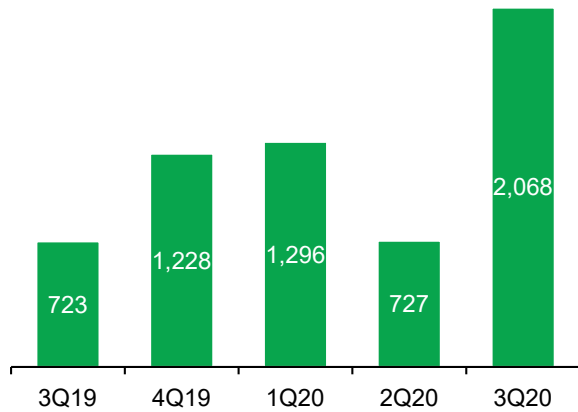


Manulife reports 3Q20 net income of \$2.1 billion, core earnings of \$1.5 billion, APE sales of \$1.4 billion, and a strong LICAT capital ratio of 155%

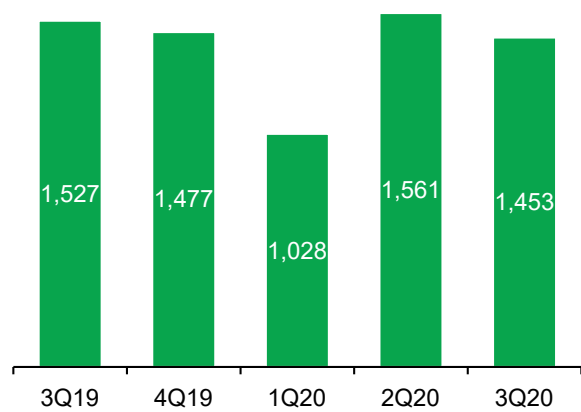
Net Income Attributed to Shareholders

(C\$ millions)



Core Earnings

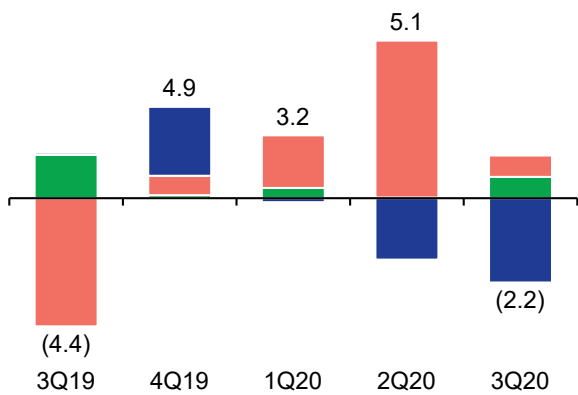
(C\$ millions)



Global Wealth & Asset Management Net Flows

(C\$ billions)

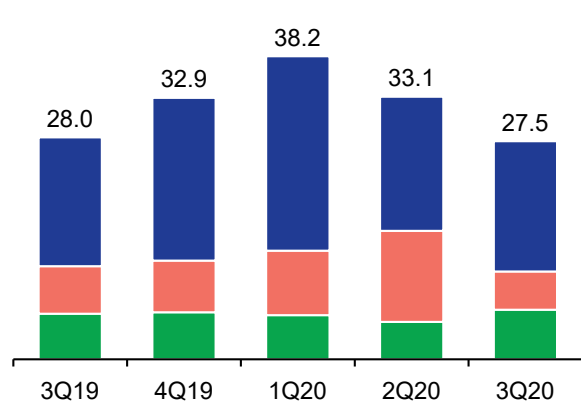
■ U.S. ■ Canada ■ Asia



Global Wealth & Asset Management Gross Flows

(C\$ billions)

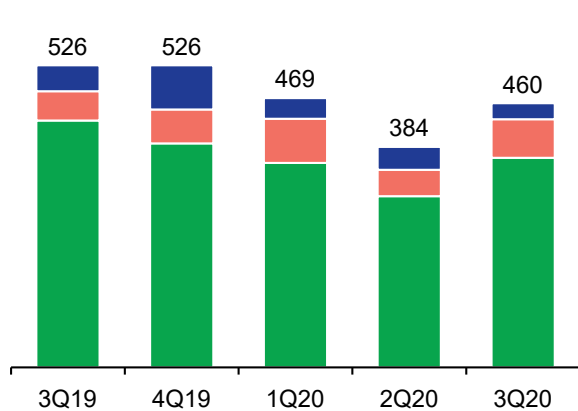
■ U.S. ■ Canada ■ Asia



New Business Value

(C\$ millions)

