

Asia	96,087	91,694	87,095	87,373	85,783	12%	12%	91,694
Canada	144,421	144,620	142,598	144,903	145,109	0%	0%	144,620
U.S.	229,777	228,835	224,407	230,327	232,094	-1%	2%	228,835
Global Wealth and Asset Management <sup>4</sup>	626,877	609,002	584,434	582,698	575,156	9%	11%	609,002
Corporate and Other	885	(2,875)	(2,724)	(4,141)	(4,124)	-121%	-121%	(2,875)
<b>Total Assets under management and administration</b>	<b>1,098,047</b>	<b>1,071,276</b>	<b>1,035,810</b>	<b>1,041,160</b>	<b>1,034,018</b>	<b>6%</b>	<b>8%</b>	<b>1,071,276</b>
<b>Total Assets under management and administration CER</b>	<b>1,098,047</b>	<b>1,095,861</b>	<b>1,064,084</b>	<b>1,040,460</b>	<b>1,014,155</b>		<b>8%</b>	<b>1,095,861</b>

<sup>3</sup> Assets under management and administration has been restated to include certain non-affiliated assets for which administrative services are provided.

<sup>4</sup> Global Wealth and Asset Management AUMA at March 31, 2018 is \$812 billion and includes \$185 billion of asset managed on behalf of other segments. (see page 23).

**Assets Under Management and Administration <sup>3</sup>**

<b>Assets Under Management</b>								
General fund	342,389	334,222	325,106	329,296	328,237	4%		334,222
Segregated funds excluding institutional advisory accounts	323,998	322,333	315,057	319,254	321,025	1%		322,333
Mutual funds <sup>5</sup>	197,854	191,507	182,123	179,979	175,635	13%		191,507
Institutional asset management	100,288	93,089	88,965	88,929	86,591	16%		93,089
Other funds <sup>6</sup>	7,247	6,937	6,528	6,638	6,477	12%		6,937
<b>Total assets under management</b>	<b>971,776</b>	<b>948,088</b>	<b>917,779</b>	<b>924,096</b>	<b>917,965</b>	<b>6%</b>	<b>8%</b>	<b>948,088</b>
Assets under administration	126,271	123,188	118,031	117,064	116,053	9%	16%	123,188
<b>Total assets under management and administration</b>	<b>1,098,047</b>	<b>1,071,276</b>	<b>1,035,810</b>	<b>1,041,160</b>	<b>1,034,018</b>	<b>6%</b>	<b>8%</b>	<b>1,071,276</b>

<sup>5</sup> Includes ETF assets.

<sup>6</sup> Other funds includes College Savings (529 plan).



**FINANCIAL HIGHLIGHTS (CONT'D)**

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



	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1	Fiscal 2017
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**Common Share Statistics**

Share Price - Toronto (in Canadian \$)							
high	27.77	27.54	26.11	24.87	25.57	9%	27.54
low	23.55	25.15	23.41	22.61	22.39	5%	22.39
close	23.92	26.22	25.31	24.31	23.59	1%	26.22
Share Price - New York (in U.S \$)							
high	22.16	21.70	20.84	18.95	19.52	14%	21.70
low	18.22	20.05	18.64	16.62	16.72	9%	16.62
close	18.58	20.86	20.29	18.76	17.74	5%	20.86
Common shares outstanding (millions)							
- end of period	1,983	1,978	1,979	1,977	1,977	0%	1,978
- weighted average	1,983	1,980	1,978	1,977	1,976	0%	1,973
- diluted weighted average	1,989	1,988	1,986	1,984	1,984	0%	1,977
Dividend per common share paid in the quarter <sup>1</sup>	0.220	0.205	0.205	0.205	0.205	7%	0.820
Common share dividend payout ratio	32.2%	nm	38.1%	33.4%	30.8%	5%	83.3%

<sup>1</sup> On May 2, 2018, the Board of Directors approved quarterly shareholders' dividend of 22.0 cents per share on the common shares of the Company, payable on or after June 19, 2018 to shareholders of record at the close of business on May 15, 2018.

**Valuation Data**

Book value per common share	19.72	18.93	19.68	20.01	19.89	-1%	18.93
Market value to book value ratio	1.21	1.39	1.29	1.22	1.19	2%	1.39
Book value excluding goodwill per common share	16.80	16.04	16.80	17.07	16.92	-1%	16.04
Market value to book value excluding goodwill ratio	1.42	1.63	1.51	1.42	1.39	2%	1.63
Market capitalization (\$ billions)	47.4	51.9	50.1	48.1	46.6	2%	51.9

**Capital Information**

Total capital <sup>2</sup>	52,510	50,659	51,780	52,003	52,287	0%	50,659
LICAT - The Manufacturers Life Insurance Company <sup>3</sup>	129%	n/a	n/a	n/a	n/a	-	n/a
MCCSR - The Manufacturers Life Insurance Company <sup>3</sup>	n/a	224%	234%	230%	233%	-	224%

<sup>2</sup> Total capital includes total equity less AOCI on cash flow hedges and capital instruments. Total equity includes unrealized gains and losses on AFS bonds and AFS equities, net of taxes.

The net unrealized gain on AFS bonds, net of taxes, is no longer part of OSFI regulatory capital.

<sup>3</sup> The Office of the Superintendent of Financial Institutions' new Life Insurance Capital Adequacy Test ("LICAT") regulatory capital regime came into effect in Canada on January 1, 2018, replacing the Minimum Continuing Capital and Surplus Requirements ("MCCSR") framework. As this is the first quarter we are reporting under LICAT, there are no prior period comparatives.

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

- Statements of Financial Position	(CDN to \$ 1 US)	1.2894	1.2545	1.2480	1.2977	1.3323	-3%
	(CDN to 1 YEN)	0.0121	0.0111	0.0111	0.0116	0.0120	1%
- Statements of Income	(CDN to \$ 1 US)	1.2647	1.2712	1.2528	1.3450	1.3238	-4%
	(CDN to 1 YEN)	0.0117	0.0113	0.0113	0.0121	0.0117	0%

<sup>4</sup> Unless otherwise indicated, information contained in this supplement is in Canadian dollars. The exchange rates above are used for currency conversion from U.S. dollars and Japanese yen to Canadian dollars for financial statement purposes.

**CONSOLIDATED STATEMENTS OF INCOME**

(Canadian \$ in millions, unaudited)



	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1	Fiscal 2017
<b>Revenue</b>							
<b>Premium income</b>							
Gross premiums	9,466	9,035	9,211	9,030	9,085	4%	36,361
Premiums ceded to reinsurers	(1,141)	(2,092)	(1,968)	(2,056)	(2,035)	-44%	(8,151)
Net premiums	8,325	6,943	7,243	6,974	7,050	18%	28,210
<b>Investment income</b>							
Investment income <sup>1</sup>	3,235	3,579	3,309	3,444	3,317	-2%	13,649
Realized/ unrealized gains (losses) on assets supporting insurance and investment contract liabilities and on macro hedge program <sup>1</sup>	(5,316)	2,988	(1,163)	3,303	590	-	5,718
Net investment income (loss)	(2,081)	6,567	2,146	6,747	3,907	-	19,367
<b>Other revenue</b>	2,502	2,737	2,544	2,872	2,593	-4%	10,746
<b>Total revenue</b>	8,746	16,247	11,933	16,593	13,550	-35%	58,323
<b>Contract benefits and expenses</b>							
To contract holders and beneficiaries							
Gross claims and benefits	6,647	5,807	6,059	6,525	6,603	1%	24,994
Change in insurance contract liabilities <sup>2</sup>	(2,567)	9,919	2,540	6,113	1,451	-	20,023
Change in investment contract liabilities	44	31	47	41	54	-19%	173
Benefits and expenses ceded to reinsurers	(1,213)	(1,887)	(1,901)	(2,218)	(2,152)	-44%	(8,158)
Change in reinsurance assets	(21)	149	(137)	467	1,790	-	2,269
<b>Net benefits and claims</b>	2,890	14,019	6,608	10,928	7,746	-63%	39,301
General expenses	1,835	1,947	1,794	1,785	1,707	7%	7,233
Investment expenses	406	495	389	398	391	4%	1,673
Commissions	1,521	1,526	1,475	1,491	1,624	-6%	6,116
Interest expense	286	295	306	279	259	10%	1,139
Net premium taxes	94	88	92	94	86	9%	360
<b>Total contract benefits and expenses</b>	7,032	18,370	10,664	14,975	11,813	-40%	55,822
<b>Income before income taxes</b>	1,714	(2,123)	1,269	1,618	1,737	-1%	2,501
Income tax (expense) recovery	(337)	424	(13)	(304)	(346)	-3%	(239)
<b>Net income</b>	1,377	(1,699)	1,256	1,314	1,391	-1%	2,262
Less: net income (loss) attributed to non-controlling interests	54	46	33	61	54	0%	194
Less: net income (loss) attributed to participating policyholders	(49)	(139)	118	(2)	(13)	277%	(36)
<b>Net income attributed to shareholders</b>	1,372	(1,606)	1,105	1,255	1,350	2%	2,104
Preferred share dividends	(39)	(40)	(39)	(39)	(41)	-5%	(159)
<b>Common shareholders' net income</b>	1,333	(1,646)	1,066	1,216	1,309	2%	1,945

<sup>1</sup> The volatility in realized/unrealized gains (losses) on assets supporting insurance and investment contract liabilities relates primarily to the impact of interest rate changes on bond and fixed income derivative positions as well as interest rate swaps supporting the dynamic hedge program and gains and losses on macro equity hedges used as part of our equity risk management program. These items are mostly offset by changes in the measurement of our policy obligations. For fixed income assets supporting insurance and investment contracts, equities supporting pass through products and derivatives related to variable annuity hedging programs, the impact of realized/ unrealized gains (losses) on the assets is largely offset in the change in insurance and investment contract liabilities.

<sup>2</sup> The volatility in investment income largely related to gains and losses on AFS bonds related to the management of interest rate exposures. These activities in the surplus segment are mostly offset in the measurement of our policy liabilities (see change in insurance contract liabilities).

**CONSOLIDATED STATEMENTS OF FINANCIAL POSITION**  
(Canadian \$ in millions, unaudited)



	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1
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**ASSETS**

<b>Invested assets</b>						
Cash and short-term securities	17,020	15,965	15,251	15,866	16,011	6%
<b>Securities</b>						
Debt securities	178,198	174,000	168,476	172,103	171,360	4%
Public equities	21,211	21,545	20,430	20,741	20,767	2%
<b>Loans</b>						
Mortgages	45,527	44,742	44,639	44,700	44,245	3%
Private placements	33,373	32,132	31,033	31,125	30,555	9%
Policy loans	5,987	5,808	5,739	5,907	5,999	0%
Loans to bank clients	1,772	1,737	1,735	1,727	1,737	2%
Real estate	14,456	13,810	13,971	14,102	14,226	2%
Other invested assets	24,845	24,483	23,832	23,025	23,337	6%
<b>Total invested assets</b>	<b>342,389</b>	<b>334,222</b>	<b>325,106</b>	<b>329,296</b>	<b>328,237</b>	<b>4%</b>
<b>Other assets</b>						
Accrued investment income	2,313	2,182	2,128	2,147	2,236	3%
Outstanding premiums	1,172	1,148	1,055	843	888	32%
Derivatives	13,821	15,569	16,214	18,088	18,320	-25%
Goodwill and intangible assets	9,980	9,840	9,788	9,998	10,085	-1%
Reinsurance assets	31,165	30,359	30,385	31,446	32,784	-5%
Deferred tax asset	4,797	4,569	4,655	4,555	4,442	8%
Miscellaneous	8,175	7,337	7,068	8,106	8,237	-1%
<b>Total other assets</b>	<b>71,423</b>	<b>71,004</b>	<b>71,293</b>	<b>75,183</b>	<b>76,992</b>	<b>-7%</b>
<b>Segregated funds net assets</b>	<b>326,011</b>	<b>324,307</b>	<b>316,977</b>	<b>321,267</b>	<b>323,118</b>	<b>1%</b>
<b>Total assets</b>	<b>739,823</b>	<b>729,533</b>	<b>713,376</b>	<b>725,746</b>	<b>728,347</b>	<b>2%</b>

