



Statistical Information Package

Q4 2015



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FINANCIAL REPORTING STRUCTURE



MFC

ASIA DIVISON	CANADIAN DIVISION	U.S. DIVISION	CORPORATE & OTHER
INSURANCE	INSURANCE	INSURANCE	CORPORATE
<i>Hong Kong</i> <i>Individual Insurance</i> <i>Group Life and Health</i> <i>Japan</i> <i>Individual Insurance</i> <i>Indonesia</i> <i>Individual Insurance</i> <i>Group Life and Health</i> <i>Asia Other Territories*</i> <i>Individual Insurance</i> <i>Group Life and Health</i>	<i>Retail Markets</i> <i>Individual Life and Living Benefits</i> <i>Institutional Markets</i> <i>Group Benefits</i> <i>Group Life</i> <i>Group Health</i> <i>Group Disability</i> <i>Affinity Markets</i> <i>(including International Group Program)</i>	<i>John Hancock Life</i> <i>Variable Universal Life</i> <i>Universal Life</i> <i>Whole Life</i> <i>Term Life</i> <i>COLI</i> <i>John Hancock Long-Term Care (LTC)</i> <i>Retail LTC</i> <i>Group LTC</i> <i>Federal LTC</i>	<i>Corporate</i>
			REINSURANCE
			<i>Property and Casualty</i> <i>JH Accident and Health (discontinued)</i>
WEALTH AND ASSET MANAGEMENT	WEALTH AND ASSET MANAGEMENT	WEALTH AND ASSET MANAGEMENT	WEALTH AND ASSET MANAGEMENT
<i>Hong Kong</i> <i>Group Pensions</i> <i>Mutual Funds</i> <i>Japan</i> <i>Mutual Funds</i> <i>Indonesia</i> <i>Group Pensions</i> <i>Mutual Funds</i> <i>Asia Other Territories*</i> <i>Group Pensions</i> <i>Mutual Funds</i>	<i>Mutual Funds</i> <i>Group Retirement Solutions</i> <i>Manulife Private Wealth</i>	<i>Defined Contribution</i> <i>Mutual Funds</i> <i>College Savings</i>	<i>Institutional Advisory Accounts</i> <i>Privately Managed Accounts</i>
OTHER WEALTH	OTHER WEALTH	OTHER WEALTH	
<i>Hong Kong</i> <i>Single Premium Products</i> <i>Japan</i> <i>Variable Annuities</i> <i>Fixed Annuities</i> <i>Single Premium Products</i> <i>Indonesia</i> <i>Single Premium Products</i> <i>Asia Other Territories*</i> <i>Single Premium Products</i>	<i>Fixed Products</i> <i>Annuities</i> <i>GICs</i> <i>Retail Segregated Fund Products</i> <i>Manulife Bank</i>	<i>Variable Annuities</i> <i>Fixed Deferred Annuities</i> <i>Payout Annuities</i> <i>Spread-based Products</i> <i>Fee-based Products</i>	

* Other Asia territories includes China, Taiwan, Malaysia, Philippines, Singapore, Thailand, Vietnam, Cambodia and Regional office.

Use of this document:

Information in the document is supplementary to the Company's fourth quarter Press Release, MD&A and audited financial statements in the Company's 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, constant currency basis, new business embedded value, core earnings, total annualized premium equivalents, total weighted premium income, capital 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.

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 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.

Sales are measured according to product type.

(i) For individual insurance, sales include 100 per cent of new annualized premiums and 10 per cent of both excess and single premiums. For individual insurance, new annualized premiums reflect the annualized premium expected in the first year of a policy that requires premium payments for more than one year. 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, sales include new 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 other wealth, all new deposits are reported as sales. 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

For wealth and asset management business, all new deposits are reported as gross flows. This includes mutual funds, group pensions/retirement savings, institutional advisory accounts, and college 529 plans.

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.

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.

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 the expected future distributable earnings on new business, less the present value of the cost of holding capital as calculated under the MCCR framework in North America, and the local capital requirements in Asia. Investment assumptions are consistent with product pricing, updated to reflect market assumptions consistent with the market environment in the quarter the business was sold. Best estimate fixed income yields are updated quarterly, and long term expected yields for alternative long- duration assets are typically reviewed during the annual review of actuarial assumptions and methods.

Constant currency basis

Quarterly amounts stated on a constant currency basis are calculated using Q4 2015 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)



	2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2015 Q4 vs. 2014 Q4	YTD 2015	YTD 2014	YTD 2015 vs. YTD 2014
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Shareholders' Net Income (loss) by Division

Asia	428	129	320	299	336	27%	1,176	1,247	-6%
Canadian ¹	(102)	278	191	119	73	-	486	1,003	-52%
U.S.	341	525	183	482	506	-33%	1,531	2,147	-29%
Corporate and other	(421)	(310)	(94)	(177)	(275)	-	(1,002)	(896)	-
Net income attributed to shareholders	246	622	600	723	640	-62%	2,191	3,501	-37%
Preferred share dividends	(29)	(29)	(29)	(29)	(28)	4%	(116)	(126)	-8%
Common shareholders' net income	217	593	571	694	612	-65%	2,075	3,375	-39%
Common shareholders' net income on a constant currency basis	217	600	612	731	654	-67%	2,160	3,771	-43%

Earnings Analysis

Core earnings									
Asia	353	356	300	296	260	36%	1,305	1,008	29%
Canadian ¹	354	338	304	262	224	58%	1,258	927	36%
U.S.	350	393	402	392	338	4%	1,537	1,383	11%
Corporate and other (excl. expected cost of macro hedges and core investment gains)	(124)	(104)	(109)	(109)	(112)	-	(446)	(446)	-
Macro hedge expected	(74)	(62)	(46)	(44)	(47)	-	(226)	(184)	-
Investment-related experience in core earnings	-	(51)	51	-	50	-100%	-	200	-100%
Total core earnings	859	870	902	797	713	20%	3,428	2,888	19%
Investment-related experience outside of core earnings	(361)	(169)	77	(77)	(403)	-	(530)	359	-
Total core earnings and investment-related experience in excess of amounts included in core earnings	498	701	979	720	310	61%	2,898	3,247	-11%
Items excluded from core earnings									
Direct impact of equity markets and interest rates and variable annuity guarantee liabilities	(29)	232	(309)	13	377	-	(93)	412	-
Change in actuarial methods and assumptions	(97)	(285)	(47)	(22)	(59)	-	(451)	(198)	-
Integration and acquisition costs	(39)	(26)	(54)	(30)	-	-	(149)	-	-
Other items excluded from core earnings	(87)	-	31	42	12	-	(14)	40	-
Net income attributed to shareholders	246	622	600	723	640	-62%	2,191	3,501	-37%

Selected Performance Measures

Basic earnings per common share	\$0.11	\$0.30	\$0.29	\$0.36	\$0.33	-67%	\$ 1.06	\$1.82	-42%
Basic earnings per common share on a constant currency basis	\$0.11	\$0.30	\$0.31	\$0.38	\$0.35	-69%			
Diluted core earnings per common share	\$0.42	\$0.43	\$0.44	\$0.39	\$0.36	17%	\$ 1.68	\$1.48	14%
Diluted earnings per common share	\$0.11	\$0.30	\$0.29	\$0.36	\$0.33	-67%	\$ 1.05	\$1.80	-42%
Return on common shareholders' equity (annualized) (%)	2.3%	6.5%	6.4%	8.4%	8.1%	-580 bps	5.8%	11.9%	-610 bps
Core ROE (annualized) (%)	8.7%	9.2%	9.8%	9.3%	9.0%	-30 bps	9.2%	9.8%	-60 bps

¹ Standard Life net income and core earnings are primarily attributed to Canadian Division operations.

FINANCIAL HIGHLIGHTS (CONT'D)

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



	2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2015 Q4 vs. 2014 Q4	YTD 2015	YTD 2014	YTD 2015 vs. YTD 2014
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Core earnings by line of business

Insurance¹									
Asia	238	245	195	200	178	34%	878	667	32%
Canada	204	166	142	114	96	113%	626	471	33%
U.S.	148	179	198	190	171	-13%	715	726	-2%
Total insurance	590	590	535	504	445	33%	2,219	1,864	19%
Wealth and asset management²									
Asia	37	38	43	43	31	19%	161	126	28%
Canada	34	40	36	30	26	31%	140	100	40%
U.S.	81	92	75	70	65	25%	318	263	21%
Corporate and other ^{4,5}	5	(1)	8	8	7	-29%	20	13	54%
Total wealth and asset management	157	169	162	151	129	22%	639	502	27%
Other wealth^{1,3}									
Asia	78	73	62	53	51	53%	266	215	24%
Canada Manulife Bank	27	26	36	34	39	-31%	123	123	0%
Canada excluding Manulife Bank	89	106	90	84	63	41%	369	233	58%
Canada	116	132	126	118	102	14%	492	356	38%
U.S.	121	122	129	132	102	19%	504	394	28%
Total other wealth	315	327	317	303	255	24%	1,262	965	31%
Corporate and other^{4,5}	(203)	(216)	(112)	(161)	(116)	75%	(692)	(443)	56%
Total core earnings	859	870	902	797	713	20%	3,428	2,888	19%

¹ Insurance and other wealth businesses are included in embedded value and new business value calculations (see page 31).

² Wealth and asset management is comprised of our fee based business with little or no insurance risk, including mutual funds, pensions products and institutional asset management.

³ Other wealth includes single premium wealth accumulation products in Asia, annuities, GIC's and Manulife Bank.

⁴ Corporate and other results are net of internal allocations to other divisions.

⁵ Core earnings from Manulife Asset Management has been included in Wealth & Asset Management core earnings.

FINANCIAL HIGHLIGHTS (CONT'D)

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



	2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2015 Q4 vs. 2014 Q4	YTD 2015	YTD 2014	YTD 2015 vs. YTD 2014
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Premiums and Deposits - Insurance

Life and health insurance premiums ¹	5,306	5,066	4,687	4,570	4,287	24%	19,629	15,782	24%
Segregated fund deposits	569	594	547	549	548	4%	2,259	1,978	14%
ASO premium equivalents	833	804	851	837	773	8%	3,325	3,048	9%
Group Benefits ceded	1,051	1,012	1,031	1,202	1,023	3%	4,296	4,130	4%
Premiums and deposits - Insurance	7,759	7,476	7,116	7,158	6,631	17%	29,509	24,938	18%
Premiums and deposits - Insurance on a constant currency basis	7,759	7,571	7,458	7,440	7,257	7%	30,228	27,406	10%

¹ Excludes the impact of the net ceded premium related to the Closed Block reinsurance transaction in 3Q15 and full year 2015.

Premiums and Deposits - Wealth and Asset Management ²

Pension premiums and investment contract deposits	10	11	12	11	9	11%	44	38	16%
Segregated fund deposits	6,606	6,802	5,989	6,483	4,892	35%	25,880	19,020	36%
Mutual fund deposits	18,361	16,768	17,787	13,188	10,576	74%	66,104	41,483	59%
Institutional advisory accounts	5,972	2,165	10,987	3,024	2,276	162%	22,148	8,148	172%
Other fund deposits ³	140	116	117	137	132	6%	510	475	7%
Premiums and deposits - Wealth and Asset Management	31,089	25,862	34,892	22,843	17,885	74%	114,686	69,164	66%
Premiums and deposits - Wealth and Asset Management on a constant currency basis	31,089	26,282	36,581	24,099	20,374	53%	118,051	80,596	46%

² Wealth & asset management is comprised of our fee based business with little or no insurance risk, including mutual funds, pensions products and institutional asset management.

³ Other funds include College Savings (529 plan) and Privately Managed Accounts.

Premiums and Deposits - Other Wealth

Annuity and investment contract deposits	1,398	1,137	950	877	618	126%	4,362	2,055	112%
Segregated fund deposits	565	458	744	589	344	64%	2,356	1,697	39%
Premiums and deposits - Other Wealth	1,963	1,595	1,694	1,466	962	104%	6,718	3,752	79%
Premiums and deposits - Other Wealth on a constant currency basis	1,963	1,616	1,779	1,516	1,060	85%	6,874	4,164	65%
Premiums and Deposits - Corporate & Other	26	24	21	19	18	44%	90	77	17%

FINANCIAL HIGHLIGHTS (CONT'D)

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



	2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2015 Q4 vs. 2014 Q4	YTD 2015	YTD 2014	YTD 2015 vs. YTD 2014
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Insurance Sales ¹

Asia - US \$	416	379	374	338	364	14%	1,507	1,278	18%
Canada - C \$	303	142	166	214	172	76%	825	578	43%
U.S. - US \$	127	126	118	117	154	-18%	488	501	-3%
Insurance sales - C \$	1,027	803	771	779	760	35%	3,380	2,544	33%
Insurance sales on a constant currency basis - C \$	1,027	815	816	812	839	22%	3,470	2,802	24%

¹ Insurance sales consist of recurring premiums and 10% of both excess and single premiums.

Wealth and Asset Management ² Gross Flows

Asia - US \$	2,509	1,871	5,155	2,705	2,470	2%	12,240	8,149	50%
Canada - C \$	3,932	4,213	3,923	4,406	2,704	45%	16,474	10,477	57%
U.S. - US \$	13,344	13,016	11,094	9,726	8,894	50%	47,180	37,570	26%
Corporate and Other - C \$	5,974	2,165	10,987	3,024	2,276	162%	22,150	8,185	171%
Wealth & asset management gross flows - C \$	31,089	25,862	34,892	22,843	17,885	74%	114,686	69,164	66%
Wealth & asset management gross flows on a constant currency basis - C \$	31,089	26,282	36,581	24,099	20,374	53%	118,051	80,596	46%

² Wealth and asset management is comprised of our fee based business with little or no insurance risk, including mutual funds, pensions products and institutional asset management.