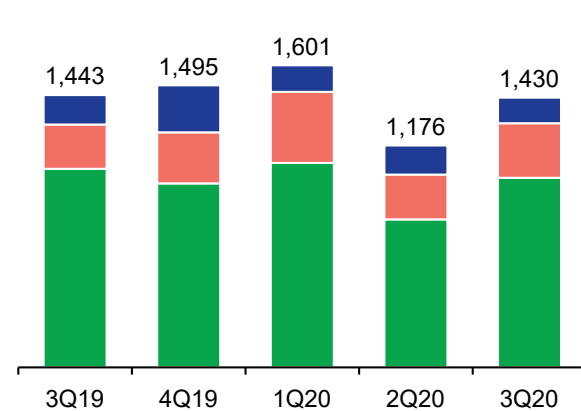
■ U.S. ■ Canada ■ Asia



APE Sales

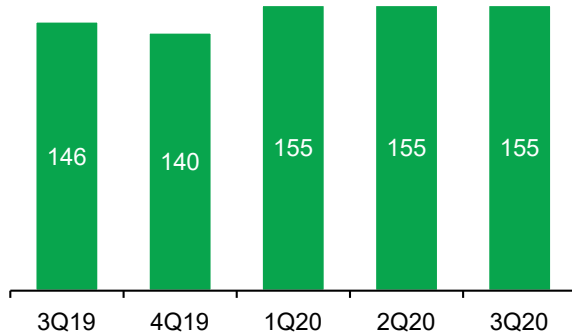
(C\$ millions)

■ U.S. ■ Canada ■ Asia



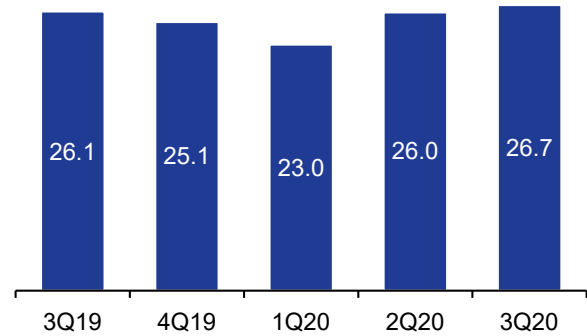
MLI's¹ LICAT total ratio

(Life Insurance Capital Adequacy Test Ratio LICAT) (%)



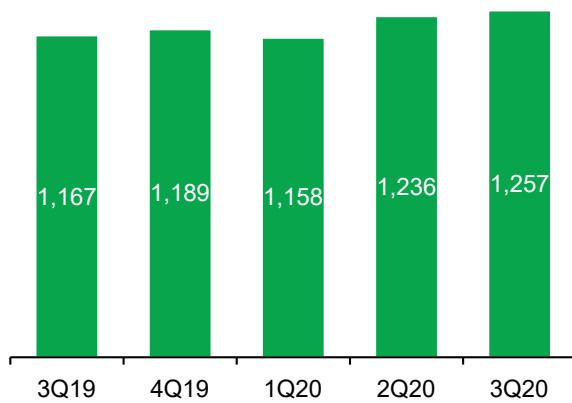
Financial Leverage Ratio

(%)



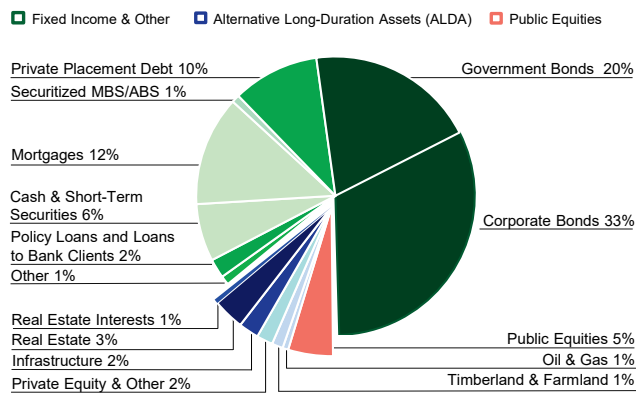
Assets Under Management and Administration

(C\$ billions)



Total Invested Assets

(C\$414.2 billion, Carrying values as of September 30, 2020)



Financial Strength Ratings²

Rating Agency	Rating		Outlook
AM Best Company	A+ (Superior)	(Superior – 2 nd of 13 ratings)	Stable
DBRS Morningstar	AA	(Very Strong – 3 rd of 22 ratings)	Stable
Fitch Ratings Inc.	AA-	(Very Strong – 4 th of 21 ratings)	Stable
Moody's Investors Service Inc.	A1	(Low Credit Risk – 5 th of 21 ratings)	Stable
S&P Global Ratings	AA-	(Very Strong – 4 th of 21 Ratings)	Stable

Investor Relations Contact:

Adrienne K. O'Neill
 Global Head of Investor Relations
 200 Bloor Street East, Toronto ON, Canada M4W 1E5
 Tel: (416) 926-6997

Media Relations Contact:

Brooke Tucker-Reid
 Director Global Communications
 200 Bloor Street East, Toronto ON, Canada M4W 1E5
 Tel: (647) 528-9601

¹ MLI refers to The Manufacturers Life Insurance Company. ² Financial Strength Ratings apply to the main life operating companies of Manulife Financial Corporation including The Manufacturers Life Insurance Company, John Hancock Life Insurance Co. (U.S.A.), John Hancock Life & Health Insurance Co. and John Hancock Life Insurance Co. of New York. DBRS does not rate the U.S. insurance subsidiaries separately. All ratings current as of September 30, 2020.