**LIABILITIES AND EQUITY**

<b>Policy liabilities</b>						
Insurance contract liabilities	310,481	304,605	293,228	298,839	298,816	4%
Investment contract liabilities	3,161	3,126	3,128	3,195	3,249	-3%
Deposits from bank clients	18,976	18,131	18,050	18,238	18,283	4%
Deferred tax liabilities	1,448	1,281	1,882	1,991	1,792	-19%
Derivatives	7,433	7,822	8,920	10,009	10,833	-31%
Other liabilities	15,043	14,927	14,171	14,811	14,485	4%
	356,542	349,892	339,379	347,083	347,458	3%
Long-term debt	4,906	4,784	5,362	5,541	5,661	-13%
Capital instruments	8,275	8,387	7,903	7,630	8,179	1%
<b>Segregated funds net liabilities</b>	<b>326,011</b>	<b>324,307</b>	<b>316,977</b>	<b>321,267</b>	<b>323,118</b>	<b>1%</b>
<b>Total liabilities</b>	<b>695,734</b>	<b>687,370</b>	<b>669,621</b>	<b>681,521</b>	<b>684,416</b>	<b>2%</b>
<b>Equity</b>						
<b>Issued share capital</b>						
Preferred shares	3,822	3,577	3,577	3,577	3,577	7%
Common shares	23,010	22,989	22,930	22,904	22,891	1%
Contributed surplus	275	277	286	287	287	-4%
Shareholders' retained earnings	10,987	10,083	12,135	11,475	10,665	3%
<b>Shareholders' accumulated other comprehensive income (loss)</b>						
Pension and other post-employment plans	(385)	(364)	(403)	(411)	(416)	-7%
Available-for-sale securities	(159)	179	14	49	(188)	-
Cash flow hedges	(146)	(109)	(122)	(148)	(177)	-18%
Translation of foreign operations and real estate revaluation surplus	5,530	4,381	4,104	5,406	6,262	-12%
<b>Total shareholders' equity</b>	<b>42,934</b>	<b>41,013</b>	<b>42,521</b>	<b>43,139</b>	<b>42,901</b>	<b>0%</b>
Participating policyholders' equity	173	221	351	233	235	-26%
Non-controlling interests	982	929	883	853	795	24%
<b>Total equity</b>	<b>44,089</b>	<b>42,163</b>	<b>43,755</b>	<b>44,225</b>	<b>43,931</b>	<b>0%</b>
<b>Total liabilities and equity</b>	<b>739,823</b>	<b>729,533</b>	<b>713,376</b>	<b>725,746</b>	<b>728,347</b>	<b>2%</b>

**CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY**

(Canadian \$ in millions, unaudited)



	<b>2018</b>	<b>2017</b>	<b>2017</b>	<b>2017</b>	<b>2017</b>	<b>Fiscal</b>
	<b>Q1</b>	<b>Q4</b>	<b>Q3</b>	<b>Q2</b>	<b>Q1</b>	<b>2017</b>

**Preferred shares**

Balance, beginning of period	3,577	3,577	3,577	3,577	3,577	3,577
Issued	250	-	-	-	-	-
Issuance costs, net of tax	(5)	-	-	-	-	-
<b>Balance, end of period</b>	<b>3,822</b>	<b>3,577</b>	<b>3,577</b>	<b>3,577</b>	<b>3,577</b>	<b>3,577</b>

**Common shares**

Balance, beginning of period	22,989	22,930	22,904	22,891	22,865	22,865
Issued on exercise of stock options and deferred share units	21	59	26	13	26	124
<b>Balance, end of period</b>	<b>23,010</b>	<b>22,989</b>	<b>22,930</b>	<b>22,904</b>	<b>22,891</b>	<b>22,989</b>

**Contributed surplus**

Balance, beginning of period	277	286	287	287	284	284
Exercise of stock options and deferred share units	(3)	(11)	(4)	(2)	(5)	(22)
Stock option expense	1	2	3	2	8	15
<b>Balance, end of period</b>	<b>275</b>	<b>277</b>	<b>286</b>	<b>287</b>	<b>287</b>	<b>277</b>

**Shareholders' retained earnings**

Balance, beginning of period	10,083	12,135	11,475	10,665	9,759	9,759
Net income attributed to shareholders	1,372	(1,606)	1,105	1,255	1,350	2,104
Preferred share dividends	(39)	(40)	(39)	(39)	(41)	(159)
Common share dividends	(429)	(406)	(406)	(406)	(403)	(1,621)
<b>Balance, end of period</b>	<b>10,987</b>	<b>10,083</b>	<b>12,135</b>	<b>11,475</b>	<b>10,665</b>	<b>10,083</b>

**Shareholders' accumulated other comprehensive income (loss)**

Balance, beginning of period	4,087	3,593	4,896	5,481	5,347	5,347
Other comprehensive income (loss)						
Remeasurement of pension and other post-employment plans, net of tax expense of \$16	(21)	39	8	5	1	53
Real estate revaluation reserve, net of tax expense of nil	-	20	-	-	-	20
Available-for-sale ("AFS") securities unrealized gains (losses), net of tax recovery of \$128	(325)	197	(23)	233	197	604
AFS securities realized losses (gains) & impairments (recoveries), net of tax expense of \$8	(13)	(32)	(12)	4	8	(32)
Cash flow hedges unrealized gains (losses), net of tax expense of \$39	(40)	8	23	26	53	110
Cash flow hedges realized (gains) losses, net of tax expense of \$1	3	5	3	3	2	13
Unrealized foreign exchange gains (losses), net of \$(118) hedges and tax recovery of \$30	1,149	257	(1,302)	(856)	(128)	(2,029)
Share of other comprehensive income (loss) of associates, net of tax expense of nil	-	-	-	-	1	1
<b>Balance, end of period</b>	<b>4,840</b>	<b>4,087</b>	<b>3,593</b>	<b>4,896</b>	<b>5,481</b>	<b>4,087</b>

**Total shareholders' equity, end of period**

42,934	41,013	42,521	43,139	42,901	41,013
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**Participating policyholders' equity**

Balance, beginning of period	221	351	233	235	248	248
Net income (loss) attributed to participating policyholders	(49)	(139)	118	(2)	(13)	(36)
Other comprehensive income attributed to participating policyholders	1	9	-	-	-	9
<b>Balance, end of period</b>	<b>173</b>	<b>221</b>	<b>351</b>	<b>233</b>	<b>235</b>	<b>221</b>

**Non-controlling interests**

Balance, beginning of period	929	883	853	795	743	743
Net income (loss) attributed to non-controlling interests	54	46	33	61	54	194
Other comprehensive income (loss) attributed to non-controlling interests	(2)	(2)	-	-	-	(2)
Contributions (distributions), net	1	2	(3)	(3)	(2)	(6)
<b>Balance, end of period</b>	<b>982</b>	<b>929</b>	<b>883</b>	<b>853</b>	<b>795</b>	<b>929</b>

**Total equity, end of period**

44,089	42,163	43,755	44,225	43,931	42,163
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**CONSOLIDATED STATEMENTS OF CASH FLOWS**

(Canadian \$ in millions, unaudited)



	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1	Fiscal 2017
<b>Operating activities</b>							
Net income (loss)	1,377	(1,699)	1,256	1,314	1,391	-1%	2,262
Adjustments							
Increase (decrease) in insurance contract liabilities	(2,567)	9,919	2,540	6,113	1,451	-	20,023
Increase (decrease) in investment contract liabilities	44	31	47	41	54	-19%	173
Decrease (increase) in reinsurance assets	(21)	149	(137)	467	1,790	-	2,269
Amortization of premium/discount on invested assets	56	52	102	41	35	60%	230
Other amortization	139	155	140	134	131	6%	560
Net realized (gains) losses, including impairments on assets	4,825	(3,226)	782	(3,516)	(1,228)	-	(7,188)
Deferred income tax expense (recovery)	1	(676)	(220)	(24)	589	-100%	(331)
Stock option expense	1	2	3	2	8	-88%	15
Cash provided by operating activities before undernoted items	3,855	4,707	4,513	4,572	4,221	-9%	18,013
Changes in policy related and operating receivables and payables	(7)	429	86	299	(1,036)	-99%	(222)
<b>Cash provided by operating activities</b>	<b>3,848</b>	<b>5,136</b>	<b>4,599</b>	<b>4,871</b>	<b>3,185</b>	<b>21%</b>	<b>17,791</b>
<b>Investing activities</b>							
Purchases and mortgage advances	(23,610)	(19,669)	(23,689)	(22,500)	(21,366)	11%	(87,224)
Disposals and repayments	19,892	15,642	18,616	18,716	17,746	12%	70,720
Changes in investment broker net receivables and payables	(21)	33	28	32	134	-116%	227
Net cash decrease from sale and purchase of subsidiaries and businesses	-	-	-	(10)	-	-	(10)
<b>Cash provided by (used in) investing activities</b>	<b>(3,739)</b>	<b>(3,994)</b>	<b>(5,045)</b>	<b>(3,762)</b>	<b>(3,486)</b>	<b>7%</b>	<b>(16,287)</b>
<b>Financing activities</b>							
Increase (decrease) in repurchase agreements and securities sold but not yet purchased	137	(281)	251	(152)	153	-10%	(29)
Issue of long-term debt, net	-	-	-	-	-	-	-
Redemption of long-term debt, net	-	(600)	(7)	-	-	-	(607)
Issue (redemption) of capital instruments, net	(200)	469	346	(499)	994	-	1,310
Changes in deposits from bank clients, net	840	85	(166)	(36)	378	122%	261
Shareholder dividends paid in cash	(468)	(446)	(445)	(445)	(444)	5%	(1,780)
NCI dividends paid in cash	-	1	-	(1)	-	-	-
Secured borrowings from securitization transactions	-	98	202	250	191	-100%	741
Contributions from (distributions to) non-controlling interest, net	1	1	(3)	(2)	(2)	-	(6)
Common shares issued, net	21	59	26	13	26	-19%	124
Preferred shares issued, net	245	-	-	-	-	-	-
<b>Cash provided by (used in) financing activities</b>	<b>576</b>	<b>(614)</b>	<b>204</b>	<b>(872)</b>	<b>1,296</b>	<b>-56%</b>	<b>14</b>
<b>Cash and short-term securities</b>							
Increase (decrease) during the period	685	528	(242)	237	995	-31%	1,518
Effect of foreign exchange rate changes on cash and short-term securities	345	60	(408)	(285)	(25)	-	(658)
Balance, beginning of period	15,098	14,510	15,160	15,208	14,238	6%	14,238
<b>Balance, end of period</b>	<b>16,128</b>	<b>15,098</b>	<b>14,510</b>	<b>15,160</b>	<b>15,208</b>	<b>6%</b>	<b>15,098</b>
<b>Cash and short-term securities</b>							
<b>Beginning of period</b>							
Gross cash and short-term securities	15,965	15,251	15,866	16,011	15,151	5%	15,151
Net payments in transit, included in other liabilities	(867)	(741)	(706)	(803)	(913)	-5%	(913)
<b>Net cash and short-term securities, beginning of period</b>	<b>15,098</b>	<b>14,510</b>	<b>15,160</b>	<b>15,208</b>	<b>14,238</b>	<b>6%</b>	<b>14,238</b>
<b>End of period</b>							
Gross cash and short-term securities	17,020	15,965	15,251	15,866	16,011	6%	15,965
Net payments in transit, included in other liabilities	(892)	(867)	(741)	(706)	(803)	11%	(867)
<b>Net cash and short-term securities, end of period</b>	<b>16,128</b>	<b>15,098</b>	<b>14,510</b>	<b>15,160</b>	<b>15,208</b>	<b>6%</b>	<b>15,098</b>

**ASIA**

(U.S. \$ in millions, unless otherwise stated, unaudited)



	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1	Fiscal 2017
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**Statements of Income**