Wealth and Asset Management Net Flows by Division

Asia - US \$	848	(2,281)	2,460	852	320	165%	1,879	788	138%
Canada - C \$	765	1,566	1,331	1,821	1,045	-27%	5,483	3,892	41%
U.S. - US \$	2,815	3,446	1,466	1,754	244	nm	9,481	7,962	19%
Corporate and Other - C \$	3,087	1,426	8,335	1,578	1,120	176%	14,426	4,834	198%
Total net flows - C\$	8,748	4,514	14,494	6,631	2,806	212%	34,387	18,335	88%
Net flows on a constant currency basis - C\$	8,748	4,594	14,821	6,857	2,870	205%	35,020	20,326	72%

Other Wealth Sales excluding Manulife Bank

Asia - US \$	929	813	691	589	511	82%	3,022	1,644	84%
Canada - C \$	868	781	923	1,037	530	64%	3,609	2,048	76%
Other wealth sales - C \$	2,109	1,845	1,773	1,767	1,109	90%	7,494	3,866	94%
Other wealth sales on a constant currency basis - C \$	2,109	1,870	1,834	1,803	1,171	80%	7,616	4,025	89%

New Business Value ^{3,4}

Asia	229	202	142	118	139	65%	691	406	70%
Canada	50	50	43	45	43	16%	188	176	7%
U.S.	17	35	18	6	41	-59%	76	115	-34%
Corporate and other	-	-	24	46	-	-	70	63	11%
Total new business value	296	287	227	215	223	33%	1,025	760	35%

³ New Business Value is not calculated for Wealth & Asset Management business and Manulife Bank.

⁴ 2014 Figures have been restated, see "Changes to Assumptions and Methodology for 2014" in our Embedded Value Report.

FINANCIAL HIGHLIGHTS (CONT'D)

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



	2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2015 Q4 vs. 2014 Q4	YTD 2015	YTD 2014	YTD 2015 vs. YTD 2014
Common Share Statistics									
Share Price - Toronto (in Canadian \$)									
high	22.65	21.13	24.20	22.35	23.09	-2%	24.20	23.09	5%
low	20.12	20.05	21.23	19.80	18.91	6%	19.80	18.91	5%
close	20.74	20.64	23.21	21.51	22.18	-6%	20.74	22.18	-6%
Share Price - New York (in U.S \$)									
high	16.95	16.00	19.61	19.10	20.23	-16%	19.61	20.77	-6%
low	14.52	15.03	16.79	15.89	16.68	-13%	14.52	16.68	-13%
close	14.98	15.48	18.59	17.01	19.09	-22%	14.98	19.09	-22%
Common shares outstanding (millions)									
- end of period	1,972	1,971	1,971	1,970	1,864	6%	1,972	1,864	6%
- weighted average	1,972	1,971	1,971	1,936	1,864	6%	1,962	1,857	6%
- diluted weighted average	1,977	1,977	1,992	1,959	1,887	5%	1,977	1,881	5%
Dividend per common share paid in the quarter ¹	0.17	0.17	0.17	0.155	0.155	10%	0.665	0.57	17%
Common share dividend payout ratio	154.8%	56.5%	58.7%	42.5%	47.2%	228%	62.7%	30.5%	106%

¹ On February 10, 2016, the Board of Directors approved an increase of 9% or 1.5 cents to the quarterly shareholders' dividend resulting in a dividend of 18.5 cents per share on the common shares of the Company, payable on or after March 21, 2016 to shareholders of record at the close of business on February 24, 2016.

Valuation Data

Book value per common share	19.51	18.98	17.89	18.33	16.42	19%	19.51	16.42	19%
Market value to book value ratio	1.06	1.09	1.30	1.17	1.35	-21%	1.06	1.35	-21%
Book value excluding goodwill per common share	16.62	16.12	15.27	16.05	14.72	13%	16.62	14.72	13%
Market value to book value excluding goodwill ratio	1.25	1.28	1.52	1.34	1.51	-17%	1.25	1.51	-17%
Market capitalization (\$ billions)	40.9	40.7	45.7	42.4	41.3	-1%	40.9	41.3	-1%

Assets Under Management and Administration

Assets Under Management									
General fund	309,267	299,595	295,393	308,680	269,310	15%	309,267	269,310	15%
Segregated funds excluding institutional advisory accounts	310,952	298,679	301,129	309,796	254,148	22%	310,952	254,148	22%
Mutual funds	160,020	147,185	144,663	139,750	119,593	34%	160,020	119,593	34%
Institutional advisory accounts	71,237	65,528	64,315	55,218	41,248	73%	71,237	41,248	73%
Other funds ²	7,552	6,549	8,303	7,901	6,830	11%	7,552	6,830	11%
Total assets under management	859,028	817,536	813,803	821,345	691,129	24%	859,028	691,129	24%
Assets under administration	76,148	70,447	68,924	-	-	-	76,148	-	-
Total assets under management and administration	935,176	887,983	882,727	821,345	691,129	35%	935,176	691,129	35%
Total assets under management and administration on a constant currency basis	935,176	906,491	940,697	870,548	784,710	19%	935,176	784,710	19%

² Other funds includes College Savings (529 plan), Privately Managed Accounts and funds managed for institutional clients in Asia.

Assets Under Management and Administration

Insurance	246,250	235,043	235,567	242,138	213,750	15%	246,250	213,750	15%
Wealth and asset management ³	510,687	476,822	474,586	394,045	314,538	62%	510,687	314,538	62%
Other wealth	177,845	175,684	170,392	180,621	157,801	13%	177,845	157,801	13%
Corporate and other	394	434	2,182	4,541	5,040	-92%	394	5,040	-92%
Total assets under management and administration	935,176	887,983	882,727	821,345	691,129	35%	935,176	691,129	35%

³ Wealth and asset management is comprised of our fee based business with little or no insurance risk, including mutual funds, pensions products and institutional asset management.

Capital Information

Total capital ⁴	49,897	47,880	45,521	46,362	39,563	26%	49,897	39,563	26%
MCCSR - The Manufacturers Life Insurance Company ⁵	223%	226%	236%	245%	248%	-25 pts	223%	248%	-25 pts

⁴ Total capital includes total equity less AOCI on cash flow hedges and liabilities for preferred shares 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.

⁵ For The Manufacturers Life Insurance Company, the capital ratio has been determined in accordance with the Minimum Continuing Capital & Surplus Requirements (MCCSR) of the Office of the Superintendent of Financial Institutions (Canada).

Foreign Exchange Information⁶

- Statements of Financial Position	(CDN to \$ 1 US)	1.3841	1.3394	1.2473	1.2682	1.1601	19%
	(CDN to 1 YEN)	0.0115	0.0112	0.0102	0.0106	0.0097	19%
- Statements of Income	(CDN to \$ 1 US)	1.3360	1.3089	1.2297	1.2399	1.1356	18%
	(CDN to 1 YEN)	0.0110	0.0107	0.0101	0.0104	0.0099	11%

⁶ 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)



	2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2015 Q4 vs. 2014 Q4	YTD 2015	YTD 2014	YTD 2015 vs. YTD 2014
Revenue									
Premium income									
Gross premiums	8,984	8,198	7,449	7,389	6,725	34%	32,020	25,156	27%
Premiums ceded to reinsurers	(2,272)	(1,965)	(1,872)	(1,986)	(1,892)	20%	(8,095)	(7,343)	10%
Premiums ceded, net of ceded commissions and additional consideration relating to Closed Block reinsurance transaction ¹	-	(7,996)	-	-	-	-	(7,996)	-	-
Net premium income (ceded)	6,712	(1,763)	5,577	5,403	4,833	39%	15,929	17,813	-11%
Investment income									
Investment income ²	2,899	2,708	3,216	2,642	2,664	9%	11,465	10,744	7%
Realized/ unrealized gains (losses) on assets supporting insurance and investment contract liabilities and on macro hedge program ³	(1,916)	3,672	(10,161)	5,343	6,182	-	(3,062)	17,092	-
Net investment income (loss)	983	6,380	(6,945)	7,985	8,846	-89%	8,403	27,836	-70%
Other revenue	2,694	2,487	2,491	2,426	2,301	17%	10,098	8,739	16%
Total revenue	10,389	7,104	1,123	15,814	15,980	-35%	34,430	54,388	-37%
Contract benefits and expenses									
To contract holders and beneficiaries									
Gross claims and benefits	6,225	5,741	5,746	6,049	5,375	16%	23,761	20,318	17%
Change in insurance contract liabilities ²	2,063	5,741	(7,795)	7,443	8,123	-75%	7,452	24,185	-69%
Change in investment contract liabilities	26	56	75	46	(15)	-	203	65	212%
Benefits and expenses ceded to reinsurers	(1,965)	(1,868)	(1,830)	(1,602)	(1,730)	14%	(7,265)	(6,709)	8%
Change in reinsurance assets ¹	(48)	(7,160)	737	(339)	262	-	(6,810)	506	-
Net benefits and claims	6,301	2,510	(3,067)	11,597	12,015	-48%	17,341	38,365	-55%
General expenses	1,752	1,519	1,566	1,384	1,345	30%	6,221	4,772	30%
Investment expenses	453	402	379	381	358	27%	1,615	1,319	22%
Commissions	1,401	1,314	1,259	1,202	1,160	21%	5,176	4,250	22%
Interest expense	252	282	251	316	309	-18%	1,101	1,131	-3%
Net premium taxes	94	89	85	90	69	36%	358	287	25%
Total contract benefits and expenses	10,253	6,116	473	14,970	15,256	-33%	31,812	50,124	-37%
Income before income taxes	136	988	650	844	724	-81%	2,618	4,264	-39%
Income tax (expense) recovery	76	(316)	28	(116)	(17)	-	(328)	(671)	-51%
Net income	212	672	678	728	707	-70%	2,290	3,593	-36%
Less: net income (loss) attributed to non-controlling interests	(7)	24	29	23	7	-	69	71	-3%
Less: net income (loss) attributed to participating policyholders	(27)	26	49	(18)	60	-	30	21	43%
Net income attributed to shareholders	246	622	600	723	640	-62%	2,191	3,501	-37%
Preferred share dividends	(29)	(29)	(29)	(29)	(28)	4%	(116)	(126)	-8%
Common shareholders' net income	217	593	571	694	612	-65%	2,075	3,375	-39%

¹ Effective July 1, 2015, U.S. division's RPS business included the assumption by New York Life (NYL) of the Company's in-force participating life insurance closed block ("Closed Block") through net 60% reinsurance agreements. The Closed Block transaction with NYL resulted in a net ceded premium of approximately \$8.0 billion, reported as a reduction in premiums, net of commissions received and additional consideration received relating to New York Life retirement plan services business.

² 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).

³ 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.

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

(Canadian \$ in millions, unaudited)



	2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4
ASSETS					
Invested assets					
Cash and short-term securities	17,885	19,005	15,647	18,589	21,079
Securities					
Debt securities	157,827	150,788	148,606	159,758	134,446
Public equities	16,983	16,068	17,315	17,484	14,543
Loans					
Mortgages	43,818	43,864	45,063	45,114	39,458
Private placements	27,578	26,043	26,652	26,352	23,284
Policy loans	7,673	7,481	8,641	8,697	7,876
Loans to bank clients	1,778	1,761	1,750	1,770	1,772
Real estate	15,347	14,848	13,193	12,391	10,101
Other invested assets	20,378	19,737	18,526	18,525	16,751
Total invested assets	309,267	299,595	295,393	308,680	269,310
Other assets					
Accrued investment income	2,275	2,068	2,182	2,248	2,003
Outstanding premiums	878	840	812	918	737
Derivatives	24,272	25,615	17,581	26,606	19,315
Goodwill and intangible assets	9,384	9,127	8,460	7,790	5,461
Reinsurance assets	35,426	34,740	19,428	20,649	18,525
Deferred tax asset	4,067	3,766	3,576	3,471	3,329
Miscellaneous	5,825	6,597	7,690	6,225	4,194
Total other assets	82,127	82,753	59,729	67,907	53,564
Segregated funds net assets	313,249	301,276	303,589	312,302	256,532
Total assets	704,643	683,624	658,711	688,889	579,406
LIABILITIES AND EQUITY					
Policy liabilities					
Insurance contract liabilities	287,059	278,445	258,264	269,710	229,513
Investment contract liabilities	3,497	3,910	3,769	3,806	2,644
Deposits from bank clients	18,114	18,222	18,037	18,555	18,384
Deferred tax liability	1,235	1,274	1,277	1,497	1,228
Derivatives	15,050	16,581	11,185	16,173	11,283
Other liabilities	14,953	14,516	13,842	16,760	14,365
	339,908	332,948	306,374	326,501	277,417
Long-term debt	1,853	1,829	3,432	4,004	3,885
Liabilities for preferred shares and capital instruments	7,695	6,681	6,639	6,647	5,426
Liabilities for subscription receipts	-	-	-	-	2,220
Segregated funds net liabilities	313,249	301,276	303,589	312,302	256,532
Total liabilities	662,705	642,734	620,034	649,454	545,480
Equity					
Issued share capital					
Preferred shares	2,693	2,693	2,693	2,693	2,693
Common shares	22,799	22,790	22,785	22,768	20,556
Contributed surplus	277	276	275	275	267
Shareholders' retained earnings	8,398	8,517	8,259	8,023	7,624
Shareholders' accumulated other comprehensive income (loss)					
Pension and other post-employment plans	(521)	(561)	(543)	(548)	(529)
Available-for-sale securities	345	422	611	1,175	794
Cash flow hedges	(264)	(309)	(205)	(280)	(211)
Translation of foreign operations and real estate revaluation surplus	7,432	6,271	4,077	4,694	2,112
Total shareholders' equity	41,159	40,099	37,952	38,800	33,306
Participating policyholders' equity	187	214	188	139	156
Non-controlling interests	592	577	537	496	464
Total equity	41,938	40,890	38,677	39,435	33,926
Total liabilities and equity	704,643	683,624	658,711	688,889	579,406

CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

(Canadian \$ in millions, unaudited)