	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1	Fiscal 2017
<b>Revenue</b>							
<b>Premium income</b>							
Gross premiums	3,691	3,120	3,245	2,988	3,147	17%	12,500
Premiums ceded to reinsurers	(143)	(116)	(21)	(114)	(133)	8%	(384)
<b>Investment income</b>	407	407	400	389	347	17%	1,543
<b>Other revenue</b>	208	239	112	207	161	29%	719
<b>Subtotal revenue</b>	4,163	3,650	3,736	3,470	3,522	18%	14,378
Realized/ unrealized gains on invested assets supporting insurance and investment contract liabilities <sup>1</sup>	(759)	368	268	569	358	-	1,563
<b>Total revenue</b>	3,404	4,018	4,004	4,039	3,880	-12%	15,941
<b>Contract benefits and expenses</b>							
To contract holders and beneficiaries							
Gross benefits and claims paid and change in insurance contract liabilities <sup>1</sup>	2,171	2,923	2,600	2,779	2,555	-15%	10,857
Ceded benefits and expenses and change in reinsurance assets	(89)	(50)	(43)	(101)	(52)	71%	(246)
Change in investment contract liabilities	(6)	-	-	-	-	-	-
General expenses	381	417	389	377	346	10%	1,529
Investment expenses	30	27	23	20	21	43%	91
Commissions	458	434	440	417	426	8%	1,717
Other	42	39	37	37	37	14%	150
<b>Total contract benefits and expenses</b>	2,987	3,790	3,446	3,529	3,333	-10%	14,098
<b>Income (loss) before income taxes</b>	417	228	558	510	547	-24%	1,843
Income tax (expense) recovery	(72)	(67)	(82)	(83)	(80)	-10%	(312)
<b>Net income (loss)</b>	345	161	476	427	467	-26%	1,531
Less net income (loss) attributed to non-controlling interests	44	35	25	45	40	10%	145
Less net income (loss) attributed to participating policyholders	(54)	(79)	35	5	15	-	(24)
<b>Net income (loss) attributed to shareholders</b>	355	205	416	377	412	-14%	1,410
<b>Net income (loss) attributed to shareholders CER</b>	355	206	420	386	427	-17%	1,439

<sup>1</sup> For fixed income assets supporting insurance and investment contract liabilities, equities supporting pass through products and derivatives related to variable annuity hedging programs, the impact of realized/unrealized gains (losses) on the assets is largely offset in the change in actuarial liabilities, included in contract benefits. The gains (losses) primarily relate to fair value movements on bonds and derivatives.

**ASIA (CONT'D)**

(U.S. \$ in millions, unless otherwise stated, unaudited)



	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1 AER <sup>1</sup>	2018 Q1 vs. 2017 Q1 CER <sup>2</sup>	Fiscal 2017
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**Earnings Analysis**

Hong Kong	145	140	125	104	102	42%	42%	471
Japan	105	103	112	109	116	-9%	-14%	440
Asia Other	119	82	92	85	88	35%	28%	347
Regional Office	(31)	(32)	(31)	(38)	(36)	-14%	-14%	(137)
<b>Total Core earnings (loss)</b>	<b>338</b>	<b>293</b>	<b>298</b>	<b>260</b>	<b>270</b>	<b>25%</b>	<b>21%</b>	<b>1,121</b>
<b>Total Core earnings CER</b>	<b>338</b>	<b>299</b>	<b>302</b>	<b>266</b>	<b>280</b>		<b>21%</b>	<b>1,147</b>
<b>Items excluded from core earnings</b>								
Investment-related experience outside of core earnings	38	49	39	46	52	-27%		186
Direct impact of equity markets and interest rates and variable annuity guarantee liabilities	(21)	(110)	(49)	71	90	-		2
Change in actuarial methods and assumptions	-	4	128	-	-	-		132
Other	-	(31)	-	-	-	-		(31)
<b>Net income (loss) attributed to shareholders</b>	<b>355</b>	<b>205</b>	<b>416</b>	<b>377</b>	<b>412</b>	<b>-14%</b>	<b>-17%</b>	<b>1,410</b>

**Source of Earnings - Core <sup>3</sup>**

Expected profit from in-force business	192	195	189	182	175	10%	7%	741
Impact of new business	150	142	152	125	145	3%	-2%	564
Experience gains (losses)	-	(42)	(29)	(36)	(34)	-	-	(141)
Management actions and changes in assumptions	-	-	-	-	-	-	-	-
Earnings on surplus funds	33	27	27	28	26	27%	26%	108
Other	33	38	29	27	26	27%	18%	120
<b>Core earnings before income taxes</b>	<b>408</b>	<b>360</b>	<b>368</b>	<b>326</b>	<b>338</b>	<b>21%</b>	<b>16%</b>	<b>1,392</b>
Income tax (expense) recovery	(70)	(67)	(70)	(66)	(68)	3%	-2%	(271)
<b>Total Core earnings</b>	<b>338</b>	<b>293</b>	<b>298</b>	<b>260</b>	<b>270</b>	<b>25%</b>	<b>21%</b>	<b>1,121</b>

<sup>1</sup> AER percentage changes are calculated using actual exchange rates.

<sup>2</sup> CER percentage changes are calculated on a constant exchange rate basis.

<sup>3</sup> The 'Source of Earnings - Core' lines excludes the portion related to non-controlling interest.

## ASIA (CONT'D)

(U.S. \$ in millions, unless otherwise stated, unaudited)



	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1 AER	2018 Q1 vs. 2017 Q1 CER	Fiscal 2017
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### Annualized Premium Equivalents Sales

Hong Kong	149	172	152	125	135	10%	10%	584
Japan	257	220	257	293	332	-23%	-26%	1,102
Asia Other	372	304	325	268	304	22%	16%	1,201
<b>Total Annualized premium equivalents sales</b>	<b>778</b>	<b>696</b>	<b>734</b>	<b>686</b>	<b>771</b>	<b>1%</b>	<b>-3%</b>	<b>2,887</b>
<b>Total Annualized premium equivalents sales CER</b>	<b>778</b>	<b>711</b>	<b>748</b>	<b>705</b>	<b>803</b>		<b>-3%</b>	<b>2,967</b>

### Insurance Sales

Hong Kong	111	135	117	97	117	-5%	-5%	466
Japan	150	125	161	206	236	-36%	-39%	728
Asia Other	343	281	305	248	279	23%	16%	1,113
<b>Total Insurance sales</b>	<b>604</b>	<b>541</b>	<b>583</b>	<b>551</b>	<b>632</b>	<b>-4%</b>	<b>-8%</b>	<b>2,307</b>
<b>Total Insurance sales CER</b>	<b>604</b>	<b>551</b>	<b>596</b>	<b>566</b>	<b>659</b>		<b>-8%</b>	<b>2,372</b>

### Annuities Sales

Hong Kong	381	373	350	276	178	114%	114%	1,177
Japan	590	506	482	431	494	19%	14%	1,913
Asia Other	288	243	190	204	248	16%	11%	885
<b>Total Annuities sales</b>	<b>1,259</b>	<b>1,122</b>	<b>1,022</b>	<b>911</b>	<b>920</b>	<b>37%</b>	<b>32%</b>	<b>3,975</b>
<b>Total Annuities sales CER</b>	<b>1,259</b>	<b>1,146</b>	<b>1,035</b>	<b>927</b>	<b>955</b>		<b>32%</b>	<b>4,063</b>

### New Business Value (NBV)

Hong Kong	92	119	94	64	70	31%	31%	347
Japan	75	61	60	71	107	-30%	-33%	299
Asia Other	90	71	75	65	69	30%	24%	280
<b>Total NBV</b>	<b>257</b>	<b>251</b>	<b>229</b>	<b>200</b>	<b>246</b>	<b>4%</b>	<b>1%</b>	<b>926</b>
<b>Total NBV CER</b>	<b>257</b>	<b>255</b>	<b>232</b>	<b>204</b>	<b>255</b>		<b>1%</b>	<b>946</b>

### New Business Value (NBV) Margin <sup>1</sup>

Hong Kong	61.8%	68.8%	62.0%	51.0%	52.1%
Japan	29.0%	28.1%	23.1%	24.3%	32.2%
Asia Other	29.1%	25.9%	26.7%	27.7%	28.4%
<b>Total NBV margin</b>	<b>35.9%</b>	<b>37.7%</b>	<b>33.2%</b>	<b>30.6%</b>	<b>34.7%</b>
<b>Total NBV margin CER</b>	<b>35.9%</b>	<b>37.5%</b>	<b>33.0%</b>	<b>30.5%</b>	<b>34.5%</b>

<sup>1</sup> Margins are calculated using annualized premium equivalent (APE) excluding non-controlling interest. APE is calculated as 100% of annualized first year premiums for recurring premium products, and as 10% of single premiums for single premium products. Both NBV and APE used in the margin are calculated after non-controlling interest.



**ASIA (CONT'D)**

(U.S. \$ in millions, unless otherwise stated, unaudited)



	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1 AER	2018 Q1 vs. 2017 Q1 CER	Fiscal 2017
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**Premiums and Deposits**

Premiums and investment contract deposits	3,550	3,006	3,224	2,876	3,014	18%		12,120
Segregated fund and other deposits	910	838	740	626	519	75%		2,723
<b>Total Premiums and deposits</b>	<b>4,460</b>	<b>3,844</b>	<b>3,964</b>	<b>3,502</b>	<b>3,533</b>	<b>26%</b>	<b>22%</b>	<b>14,843</b>
<b>Total Premiums and deposits CER</b>	<b>4,460</b>	<b>3,925</b>	<b>4,034</b>	<b>3,583</b>	<b>3,669</b>		<b>22%</b>	<b>15,211</b>

**Premiums and Deposits by Business Units**

Hong Kong	1,204	1,257	1,157	1,053	886	36%	36%	4,353
Japan	1,723	1,285	1,474	1,253	1,442	19%	14%	5,454
Asia Other	1,533	1,302	1,333	1,196	1,205	27%	21%	5,036
<b>Total Premiums and deposits</b>	<b>4,460</b>	<b>3,844</b>	<b>3,964</b>	<b>3,502</b>	<b>3,533</b>	<b>26%</b>	<b>22%</b>	<b>14,843</b>

**Total weighted premium income (TWPI)**

Hong Kong	782	864	794	756	707	11%	11%	3,121
Japan	1,334	952	1,069	990	1,136	17%	12%	4,147
Asia Other	976	865	825	742	741	32%	25%	3,173
<b>TWPI</b>	<b>3,092</b>	<b>2,681</b>	<b>2,688</b>	<b>2,488</b>	<b>2,584</b>	<b>20%</b>	<b>15%</b>	<b>10,441</b>
<b>TWPI CER</b>	<b>3,092</b>	<b>2,740</b>	<b>2,736</b>	<b>2,544</b>	<b>2,677</b>		<b>15%</b>	<b>10,697</b>

**Assets Under Management**

General fund	59,485	58,009	55,266	52,908	50,199	18%		58,009
Segregated funds	15,034	15,074	14,537	14,432	14,182	6%		15,074
<b>Total Assets under management</b>	<b>74,519</b>	<b>73,083</b>	<b>69,803</b>	<b>67,340</b>	<b>64,381</b>	<b>16%</b>	<b>12%</b>	<b>73,083</b>
<b>Total Assets under management CER</b>	<b>74,519</b>	<b>75,009</b>	<b>71,918</b>	<b>69,508</b>	<b>66,449</b>		<b>12%</b>	<b>75,009</b>

**Number of Agents**

Hong Kong	7,633	7,725	6,993	6,950	6,894	11%		7,725
Japan	2,272	2,363	2,324	2,300	2,308	-2%		2,363
Asia Other	58,455	60,303	62,014	60,492	58,798	-1%		60,303
<b>Total Number of Agents</b>	<b>68,360</b>	<b>70,391</b>	<b>71,331</b>	<b>69,742</b>	<b>68,000</b>	<b>1%</b>		<b>70,391</b>

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

Core earnings	427	372	374	350	357	20%	21%	1,453
Items excluded from core earnings	21	(112)	147	158	188	-89%		381
Net income (loss) attributed to shareholders	448	260	521	508	545	-18%	-17%	1,834
Annualized Premium Equivalents Sales	984	884	920	923	1,020	-4%	-3%	3,747
Insurance Sales	764	687	731	741	836	-9%	-8%	2,995
Annuities Sales	1,592	1,426	1,281	1,226	1,217	31%	32%	5,150
New Business Value (NBV)	325	319	288	268	326	0%	1%	1,201
Premiums and Deposits	5,640	4,885	4,966	4,708	4,679	21%	22%	19,238
Assets Under Management	96,087	91,694	87,095	87,373	85,783	12%	12%	91,694