	2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	YTD 2015	YTD 2014
Preferred shares							
Balance, beginning of period	2,693	2,693	2,693	2,693	2,447	2,693	2,693
Issued	-	-	-	-	250	-	800
Redeemed	-	-	-	-	-	-	(784)
Issuance costs, net of tax	-	-	-	-	(4)	-	(16)
Balance, end of period	2,693	2,693	2,693	2,693	2,693	2,693	2,693
Common shares							
Balance, beginning of period	22,790	22,785	22,768	20,556	20,548	20,556	20,234
Issued on exercise of stock options and deferred share units	9	5	17	6	8	37	43
Issued under Dividend Reinvestment and Share Purchase Plans	-	-	-	-	-	-	279
Issued in exchange of subscription receipts	-	-	-	2,206	-	2,206	-
Balance, end of period	22,799	22,790	22,785	22,768	20,556	22,799	20,556
Contributed surplus							
Balance, beginning of period	276	275	275	267	266	267	256
Exercise of stock options and deferred share units	(1)	(1)	(3)	(1)	(1)	(6)	(3)
Stock option expense	2	2	3	9	2	16	14
Balance, end of period	277	276	275	275	267	277	267
Shareholders' retained earnings							
Balance, beginning of period	8,517	8,259	8,023	7,624	7,301	7,624	5,294
Net income attributed to shareholders	246	622	600	723	640	2,191	3,501
Preferred share dividends	(29)	(29)	(29)	(29)	(28)	(116)	(126)
Par redemption value in excess of carrying value for preferred shares redeemed	-	-	-	-	-	-	(16)
Common share dividends	(336)	(335)	(335)	(295)	(289)	(1,301)	(1,029)
Balance, end of period	8,398	8,517	8,259	8,023	7,624	8,398	7,624
Shareholders' accumulated other comprehensive income (loss)							
Balance, beginning of period	5,823	3,940	5,041	2,166	1,479	2,166	46
Other comprehensive income (loss)							
Remeasurement of pension and other post-employment plans, net of tax expense of \$9	40	(18)	5	(19)	(67)	8	(77)
Real estate revaluation reserve, net of tax expense of nil	-	-	-	1	-	1	-
Available-for-sale ("AFS") securities unrealized gains (losses), net of tax recovery of \$40	(33)	(58)	(483)	411	252	(163)	697
AFS securities realized losses (gains) & impairments (recoveries), net of tax recovery of \$4	(44)	(130)	(79)	(30)	(77)	(283)	(231)
Cash flow hedges unrealized gains (losses), net of tax expense of \$3	42	(107)	73	(72)	(54)	(64)	(136)
Cash flow hedges realized (gains) losses, net of tax expense of \$2	3	3	2	3	2	11	9
Unrealized foreign exchange gains (losses), net of \$30 hedges and tax recovery of \$10	1,161	2,194	(617)	2,581	631	5,319	1,854
Share of other comprehensive income (loss) of associates, net of tax expense of \$1	-	(1)	(2)	-	-	(3)	4
Balance, end of period	6,992	5,823	3,940	5,041	2,166	6,992	2,166
Total shareholders' equity, end of period	41,159	40,099	37,952	38,800	33,306	41,159	33,306
Participating policyholders' equity							
Balance, beginning of period	214	188	139	156	96	156	134
Net income (loss) attributed to participating policyholders	(27)	26	49	(18)	60	30	21
Other comprehensive income attributed to participating policyholders	-	-	-	1	-	1	1
Balance, end of period	187	214	188	139	156	187	156
Non-controlling interests							
Balance, beginning of period	577	537	496	464	459	464	376
Net income (loss) attributed to non-controlling interests	(7)	24	29	23	7	69	71
Other comprehensive income (loss) attributed to non-controlling interests	(1)	(2)	(1)	2	(1)	(2)	3
Contributions (distributions), net	23	18	13	7	(1)	61	14
Balance, end of period	592	577	537	496	464	592	464
Total equity, end of period	41,938	40,890	38,677	39,435	33,926	41,938	33,926

CONSOLIDATED STATEMENTS OF CASH FLOWS

(Canadian \$ in millions, unaudited)



	2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2015 Q4 vs. 2014 Q4	YTD 2015	YTD 2014	YTD 2015 vs. YTD 2014
Operating activities									
Net income (loss)	212	672	678	728	707	-70%	2,290	3,593	-36%
Adjustments									
Increase (decrease) in insurance contract liabilities	2,063	5,741	(7,795)	7,443	8,123	-75%	7,452	24,185	-69%
Increase in investment contract liabilities	26	56	75	46	(15)	-	203	65	212%
Decrease (increase) in reinsurance assets	(48)	1,041	737	(339)	262	-	1,391	506	175%
Amortization of premium/discount on invested assets	18	36	23	13	(3)	-	90	(1)	-
Other amortization	141	135	172	132	127	11%	580	462	26%
Net realized (gains) losses, including impairments on assets	2,080	(3,400)	9,834	(5,027)	(5,997)	-	3,487	(17,312)	-
Deferred income tax expense (recovery)	(212)	84	(223)	8	(151)	40%	(343)	98	-
Stock option expense	2	2	3	9	2	0%	16	14	14%
Cash provided by operating activities before undernoted items	4,282	4,367	3,504	3,013	3,055	40%	15,166	11,610	31%
Net cash decrease due to Closed Block reinsurance transaction	-	(2,023)	-	-	-	-	(2,023)	-	-
Changes in policy related and operating receivables and payables	(215)	(1,566)	(81)	(947)	135	-	(2,809)	(804)	249%
Cash provided by operating activities	4,067	778	3,423	2,066	3,190	27%	10,334	10,806	-4%
Investing activities									
Purchases and mortgage advances	(19,326)	(19,784)	(19,425)	(18,574)	(16,219)	19%	(77,109)	(62,754)	23%
Disposals and repayments	12,975	22,039	16,249	15,687	16,756	-23%	66,950	58,871	14%
Changes in investment broker net receivables and payables	(212)	1,270	(764)	(192)	(132)	61%	102	16	538%
Net cash decrease from sale and purchase of subsidiaries and businesses	-	-	(374)	(3,434)	-	-	(3,808)	(199)	nm
Cash used in investing activities	(6,563)	3,525	(4,314)	(6,513)	405	-	(13,865)	(4,066)	241%
Financing activities									
Increase (decrease) in repurchase agreements and securities sold but not yet purchased	57	31	(300)	-	80	-29%	(212)	273	-
Repayment of long-term debt, net	-	(1,693)	(550)	-	-	-	(2,243)	(1,000)	124%
Issue (redemption) of capital instruments, net	995	-	(2)	746	498	100%	1,739	995	75%
Issue of subscription receipts	-	-	-	-	6	-100%	-	2,220	-100%
Changes in deposits from bank clients, net	(118)	148	(506)	125	(1,408)	-92%	(351)	(1,526)	-77%
Shareholder dividends paid in cash	(364)	(364)	(364)	(335)	(317)	15%	(1,427)	(910)	57%
Funds borrowed (repaid), net	(39)	(3)	(2)	(2)	4	-	(46)	1	-
Secured borrowings from securitization transactions	161	175	-	100	-	-	436	-	-
Contributions from (distributions to) non-controlling interest, net	23	18	13	7	(1)	-	61	(59)	-
Common shares issued, net	9	5	17	6	8	13%	37	43	-14%
Preferred shares issued, net	-	-	-	-	246	-100%	-	784	-100%
Preferred shares redeemed, net	-	-	-	-	-	-	-	(800)	-
Cash provided (used in) by financing activities	724	(1,683)	(1,694)	647	(884)	-	(2,006)	21	-
Cash and short-term securities									
Increase (decrease) during the period	(1,772)	2,620	(2,585)	(3,800)	2,711	-	(5,537)	6,761	-
Effect of foreign exchange rate changes on cash and short-term securities	447	735	(208)	1,128	316	41%	2,102	790	166%
Balance, beginning of period	18,327	14,972	17,765	20,437	17,410	5%	20,437	12,886	59%
Balance, end of period	17,002	18,327	14,972	17,765	20,437	-17%	17,002	20,437	-17%
Cash and short-term securities									
Beginning of period									
Gross cash and short-term securities	19,005	15,647	18,589	21,079	17,971	6%	21,079	13,630	55%
Net payments in transit, included in other liabilities	(678)	(675)	(824)	(642)	(561)	21%	(642)	(744)	-14%
Net cash and short-term securities, beginning of period	18,327	14,972	17,765	20,437	17,410	5%	20,437	12,886	59%
End of period									
Gross cash and short-term securities	17,885	19,005	15,647	18,589	21,079	-15%	17,885	21,079	-15%
Net payments in transit, included in other liabilities	(883)	(678)	(675)	(824)	(642)	38%	(883)	(642)	38%
Net cash and short-term securities, end of period	17,002	18,327	14,972	17,765	20,437	-17%	17,002	20,437	-17%

CONSOLIDATED SOURCE OF EARNINGS

(Canadian \$ in millions, unaudited)



2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2015 Q4 vs. 2014 Q4	YTD 2015	YTD 2014	YTD 2015 vs. YTD 2014
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Source of Earnings ¹

Expected profit from in-force business	1,262	1,190	1,171	1,062	981	29%	4,685	3,809	23%
Impact of new business	(8)	33	(47)	(80)	(42)	-81%	(102)	(256)	-60%
Experience gains (losses)	(813)	255	(631)	(64)	(102)	697%	(1,253)	767	-
Management actions and changes in assumptions	(421)	(495)	(161)	(148)	(323)	30%	(1,225)	(621)	97%
Earnings on surplus funds	153	(17)	171	109	111	38%	416	484	-14%
Other	(3)	(28)	69	(40)	32	-	(2)	(11)	-82%
Income (loss) before income taxes	170	938	572	839	657	-74%	2,519	4,172	-40%
Income tax (expense) recovery	76	(316)	28	(116)	(17)	-	(328)	(671)	-51%
Net income (loss) attributed to shareholders	246	622	600	723	640	-62%	2,191	3,501	-37%
Preferred share dividends	(29)	(29)	(29)	(29)	(28)	4%	(116)	(126)	-8%
Common shareholders' net income (loss)	217	593	571	694	612	-65%	2,075	3,375	-39%
Constant currency, expected profit from in-force business	1,262	1,243	1,221	1,162	1,108	14%	4,888	4,389	11%

¹ 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. For mutual fund, asset management businesses and Manulife Bank, all pretax income is reported in 'Expected profit from in-force business' except the non-capitalized acquisition expenses which are reported in 'Impact of new business'.

Glossary

Expected profit from in-force business	Formula-driven release of PfADs (Provisions for Adverse Deviations) on the non-fee businesses and expected profit on fee businesses. For mutual fund, asset management businesses and Manulife Bank, all pretax income is reported in 'Expected profit from in-force business' except the non-capitalized acquisition expenses.
Impact of new business	For non-fee income businesses, the capitalized value of future profits less PfADs in respect of new business. For fee income businesses, the non-capitalized acquisition expenses.
Experience gains (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.

ASIA DIVISION

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



	2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2015 Q4 vs. 2014 Q4	YTD 2015	YTD 2014	YTD 2015 vs. YTD 2014
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Statements of Income

Revenue									
Premium income									
Gross premiums	2,700	2,433	2,142	2,026	1,864	45%	9,301	7,013	33%
Premiums ceded to reinsurers	(85)	(87)	(81)	(95)	(96)	-11%	(348)	(430)	-19%
Investment income	295	340	338	275	274	8%	1,248	1,150	9%
Other revenue	276	282	303	260	316	-13%	1,121	1,208	-7%
Subtotal revenue	3,186	2,968	2,702	2,466	2,358	35%	11,322	8,941	27%
Realized/ unrealized gains on invested assets supporting insurance and investment contract liabilities ¹	369	(486)	(535)	287	864	-57%	(365)	1,867	-
Total revenue	3,555	2,482	2,167	2,753	3,222	10%	10,957	10,808	1%
Contract benefits and expenses									
To contract holders and beneficiaries									
Gross benefits and claims paid and change in insurance contract liabilities ¹	2,486	1,670	1,220	1,918	2,303	8%	7,294	7,472	-2%
Ceded benefits and expenses and change in reinsurance assets	(46)	(48)	(56)	(57)	(52)	-12%	(207)	(241)	-14%
Change in investment contract liabilities	(1)	33	24	15	(2)	-50%	71	2	nm
General expenses	352	301	299	270	311	13%	1,222	1,090	12%
Investment expenses	24	27	32	31	30	-20%	114	111	3%
Commissions	349	299	291	255	265	32%	1,194	927	29%
Other	31	30	30	29	30	3%	120	105	14%
Total contract benefits and expenses	3,195	2,312	1,840	2,461	2,885	11%	9,808	9,466	4%
Income (loss) before income taxes	360	170	327	292	337	7%	1,149	1,342	-14%
Income tax (expense) recovery	(41)	(46)	(32)	(19)	(25)	64%	(138)	(114)	21%
Net income (loss)	319	124	295	273	312	2%	1,011	1,228	-18%
Less net income (loss) attributed to non-controlling interests	4	15	24	18	6	-33%	61	51	20%
Less net income (loss) attributed to participating policyholders	(6)	11	10	14	9	-	29	48	-40%
Net income (loss) attributed to shareholders ²	321	98	261	241	297	8%	921	1,129	-18%

¹ 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.

² See the Q4 press release for a description of Q4 2015 results compared to Q4 2014.

Earnings Analysis

Total core earnings	264	272	244	239	229	15%	1,019	913	12%
Total core earnings - on constant currency basis	264	272	242	236	223	18%	1,014	860	18%
Investment gains related to fixed income trading, market value increases in excess of expected alternative assets investment returns, asset mix changes	(2)	16	6	-	(2)	0%	20	56	-64%
Total core earnings and investment related gains	262	288	250	239	227	15%	1,039	969	7%
Items excluded from core earnings									
Direct impact of equity markets and interest rates and variable annuity guarantee liabilities	57	(190)	13	(14)	70	-19%	(134)	157	-
Reinsurance recapture and tax rate changes	2	-	(2)	16	-	-	16	3	433%
Total shareholders' net income (loss)	321	98	261	241	297	8%	921	1,129	-18%

ASIA DIVISION (CONT'D)

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



	2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2015 Q4 vs. 2014 Q4	YTD 2015	YTD 2014	YTD 2015 vs. YTD 2014
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Source of Earnings

Expected profit from in-force business	209	203	222	214	208	0%	848	855	-1%
Impact of new business	63	74	32	19	(6)	-	188	(17)	-
Experience gains (losses)	35	(176)	3	(14)	63	-44%	(152)	190	-
Management actions and changes in assumptions	-	(5)	-	-	-	-	(5)	1	-
Earnings on surplus funds	50	46	45	43	50	0%	184	192	-4%
Other	5	2	(9)	(2)	7	-29%	(4)	22	-
Income (loss) before income taxes	362	144	293	260	322	12%	1,059	1,243	-15%
Income tax (expense) recovery	(41)	(46)	(32)	(19)	(25)	64%	(138)	(114)	21%
Net income (loss) attributed to shareholders	321	98	261	241	297	8%	921	1,129	-18%

Insurance Sales

Hong Kong	127	97	84	70	98	29%	378	293	29%
Japan ¹	148	160	169	163	141	5%	640	589	9%
Indonesia ²	26	21	24	26	34	-24%	97	114	-15%
Asia Other ³	115	101	97	79	91	26%	392	282	39%
Total insurance sales	416	379	374	338	364	14%	1,507	1,278	18%
Total insurance sales - on constant currency basis	416	379	369	330	345	20%	1,494	1,165	28%

¹ Japan Q4'15 insurance sales are up 11% compared to the prior year on a constant currency basis. Full year 2015 insurance sales are up 24% compared to the prior year on a constant currency basis.