**CANADA**

(Canadian \$ millions, unaudited)



	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1	Fiscal 2017
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**Statements of Income**

	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1	Fiscal 2017
<b>Revenue</b>							
<b>Premium income</b>							
Gross premiums	2,567	2,585	2,508	2,516	2,515	2%	10,124
Premiums ceded to reinsurers	(414)	(1,366)	(1,390)	(1,311)	(1,292)	-68%	(5,359)
<b>Investment income</b>	1,067	1,030	975	983	970	10%	3,958
<b>Other revenue</b>	362	468	441	539	414	-13%	1,862
<b>Subtotal revenue</b>	3,582	2,717	2,534	2,727	2,607	37%	10,585
Realized/ unrealized gains on invested assets supporting insurance and investment contract liabilities <sup>1</sup>	(388)	1,549	(1,759)	478	334	-	602
<b>Total revenue</b>	3,194	4,266	775	3,205	2,941	9%	11,187
<b>Contract benefits and expenses</b>							
To contract holders and beneficiaries							
Gross benefits and claims paid and change in insurance contract liabilities <sup>1</sup>	2,052	4,578	(674)	3,418	2,934	-30%	10,256
Ceded benefits and expenses and change in reinsurance assets	(316)	(1,067)	130	(968)	(964)	-67%	(2,869)
Change in investment contract liabilities	12	8	7	8	12	0%	35
General expenses	337	345	331	348	330	2%	1,354
Investment expenses	89	92	87	87	85	5%	351
Commissions	267	300	274	253	342	-22%	1,169
Other	140	155	114	115	118	19%	502
<b>Total contract benefits and expenses</b>	2,581	4,411	269	3,261	2,857	-10%	10,798
<b>Income (loss) before income taxes</b>	613	(145)	506	(56)	84	630%	389
Income tax (expense) recovery	(135)	77	1	70	11	-	159
<b>Net income (loss)</b>	478	(68)	507	14	95	403%	548
Less: net income (loss) attributed to participating policyholders	19	(39)	75	(9)	(33)	-	(6)
<b>Net income (loss) attributed to shareholders</b>	459	(29)	432	23	128	259%	554

<sup>1</sup> For fixed income assets supporting insurance and investment contract liabilities, equities supporting pass through products and derivatives related to variable annuity hedging programs, the impact of realized/unrealized gains (losses) on the assets is largely offset in the change in actuarial liabilities, included in contract benefits.

**CANADA (CONT'D)**  
(Canadian \$ millions, unaudited)



<b>2018 Q1</b>	<b>2017 Q4</b>	<b>2017 Q3</b>	<b>2017 Q2</b>	<b>2017 Q1</b>	<b>2018 Q1 vs. 2017 Q1</b>	<b>Fiscal 2017</b>
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**Earnings Analysis**

Insurance	166	171	252	167	145	14%	735
Annuities	87	67	114	79	74	18%	334
Manulife Bank	37	35	37	32	36	3%	140
<b>Total core earnings (loss)</b>	<b>290</b>	<b>273</b>	<b>403</b>	<b>278</b>	<b>255</b>	<b>14%</b>	<b>1,209</b>
<b>Items excluded from core earnings</b>							
Investment-related experience outside of core earnings	145	76	(125)	(12)	(38)	-	(99)
Direct impact of equity markets and interest rates and variable annuity guarantee liabilities <sup>1</sup>	(60)	(21)	115	(238)	(83)	-28%	(227)
Change in actuarial methods and assumptions	-	(7)	43	-	-	-	36
Charge related to decision to change asset mix in legacy business	-	(343)	-	-	-	-	(343)
Other	84	(7)	(4)	(5)	(6)	-	(22)
<b>Net income (loss) attributed to shareholders</b>	<b>459</b>	<b>(29)</b>	<b>432</b>	<b>23</b>	<b>128</b>	<b>259%</b>	<b>554</b>

<sup>1</sup> Segregated fund products include guarantees. These products are also referred to as variable annuities.

**Source of Earnings - Core**

Expected profit from in-force business	251	258	262	262	256	-2%	1,038
Impact of new business	(2)	(1)	(11)	(20)	-	-	(32)
Experience gains (losses)	(23)	(40)	15	(31)	(61)	-62%	(117)
Management actions and changes in assumptions	-	-	-	-	-	-	-
Earnings on surplus funds	103	92	92	91	92	12%	367
Other	7	5	2	5	1	600%	13
Insurance	336	314	360	307	288	17%	1,269
Manulife Bank	49	47	51	43	48	2%	189
<b>Core Earnings before income taxes</b>	<b>385</b>	<b>361</b>	<b>411</b>	<b>350</b>	<b>336</b>	<b>15%</b>	<b>1,458</b>
Income tax (expense) recovery	(95)	(88)	(8)	(72)	(81)	17%	(249)
<b>Total Core Earnings</b>	<b>290</b>	<b>273</b>	<b>403</b>	<b>278</b>	<b>255</b>	<b>14%</b>	<b>1,209</b>

**CANADA (CONT'D)**

(Canadian \$ millions, unaudited)



<b>2018</b>	<b>2017</b>	<b>2017</b>	<b>2017</b>	<b>2017</b>	<b>2018 Q1</b>	<b>Fiscal</b>
<b>Q1</b>	<b>Q4</b>	<b>Q3</b>	<b>Q2</b>	<b>Q1</b>	<b>vs.</b>	<b>2017</b>
					<b>2017 Q1</b>	

**Annualized Premium Equivalents Sales**

Individual Insurance	54	67	66	67	91	-41%	291
Group Insurance	163	96	120	391	208	-22%	815
Annuities	73	59	59	66	76	-4%	260
<b>Total Sales</b>	<b>290</b>	<b>222</b>	<b>245</b>	<b>524</b>	<b>375</b>	<b>-23%</b>	<b>1,366</b>

**Annuities Sales <sup>1</sup>**

Retail segregated fund products <sup>2</sup>	696	550	532	596	719	-3%	2,397
Fixed Products	38	36	59	61	45	-16%	201
<b>Total Annuities Sales</b>	<b>734</b>	<b>586</b>	<b>591</b>	<b>657</b>	<b>764</b>	<b>-4%</b>	<b>2,598</b>

<sup>1</sup> Annuities sales is comprised of 100% regular premiums/deposits sales and 100% single premium/deposit sales.

<sup>2</sup> Retail segregated fund products include guarantees. These products are also referred to as variable annuities.

**Premiums and Deposits**

Net premiums <sup>3</sup> and investment contract deposits	2,285	2,324	2,237	2,284	2,272	1%	9,117
Segregated fund deposits	697	551	532	598	719	-3%	2,400
ASO premium equivalents	821	823	812	811	743	10%	3,189
<b>Total premiums and deposits</b>	<b>3,803</b>	<b>3,698</b>	<b>3,581</b>	<b>3,693</b>	<b>3,734</b>	<b>2%</b>	<b>14,706</b>

<sup>3</sup> Net premiums include life, health and annuity premiums, and premiums in the Canada Group Benefits reinsurance ceded agreement.

**Premiums and Deposits by Business**

Individual Insurance	817	930	811	871	878	-7%	3,490
Group Insurance	2,252	2,181	2,179	2,164	2,091	8%	8,615
Annuities	734	587	591	658	765	-4%	2,601
<b>Total premiums and deposits</b>	<b>3,803</b>	<b>3,698</b>	<b>3,581</b>	<b>3,693</b>	<b>3,734</b>	<b>2%</b>	<b>14,706</b>

**Assets Under Management**

General funds, excluding Manulife Bank net lending assets	87,770	87,733	86,252	88,659	88,944	-1%	87,733
Manulife Bank net lending assets	20,735	20,427	20,090	19,839	19,618	6%	20,427
Segregated funds	35,916	36,460	36,256	36,405	36,547	-2%	36,460
<b>Total assets under management</b>	<b>144,421</b>	<b>144,620</b>	<b>142,598</b>	<b>144,903</b>	<b>145,109</b>	<b>0%</b>	<b>144,620</b>

<b>Manulife Bank Average Net Lending Assets</b>	<b>20,581</b>	<b>20,258</b>	<b>19,965</b>	<b>19,729</b>	<b>19,537</b>	<b>5%</b>	<b>19,941</b>
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U.S.

(U.S. \$ in millions, unless otherwise stated, unaudited)



	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1	Fiscal 2017
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Statements of Income

	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1	Fiscal 2017
<b>Revenue</b>							
<b>Premium income</b>							
Gross premiums	1,751	1,945	2,073	1,843	1,806	-3%	7,667
Premiums ceded to reinsurers	(436)	(462)	(446)	(444)	(434)	0%	(1,786)
<b>Investment income</b>	1,337	1,501	1,430	1,381	1,377	-3%	5,689
<b>Other revenue</b>	496	544	602	595	600	-17%	2,341
<b>Subtotal revenue</b>	3,148	3,528	3,659	3,375	3,349	-6%	13,911
Realized/ unrealized gains (losses) on invested assets supporting insurance and investment contract liabilities <sup>1</sup>	(3,132)	806	239	1,585	(135)	nm	2,495
<b>Total revenue</b>	16	4,334	3,898	4,960	3,214	-100%	16,406
<b>Contract benefits and expenses</b>							
To contract holders and beneficiaries							
Gross benefits and claims paid and change in insurance contract liabilities <sup>1</sup>	(559)	5,847	4,614	4,073	1,466	-	16,000
Ceded benefits and expenses and change in reinsurance assets	(638)	(473)	(1,705)	(487)	352	-	(2,313)
Change in investment contract liabilities	5	12	11	12	12	-58%	47
General expenses	272	222	263	211	208	31%	904
Investment expenses	72	143	80	81	80	-10%	384
Commissions	296	306	299	290	315	-6%	1,210
Other	36	37	31	42	22	64%	132
<b>Total contract benefits and expenses</b>	(516)	6,094	3,593	4,222	2,455	-	16,364
<b>Income (loss) before income taxes</b>	532	(1,760)	305	738	759	-30%	42
Income tax (expense) recovery	(107)	(520)	(48)	(231)	(235)	-54%	(1,034)
<b>Net income (loss) attributed to shareholders</b>	425	(2,280)	257	507	524	-19%	(992)

<sup>1</sup> For fixed income assets supporting insurance and investment contract liabilities, equities supporting pass through products and derivatives related to variable annuity hedging programs, the impact of realized/unrealized gains (losses) on the assets is largely offset in the change in actuarial liabilities, included in contract benefits. The gains (losses) primarily relate to fair value movements on bonds and derivatives.

**U.S. (CONT'D)**

(U.S. \$ in millions, unless otherwise stated, unaudited)



	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1	Fiscal 2017
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**Earnings Analysis**

U.S. Insurance	199	290	156	168	222	-10%	836
U.S. Annuities	142	75	120	99	111	28%	405
<b>Total core earnings (loss)</b>	<b>341</b>	<b>365</b>	<b>276</b>	<b>267</b>	<b>333</b>	<b>2%</b>	<b>1,241</b>
<b>Items excluded from core earnings</b>							
Investment-related experience outside of core earnings	(80)	(27)	145	122	23	-	263
Direct impact of equity markets and interest rates and variable annuity guarantee liabilities	212	59	39	118	168	26%	384
Change in actuarial methods and assumptions	-	(24)	(171)	-	-	-	(195)
Charge related to decision to change asset mix in legacy business	-	(542)	-	-	-	-	(542)
Charge related to U.S. Tax Reform	-	(2,220)	-	-	-	-	(2,220)
Other	(48)	109	(32)	-	-	-	77
<b>Total net income (loss) attributed to shareholders</b>	<b>425</b>	<b>(2,280)</b>	<b>257</b>	<b>507</b>	<b>524</b>	<b>-19%</b>	<b>(992)</b>

**Source of Earnings - Core**

Expected profit from in-force business	339	334	343	330	322	5%	1,329
Impact of new business	(14)	19	3	24	10	-	56
Experience gains (losses)	28	6	(55)	(93)	16	75%	(126)
Management actions and changes in assumptions	-	9	-	(14)	(1)	-	(6)
Earnings on surplus funds	100	112	112	112	112	-11%	448
Other	(23)	28	(28)	4	9	-	13
<b>Core Earnings before income taxes</b>	<b>430</b>	<b>508</b>	<b>375</b>	<b>363</b>	<b>468</b>	<b>-8%</b>	<b>1,714</b>
Income tax (expense) recovery	(89)	(143)	(99)	(96)	(135)	-34%	(473)
<b>Total Core Earnings</b>	<b>341</b>	<b>365</b>	<b>276</b>	<b>267</b>	<b>333</b>	<b>2%</b>	<b>1,241</b>

**U.S. (CONT'D)**

(U.S. \$ in millions, unless otherwise stated, unaudited)



	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1	Fiscal 2017
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**Annualized Premium Equivalents Sales**

JH Life	90	121	107	123	113	-20%	464
<b>Total Sales</b>	90	121	107	123	113	-20%	464

**Premiums and Deposits**

Premiums and investment contract deposits	1,315	1,483	1,627	1,399	1,372	-4%	5,881
Segregated fund deposits	394	421	420	373	361	9%	1,575
<b>Total premiums and deposits</b>	1,709	1,904	2,047	1,772	1,733	-1%	7,456

**Premiums and Deposits**

JH Life	937	1,019	1,201	994	982	-5%	4,196
JH Long-Term Care	552	570	577	561	556	-1%	2,264
JH Annuities	220	315	269	217	195	13%	996
<b>Total premiums and deposits</b>	1,709	1,904	2,047	1,772	1,733	-1%	7,456

**Assets Under Management**

General fund	117,999	120,237	118,015	116,479	113,772	4%	120,237
Segregated funds	60,205	62,174	61,798	61,010	60,438	0%	62,174
<b>Total assets under management</b>	178,204	182,411	179,813	177,489	174,210	2%	182,411

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

Core earnings	432	463	346	359	441	-2%	1,609
Items excluded from core earnings	106	(3,361)	(24)	323	252	-58%	(2,810)
Net income (loss) attributed to shareholders	538	(2,898)	322	682	693	-22%	(1,201)
Annualized Premium Equivalents Sales	113	153	135	165	150	-25%	603
Total premiums and deposits	2,160	2,422	2,565	2,382	2,294	-6%	9,663
Total assets under management	229,777	228,835	224,407	230,327	232,094	-1%	228,835

**GLOBAL WEALTH AND ASSET MANAGEMENT**

(Canadian \$ in millions, unaudited)



	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1 AER <sup>1</sup>	2018 Q1 vs. 2017 Q1 CER <sup>2</sup>	Fiscal 2017
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**Shareholders' Income Statement**

<b>Revenue</b>								
Fee income	1,344	1,336	1,266	1,299	1,257	7%		5,158
Investment income	3	5	9	16	12	-75%		42
<b>Total revenue</b>	<b>1,347</b>	<b>1,341</b>	<b>1,275</b>	<b>1,315</b>	<b>1,269</b>	<b>6%</b>		<b>5,200</b>
<b>Expenses</b>								
General, administrative and investment expenses	783	813	754	764	742	6%		3,073
Commissions	311	297	287	300	312	0%		1,196
<b>Total expenses</b>	<b>1,094</b>	<b>1,110</b>	<b>1,041</b>	<b>1,064</b>	<b>1,054</b>	<b>4%</b>		<b>4,269</b>
<b>Income before income taxes</b>	<b>253</b>	<b>231</b>	<b>234</b>	<b>251</b>	<b>215</b>	<b>18%</b>		<b>931</b>
Income tax (expense) recovery	(30)	265	(28)	(50)	(40)	-25%		147
<b>Net income attributed to shareholders</b>	<b>223</b>	<b>496</b>	<b>206</b>	<b>201</b>	<b>175</b>	<b>27%</b>	<b>32%</b>	<b>1,078</b>
<b>Net income attributed to shareholders CER</b>	<b>223</b>	<b>493</b>	<b>207</b>	<b>192</b>	<b>169</b>		<b>32%</b>	<b>1,061</b>

**Earnings (loss) Analysis**

<b>Core earnings</b>								
Asia	71	49	55	55	51	39%	47%	210
Canada	59	62	62	66	63	-6%	-6%	253
U.S.	97	87	99	93	74	31%	37%	353
<b>Core earnings</b>	<b>227</b>	<b>198</b>	<b>216</b>	<b>214</b>	<b>188</b>	<b>21%</b>	<b>24%</b>	<b>816</b>
<b>Core earnings CER</b>	<b>227</b>	<b>198</b>	<b>217</b>	<b>205</b>	<b>183</b>		<b>24%</b>	<b>803</b>
<b>Items excluded from core earnings</b>								
Impact related to U.S. Tax Reform	-	308	-	-	-	-		308
Other	(4)	(10)	(10)	(13)	(13)	-69%		(46)
<b>Net income attributed to shareholders</b>	<b>223</b>	<b>496</b>	<b>206</b>	<b>201</b>	<b>175</b>	<b>27%</b>	<b>32%</b>	<b>1,078</b>

**Core EBITDA by Geographic Source<sup>3</sup>**

Asia	93	65	69	70	63	48%	51%	267
Canada	106	107	102	111	113	-6%	-6%	433
U.S.	161	183	181	196	166	-3%	8%	726
<b>Core EBITDA</b>	<b>360</b>	<b>355</b>	<b>352</b>	<b>377</b>	<b>342</b>	<b>5%</b>	<b>8%</b>	<b>1,426</b>
<b>Core EBITDA CER</b>	<b>360</b>	<b>353</b>	<b>355</b>	<b>361</b>	<b>333</b>		<b>8%</b>	<b>1,402</b>
Amortization of deferred acquisition costs and other Depreciation	73	87	84	88	85	-14%		344
Amortization of deferred sales commissions	29	25	23	23	28	4%		99
Total depreciation and amortization	102	112	107	111	113	-10%		443
<b>Core earnings before income taxes</b>	<b>258</b>	<b>243</b>	<b>245</b>	<b>266</b>	<b>229</b>	<b>13%</b>		<b>983</b>
Core income tax (expense) recovery	(31)	(45)	(29)	(52)	(41)	-24%		(167)
<b>Core Earnings</b>	<b>227</b>	<b>198</b>	<b>216</b>	<b>214</b>	<b>188</b>	<b>21%</b>	<b>24%</b>	<b>816</b>

**Core EBITDA Margin<sup>4</sup>**

	26.7%	26.5%	27.6%	28.7%	27.0%	-30 bps		27.4%
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**Deferred Acquisition Costs and Deferred Sales Commissions by Geographic Source**

Asia	363	345	333	332	330	10%		345
Canada	249	249	248	248	248	0%		249
U.S.	1,735	1,684	1,674	1,747	1,796	-3%		1,684
<b>Total deferred acquisition costs and deferred sales commissions</b>	<b>2,347</b>	<b>2,278</b>	<b>2,255</b>	<b>2,327</b>	<b>2,374</b>	<b>-1%</b>		<b>2,278</b>

<sup>1</sup> AER percentage changes are calculated using actual exchange rates.

<sup>2</sup> CER percentage changes are calculated on a constant exchange rate basis.

<sup>3</sup> Core EBITDA excludes certain acquisition expenses related to insurance contracts in our retirement businesses, which are deferred and amortized over the expected life time of the customer relationship under the Canadian Asset Liability Method (CALM).

<sup>4</sup> Core EBITDA margin is Core EBITDA divided by total revenue.



**GLOBAL WEALTH AND ASSET MANAGEMENT (CONT'D)**

(Canadian \$ in millions, unaudited)



	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1 AER	2018 Q1 vs. 2017 Q1 CER	Fiscal 2017
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**Assets Under Management and Administration by Geographic Source**

Asia	143,706	135,288	128,794	128,086	124,553	15%	18%	135,288
Canada	208,219	205,670	197,819	195,297	193,262	8%	8%	205,670
U.S. and other	460,171	448,848	434,695	437,783	436,051	6%	9%	448,848
<b>Total WAM-managed Assets under management and administration</b>	<b>812,096</b>	<b>789,806</b>	<b>761,308</b>	<b>761,166</b>	<b>753,866</b>	<b>8%</b>	<b>14%</b>	<b>789,806</b>
Less: Assets managed on behalf of other segments <sup>1</sup>	(185,219)	(180,804)	(176,874)	(178,468)	(178,710)	4%		(180,804)
<b>Assets under management and administration</b>	<b>626,877</b>	<b>609,002</b>	<b>584,434</b>	<b>582,698</b>	<b>575,156</b>	<b>9%</b>	<b>11%</b>	<b>609,002</b>
<b>Assets under management and administration CER</b>	<b>626,877</b>	<b>622,847</b>	<b>600,276</b>	<b>581,720</b>	<b>563,295</b>		<b>11%</b>	<b>622,847</b>

Asia	75,575	71,403	66,748	65,573	63,599	19%	19%	71,403
Canada	166,788	164,069	157,615	155,640	153,628	9%	9%	164,069
U.S. and other	384,514	373,530	360,071	361,485	357,929	7%	11%	373,530
<b>Assets under management and administration</b>	<b>626,877</b>	<b>609,002</b>	<b>584,434</b>	<b>582,698</b>	<b>575,156</b>	<b>9%</b>	<b>11%</b>	<b>609,002</b>

Assets under administration <sup>2</sup>	126,271	123,188	118,031	117,064	116,053	9%	16%	123,188
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**Assets Under Management and Administration by Business Line**

Retail	216,502	211,092	201,006	199,025	195,112	11%	13%	211,092
Retirement	316,187	310,607	299,265	299,285	297,580	6%	9%	310,607
Institutional Asset Management <sup>3</sup>	94,188	87,303	84,163	84,388	82,464	14%	15%	87,303
<b>Assets under management and administration</b>	<b>626,877</b>	<b>609,002</b>	<b>584,434</b>	<b>582,698</b>	<b>575,156</b>	<b>9%</b>	<b>11%</b>	<b>609,002</b>

**Changes in Assets Under Management and Administration**

<b>Beginning balance</b>	609,002	584,434	582,698	575,156	554,106	10%		554,106
Gross flows	36,466	32,243	27,024	30,343	32,359	13%		121,969
Manulife Securities non-proprietary product net flows	315	78	353	256	359	-12%		1,046
Exchange traded fund net flows <sup>4</sup>	116	191	43	322	105	10%		661
Redemptions	(26,920)	(28,866)	(23,243)	(25,067)	(28,220)	-5%		(105,396)
Investment income (loss) and other	7,898	20,922	(2,441)	1,688	16,447	-52%		36,616
<b>Ending balance</b>	<b>626,877</b>	<b>609,002</b>	<b>584,434</b>	<b>582,698</b>	<b>575,156</b>	<b>9%</b>	<b>11%</b>	<b>609,002</b>

<sup>1</sup> Reflects assets managed by WAM business units on behalf of other, non-WAM business lines.

<sup>2</sup> Reflects WAM-sourced assets under administration included in Assets under management and administration.

<sup>3</sup> Includes only the third party institutional business of Manulife Asset Management ("MAM"); excludes assets managed by MAM on behalf of the Insurance businesses and the General Fund.

<sup>4</sup> Excludes ETF assets that are managed on behalf of insurance businesses.