² Indonesia Q4'15 insurance sales are down 13% compared to the prior year on a constant currency basis. Full year 2015 insurance sales down 4% compared to the prior year on a constant currency basis.

³ Asia Other Q4'15 insurance sales are up 35% compared to the prior year on a constant currency basis. Full year 2015 insurance sales are up 46% compared to the prior year on a constant currency basis.

Wealth and Asset Management Gross Flows

Hong Kong	660	660	674	573	562	17%	2,567	2,129	21%
Japan ⁴	27	68	110	164	165	-84%	369	717	-49%
Indonesia ⁵	108	111	130	215	262	-59%	564	806	-30%
Asia Other ^{6,7}	1,714	1,032	4,241	1,753	1,481	16%	8,740	4,497	94%
Total wealth and asset management gross flows	2,509	1,871	5,155	2,705	2,470	2%	12,240	8,149	50%
Total wealth and asset management gross flows - on constant currency basis	2,509	1,856	5,005	2,634	2,355	7%	12,004	7,688	56%

⁴ Japan Q4'15 wealth & asset management gross flows are down 82% compared to the prior year on a constant currency basis. Full year 2015 wealth & asset management gross flows are down 41% compared to the prior year on a constant currency basis.

⁵ Indonesia Q4'15 wealth & asset management gross flows are down 54% compared to the prior year on a constant currency basis. Full year 2015 wealth & asset management gross flows are down 22% compared to the prior year on a constant currency basis.

⁶ Asia Other Q4'15 wealth & asset management gross flows are up 22% compared to the prior year on a constant currency basis. Full year 2015 wealth & asset management gross flows are up 101% compared to the prior year on a constant currency basis.

⁷ This line includes the 49% interest in Manulife TEDA

Other Wealth Sales

Hong Kong	19	27	42	35	53	-64%	123	190	-35%
Japan ⁸									
- Fixed Annuities and unit linked products	741	637	451	385	270	174%	2,214	733	202%
- Variable Annuities	28	29	28	29	18	56%	114	90	27%
Indonesia ⁹	10	10	35	41	36	-72%	96	162	-41%
Asia Other ¹⁰	131	110	135	99	134	-2%	475	469	1%
Total other wealth sales	929	813	691	589	511	82%	3,022	1,644	84%
Total other wealth sales - on constant currency basis	929	814	682	574	481	93%	2,999	1,481	103%

⁸ Japan Q4'15 other wealth sales are up 183% compared to the prior year on a constant currency basis. Full year 2015 other wealth sales are up 220% compared to the prior year on a constant currency basis.

⁹ Indonesia Q4'15 other wealth sales are down 67% compared to the prior year on a constant currency basis. Full year 2015 other wealth sales are down 34% compared to the prior year on a constant currency basis.

¹⁰ Asia Other Q4'15 other wealth sales are up 5% compared to the prior year on a constant currency basis. Full year 2015 other wealth sales are up 8% compared to the prior year on a constant currency basis.

Pension¹¹ Sales - for reference only

Asia Group Pensions	381	382	365	268	325	17%	1,396	1,048	33%
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¹¹ Pension sales include both new regular premiums and deposits and single premiums sales. New regular premiums and deposits reflect an estimate of expected deposits in the first year of the plan with the Company. Single premium sales reflect the assets transferred from the previous plan provider.

ASIA DIVISION (CONT'D)

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



	2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2015 Q4 vs. 2014 Q4	YTD 2015	YTD 2014	YTD 2015 vs. YTD 2014
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Annualized premium equivalents (excluding variable annuities) (APE) ¹

Hong Kong	189	159	144	117	151	25%	609	488	25%
Japan ²	240	241	225	218	184	30%	924	733	26%
Indonesia ³	49	54	48	62	98	-50%	213	266	-20%
Asia Other ^{4,5}	264	204	512	244	233	13%	1,224	727	68%
Total APE	742	658	929	641	666	11%	2,970	2,214	34%
Total APE - on constant currency basis	742	656	908	624	631	18%	2,930	2,035	44%

¹ Total annualized premium equivalents (APE) is comprised of 100 per cent of regular premiums/deposits sales and 10 per cent of single premiums/deposits sales, for insurance, wealth & asset management, and other wealth products.

² Japan Q4'15 APE are up 38% compared to the prior year on a constant currency basis. Full year 2015 APE are up 44% compared to the prior year on a constant currency basis.

³ Indonesia Q4'15 APE are down 44% compared to the prior year on a constant currency basis. Full year 2015 APE are down 10% compared to the prior year on a constant currency basis.

⁴ Asia Other Q4'15 APE are up 21% compared to the prior year on a constant currency basis. Full year 2015 APE are up 76% compared to the prior year on a constant currency basis.

⁵ This line includes the non-controlling interest.

Premiums and Deposits

Premiums and investment contract deposits	2,625	2,355	2,076	1,938	1,779	48%	8,994	6,630	36%
Segregated fund and other deposits	537	544	558	522	590	-9%	2,161	2,110	2%
Mutual fund and other deposits ⁵	2,293	1,659	4,975	2,530	2,258	2%	11,457	7,445	54%
Total premiums and deposits	5,455	4,558	7,609	4,990	4,627	18%	22,612	16,185	40%
Total premiums and deposits - on constant currency basis	5,455	4,540	7,420	4,868	4,408	24%	22,283	15,075	48%

Premiums and Deposits by Business Units

Hong Kong	1,375	1,296	1,310	1,129	1,173	17%	5,110	4,431	15%
Japan	1,404	1,377	1,169	1,284	1,013	39%	5,234	3,972	32%
Indonesia	223	215	264	361	406	-45%	1,063	1,368	-22%
Asia Other ⁵	2,453	1,670	4,866	2,216	2,035	21%	11,205	6,414	75%
Total premiums and deposits	5,455	4,558	7,609	4,990	4,627	18%	22,612	16,185	40%

Premiums and Deposits

Insurance	2,027	1,889	1,753	1,687	1,644	23%	7,356	6,395	15%
Wealth and asset management	2,510	1,871	5,155	2,705	2,470	2%	12,241	8,149	50%
Other wealth	918	798	701	598	513	79%	3,015	1,641	84%
Total premiums and deposits	5,455	4,558	7,609	4,990	4,627	18%	22,612	16,185	40%

Total weighted premium income (excluding variable annuities) (TWPI)

Hong Kong	979	935	916	861	870	13%	3,691	3,315	11%
Japan ⁶	702	726	641	762	604	16%	2,831	2,581	10%
Indonesia ⁷	163	157	149	152	199	-18%	621	651	-5%
Asia Other ^{5,8}	615	505	809	515	543	13%	2,444	1,839	33%
TWPI	2,459	2,323	2,515	2,290	2,216	11%	9,587	8,386	14%
TWPI - on constant currency basis	2,459	2,321	2,477	2,245	2,124	16%	9,502	7,831	21%

⁶ Japan Q4'15 TWPI is up 24% compared to the prior year on a constant currency basis. Full year 2015 TWPI is up 26% compared to the prior year on a constant currency basis.

⁷ Indonesia Q4'15 TWPI is down 8% compared to the prior year on a constant currency basis. Full year 2015 TWPI is up 8% compared to the prior year on a constant currency basis.

⁸ Asia Other Q4'15 TWPI is up 21% compared to the prior year on a constant currency basis. Full year 2015 TWPI is up 40% compared to the prior year on a constant currency basis.

ASIA DIVISION (CONT'D)

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



	2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2015 Q4 vs. 2014 Q4	YTD 2015	YTD 2014	YTD 2015 vs. YTD 2014
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Assets Under Management

General fund	39,970	37,793	36,609	36,150	36,198	10%	39,970	36,198	10%
Segregated funds	17,612	17,067	18,641	19,389	19,761	-11%	17,612	19,761	-11%
Mutual funds ¹	19,132	17,800	22,364	19,269	17,753	8%	19,132	17,753	8%
Other funds ²	989	532	2,004	1,617	1,355	-27%	989	1,355	-27%
Total assets under management	77,703	73,192	79,618	76,425	75,067	4%	77,703	75,067	4%
Total assets under management - on constant currency basis	77,703	73,237	78,675	75,205	73,390	6%	77,703	73,390	6%

¹ This line includes the 49% interest in Manulife TEDA

² Other funds mainly include funds managed by the Company for institutional clients in Other Asia Territories.

Changes in Assets Under Management

Beginning balance	73,192	79,618	76,425	75,067	75,384	-3%	75,067	72,004	4%
Premiums and deposits	5,455	4,558	7,609	4,990	4,627	18%	22,612	16,185	40%
Investment income (loss) ³	2,277	(4,008)	793	2,088	2,361	-4%	1,150	5,989	-81%
Benefits and withdrawals	(2,749)	(5,350)	(4,308)	(3,611)	(4,141)	-34%	(16,018)	(14,194)	13%
Other ⁴	(472)	(1,626)	(901)	(2,109)	(3,164)	-85%	(5,108)	(4,917)	4%
Ending balance	77,703	73,192	79,618	76,425	75,067	4%	77,703	75,067	4%

³ Investment income (loss) consists of gross investment income for the general fund and interest, dividends and net realized and unrealized gains and losses for the segregated funds, mutual funds and other funds.

⁴ Other is comprised of all changes to the statement of income and the statement of financial position that are not specifically identified in the roll forward. These include general expenses, investment expenses, taxes, changes in receivables and payables, transfers to/from other business units and changes in allocated capital. This also includes deposits and withdrawals on externally managed funds which have not been included in premiums and deposits, and benefits and withdrawals.

Assets Under Management

Insurance	36,572	34,856	34,886	34,639	34,349	6%	36,572	34,349	6%
Wealth and asset management	25,131	23,097	29,252	25,712	23,880	5%	25,131	23,880	5%
Other wealth	16,000	15,239	15,480	16,074	16,838	-5%	16,000	16,838	-5%
Total assets under management	77,703	73,192	79,618	76,425	75,067	4%	77,703	75,067	4%

Number of Agents

Hong Kong	7,092	6,508	6,298	6,272	6,584	8%	7,092	6,584	8%
Japan	2,589	2,593	2,572	2,513	2,593	0%	2,589	2,593	0%
Indonesia	8,417	8,699	9,840	10,081	9,021	-7%	8,417	9,021	-7%
Asia Other	44,982	42,821	40,521	39,081	39,678	13%	44,982	39,678	13%
Total	63,080	60,621	59,231	57,947	57,876	9%	63,080	57,876	9%

Canadian \$ in millions - Key Metrics

Sales - Insurance	554	496	461	419	413	34%	1,930	1,412	37%
Gross Flows - Wealth and asset management	3,353	2,448	6,340	3,354	2,805	20%	15,495	9,014	72%
Sales - Other wealth	1,241	1,064	850	730	579	114%	3,885	1,818	114%
Net income (loss) attributed to shareholders	428	129	320	299	336	27%	1,176	1,247	-6%
Total premiums and deposits	7,289	5,965	9,358	6,188	5,256	39%	28,800	17,897	61%
Total assets under management	107,557	98,029	99,324	96,943	87,083	24%	107,557	87,083	24%

ASIA DIVISION (CONT'D)

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



	2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4 ²	2015 Q4 vs. 2014 Q4	2015 YTD	2014 YTD ²	2015 YTD vs. 2014 YTD
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New Business Value (NBV)¹

Hong Kong	83	71	59	47	67	24%	260	205	27%
Japan ³	65	63	37	33	35	86%	198	93	113%
Indonesia and Asia Other ⁴	23	21	20	15	20	15%	79	69	14%
Total²	171	155	116	95	122	40%	537	367	46%
Total NBV - on a constant currency basis	171	155	115	94	118	45%	535	349	53%

¹ NBV is not calculated for Wealth and Asset Management business and Manulife Bank.

² Figures have been restated, see "Changes to Assumptions and Methodology for 2014" in our Embedded Value Report.

³ Japan Q4'15 NBV is up 99% compared to the prior year on a constant currency basis. Full year 2015 NBV is up 141% compared to the prior year on a constant currency basis.

⁴ Indonesia and Asia Other Q4'15 NBV excludes non-recurring expenses impact of US\$6m relating to preparation for DBS launch in 2016 and restructuring activity, and is up 30% compared to the prior year on a constant currency basis. Full year 2015 NBV is up 26% compared to the prior year on a constant currency basis.

NBV Margin⁵

Hong Kong	64.2%	70.7%	66.7%	64.6%	65.3%	66.5%	64.7%
Japan	27.1%	26.4%	17.3%	15.9%	20.5%	22.0%	13.9%
Indonesia and Asia Other	17.4%	18.4%	16.7%	15.8%	16.2%	17.1%	17.5%
Total	34.0%	34.3%	27.4%	25.4%	30.9%	30.7%	26.5%

⁵ 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 and exclude Wealth & Asset Management business.

CANADIAN DIVISION

(Canadian \$ millions, Unaudited)



2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2015 Q4 vs. 2014 Q4	YTD 2015	YTD 2014	YTD 2015 vs. YTD 2014
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Statements of Income

Revenue									
Premium income									
Gross premiums	2,583	2,473	2,470	2,587	2,233	16%	10,113	9,086	11%
Premiums ceded to reinsurers	(1,559)	(1,306)	(1,343)	(1,475)	(1,341)	16%	(5,683)	(5,358)	6%
Investment income	846	732	937	740	736	15%	3,255	3,298	-1%
Other revenue	825	716	750	833	669	23%	3,124	2,611	20%
Subtotal revenue	2,695	2,615	2,814	2,685	2,297	17%	10,809	9,637	12%
Realized/ unrealized gains on invested assets supporting insurance and investment contract liabilities ¹	(235)	76	(2,584)	2,007	1,377	-	(736)	4,136	-
Total revenue	2,460	2,691	230	4,692	3,674	-33%	10,073	13,773	-27%
Contract benefits and expenses									
Gross benefits and claims paid and change in insurance contract liabilities ¹	2,620	1,926	(57)	4,192	3,587	-27%	8,681	12,913	-33%
Ceded benefits and expenses and change in reinsurance assets	(1,164)	(859)	(1,107)	(814)	(1,095)	6%	(3,944)	(4,258)	-7%
Change in investment contract liabilities	10	(1)	29	10	(28)	-	48	3	nm
General expenses	475	408	433	399	364	30%	1,715	1,381	24%
Investment expenses	149	146	130	140	112	33%	565	430	31%
Commissions	381	401	404	404	361	6%	1,590	1,396	14%
Other	154	175	128	201	164	-6%	658	636	3%
Total contract benefits and expenses	2,625	2,196	(40)	4,532	3,465	-24%	9,313	12,501	-26%
Income (loss) before income taxes	(165)	495	270	160	209	-	760	1,272	-40%
Income tax (expense) recovery	44	(206)	(44)	(75)	(87)	-	(281)	(301)	-7%
Net income (loss)	(121)	289	226	85	122	-	479	971	-51%
Less net income (loss) attributed to participating policyholders	(19)	11	35	(34)	49	-	(7)	(32)	-78%
Net income (loss) attributed to shareholders ²	(102)	278	191	119	73	-	486	1,003	-52%

¹ 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.

² See the Q4 press release for a description of Q4 2015 results compared to Q4 2014.

Earnings Analysis

Total core earnings	354	338	304	262	224	58%	1,258	927	36%
Investment gains related to fixed income trading, market value increases in excess of expected alternative assets investment returns, asset mix changes	(180)	(144)	14	(81)	(199)	-10%	(391)	1	-
Total core earnings and investment related gains	174	194	318	181	25	596%	867	928	-7%
Items excluded from core earnings									
Direct impact of equity markets and interest rates and variable annuity guarantee liabilities ³	(201)	97	(114)	(65)	48	-	(283)	51	-
Tax items	-	-	1	-	-	-	1	-	-
Reinsurance recapture	(52)	-	-	12	-	-	(40)	24	-
Integration and acquisition costs	(23)	(13)	(14)	(9)	-	-	(59)	-	-
Total shareholders' net income (loss)	(102)	278	191	119	73	-	486	1,003	-52%

³ Segregated fund products include guarantees. These products are also referred to as variable annuities.

CANADIAN DIVISION (CONT'D)

(Canadian \$ millions, Unaudited)



	2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2015 Q4 vs. 2014 Q4	YTD 2015	YTD 2014	YTD 2015 vs. YTD 2014
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Source of Earnings

Expected profit from in-force business	375	393	365	340	313	20%	1,473	1,161	27%
Impact of new business	(32)	(39)	(51)	(46)	(47)	-32%	(168)	(163)	3%
Experience gains (losses)	(446)	67	(209)	(153)	(183)	144%	(741)	40	-
Management actions and changes in assumptions	(107)	(18)	3	10	(1)	nm	(112)	62	-
Earnings on surplus funds	73	72	82	78	65	12%	305	261	17%
Other	(9)	9	45	(35)	13	-	10	(57)	-
Income (loss) before income taxes	(146)	484	235	194	160	-	767	1,304	-41%
Income tax (expense) recovery	44	(206)	(44)	(75)	(87)	-	(281)	(301)	-7%
Net income (loss) attributed to shareholders	(102)	278	191	119	73	-	486	1,003	-52%

Insurance Sales

Retail Markets	49	47	48	37	49	-1%	181	167	8%
Institutional Markets	254	95	118	177	123	107%	644	411	57%
Total insurance sales	303	142	166	214	172	76%	825	578	43%

Wealth and Asset Management Gross Flows

Mutual funds and other funds gross deposits ¹	2,149	2,000	2,062	2,566	1,579	36%	8,777	6,290	40%
Less: Investments in mutual funds from proprietary group segregated fund products	(36)	(29)	(26)	(30)	(20)	80%	(121)	(64)	89%
Group Retirement Solutions	1,819	2,242	1,887	1,870	1,145	59%	7,818	4,251	84%
Total wealth and asset management gross flows	3,932	4,213	3,923	4,406	2,704	45%	16,474	10,477	57%

Other Wealth Sales excluding Manulife Bank

Retail segregated fund products ²	712	629	765	851	400	78%	2,957	1,559	90%
Fixed products	156	152	158	186	130	20%	652	489	33%
Total other wealth sales	868	781	923	1,037	530	64%	3,609	2,048	76%

Investments in mutual funds from proprietary products included above - for reference only

Retail segregated fund products ²	584	547	510	649	457	28%	2,290	1,418	61%
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Pension³ Sales - for reference only

Group Retirement Solutions	562	933	593	602	529	6%	2,690	1,598	68%
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Premiums and Deposits

Premiums and investment contract deposits	1,039	1,172	1,189	1,178	978	6%	4,578	3,814	20%
Mutual funds and other funds gross deposits ¹	2,149	2,000	2,062	2,566	1,579	36%	8,777	6,290	40%
Less: Investments in mutual funds from proprietary segregated fund products	(620)	(576)	(536)	(679)	(477)	30%	(2,411)	(1,482)	63%
Segregated fund deposits	2,531	2,873	2,653	2,722	1,551	63%	10,779	5,819	85%
ASO premium equivalents	833	804	851	837	773	8%	3,325	3,048	9%
Group Benefits ceded premiums	1,051	1,012	1,031	1,202	1,023	3%	4,296	4,130	4%
Total premiums and deposits	6,983	7,285	7,250	7,826	5,427	29%	29,344	21,619	36%

¹ Mutual funds and other funds gross deposits includes investments from proprietary segregated fund products.

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

³ Pension sales represent both new regular premiums and deposits and single premium sales. New regular premiums and deposits reflect an estimate of expected deposits in the first year of the plan with the Company. Single premium sales reflect the assets transferred from the previous plan provider. Pension sales also include sales of Group Retirement Solutions Other Wealth products.

CANADIAN DIVISION (CONT'D)

(Canadian \$ millions, Unaudited)



2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2015 Q4 vs. 2014 Q4	YTD 2015	YTD 2014	YTD 2015 vs. YTD 2014
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Premiums and Deposits by Business

Retail Markets	428	570	564	571	535	-20%	2,133	2,049	4%
Institutional Markets	2,339	2,267	2,357	2,455	2,111	11%	9,418	8,459	11%
Insurance	2,767	2,837	2,921	3,026	2,646	5%	11,551	10,508	10%
Wealth and asset management	3,932	4,213	3,923	4,406	2,704	45%	16,474	10,477	57%
Retail segregated fund products ¹	712	630	765	850	404	76%	2,957	1,563	89%
Fixed products	156	152	151	193	130	20%	652	489	33%
Other wealth	868	782	916	1,043	534	63%	3,609	2,052	76%
Less: Investments in mutual funds from proprietary retail segregated fund products	(584)	(547)	(510)	(649)	(457)	28%	(2,290)	(1,418)	61%
Total premiums and deposits	6,983	7,285	7,250	7,826	5,427	29%	29,344	21,619	36%

¹ Retail segregated fund products include guarantees. These products are also referred to as variable annuities.

Assets Under Management

General fund, excluding Manulife Bank net lending assets	83,592	83,971	84,522	86,984	65,644	27%	83,592	65,644	27%
Manulife Bank net lending assets	19,350	19,352	19,320	19,410	19,426	0%	19,350	19,426	0%
Segregated funds	92,447	90,076	91,615	92,713	57,028	62%	92,447	57,028	62%
Mutual funds and other funds, including assets held by segregated funds	44,884	43,201	43,296	43,097	33,411	34%	44,884	33,411	34%
Less: Mutual funds held by proprietary segregated fund products	(21,587)	(20,971)	(21,280)	(21,494)	(16,605)	30%	(21,587)	(16,605)	30%
Total assets under management	218,686	215,629	217,473	220,710	158,904	38%	218,686	158,904	38%

Assets Under Management

Insurance	57,035	56,065	57,215	57,651	47,365	20%	57,035	47,365	20%
Wealth and asset management ²	100,846	97,351	97,957	98,115	60,856	66%	100,846	60,856	66%
Manulife Bank net lending assets	19,350	19,352	19,320	19,410	19,426	0%	19,350	19,426	0%
Other wealth, excluding Manulife Bank net lending assets	61,861	62,750	63,147	65,909	47,138	31%	61,861	47,138	31%
Less: Mutual funds held by proprietary retail segregated fund products	(20,406)	(19,889)	(20,166)	(20,375)	(15,881)	28%	(20,406)	(15,881)	28%
Total assets under management	218,686	215,629	217,473	220,710	158,904	38%	218,686	158,904	38%

² Wealth & asset management includes investments from proprietary retail segregated funds.

Changes in Assets Under Management

Beginning balance	215,629	217,473	220,710	158,904	156,025	38%	158,904	145,211	9%
Assets acquired (Standard Life)	-	-	-	54,416	-	-	54,416	-	-
Premiums and deposits	5,100	5,468	5,368	5,787	3,631	40%	21,723	14,441	50%
Investment income (loss) ³	4,104	(1,600)	(3,103)	7,569	4,194	-2%	6,970	15,150	-54%
Mutual fund withdrawals	(889)	(755)	(773)	(828)	(671)	32%	(3,245)	(2,327)	39%
Other benefits and withdrawals	(3,811)	(3,422)	(3,437)	(3,604)	(2,131)	79%	(14,274)	(8,759)	63%
Other ⁴	(1,447)	(1,535)	(1,292)	(1,534)	(2,144)	-33%	(5,808)	(4,812)	21%
Ending balance	218,686	215,629	217,473	220,710	158,904	38%	218,686	158,904	38%

³ Investment income (loss) consists of gross investment income for the general fund and interest, dividends and net realized and unrealized gains and losses for the mutual and segregated funds.

⁴ Other is comprised of all changes to the statement of income and the statement of financial position that are not specifically identified in the roll forward. These include general expenses, investment expenses, taxes, changes in receivables and payables, transfers to/from other business units, changes in allocated capital, and net movement in Manulife Bank deposits.

U.S. DIVISION

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



2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2015 Q4 vs. 2014 Q4	YTD 2015	YTD 2014	YTD 2015 vs. YTD 2014
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Statements of Income

Revenue								
Premium income								
Gross premiums	2,070	1,927	1,893	1,845	2,088	-1%	7,735	7,516
Premiums ceded to reinsurers	(448)	(421)	(351)	(332)	(400)	12%	(1,552)	(1,424)
Premiums ceded, net of ceded commissions and additional consideration relating to Closed Block reinsurance transaction ¹	-	(6,109)	-	-	-	-	(6,109)	-
Investment income	1,304	1,193	1,438	1,294	1,450	-10%	5,229	5,610
Other revenue	1,052	1,084	1,049	997	1,024	3%	4,182	4,102
Subtotal revenue	3,978	(2,326)	4,029	3,804	4,162	-4%	9,485	15,804
Realized/ unrealized gains (losses) on invested assets supporting insurance and investment contract liabilities ²	(1,465)	3,033	(5,622)	2,433	3,483	-	(1,621)	10,154
Total revenue	2,513	707	(1,593)	6,237	7,645	-67%	7,864	25,958
Contract benefits and expenses								
To contract holders and beneficiaries								
Gross benefits and claims paid and change in insurance contract liabilities ²	1,889	5,388	(2,860)	5,585	6,502	-71%	10,002	21,266
Ceded benefits and expenses and change in reinsurance assets ¹	(803)	(6,250)	30	(898)	(605)	33%	(7,921)	(2,156)
Change in investment contract liabilities	13	12	12	14	13	0%	51	54
General expenses	361	351	398	326	340	6%	1,436	1,311
Investment expenses	260	219	216	213	242	7%	908	872
Commissions	431	410	421	405	455	-5%	1,667	1,707
Other	39	37	40	40	61	-36%	156	179
Total contract benefits and expenses	2,190	167	(1,743)	5,685	7,008	-69%	6,299	23,233
Income (loss) before income taxes	323	540	150	552	637	-49%	1,565	2,725
Income tax (expense) recovery	(68)	(139)	(1)	(163)	(193)	-65%	(371)	(779)
Net income (loss) attributed to shareholders ³	255	401	149	389	444	-43%	1,194	1,946

¹ Effective July 1, 2015, U.S. division's RPS business included the assumption by New York Life (NYL) of the Company's in-force participating life insurance closed block ("Closed Block") through net 60% reinsurance agreements. The Closed Block transaction with NYL resulted in a net ceded premium of approximately US\$6.1 billion, reported as a reduction in premiums, net of commissions received and additional consideration received relating to New York Life retirement plan services business.

² 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.

³ See the Q4 press release for a description of Q4 2015 results compared to Q4 2014.