**GLOBAL WEALTH AND ASSET MANAGEMENT (CONT'D)**

(Canadian \$ in millions, unaudited)



2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1 AER	2018 Q1 vs. 2017 Q1 CER	Fiscal 2017
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**Net Flows by Geographic Source**

Asia	2,008	2,298	1,828	1,467	1,043	93%	97%	6,636
Canada	3,461	723	905	733	1,364	154%	154%	3,725
U.S. and other	4,508	625	1,444	3,654	2,196	105%	114%	7,919
<b>Total Net flows</b>	<b>9,977</b>	<b>3,646</b>	<b>4,177</b>	<b>5,854</b>	<b>4,603</b>	<b>117%</b>	<b>123%</b>	<b>18,280</b>
<b>Total Net flows CER</b>	<b>9,977</b>	<b>3,665</b>	<b>4,241</b>	<b>5,571</b>	<b>4,481</b>		<b>123%</b>	<b>17,958</b>

**Net Flows by Business Line**

Retail	3,256	3,695	3,193	3,925	2,128	53%	54%	12,941
Retirement	1,453	(1,315)	196	613	808	80%	92%	302
Institutional Asset Management <sup>1</sup>	5,268	1,266	788	1,316	1,667	216%	225%	5,037
<b>Total Net flows</b>	<b>9,977</b>	<b>3,646</b>	<b>4,177</b>	<b>5,854</b>	<b>4,603</b>	<b>117%</b>	<b>123%</b>	<b>18,280</b>

**Gross Flows by Geographic Source**

Asia	7,434	8,635	6,914	6,643	5,462	36%	35%	27,654
Canada	8,024	5,643	4,412	4,904	6,014	33%	33%	20,973
U.S. and other	21,008	17,965	15,698	18,796	20,883	1%	5%	73,342
<b>Total Gross flows</b>	<b>36,466</b>	<b>32,243</b>	<b>27,024</b>	<b>30,343</b>	<b>32,359</b>	<b>13%</b>	<b>16%</b>	<b>121,969</b>
<b>Total Gross flows CER</b>	<b>36,466</b>	<b>32,330</b>	<b>27,452</b>	<b>29,119</b>	<b>31,477</b>		<b>16%</b>	<b>120,378</b>

**Gross Flows by Business Line**

Retail	17,424	16,072	14,422	15,925	16,742	4%	7%	63,161
Retirement	11,820	11,413	10,108	10,435	11,921	-1%	3%	43,877
Institutional Asset Management <sup>1</sup>	7,222	4,758	2,494	3,983	3,696	95%	99%	14,931
<b>Total Gross flows</b>	<b>36,466</b>	<b>32,243</b>	<b>27,024</b>	<b>30,343</b>	<b>32,359</b>	<b>13%</b>	<b>16%</b>	<b>121,969</b>

<sup>1</sup> Includes only the third party institutional business of Manulife Asset Management and not business from affiliates and the General Fund.

**CORPORATE AND OTHER**

(Canadian \$ in millions, unaudited)



	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1	Fiscal 2017
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**Statements of Income**

	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1	Fiscal 2017
<b>Revenue</b>							
Gross investment income before items below	243	227	262	256	271	-10%	1,016
Gains (losses) on AFS equities	80	93	117	79	74	8%	363
Gains (losses) on AFS bonds and related derivative positions	(93)	56	(76)	(28)	(6)	nm	(54)
Gains (losses) on macro hedges	(3)	(41)	(40)	(32)	(46)	-93%	(159)
Interest on surplus funds allocated to reporting segments	(278)	(279)	(275)	(290)	(285)	-2%	(1,129)
Other revenue	(95)	(59)	(59)	(44)	(84)	13%	(246)
<b>Total revenue, net</b>	<b>(146)</b>	<b>(3)</b>	<b>(71)</b>	<b>(59)</b>	<b>(76)</b>	<b>92%</b>	<b>(209)</b>
<b>Contract benefits and expenses</b>							
General expenses	131	216	131	123	127	3%	597
Investment expenses, net	(40)	(40)	(44)	(46)	(36)	11%	(166)
Other	142	113	188	142	154	-8%	597
<b>Total contract benefits and expenses</b>	<b>233</b>	<b>289</b>	<b>275</b>	<b>219</b>	<b>245</b>	<b>-5%</b>	<b>1,028</b>
<b>Income (loss) before income taxes</b>	<b>(379)</b>	<b>(292)</b>	<b>(346)</b>	<b>(278)</b>	<b>(321)</b>	<b>18%</b>	<b>(1,237)</b>
Income tax (expense) recovery	55	831	183	99	104	-47%	1,217
<b>Net income (loss)</b>	<b>(324)</b>	<b>539</b>	<b>(163)</b>	<b>(179)</b>	<b>(217)</b>	<b>49%</b>	<b>(20)</b>
Less net income (loss) attributed to non-controlling interest	(2)	2	2	2	1	-	7
<b>Net income (loss) attributed to shareholders - Corporate and Investments</b>	<b>(322)</b>	<b>537</b>	<b>(165)</b>	<b>(181)</b>	<b>(218)</b>	<b>48%</b>	<b>(27)</b>
Net income attributed to shareholders' for Reinsurance business	26	28	(211)	22	27	-4%	(134)
<b>Net income (loss) attributed to shareholders</b>	<b>(296)</b>	<b>565</b>	<b>(376)</b>	<b>(159)</b>	<b>(191)</b>	<b>55%</b>	<b>(161)</b>

**Earnings Analysis**

	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1	Fiscal 2017
<b>Core earnings</b>							
Corporate and other excluding core investment gains	(169)	(201)	(354)	(181)	(186)	-9%	(922)
Core investment gains	96	100	100	154	46	109%	400
<b>Total core earnings (loss)</b>	<b>(73)</b>	<b>(101)</b>	<b>(254)</b>	<b>(27)</b>	<b>(140)</b>	<b>-48%</b>	<b>(522)</b>
<b>Items excluded from core loss</b>							
Investment-related experience including fixed income trading, market value increases in excess of expected alternative assets investment returns, asset mix changes and credit experience (excl. investment-related experience in core earnings)	(92)	(87)	(92)	(79)	(61)	51%	(319)
Direct impact of equity markets and interest rates	(131)	17	(56)	(53)	9	-	(83)
Change in actuarial methods and assumptions (excl. URR changes)	-	-	8	-	-	-	8
Impact related to U.S. Tax Reform	-	737	-	-	-	-	737
Other	-	(1)	18	-	1	-100%	18
<b>Net income (loss) attributed to shareholders</b>	<b>(296)</b>	<b>565</b>	<b>(376)</b>	<b>(159)</b>	<b>(191)</b>	<b>55%</b>	<b>(161)</b>

**Premiums and Deposits**

	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1	Fiscal 2017
Premiums - Reinsurance business	23	20	47	22	21	10%	110
<b>Total premiums and deposits</b>	<b>23</b>	<b>20</b>	<b>47</b>	<b>22</b>	<b>21</b>	<b>10%</b>	<b>110</b>

**Assets Under Management <sup>1</sup>**

	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 Q1 vs. 2017 Q1	Fiscal 2017
General fund - Corporate and Investments	(14)	(3,597)	(3,380)	(4,810)	(4,784)	-100%	(3,597)
General fund - Reinsurance	1,015	834	827	846	839	21%	834
Segregated funds - elimination of amounts held by the Company	(116)	(112)	(171)	(177)	(179)	-35%	(112)
<b>Total assets under management</b>	<b>885</b>	<b>(2,875)</b>	<b>(2,724)</b>	<b>(4,141)</b>	<b>(4,124)</b>	<b>-</b>	<b>(2,875)</b>

<sup>1</sup> Includes consolidation entries relating to net derivative assets reclassified from invested assets to other lines on the balance sheet

# Asset Information

**INVESTED ASSETS - PORTFOLIO COMPOSITION**

(Canadian \$ in millions, unaudited)



	As at Q1 2018	%	As at Q4 2017	%	As at Q3 2017	%	As at Q2 2017	%	As at Q1 2017	%
<b>Carrying value</b>										
<b>Cash and short-term securities</b>	<b>17,020</b>	<b>5.0 %</b>	<b>15,965</b>	<b>4.8 %</b>	<b>15,251</b>	<b>4.7 %</b>	<b>15,866</b>	<b>4.8 %</b>	<b>16,011</b>	<b>4.9 %</b>
Debt securities										
Government										
Canadian government & agency	23,592	6.9 %	22,778	6.8 %	21,403	6.6 %	24,432	7.4 %	25,045	7.6 %
US government & agency	23,469	6.9 %	25,969	7.8 %	25,776	7.9 %	25,712	7.8 %	26,313	8.0 %
Foreign governments & agency	20,652	6.0 %	19,826	5.9 %	19,812	6.1 %	20,472	6.2 %	21,343	6.5 %
Corporate	107,226	31.3 %	102,151	30.6 %	98,324	30.2 %	98,289	29.8 %	95,522	29.1 %
Securitized										
CMBS	1,316	0.4 %	1,237	0.4 %	951	0.3 %	781	0.2 %	711	0.2 %
RMBS	49	0.0 %	45	0.0 %	50	0.0 %	62	0.0 %	70	0.0 %
ABS	1,894	0.5 %	1,994	0.6 %	2,160	0.7 %	2,355	0.7 %	2,356	0.7 %
<b>Total debt securities</b>	<b>178,198</b>	<b>52.0 %</b>	<b>174,000</b>	<b>52.1 %</b>	<b>168,476</b>	<b>51.8 %</b>	<b>172,103</b>	<b>52.1 %</b>	<b>171,360</b>	<b>52.1 %</b>
<b>Private placement debt</b>	<b>33,373</b>	<b>9.7 %</b>	<b>32,132</b>	<b>9.6 %</b>	<b>31,033</b>	<b>9.5 %</b>	<b>31,125</b>	<b>9.5 %</b>	<b>30,555</b>	<b>9.3 %</b>
Mortgages										
Commercial										
Retail	8,100	2.4 %	8,141	2.4 %	8,260	2.5 %	8,335	2.5 %	8,167	2.5 %
Office	8,059	2.4 %	7,709	2.3 %	7,675	2.4 %	7,587	2.3 %	7,400	2.3 %
Multi family residential	4,559	1.3 %	4,449	1.3 %	4,519	1.4 %	4,690	1.4 %	4,707	1.4 %
Industrial	2,538	0.7 %	2,583	0.8 %	2,637	0.8 %	2,675	0.8 %	2,775	0.9 %
Other commercial	2,833	0.8 %	2,692	0.8 %	2,605	0.8 %	2,557	0.8 %	2,598	0.8 %
Other mortgages										
Manulife Bank single family residential	18,846	5.5 %	18,579	5.6 %	18,260	5.6 %	18,030	5.5 %	17,809	5.4 %
Agriculture	592	0.2 %	589	0.2 %	683	0.2 %	826	0.3 %	789	0.2 %
<b>Total mortgages<sup>1</sup></b>	<b>45,527</b>	<b>13.3 %</b>	<b>44,742</b>	<b>13.4 %</b>	<b>44,639</b>	<b>13.7 %</b>	<b>44,700</b>	<b>13.6 %</b>	<b>44,245</b>	<b>13.5 %</b>
<b>Policy loans</b>	<b>5,987</b>	<b>1.8 %</b>	<b>5,808</b>	<b>1.7 %</b>	<b>5,739</b>	<b>1.8 %</b>	<b>5,907</b>	<b>1.8 %</b>	<b>5,999</b>	<b>1.9 %</b>
<b>Loans to bank clients</b>	<b>1,772</b>	<b>0.6 %</b>	<b>1,737</b>	<b>0.5 %</b>	<b>1,735</b>	<b>0.6 %</b>	<b>1,727</b>	<b>0.5 %</b>	<b>1,737</b>	<b>0.6 %</b>
<b>Public equities</b>										
Par, equity-linked and pass-through	15,499	4.5 %	15,328	4.6 %	14,017	4.3 %	14,296	4.3 %	14,098	4.3 %
Nonpar and surplus	5,712	1.7 %	6,217	1.8 %	6,413	2.0 %	6,445	2.0 %	6,669	2.0 %
<b>Total public equities</b>	<b>21,211</b>	<b>6.2 %</b>	<b>21,545</b>	<b>6.4 %</b>	<b>20,430</b>	<b>6.3 %</b>	<b>20,741</b>	<b>6.3 %</b>	<b>20,767</b>	<b>6.3 %</b>
<b>Real estate &amp; other invested assets</b>										
Alternative long-duration assets										
Office	9,387	2.7 %	8,836	2.6 %	9,363	2.9 %	9,641	2.9 %	9,512	2.9 %
Industrial	814	0.2 %	873	0.3 %	863	0.3 %	890	0.3 %	977	0.3 %
Company use	1,317	0.4 %	1,281	0.4 %	1,322	0.4 %	1,354	0.4 %	1,379	0.4 %
Other	2,938	0.9 %	2,820	0.8 %	2,423	0.7 %	2,217	0.7 %	2,358	0.7 %
<b>Total real estate</b>	<b>14,456</b>	<b>4.2 %</b>	<b>13,810</b>	<b>4.1 %</b>	<b>13,971</b>	<b>4.3 %</b>	<b>14,102</b>	<b>4.3 %</b>	<b>14,226</b>	<b>4.3 %</b>
Power & infrastructure	7,336	2.1 %	7,355	2.2 %	7,079	2.2 %	6,513	2.0 %	6,728	2.0 %
Private equity	5,188	1.5 %	4,959	1.5 %	4,820	1.5 %	4,833	1.5 %	4,815	1.4 %
Timberland	3,607	1.1 %	3,666	1.1 %	3,679	1.1 %	3,777	1.1 %	3,848	1.2 %
Oil & gas	3,014	0.9 %	2,813	0.8 %	2,663	0.8 %	2,191	0.7 %	2,180	0.7 %
Farmland	1,197	0.3 %	1,367	0.4 %	1,358	0.4 %	1,367	0.4 %	1,315	0.4 %
Other	595	0.2 %	570	0.2 %	525	0.2 %	531	0.2 %	510	0.2 %
<b>Total alternative long-duration assets</b>	<b>35,393</b>	<b>10.3 %</b>	<b>34,540</b>	<b>10.3 %</b>	<b>34,095</b>	<b>10.5 %</b>	<b>33,314</b>	<b>10.2 %</b>	<b>33,622</b>	<b>10.2 %</b>
Leveraged leases	3,399	1.0 %	3,273	1.1 %	3,223	1.0 %	3,317	1.0 %	3,370	1.0 %
Other	509	0.1 %	480	0.1 %	485	0.1 %	496	0.2 %	571	0.2 %
<b>Total real estate &amp; other invested assets</b>	<b>39,301</b>	<b>11.4 %</b>	<b>38,293</b>	<b>11.5 %</b>	<b>37,803</b>	<b>11.6 %</b>	<b>37,127</b>	<b>11.4 %</b>	<b>37,563</b>	<b>11.4 %</b>
<b>Total invested assets</b>	<b>342,389</b>	<b>100.0 %</b>	<b>334,222</b>	<b>100.0 %</b>	<b>325,106</b>	<b>100.0 %</b>	<b>329,296</b>	<b>100.0 %</b>	<b>328,237</b>	<b>100.0 %</b>

<sup>1</sup> Includes government insured mortgages (\$7,576 or 17% as at March 31, 2018).

**Fair value<sup>2</sup>**

Real estate	15,640		14,977		15,097		15,253		15,380	
Total alternative long-duration assets	37,309		36,029		35,448		34,783		35,140	
<b>Total real estate &amp; other invested assets</b>	<b>41,217</b>		<b>39,782</b>		<b>39,155</b>		<b>38,596</b>		<b>39,081</b>	

<sup>2</sup> The fair values of real estate and other investments are disclosed in the table above since the changes in the fair value of those assets backing insurance and investment contract liabilities are reflected as earnings/charges through actuarial reserves.

**INVESTED ASSETS - FIXED INCOME SECURITIES BY CREDIT QUALITY AND GEOGRAPHIC LOCATION**

(Canadian \$ in millions, unaudited)


**Debt Securities and Private Placement Portfolio by Credit Quality (at carrying value)**

	Credit Rating <sup>1</sup>	NAIC designation	As at Q1 2018		As at Q4 2017		As at Q3 2017		As at Q2 2017		As at Q1 2017	
				%		%		%		%		%
Debt Securities	AAA	1	32,479	18%	34,267	20%	33,021	20%	38,255	22%	40,189	24%
	AA	1	29,115	17%	28,976	17%	27,576	16%	27,597	16%	24,136	14%
	A	1	79,986	45%	76,125	44%	73,792	44%	72,629	43%	73,795	43%
	BBB	2	34,054	19%	32,150	18%	31,681	19%	31,048	18%	29,357	17%
	BB	3	1,851	1%	1,819	1%	2,003	1%	2,134	1%	3,424	2%
	<b>B &amp; lower, and unrated</b>	<b>4 &amp; below</b>	713	0%	663	0%	403	0%	440	0%	459	0%
<b>Total</b>			<b>178,198</b>	<b>100%</b>	<b>174,000</b>	<b>100%</b>	<b>168,476</b>	<b>100%</b>	<b>172,103</b>	<b>100%</b>	<b>171,360</b>	<b>100%</b>
Private Placements	AAA	1	1,123	3%	1,038	3%	1,047	3%	1,094	4%	1,120	4%
	AA	1	4,247	13%	4,246	14%	4,028	13%	4,195	13%	4,368	14%
	A	1	12,436	37%	11,978	37%	11,691	38%	11,640	37%	11,423	37%
	BBB	2	13,596	41%	13,160	41%	12,625	41%	12,407	40%	11,736	39%
	BB	3	838	3%	717	2%	721	2%	889	3%	1,008	3%
	<b>B &amp; lower, and unrated</b>	<b>4 &amp; below</b>	1,133	3%	993	3%	921	3%	900	3%	900	3%
<b>Total</b>			<b>33,373</b>	<b>100%</b>	<b>32,132</b>	<b>100%</b>	<b>31,033</b>	<b>100%</b>	<b>31,125</b>	<b>100%</b>	<b>30,555</b>	<b>100%</b>
Total	AAA	1	33,602	16%	35,305	17%	34,068	17%	39,349	19%	41,309	21%
	AA	1	33,362	16%	33,222	16%	31,604	16%	31,792	16%	28,504	14%
	A	1	92,422	44%	88,103	43%	85,483	43%	84,269	41%	85,218	42%
	BBB	2	47,650	22%	45,310	22%	44,306	22%	43,455	21%	41,093	20%
	BB	3	2,689	1%	2,536	1%	2,724	1%	3,023	2%	4,432	2%
	<b>B &amp; lower, and unrated</b>	<b>4 &amp; below</b>	1,846	1%	1,656	1%	1,324	1%	1,340	1%	1,359	1%
<b>Total</b>			<b>211,571</b>	<b>100%</b>	<b>206,132</b>	<b>100%</b>	<b>199,509</b>	<b>100%</b>	<b>203,228</b>	<b>100%</b>	<b>201,915</b>	<b>100%</b>

<sup>1</sup> The Company replicates exposure to specific issuers by selling credit protection via credit default swaps (CDS) to complement its cash bond investments. The Company does not use CDS to leverage its credit risk exposure and any CDS protection sold is backed by government security holdings. In order to reflect the actual credit exposure held by the Company, the credit quality carrying values have been adjusted to reflect the credit quality of the underlying issuers referenced in the CDS sold by the Company. At March 31, 2018, the Company had \$644 (December 31, 2017 : \$606) notional outstanding of CDS protection sold.

**Debt Securities and Private Placement Portfolio by Geographic Location (at carrying value)**

	Country	As at Q1 2018		As at Q4 2017		As at Q3 2017		As at Q2 2017		As at Q1 2017	
			%		%		%		%		%
Debt Securities	U.S.	78,631	44%	78,011	45%	75,782	45%	75,281	44%	75,018	44%
	Canada	48,401	27%	47,805	27%	45,804	27%	49,495	29%	49,337	29%
	Europe	4,609	3%	4,416	3%	4,271	3%	4,453	2%	4,476	2%
	Asia & Other	46,557	26%	43,768	25%	42,619	25%	42,874	25%	42,529	25%
	<b>Total</b>		<b>178,198</b>	<b>100%</b>	<b>174,000</b>	<b>100%</b>	<b>168,476</b>	<b>100%</b>	<b>172,103</b>	<b>100%</b>	<b>171,360</b>
Private Placements	U.S.	19,388	58%	18,501	58%	17,958	58%	18,371	59%	17,920	58%
	Canada	9,832	30%	9,787	30%	9,469	30%	9,423	30%	9,413	31%
	Europe	2,032	6%	1,846	6%	1,819	6%	1,809	6%	1,749	6%
	Asia & Other	2,121	6%	1,998	6%	1,787	6%	1,522	5%	1,473	5%
	<b>Total</b>		<b>33,373</b>	<b>100%</b>	<b>32,132</b>	<b>100%</b>	<b>31,033</b>	<b>100%</b>	<b>31,125</b>	<b>100%</b>	<b>30,555</b>
Total	U.S.	98,019	46%	96,512	47%	93,740	47%	93,652	46%	92,938	46%
	Canada	58,233	28%	57,592	28%	55,273	28%	58,918	29%	58,750	29%
	Europe	6,641	3%	6,262	3%	6,090	3%	6,262	3%	6,225	3%
	Asia & Other	48,678	23%	45,766	22%	44,406	22%	44,396	22%	44,002	22%
	<b>Total</b>		<b>211,571</b>	<b>100%</b>	<b>206,132</b>	<b>100%</b>	<b>199,509</b>	<b>100%</b>	<b>203,228</b>	<b>100%</b>	<b>201,915</b>

**INVESTED ASSETS - FIXED INCOME SECURITIES BY SECTOR AND UNREALIZED LOSSES**

(Canadian \$ in millions, unaudited)


**Portfolio by Sector / Industry Holdings (at carrying value)**

	As at Q1 2018			As at Q4 2017			As at Q3 2017			As at Q2 2017			As at Q1 2017		
	Carrying value	Investment %	grade %	Carrying value	Investment %	grade %	Carrying value	Investment %	grade %	Carrying value	Investment %	grade %	Carrying value	Investment %	grade %
<b>Government &amp; agency</b>	71,375	34%	99%	71,888	35%	99%	70,161	35%	99%	73,904	36%	99%	75,937	38%	97%
<b>Utilities</b>	42,153	20%	98%	40,568	20%	98%	38,939	19%	98%	38,809	19%	98%	38,069	19%	98%
<b>Financial</b>	29,080	14%	98%	27,923	13%	98%	27,183	14%	98%	27,283	13%	98%	26,166	13%	98%
<b>Energy</b>	16,982	8%	96%	16,428	8%	96%	16,057	8%	95%	16,115	8%	95%	16,120	8%	94%
<b>Consumer (non-cyclical)</b>	14,675	7%	97%	14,009	7%	97%	13,282	7%	97%	13,516	7%	96%	13,174	6%	96%
<b>Industrial</b>	15,868	8%	98%	14,691	7%	98%	13,872	7%	98%	13,866	7%	98%	13,564	7%	99%
<b>Basic materials</b>	3,470	1%	94%	3,248	2%	95%	3,213	1%	94%	3,214	1%	90%	3,298	2%	90%
<b>Consumer (cyclical)</b>	6,366	3%	96%	5,916	3%	96%	5,558	3%	97%	5,408	3%	95%	4,600	2%	95%
<b>Securitized MBS/ABS</b>	3,583	2%	99%	3,577	2%	99%	3,465	2%	99%	3,501	2%	99%	3,427	2%	99%
<b>Telecommunications</b>	3,350	1%	100%	3,324	2%	100%	3,324	2%	100%	3,225	2%	99%	3,213	1%	99%
<b>Technology</b>	2,471	1%	96%	2,475	1%	96%	2,418	1%	96%	2,405	1%	96%	2,357	1%	96%
<b>Media &amp; internet</b>	1,244	1%	96%	1,136	0%	95%	1,064	1%	98%	1,096	1%	98%	1,168	1%	97%
<b>Diversified &amp; miscellaneous</b>	954	0%	98%	949	0%	98%	973	0%	98%	886	0%	98%	822	0%	98%
<b>Total</b>	<b>211,571</b>	<b>100%</b>	<b>98%</b>	<b>206,132</b>	<b>100%</b>	<b>98%</b>	<b>199,509</b>	<b>100%</b>	<b>98%</b>	<b>203,228</b>	<b>100%</b>	<b>97%</b>	<b>201,915</b>	<b>100%</b>	<b>97%</b>