Earnings Analysis

Total core earnings	262	300	327	316	297	-12%	1,205	1,252	-4%
Investment gains related to fixed income trading, market value increases in excess of expected alternative assets investment returns, asset mix changes	(109)	(26)	52	(8)	(136)	-20%	(91)	447	-
Total core earnings and investment related gains	153	274	379	308	161	-5%	1,114	1,699	-34%
Items excluded from core earnings									
Direct impact of equity markets and interest rates and variable annuity guarantee liabilities	106	134	(204)	81	283	-63%	117	247	-53%
Integration and acquisition costs	(4)	(7)	(26)	-	-	-	(37)	-	-
Total shareholders' net income (loss)	255	401	149	389	444	-43%	1,194	1,946	-39%

U.S. DIVISION (CONT'D)

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



	2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2015 Q4 vs. 2014 Q4	YTD 2015	YTD 2014	YTD 2015 vs. YTD 2014
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U.S. INSURANCE

Source of Earnings

Expected profit from in-force business ¹	179	185	142	144	137	31%	650	641	1%
Impact of new business	16	35	23	3	53	-70%	77	97	-21%
Experience gains (losses) ¹	(304)	67	(194)	273	180	-	(158)	1,170	-
Management actions and changes in assumptions	-	-	-	-	-	-	-	5	-100%
Earnings on surplus funds	85	85	85	85	84	1%	340	336	1%
Other	(7)	(33)	25	(4)	3	-	(19)	8	-
Income (loss) before income taxes	(31)	339	81	501	457	-	890	2,257	-61%
Income tax (expense) recovery	31	(110)	-	(169)	(152)	-	(248)	(722)	-66%
Net income (loss) attributed to shareholders	-	229	81	332	305	-100%	642	1,535	-58%

¹ In 3Q15 a refinement was implemented to the attribution of the change in provisions for adverse deviation for the long-term care business. This refinement resulted in a US\$27 increase in expected profit on in-force offset by a US\$27 million increase in policyholder experience

U.S. WEALTH AND ASSET MANAGEMENT AND U.S. OTHER WEALTH

Source of Earnings

Expected profit from in-force business	240	238	258	231	240	0%	967	904	7%
Impact of new business	(49)	(46)	(45)	(43)	(43)	14%	(183)	(162)	13%
Experience gains (losses)	133	(16)	(137)	(167)	(48)	-	(187)	(397)	-53%
Management actions and changes in assumptions	(6)	(9)	(41)	-	-	-	(56)	(3)	nm
Earnings on surplus funds	32	31	33	31	31	3%	127	127	0%
Other	4	3	1	(1)	-	-	7	(1)	-
Income (loss) before income taxes	354	201	69	51	180	97%	675	468	44%
Income tax (expense) recovery	(99)	(29)	(1)	6	(41)	141%	(123)	(57)	116%
Net income (loss) attributed to shareholders	255	172	68	57	139	83%	552	411	34%

Source of Earnings

Expected profit from in-force business	419	423	400	375	377	11%	1,617	1,545	5%
Impact of new business	(33)	(11)	(22)	(40)	10	-	(106)	(65)	63%
Experience gains (losses)	(171)	51	(331)	106	132	-	(345)	773	-
Management actions and changes in assumptions	(6)	(9)	(41)	-	-	-	(56)	2	-
Earnings on surplus funds	117	116	118	116	115	2%	467	463	1%
Other	(3)	(30)	26	(5)	3	-	(12)	7	-
Income (loss) before income taxes	323	540	150	552	637	-49%	1,565	2,725	-43%
Income tax (expense) recovery	(68)	(139)	(1)	(163)	(193)	-65%	(371)	(779)	-52%
Net income (loss) attributed to shareholders	255	401	149	389	444	-43%	1,194	1,946	-39%

Insurance Sales

JH Life	119	114	108	106	140	-14%	447	439	2%
JH Long-Term Care	8	12	10	11	14	-45%	41	62	-34%
Total Insurance Sales	127	126	118	117	154	-17%	488	501	-3%

Wealth and Asset Management Gross Flows (Premiums and Deposits)

JH Investments	7,430	7,763	6,868	6,148	5,755	29%	28,209	24,689	14%
JH Retirement Plan Services	5,914	5,253	4,226	3,578	3,139	88%	18,971	12,881	47%
Total wealth and asset management gross flows	13,344	13,016	11,094	9,726	8,894	50%	47,180	37,570	26%

Pension Sales² - for reference only

JH Retirement Plan Services	3,139	1,801	1,109	1,122	1,364	130%	7,171	4,467	61%
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² Pension sales include both new regular premiums and deposits and single premiums sales. New regular premiums and deposits reflect an estimate of expected deposits in the first year of the plan with the Company. Single premium sales reflect the assets transferred from the previous plan provider.

U.S. DIVISION (CONT'D)

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



	2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2015 Q4 vs. 2014 Q4	YTD 2015	YTD 2014	YTD 2015 vs. YTD 2014
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Premiums and Deposits

Premiums and investment contract deposits ¹	1,622	1,506	1,542	1,513	1,688	-4%	6,183	6,092	1%
Segregated fund deposits	3,710	3,641	3,620	3,951	3,541	5%	14,922	14,414	4%
Mutual fund deposits	10,056	9,766	7,939	6,172	5,797	73%	33,933	24,905	36%
Total premiums and deposits	15,388	14,913	13,101	11,636	11,026	40%	55,038	45,411	21%

Premiums and Deposits - Insurance

JH Life ¹	1,145	1,100	1,111	1,111	1,300	-12%	4,467	4,449	0%
JH Long-Term Care	561	557	549	533	566	-1%	2,200	2,216	-1%
Total premiums and deposits - insurance	1,706	1,657	1,660	1,644	1,866	-9%	6,667	6,665	0%

Premiums and Deposits - Other Wealth

JH Annuities	338	240	347	266	266	27%	1,191	1,176	1%
Total premiums and deposits - other wealth	338	240	347	266	266	27%	1,191	1,176	1%

Assets Under Management and Administration

Assets Under Management									
General fund	108,690	108,298	114,742	119,333	117,821	-8%	108,690	117,821	-8%
Segregated funds	140,377	138,802	149,490	151,945	150,330	-7%	140,377	150,330	-7%
Mutual funds and other funds	84,117	79,849	80,615	78,504	75,382	12%	84,117	75,382	12%
Total assets under management	333,184	326,949	344,847	349,782	343,533	-3%	333,184	343,533	-3%
Assets under administration	55,017	52,596	55,256	-	-	-	55,017	-	-
Total assets under management and administration	388,201	379,545	400,103	349,782	343,533	13%	388,201	343,533	13%

Assets Under Management and Administration

Assets Under Management									
Insurance	100,135	98,772	108,099	110,774	109,079	-8%	100,135	109,079	-8%
Wealth and asset management	164,490	158,698	165,578	163,822	158,958	3%	164,490	158,958	3%
Other wealth	68,559	69,479	71,170	75,186	75,496	-9%	68,559	75,496	-9%
Total assets under management	333,184	326,949	344,847	349,782	343,533	-3%	333,184	343,533	-3%
Assets under administration	55,017	52,596	55,256	-	-	-	55,017	-	-
Total assets under management and administration	388,201	379,545	400,103	349,782	343,533	13%	388,201	343,533	13%

Changes in Assets Under Management and Administration

Beginning balance	379,545	400,103	349,782	343,533	336,297	13%	343,533	320,064	7%
Assets acquired (New York Life Pension)	-	-	56,587	-	-	-	56,587	-	-
Premiums and deposits ¹	15,388	14,913	13,101	11,636	11,026	40%	55,038	45,411	21%
Investment income (loss) ²	7,017	(11,445)	(5,292)	8,648	9,005	-22%	(1,072)	28,503	-
JH Investment withdrawals	(4,802)	(4,455)	(4,319)	(4,248)	(4,362)	10%	(17,824)	(14,722)	21%
Retirement Plan Services withdrawals	(5,876)	(5,120)	(5,309)	(3,724)	(4,290)	37%	(20,029)	(14,887)	35%
Other benefits and withdrawals	(3,109)	(2,949)	(3,351)	(3,740)	(3,480)	-11%	(13,149)	(14,820)	-11%
Other ³	38	(11,502)	(1,096)	(2,323)	(663)	-	(14,883)	(6,016)	147%
Ending balance	388,201	379,545	400,103	349,782	343,533	13%	388,201	343,533	13%

¹ Excludes the impact of the net ceded premium related to the Closed Block reinsurance transaction in 3Q15 and full year 2015.

² Investment income (loss) consists of gross investment income for the general fund and interest, dividends and net realized and unrealized gains and losses for the segregated funds.

³ Other is comprised of all changes to the statement of income and the statement of financial position that are not specifically identified in the roll forward. These include general expenses, investment expenses, taxes, changes in receivables and payables, transfers to/from other business units and changes in allocated capital. For 3Q15 and full year 2015, includes US\$11.3 billion related to the Closed Block reinsurance transaction.

Canadian \$ in millions - Key Metrics

Sales - Insurance	170	165	144	146	175	-3%	625	554	13%
Gross Flows - Wealth and asset management	17,830	17,036	13,642	12,059	10,100	77%	60,567	41,488	46%
Net income (loss) attributed to shareholders	341	525	183	482	506	-33%	1,531	2,147	-29%
Total premiums and deposits ¹	20,562	19,520	16,108	14,428	12,519	64%	70,618	50,153	41%
Total assets under management and administration	537,302	508,363	499,068	443,603	398,529	35%	537,302	398,529	35%

CORPORATE AND OTHER

(Canadian \$ in millions, unaudited)



2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2015 Q4 vs. 2014 Q4	YTD 2015	YTD 2014	YTD 2015 vs. YTD 2014
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Statements of Income

Revenue									
Gross investment income before items below	157	198	250	183	171	-8%	788	827	-5%
Gains (losses) on AFS equities	60	45	69	61	57	5%	235	154	53%
Gains (losses) on AFS bonds and related derivative positions	(17)	-	35	(25)	(19)	-11%	(7)	(59)	-88%
Gains (losses) on macro hedges	(214)	262	2	(46)	(134)	60%	4	(400)	-
Interest on surplus funds allocated to divisions	(294)	(286)	(268)	(269)	(249)	18%	(1,117)	(977)	14%
Other revenue	93	(15)	74	35	109	-15%	187	259	-28%
Total revenue, net	(215)	204	162	(61)	(65)	231%	90	(196)	-
Contract benefits and expenses									
General expenses	321	256	272	246	241	33%	1,095	729	50%
Investment expenses, net	(77)	(66)	(54)	(62)	(63)	22%	(259)	(197)	31%
Changes in actuarial methods and assumptions	149	346	70	41	239	-38%	606	377	61%
Other	41	135	121	100	130	-68%	397	482	-18%
Total contract benefits and expenses	434	671	409	325	547	-21%	1,839	1,391	32%
Income (loss) before income taxes	(649)	(467)	(247)	(386)	(612)	6%	(1,749)	(1,587)	10%
Income tax (expense) recovery	183	135	118	186	319	-43%	622	619	0%
Net income (loss)	(466)	(332)	(129)	(200)	(293)	59%	(1,127)	(968)	16%
Less net income (loss) attributed to non-controlling interest	(13)	6	(1)	-	-	-	(8)	15	-
Net income (loss) attributed to shareholders - Corporate and Investments	(453)	(338)	(128)	(200)	(293)	55%	(1,119)	(983)	14%
Net income attributed to shareholders' for Reinsurance business	32	28	34	23	18	78%	117	87	34%
Net income (loss) attributed to shareholders ¹	(421)	(310)	(94)	(177)	(275)	53%	(1,002)	(896)	12%

¹ See the Q4 press release for a description of Q4 2015 results compared to Q4 2014.

Earnings Analysis

Total core earnings	(198)	(217)	(104)	(153)	(109)	82%	(672)	(430)	56%
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)	(32)	(12)	(8)	13	(48)	-33%	(39)	(186)	-79%
Total core earnings and investment related gains in excess of core investment gains	(230)	(229)	(112)	(140)	(157)	46%	(711)	(616)	15%
Items excluded from core earnings									
Direct impact of equity markets and interest rates	(46)	209	41	(4)	(71)	-35%	200	(94)	-
Change in actuarial methods and assumptions (excl. URR changes)	(97)	(285)	(47)	(22)	(59)	64%	(451)	(198)	128%
Integration and acquisition costs	(11)	(5)	(8)	(21)	-	-	(45)	-	-
Other items	(37)	-	32	10	12	-	5	12	-58%
Net income (loss) attributed to shareholders	(421)	(310)	(94)	(177)	(275)	53%	(1,002)	(896)	12%

Wealth and Asset Management Gross Flows

Institutional advisory accounts ²	5,974	2,165	10,987	3,024	2,276	162%	22,150	8,185	171%
Total wealth and asset management gross flows	5,974	2,165	10,987	3,024	2,276	162%	22,150	8,185	171%

Premiums and Deposits

Institutional advisory accounts ²	5,974	2,165	10,987	3,024	2,276	162%	22,150	8,185	171%
Premiums - Reinsurance business	26	24	21	19	18	44%	90	77	17%
Total premiums and deposits	6,000	2,189	11,008	3,043	2,294	162%	22,240	8,262	169%

Assets Under Management

General fund - Corporate and Investments	(494)	(422)	1,451	3,810	4,276	-	(494)	4,276	-
General fund - Reinsurance	1,059	1,023	945	954	966	10%	1,059	966	10%
Segregated funds - elimination of amounts held by the Company	(171)	(167)	(214)	(223)	(202)	-15%	(171)	(202)	-15%
Institutional advisory accounts ²	71,237	65,528	64,680	55,548	41,573	71%	71,237	41,573	71%
Total assets under management	71,631	65,962	66,862	60,089	46,613	54%	71,631	46,613	54%

² Includes only the third party institutional business of Manulife Asset Management and not business from affiliates and the General Fund

Asset Information

INVESTED ASSETS - PORTFOLIO COMPOSITION

(Canadian \$ in millions, unaudited)

	As at Q4 2015	%	As at Q3 2015	%	As at Q2 2015	%	As at Q1 2015	%	As at Q4 2014	%
Carrying value										
Cash and short-term securities	17,885	5.8 %	19,005	6.4 %	15,647	5.3 %	18,589	6.0 %	21,079	7.8 %
Debt securities										
Government										
Canadian government & agency	21,283	6.9 %	19,690	6.5 %	21,359	7.2 %	24,022	7.8 %	17,620	6.5 %
US government & agency	28,652	9.3 %	26,277	8.8 %	24,402	8.3 %	28,803	9.3 %	24,836	9.2 %
Foreign governments & agency	19,583	6.3 %	18,532	6.2 %	17,152	5.8 %	17,391	5.6 %	15,327	5.7 %
Corporate	85,194	27.5 %	82,999	27.7 %	81,967	27.8 %	85,747	27.8 %	73,265	27.2 %
Securitized										
CMBS	841	0.3 %	883	0.3 %	1,026	0.3 %	1,100	0.4 %	933	0.4 %
RMBS	76	0.0 %	191	0.1 %	239	0.1 %	254	0.1 %	249	0.1 %
ABS	2,198	0.7 %	2,216	0.7 %	2,461	0.8 %	2,441	0.8 %	2,216	0.8 %
Total debt securities	157,827	51.0 %	150,788	50.3 %	148,606	50.3 %	159,758	51.8 %	134,446	49.9 %
Private placement debt	27,578	8.9 %	26,043	8.7 %	26,652	9.0 %	26,352	8.5 %	23,284	8.6 %
Mortgages										
Commercial										
Retail	7,985	2.6 %	7,768	2.6 %	8,048	2.7 %	7,935	2.6 %	6,359	2.4 %
Office	7,137	2.3 %	7,369	2.4 %	8,779	3.0 %	8,789	2.8 %	6,160	2.3 %
Multi family residential	4,624	1.5 %	4,543	1.5 %	4,438	1.5 %	4,408	1.4 %	3,863	1.4 %
Industrial	2,831	0.9 %	2,803	0.9 %	2,802	1.0 %	2,885	0.9 %	2,127	0.8 %
Other commercial	2,780	0.9 %	2,770	0.9 %	2,382	0.8 %	2,341	0.8 %	2,221	0.8 %
Other mortgages										
Manulife Bank single family residential	17,523	5.7 %	17,547	5.9 %	17,529	5.9 %	17,608	5.7 %	17,619	6.6 %
Agriculture	938	0.3 %	1,064	0.4 %	1,085	0.4 %	1,148	0.4 %	1,109	0.4 %
Total mortgages¹	43,818	14.2 %	43,864	14.6 %	45,063	15.3 %	45,114	14.6 %	39,458	14.7 %
Policy loans	7,673	2.5 %	7,481	2.5 %	8,641	2.9 %	8,697	2.8 %	7,876	2.9 %
Loans to bank clients	1,778	0.6 %	1,761	0.6 %	1,750	0.6 %	1,770	0.6 %	1,772	0.7 %
Public equities										
Par, equity-linked and pass-through	10,516	3.4 %	9,933	3.3 %	10,473	3.5 %	10,473	3.4 %	9,667	3.6 %
Nonpar and surplus	6,467	2.1 %	6,135	2.1 %	6,842	2.4 %	7,011	2.3 %	4,876	1.8 %
Total public equities	16,983	5.5 %	16,068	5.4 %	17,315	5.9 %	17,484	5.7 %	14,543	5.4 %
Real estate & other invested assets										
Alternative long-duration assets										
Office	10,804	3.5 %	10,323	3.5 %	9,308	3.2 %	8,645	2.8 %	7,077	2.6 %
Industrial	928	0.3 %	898	0.3 %	865	0.3 %	855	0.3 %	672	0.3 %
Company use	1,379	0.5 %	1,495	0.5 %	946	0.3 %	956	0.3 %	831	0.3 %
Other	2,236	0.7 %	2,132	0.7 %	2,074	0.7 %	1,935	0.6 %	1,521	0.6 %
Total real estate	15,347	5.0 %	14,848	5.0 %	13,193	4.5 %	12,391	4.0 %	10,101	3.8 %
Power & infrastructure	5,260	1.7 %	5,051	1.7 %	4,529	1.5 %	4,338	1.4 %	4,002	1.5 %
Private equity	3,754	1.2 %	3,537	1.2 %	3,172	1.1 %	3,103	1.0 %	2,758	1.0 %
Timberland	3,553	1.1 %	3,350	1.1 %	3,191	1.1 %	3,245	1.1 %	2,694	1.0 %
Oil & gas	1,740	0.6 %	1,871	0.6 %	1,993	0.7 %	2,121	0.7 %	2,161	0.8 %
Farmland	1,539	0.5 %	1,485	0.5 %	1,363	0.4 %	1,372	0.5 %	1,255	0.5 %
Other	435	0.1 %	416	0.1 %	412	0.1 %	413	0.1 %	289	0.1 %
Total alternative long-duration assets	31,628	10.2 %	30,558	10.2 %	27,853	9.4 %	26,983	8.8 %	23,260	8.7 %
Leases	3,549	1.1 %	3,415	1.1 %	3,163	1.1 %	3,205	1.0 %	2,925	1.1 %
Affordable housing	194	0.1 %	267	0.1 %	376	0.1 %	401	0.1 %	377	0.1 %
Other	354	0.1 %	345	0.1 %	327	0.1 %	327	0.1 %	290	0.1 %
Total real estate & other invested assets	35,725	11.5 %	34,585	11.5 %	31,719	10.7 %	30,916	10.0 %	26,852	10.0 %
Total invested assets	309,267	100.0 %	299,595	100.0 %	295,393	100.0 %	308,680	100.0 %	269,310	100.0 %

¹ Includes government insured mortgages (\$8,838 or 20% as at December 31, 2015).

Fair value²

Real estate	16,425	15,645	13,959	13,172	10,836
Total alternative long-duration assets	32,686	31,339	28,649	27,778	24,030
Total real estate & other invested assets	36,783	35,366	32,515	31,711	27,622

² 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 ¹	NAIC designation	As at Q4 2015	%	As at Q3 2015	%	As at Q2 2015	%	As at Q1 2015	%	As at Q4 2014	%
Debt Securities	AAA	1	40,972	26%	37,330	25%	37,648	25%	44,149	28%	38,620	29%
	AA	1	21,998	14%	20,410	14%	32,180	22%	33,061	21%	27,796	21%
	A	1	65,507	41%	65,095	43%	50,511	34%	54,432	34%	43,741	32%
	BBB	2	26,144	17%	24,838	16%	24,977	17%	24,555	15%	21,199	16%
	BB	3	2,698	2%	2,528	2%	2,556	2%	2,783	2%	2,439	2%
	B & lower, and unrated	4 & below	508	0%	587	0%	734	0%	778	0%	651	0%
	Total		157,827	100%	150,788	100%	148,606	100%	159,758	100%	134,446	100%
Private Placements	AAA	1	1,030	4%	1,010	4%	1,013	4%	1,034	4%	985	4%
	AA	1	3,886	14%	3,813	15%	3,600	14%	3,515	13%	3,195	14%
	A	1	9,813	36%	8,913	34%	9,123	34%	8,950	34%	6,565	28%
	BBB	2	10,791	39%	10,312	39%	10,782	40%	10,934	42%	10,244	44%
	BB	3	1,113	4%	1,242	5%	1,294	5%	1,182	4%	1,269	6%
	B & lower, and unrated	4 & below	945	3%	753	3%	840	3%	737	3%	1,026	4%
	Total		27,578	100%	26,043	100%	26,652	100%	26,352	100%	23,284	100%
Total	AAA	1	42,002	23%	38,340	21%	38,661	22%	45,183	24%	39,605	25%
	AA	1	25,884	14%	24,223	14%	35,780	21%	36,576	20%	30,991	20%
	A	1	75,320	40%	74,008	42%	59,634	34%	63,382	34%	50,306	32%
	BBB	2	36,935	20%	35,150	20%	35,759	20%	35,489	19%	31,443	20%
	BB	3	3,811	2%	3,770	2%	3,850	2%	3,965	2%	3,708	2%
	B & lower, and unrated	4 & below	1,453	1%	1,340	1%	1,574	1%	1,515	1%	1,677	1%
	Total		185,405	100%	176,831	100%	175,258	100%	186,110	100%	157,730	100%

¹ 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 December 31, 2015, the Company had \$747 (September 30, 2015: \$707) notional outstanding of CDS protection sold.

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

	Country	As at Q4 2015	%	As at Q3 2015	%	As at Q2 2015	%	As at Q1 2015	%	As at Q4 2014	%
Debt Securities	U.S.	73,333	47%	70,093	46%	69,241	47%	76,990	48%	67,281	50%
	Canada	44,708	28%	43,363	29%	43,570	29%	47,130	30%	35,657	26%
	Europe	4,830	3%	4,576	3%	5,184	3%	5,420	3%	4,996	4%
	Asia & Other	34,956	22%	32,756	22%	30,611	21%	30,218	19%	26,512	20%
	Total	157,827	100%	150,788	100%	148,606	100%	159,758	100%	134,446	100%
Private Placements	U.S.	16,254	59%	15,311	59%	15,114	57%	14,947	57%	13,980	60%
	Canada	8,375	31%	7,952	31%	8,755	33%	8,725	33%	6,849	29%
	Europe	1,745	6%	1,688	6%	1,807	7%	1,712	6%	1,304	6%
	Asia & Other	1,204	4%	1,092	4%	976	3%	968	4%	1,151	5%
	Total	27,578	100%	26,043	100%	26,652	100%	26,352	100%	23,284	100%
Total	U.S.	89,587	48%	85,404	48%	84,355	48%	91,937	49%	81,261	51%
	Canada	53,083	29%	51,315	29%	52,325	30%	55,855	30%	42,506	27%
	Europe	6,575	4%	6,264	4%	6,991	4%	7,132	4%	6,300	4%
	Asia & Other	36,160	19%	33,848	19%	31,587	18%	31,186	17%	27,663	18%
	Total	185,405	100%	176,831	100%	175,258	100%	186,110	100%	157,730	100%

INVESTED ASSETS - FIXED INCOME SECURITIES BY SECTOR

(Canadian \$ in millions, unaudited)

Debt Securities and Private Placement Portfolio by Sector / Industry Holdings (at carrying value)

		As at Q4 2015			As at Q3 2015			As at Q2 2015			As at Q1 2015			As at Q4 2014		
		Carrying value	Investment %	grade %	Carrying value	Investment %	grade %	Carrying value	Investment %	grade %	Carrying value	Investment %	grade %	Carrying value	Investment %	grade %
Debt Securities	Government & agency	69,518	44%	98%	64,499	43%	98%	62,913	42%	98%	70,216	44%	98%	57,783	43%	98%
	Utilities	21,326	14%	99%	20,697	14%	99%	20,002	14%	99%	21,430	14%	99%	17,919	13%	99%
	Financial	22,669	14%	96%	22,190	15%	96%	22,724	15%	96%	23,582	15%	95%	20,237	15%	95%
	Energy	11,528	7%	96%	11,482	7%	97%	11,041	7%	96%	11,529	7%	96%	9,990	8%	98%
	Consumer (non-cyclical)	8,382	5%	100%	8,138	5%	100%	7,702	5%	100%	8,311	5%	100%	7,065	5%	100%
	Industrial	9,366	6%	100%	9,006	6%	100%	8,168	6%	100%	8,183	5%	100%	7,029	5%	100%
	Basic materials	2,506	2%	89%	2,537	2%	89%	3,065	2%	92%	3,187	2%	91%	2,845	2%	91%
	Consumer (cyclical)	2,812	2%	99%	2,557	2%	99%	2,578	2%	99%	2,784	2%	99%	2,324	2%	99%
	Securitized MBS/ABS	3,115	2%	98%	3,290	2%	95%	3,726	3%	93%	3,795	2%	93%	3,398	3%	92%
	Telecommunications	2,983	2%	99%	2,943	2%	100%	3,048	2%	100%	3,095	2%	100%	2,509	2%	100%
	Technology	1,811	1%	100%	1,721	1%	100%	1,879	1%	100%	1,863	1%	100%	1,687	1%	100%
	Media & internet	1,155	1%	100%	1,156	1%	100%	1,233	1%	100%	1,300	1%	100%	1,240	1%	100%
	Diversified & miscellaneous	656	0%	100%	572	0%	99%	527	0%	99%	483	0%	98%	420	0%	98%
	Total	157,827	100%	98%	150,788	100%	98%	148,606	100%	98%	159,758	100%	98%	134,446	100%	98%
Private Placements	Government & agency	2,914	11%	100%	2,821	11%	100%	2,599	10%	100%	2,616	10%	100%	2,412	10%	100%
	Utilities	13,564	49%	94%	12,548	48%	94%	12,472	47%	93%	12,288	47%	93%	10,907	47%	93%
	Financial	1,849	7%	96%	1,692	7%	96%	1,614	6%	96%	1,694	6%	96%	1,447	6%	95%
	Energy	1,894	7%	85%	1,889	7%	84%	2,051	8%	82%	1,959	7%	88%	1,989	9%	85%
	Consumer (non-cyclical)	2,450	9%	90%	2,359	9%	90%	2,710	10%	92%	2,803	11%	93%	2,125	9%	91%
	Industrial	2,088	8%	93%	2,065	8%	93%	2,508	9%	94%	2,253	9%	96%	1,508	7%	94%
	Basic materials	832	3%	83%	849	3%	80%	880	3%	73%	904	3%	73%	1,170	5%	54%
	Consumer (cyclical)	1,613	6%	86%	1,467	6%	90%	1,496	6%	89%	1,516	6%	90%	1,415	6%	81%
	Securitized MBS/ABS	100	0%	91%	92	0%	100%	40	0%	100%	43	0%	100%	41	0%	100%
	Telecommunications	76	0%	100%	50	0%	92%	56	0%	84%	61	0%	76%	68	0%	79%
	Technology	120	0%	67%	119	1%	68%	138	1%	74%	123	1%	85%	113	1%	85%
	Media & internet	78	0%	6%	92	0%	15%	88	0%	16%	92	0%	16%	89	0%	16%
	Diversified & miscellaneous	0	0%	n/a	0	0%	n/a	0	0%	n/a	0	0%	n/a	0	0%	n/a
	Total	27,578	100%	93%	26,043	100%	92%	26,652	100%	92%	26,352	100%	93%	23,284	100%	90%
Total	Government & agency	72,432	39%	98%	67,320	38%	98%	65,512	37%	98%	72,832	39%	98%	60,195	38%	98%
	Utilities	34,890	19%	97%	33,245	19%	97%	32,474	19%	97%	33,718	18%	97%	28,826	18%	97%
	Financial	24,518	13%	96%	23,882	13%	96%	24,338	14%	96%	25,276	14%	96%	21,684	14%	95%
	Energy	13,422	7%	95%	13,371	8%	95%	13,092	8%	94%	13,488	7%	95%	11,979	8%	95%
	Consumer (non-cyclical)	10,832	6%	98%	10,497	6%	98%	10,412	6%	98%	11,114	6%	98%	9,190	6%	98%
	Industrial	11,454	6%	99%	11,071	6%	99%	10,676	6%	99%	10,436	6%	99%	8,537	5%	99%
	Basic materials	3,338	2%	87%	3,386	2%	87%	3,945	2%	87%	4,091	2%	87%	4,015	3%	80%
	Consumer (cyclical)	4,425	2%	94%	4,024	2%	95%	4,074	2%	95%	4,300	2%	96%	3,739	2%	92%
	Securitized MBS/ABS	3,215	2%	98%	3,382	2%	95%	3,766	2%	93%	3,838	2%	93%	3,439	2%	92%
	Telecommunications	3,059	2%	99%	2,993	2%	100%	3,104	2%	100%	3,156	2%	99%	2,577	2%	99%
	Technology	1,931	1%	98%	1,840	1%	98%	2,017	1%	98%	1,986	1%	99%	1,800	1%	99%
	Media & internet	1,233	1%	94%	1,248	1%	94%	1,321	1%	94%	1,392	1%	94%	1,329	1%	94%
	Diversified & miscellaneous	656	0%	100%	572	0%	99%	527	0%	99%	483	0%	98%	420	0%	98%
	Total	185,405	100%	97%	176,831	100%	97%	175,258	100%	97%	186,110	100%	97%	157,730	100%	97%