**Unrealized (losses)**

	As at Q1 2018				As at Q4 2017				As at Q3 2017				As at Q2 2017				As at Q1 2017			
	Amortized cost	Gross unrealized (losses) \$	%	Amounts < 80% cost > 6 months	Amortized cost	Gross unrealized (losses) \$	%	Amounts < 80% cost > 6 months	Amortized cost	Gross unrealized (losses) \$	%	Amounts < 80% cost > 6 months	Amortized cost	Gross unrealized (losses) \$	%	Amounts < 80% cost > 6 months	Amortized cost	Gross unrealized (losses) \$	%	Amounts < 80% cost > 6 months
<b>Debt securities</b>																				
<i>Government</i>	65,879	(1,405)	2%	-	65,933	(1,014)	2%	(28)	65,172	(1,393)	2%	(28)	67,540	(1,188)	2%	(111)	70,666	(1,876)	3%	(1)
<i>Corporate</i>																				
Financials	27,084	(343)	1%	(9)	25,416	(147)	1%	(9)	24,670	(128)	1%	(12)	24,553	(107)	0%	(14)	23,504	(131)	1%	(15)
Non-financials	76,301	(877)	1%	-	70,723	(376)	1%	-	68,598	(510)	1%	-	67,665	(424)	1%	(2)	67,270	(626)	1%	(5)
<i>Securitized</i>																				
CMBS	1,340	(24)	2%	-	1,247	(10)	1%	-	954	(5)	1%	-	781	(3)	0%	-	711	(3)	0%	-
RMBS	48	-	0%	-	45	-	0%	-	49	-	0%	-	60	-	0%	-	69	-	0%	-
ABS	1,904	(25)	1%	-	1,965	(6)	0%	-	2,117	(4)	0%	-	2,313	(6)	0%	-	2,321	(9)	0%	-
<b>Private placement debt</b>	33,373	(410)	1%	-	32,132	(115)	0%	-	31,033	(184)	1%	-	31,125	(161)	1%	-	30,555	(290)	1%	-
<b>Fixed income securities<sup>1</sup></b>	<b>205,929</b>	<b>(3,084)</b>	<b>1%</b>	<b>(9)</b>	<b>197,461</b>	<b>(1,668)</b>	<b>1%</b>	<b>(37)</b>	<b>192,593</b>	<b>(2,224)</b>	<b>1%</b>	<b>(40)</b>	<b>194,037</b>	<b>(1,889)</b>	<b>1%</b>	<b>(127)</b>	<b>195,096</b>	<b>(2,935)</b>	<b>2%</b>	<b>(21)</b>

<sup>1</sup>Gross unrealized losses consist of unrealized losses on AFS debt securities and private placements held at cost in the Corporate Surplus segments, as well as the difference between fair value and amortized cost on debt securities and private placements held in liability segments. Losses on AFS debt securities held in Surplus and on all private placements are realized upon sale or by credit impairment. However, for fixed income securities supporting CALM liabilities, losses are only realized upon credit impairment because unrealized gains and losses on debt securities, which impact net investment income, are largely offset by the changes in actuarial liabilities unless the security is credit impaired.

# Actuarial Liabilities Information



**VARIABLE ANNUITY AND SEGREGATED FUND GUARANTEES**

(Canadian \$millions, unaudited)



	Guarantee Value			Net Amount at Risk <sup>2</sup>			Policy Liabilities Held <sup>3,5</sup>	SFG Capital <sup>6</sup>	Policy Liabilities Held plus SFG Capital
	Gross Amount <sup>4</sup>	Amount Reinsured	Net of Reinsurance <sup>1</sup>	Gross Amount <sup>4</sup>	Amount Reinsured	Net of Reinsurance <sup>1</sup>			
Q1 2018	96,563	7,581	88,982	9,459	1,413	8,046	4,640	5,149	9,789
Q4 2017	95,873	7,536	88,337	8,029	1,346	6,683	4,732	n/a	n/a
Q3 2017	96,624	7,594	89,030	8,562	1,426	7,136	5,039	n/a	n/a
Q2 2017	100,846	8,011	92,835	9,582	1,579	8,003	5,129	n/a	n/a
Q1 2017	104,379	8,420	95,959	10,482	1,724	8,758	5,237	n/a	n/a

As at Q1 2018	Net of Reinsurance <sup>1</sup>		
	Total Guarantee Value <sup>4</sup>	Total Fund Value <sup>4</sup>	Net Amount at Risk <sup>2,4</sup>
<b>U.S.</b>			
Withdrawal Benefits	42,373	37,442	5,330
Income Benefits	529	445	92
Death Benefits	3,839	4,488	437
	<u>46,741</u>	<u>42,375</u>	<u>5,859</u>
<b>Canada</b>			
Withdrawal Benefits	15,268	13,654	1,614
Maturity Benefits	15,489	15,456	33
Death Benefits	2,098	6,908	60
	<u>32,855</u>	<u>36,018</u>	<u>1,707</u>
<b>Japan</b>			
Withdrawal Benefits	4,098	3,907	205
Maturity Benefits	1,284	1,510	3
Death Benefits	954	940	28
	<u>6,336</u>	<u>6,357</u>	<u>236</u>
<b>Reinsurance &amp; Other</b>	3,050	3,400	244

<sup>1</sup> Net of amounts ceded to 3rd party reinsurers. Amounts reinsured include amounts covered under stop loss treaties as well as first dollar treaties. Some of the treaties include deductibles and claims limits.

<sup>2</sup> Net Amount at Risk is based on sum of excess of guarantee value over fund value only on contracts where amount at risk is currently positive.

<sup>3</sup> Under Phase I of IFRS 4, former Canadian GAAP valuation practices continue to apply to insurance contracts. This requires that reserves for segregated fund and variable products have a Conditional Tail Expectation ("CTE") of between 60 and 80.

We hold CTE(70) level policy liabilities for both unhedged business and dynamically hedged business.

<sup>4</sup> Total Guarantee Value, Total Fund Value and Net Amount at Risk includes certain HK products which are classified as investment contracts under IFRS. There is no reinsurance or hedging for these products.

<sup>5</sup> The policy liabilities are held within the insurance contract liabilities, investment contract liabilities and other liabilities, as applicable under IFRS and are shown net of reinsurance.

<sup>6</sup> Starting Q1 2018, the Segregated Fund Guaranteed (SFG) Capital is approximated by 100% of the LICAT capital requirement multiplied by a scalar of 1.05 and grossed up based on the current quarter end capital ratio

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 guarantee values. Withdrawal, accumulation 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 guarantee values.

Guaranteed benefits in a single contract are frequently a combination of death benefit and living benefit (withdrawal / maturity / income).

Death benefit amounts shown reflect only stand alone death benefits plus any excess of death benefits over living benefits on contracts with both death and other benefit forms.

**REGULATORY CAPITAL**

(Canadian \$ in millions, unaudited)

2018  
Q1**The Manufacturers Life Insurance Company's LICAT****Available Capital Components:**

Tier 1 capital	
Common shares	33,847
Retained earnings	7,550
Other Tier 1 capital	11,624
Gross Tier 1 capital	53,021
Deductions:	
Goodwill and Intangibles	(8,991)
Other	(13,809)
Tier 1 capital (A)	30,221
Tier 2 Capital	
Gross Tier 2 capital	13,161
Deductions	-
Tier 2 capital (B)	13,161
<b>Total Available Capital (C) = (A+B)</b>	<b>43,382</b>
<b>Surplus Allowance and Eligible Deposits (D)</b>	<b>28,132</b>

**Base Solvency Buffer Components**

Non-Participating Business	
Credit risk	8,816
Market risk	19,453
Insurance risk	26,464
Less: Credits for Adjustable Products	(7,032)
Participating Business	
Capital Requirements for Credit, Market and Insurance Risks for Participating Products, net of Par Credits	5,391
Less: Diversification and Other Credits	(8,643)
Capital Requirements for Non-Participating and Participating Business, net of Credits	44,449
Segregated fund risk	3,810
Operational and other risks	4,681
<b>Subtotal of Base Solvency Buffer Components (E)</b>	<b>52,940</b>
<b>Base Solvency Buffer (F) = E x 105%</b>	<b>55,587</b>
<b>Total LICAT Ratio = (C+D)/F</b>	<b>129%</b>

**Accumulated Other Comprehensive Income (AOCI):** A separate component of shareholders' equity which includes net unrealized gains and losses on available-for-sale securities, net unrealized gains and losses on derivative instruments designated within an effective cash flow hedge, unrealized foreign currency translation gains and losses and actuarial gains and losses on employee benefit plans. These items have been recognized in comprehensive income, but excluded from net income.

**Return on Common Shareholders' Equity:** Common shareholders' net income divided by average common shareholders' equity.

**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.
- **Book Value Annuity:** An annuity which provides a declared rate of interest for a specified contract while offering a guarantee of principal amount.
- **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.

**Assets Under Management and administration (AUMA):** A measure of the size of the Company. It is comprised of the non-GAAP measures assets under management ("AUM"), which includes both assets of general account and external client assets for which we provide investment management services, and assets under administration ("AUA"), which includes assets for which we provide administrative services only.

**Available-For-Sale (AFS) Financial Assets:** Non-derivative financial assets that are designated as available-for-sale or that are not classified as loans and receivables, held-to-maturity investments, or held for trading.

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

**Cash Flow Hedges:** A hedge of the exposure to variability in cash flows associated with a recognized asset or liability, a forecasted transaction or a foreign currency risk in an unrecognized firm commitment that is attributable to a particular risk and could affect reported net income.

**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.

**Fair Value:** Amount of consideration that would be agreed upon in an arm's length transaction between knowledgeable, willing parties who are under no compulsion to act.

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

**Institutional Clients:** Organizations that are non-Manulife-affiliated for which Manulife provides investment management services. Such clients include pensions, endowments and other external investment managers and wealth management organizations.

**Investment Contracts:** Products that do not contain insurance risk (as defined under IFRS) and are accounted for as financial liabilities at amortized cost or fair value.

**Leveraged Leases:** In these leases the financing provided by the long-term creditor is nonrecourse as to the general credit of the lessor. The amount of the financing is sufficient to provide the lessor with substantial "leverage" in the transaction. Income is recognized on a constant yield basis.

**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.

**Life Insurance Capital Adequacy Test (LICAT):** The new LICAT regulatory capital regime established by the Office of the Superintendent of Financial Institutions (OSFI) came into effect in Canada on January 1, 2018, replacing the Minimum Continuing Capital and Surplus framework. The LICAT ratio compares the qualifying regulatory capital resources of a life insurance company to its required capital, each as specified under OSFI's LICAT guideline.

**Premiums and Deposits:** Include general fund premiums, segregated fund deposits, institutional advisory account 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. Also includes premiums in the Canada Group Benefits reinsurance ceded agreement.
- **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.
- **Institutional Advisory Account Deposits:** Deposits received in the Institutional Advisory Accounts.
- **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 primarily a measure of the business volume calculated as expected claims plus administrative fees charged.

**Global Wealth and Asset Management:** Global Wealth and Asset Management is comprised of our fee based businesses with little or no insurance risk, including Retirement, Retail and Institutional Asset Management businesses.

**Total Capital:** Capital funding that is both unsecured and permanent in nature. Comprises total equity (excluding AOCI on cash flow hedges) and liabilities for preferred shares and capital instruments.

**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).

**NM:** Represents percentage variance in excess of 1000%, assessed as not meaningful 'nm'.

## GENERAL INFORMATION

### MANULIFE FINANCIAL CORPORATION HEAD OFFICE

200 Bloor Street East  
 Toronto, Ontario  
 Canada M4W 1E5  
 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	945
Philippines	MFC

### INVESTOR INFORMATION

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### INDUSTRY RATING INFORMATION

The following credit rating agencies each assigned financial strength ratings to our main operating subsidiaries, The Manufacturers Life Insurance Company and John Hancock Life Insurance Company (U.S.A.), thereby recognizing these companies as having strong credit ratings in the insurance industry.

#### The Manufacturers Life Insurance Company

(as at May 3, 2018)

<u>Purpose</u>	<u>Rating agency</u>	<u>Rating</u>
Financial strength	S&P Global Ratings	AA-
	Moody's Investors Service Inc.	A1
	Fitch Ratings Inc.	AA-
	DBRS Limited	AA (low)
	A.M. Best Company	A+ (Superior)

#### John Hancock Life Insurance Company (U.S.A)

(as at May 3, 2018)

<u>Purpose</u>	<u>Rating agency</u>	<u>Rating</u>
Financial strength	S&P Global Ratings	AA-
	Moody's Investors Service Inc.	A1
	Fitch Ratings Inc.	AA-
	DBRS Limited	not rated
	A.M. Best Company	A+ (Superior)