INVESTED ASSETS - PROVISIONS, IMPAIRMENTS & UNREALIZED LOSSES

(Canadian \$ in millions, unaudited)



Unrealized (losses)

	As at Q4 2015				As at Q3 2015				As at Q2 2015				As at Q1 2015				As at Q4 2014			
	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
		\$	%			\$	%			\$	%			\$	%			\$	%	
Debt securities																				
Government	65,968	(966)	1%	(20)	61,036	(963)	2%	(1)	59,471	(936)	2%	(1)	63,551	(210)	0%	(1)	52,584	(169)	0%	(31)
Corporate																				
Financials	21,643	(145)	1%	(25)	21,038	(124)	1%	(25)	21,582	(139)	1%	(20)	21,928	(84)	0%	(19)	18,888	(86)	0%	(26)
Non-financials	60,303	(1,368)	2%	(10)	57,566	(883)	2%	(5)	55,869	(732)	1%	(5)	55,352	(142)	0%	(5)	47,741	(190)	0%	(4)
Securitized																				
CMBS	836	(6)	1%	-	866	(5)	1%	(3)	1,003	(8)	1%	(2)	1,068	(6)	1%	(1)	911	(5)	1%	(1)
RMBS	75	(1)	1%	-	195	(6)	3%	-	242	(9)	4%	-	257	(10)	4%	-	256	(12)	5%	(3)
ABS	2,141	(11)	1%	-	2,137	(7)	0%	-	2,381	(8)	0%	-	2,321	(1)	0%	-	2,128	(2)	0%	-
Private placement debt	27,578	(465)	2%	-	26,043	(279)	1%	-	26,745	(469)	2%	-	26,374	(103)	0%	-	23,284	(119)	1%	-
Fixed income securities¹	178,544	(2,962)	2%	(55)	168,881	(2,267)	1%	(34)	167,293	(2,301)	1%	(28)	170,851	(556)	0%	(26)	145,792	(583)	1%	(65)

¹ 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.

Provisions, impairments and recoveries²

	Q4 2015				Q3 2015				Q2 2015				Q1 2015				Q4 2014			
	Par	Non-par	Total		Par	Non-par	Total		Par	Non-par	Total		Par	Non-par	Total		Par	Non-par	Total	
Credit related																				
Loans	-	(24)	(24)		-	(1)	(1)		-	(4)	(4)		-	(9)	(9)		-	11	11	
Debt securities - FVTPL	(1)	(2)	(3)		2	2	4		(2)	(2)	(4)		(5)	(5)	(10)		(1)	-	(1)	
Debt securities - AFS	-	2	2		-	3	3		-	-	-		-	-	-		-	-	-	
Other ³	-	-	-		-	-	-		-	-	-		-	1	1		-	-	-	
Sub-total	(1)	(24)	(25)		2	4	6		(2)	(6)	(8)		(5)	(13)	(18)		(1)	11	10	
Equity related																				
Public - AFS	-	(10)	(10)		-	(17)	(17)		-	(2)	(2)		-	(3)	(3)		-	(7)	(7)	
Private equities - AFS and Other ³	-	(3)	(3)		-	-	-		-	-	-		-	-	-		-	-	-	
Sub-total	-	(13)	(13)		-	(17)	(17)		-	(2)	(2)		-	(3)	(3)		-	(7)	(7)	
Total	(1)	(37)	(38)		2	(13)	(11)		(2)	(8)	(10)		(5)	(16)	(21)		(1)	4	3	

² Includes net new (provisions) recoveries on loans and net (impairments) gains on sale on debt securities and other invested assets, including those held at fair value. Although GAAP does not require us to measure the impairment portion of unrealized losses on debt securities classified as FVTPL, we believe this is a key metric for our business.

³ Other credit related and equity related provisions, impairments and recoveries are included in investment income from Other Investments; please refer to the following page.

Net impaired fixed income assets

	As at Q4 2015				As at Q3 2015				As at Q2 2015				As at Q1 2015				As at Q4 2014			
	Gross amount	Allowances	Impaired value		Gross amount	Allowances	Impaired value		Gross amount	Allowances	Impaired value		Gross amount	Allowances	Impaired value		Gross amount	Allowances	Impaired value	
Loans																				
Mortgages and loans to bank clients	60	(29)	31		63	(28)	35		75	(29)	46		83	(33)	50		85	(37)	48	
Private placements	186	(72)	114		212	(97)	115		225	(89)	136		216	(85)	131		189	(72)	117	
Sub-total	246	(101)	145		275	(125)	150		300	(118)	182		299	(118)	181		274	(109)	165	
Other fixed income⁴																				
Debt securities - FVTPL	15	-	15		27	-	27		59	-	59		69	-	69		48	-	48	
Debt securities - AFS	-	-	-		5	-	5		8	-	8		9	-	9		10	-	10	
Other	1	-	1		1	-	1		1	-	1		1	-	1		1	-	1	
Sub-total	16	-	16		33	-	33		68	-	68		79	-	79		59	-	59	
Total	262	(101)	161		308	(125)	183		368	(118)	250		378	(118)	260		333	(109)	224	

⁴ Impairments of Other fixed income assets are charged directly to the carrying value of the asset. Accordingly, no allowances are shown against these assets.

INVESTMENT INCOME

(Canadian \$ in millions, unaudited)



	Q4 2015		Q3 2015		Q2 2015		Q1 2015		Q4 2014	
	Amount	Yield	Amount	Yield	Amount	Yield	Amount	Yield	Amount	Yield
Cash and short-term securities										
Investment income	22	n/a	81	n/a	28	n/a	39	n/a	8	n/a
Debt securities										
Interest income	1,376	3.8%	1,347	3.8%	1,344	3.8%	1,312	3.8%	1,203	4.0%
Recoveries (impairments), net ¹	(1)		6		(4)		(10)		(1)	
Gains (losses) on assets backing surplus	8		50		8		27		15	
Total	1,383	3.6%	1,403	3.6%	1,348	3.5%	1,329	3.5%	1,217	3.7%
¹ Includes impairments on debt securities classified as AFS and FVTPL.										
Public equities										
Dividend income	160	3.0%	109	2.7%	133	2.6%	91	2.2%	147	4.2%
Impairments, net	(10)		(17)		(2)		(3)		(7)	
Gains (losses) on assets backing surplus	44		45		69		61		44	
Total	194	4.1%	137	3.9%	200	4.0%	149	3.6%	184	5.2%
Loans										
Mortgage loan interest income	435	4.0%	431	4.0%	448	4.0%	445	4.1%	427	4.5%
Private placement interest income	349	5.4%	321	5.0%	355	5.5%	351	5.5%	332	6.0%
Policy loan interest income	86	4.8%	90	4.9%	104	5.0%	108	5.1%	94	4.8%
Loans to bank clients interest income	17	3.9%	17	4.0%	17	4.1%	18	4.0%	19	4.3%
Recoveries (impairments), net	(23)		(1)		(4)		(9)		11	
Total	864	4.5%	858	4.5%	920	4.6%	913	4.6%	883	5.0%
Real estate										
Rental and other income	115	3.9%	138	4.2%	131	4.1%	125	4.3%	88	3.5%
Gains on assets backing surplus	(16)		(18)		-		-		-	
Total	99	3.6%	120	4.0%	131	4.1%	125	4.3%	88	3.5%
Other investments										
Investment income	138	n/a	(46)	n/a	330	n/a	(20)	n/a	155	n/a
Derivatives										
Investment income	199	n/a	155	n/a	259	n/a	107	n/a	129	n/a
Investment income ²	2,899	3.9%	2,708	3.9%	3,216	3.8%	2,642	3.6%	2,664	4.2%
² Investment income includes dividends, interest, rental income and realized gains on assets supporting surplus, excluding the macro equity hedging program.										
Realized and unrealized gains (losses) on assets supporting insurance and investment contract liabilities and on macro equity hedges										
Debt securities	(905)		344		(6,079)		2,683		3,214	
Public equities	351		(1,222)		(93)		451		161	
Loans	76		359		(54)		(8)		15	
Real estate	210		185		156		429		77	
Other investments	(65)		206		(16)		230		(13)	
Derivatives, including macro equity hedging program	(1,583)		3,800		(4,075)		1,558		2,728	
Total	(1,916)	n/a	3,672	n/a	(10,161)	n/a	5,343	n/a	6,182	n/a
Total investment income (loss)	983	2.8%	6,380	3.4%	(6,945)	0.7%	7,985	11.2%	8,846	14.4%
Investment expenses related to invested assets	(184)	n/a	(134)	n/a	(132)	n/a	(126)	n/a	(145)	n/a
Investment income (loss) less investment expenses	799	1.1%	6,246	8.7%	(7,077)	-8.8%	7,859	11.0%	8,701	14.1%

Actuarial Liabilities Information

VARIABLE ANNUITY AND SEGREGATED FUND GUARANTEES

(Canadian \$millions, unaudited)



	Guarantee Value			Net Amount at Risk ²			Policy Liabilities Held ^{3,5}	Target Capital (200 % of MCCR)	Policy Liabilities Held plus Target Capital
	Gross Amount ⁴	Amount Reinsured	Net of Reinsurance ¹	Gross Amount ⁴	Amount Reinsured	Net of Reinsurance ¹			
Q4 2015	113,175	9,669	103,506	12,747	2,168	10,579	7,536	5,156	12,692
Q3 2015	111,468	9,557	101,911	12,797	2,257	10,540	8,199	5,061	13,260
Q2 2015	107,263	9,096	98,167	8,136	1,684	6,452	4,751	4,846	9,597
Q1 2015	110,321	9,449	100,872	7,190	1,662	5,528	6,361	4,777	11,138
Q4 2014	99,656	8,840	90,816	7,108	1,580	5,528	4,862	4,525	9,387

As at Q4 2015	Net of Reinsurance ¹		
	Total Guarantee Value ⁴	Total Fund Value ⁴	Net Amount at Risk ^{2,4}
U.S.			
Withdrawal Benefits	51,269	43,818	7,553
Income Benefits	587	469	122
Death Benefits	5,288	5,594	693
	57,144	49,881	8,368
Canada			
Withdrawal Benefits	16,843	16,429	1,381
Maturity Benefits	14,398	17,343	67
Death Benefits	2,204	1,885	116
	33,445	35,657	1,564
Japan			
Withdrawal Benefits	4,622	4,404	236
Maturity Benefits	3,968	4,495	4
Death Benefits	1,094	1,034	23
	9,684	9,933	263
Reinsurance & Other	3,233	3,104	384

Key markets, closing levels	S&P 500	TSX	TOPIX	EAFE
As at Q4 2015	2,044	13,010	1,547	1,716
As at Q3 2015	1,920	13,307	1,411	1,644
As at Q2 2015	2,063	14,553	1,630	1,842
As at Q1 2015	2,068	14,902	1,543	1,849
As at Q4 2014	2,059	14,632	1,408	1,775

¹ 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.

² 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.

³ 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.

⁴ 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.

⁵ 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.

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.

ACTUARIAL LIABILITIES - NEW BUSINESS VALUE

(Canadian \$ in millions, unaudited)



	2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4 ²	2015 Q4 vs. 2014 Q4	2015 YTD	2014 YTD ²	2015 YTD vs. 2014 YTD
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New Business Value (NBV)¹

Canada	50	50	43	45	43	16%	188	176	7%
U.S.	17	35	18	6	41	-59%	76	115	-34%
Asia									
Hong Kong	111	93	72	59	77	44%	335	227	48%
Japan	87	82	46	40	40	118%	255	103	148%
Indonesia and Asia Other	31	27	24	19	22	41%	101	76	33%
Other ³	-	-	24	46	-	-	70	63	11%
Total²	296	287	227	215	223	33%	1,025	760	35%

¹ NBV is not calculated for Wealth & Asset Management business and Manulife Bank.

² Figures have been restated, see "Changes to Assumptions and Methodology for 2014" in our Embedded Value Report.

³ Other NBV includes our Property and Casualty Reinsurance business

REGULATORY CAPITAL

(Canadian \$ in millions, unaudited)



	2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4
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The Manufacturers Life Insurance Company's MCCR**Capital available:**

Tier 1 capital					
Common shares	25,108	25,108	25,108	25,108	22,895
Retained earnings and CTA	13,857	16,617	13,970	13,920	10,740
Qualifying non-controlling interests	511	504	469	437	409
Innovative instruments	1,000	1,000	1,000	1,000	1,000
Other	2,259	2,635	2,628	2,627	2,625
Gross Tier 1 capital	42,735	45,864	43,175	43,092	37,669
Deductions:					
Goodwill	(5,685)	(5,692)	(5,169)	(4,479)	(3,181)
Other	(7,312)	(10,426)	(8,094)	(6,652)	(5,654)
Adjustments	(1,138)	(1,305)	(1,476)	(1,369)	(1,290)
Net Tier 1 capital - A	28,600	28,441	28,436	30,592	27,544

Tier 2 Capital

Tier 2A	263	207	406	496	367
Tier 2B allowed	6,714	5,702	5,664	5,326	4,102
Tier 2C	7,318	6,994	6,624	6,504	5,926
Adjustments	(1,138)	(1,305)	(1,476)	(1,369)	(1,290)
Total Tier 2 capital allowed	13,157	11,598	11,218	10,957	9,105

Total Tier 1 and Tier 2 capital	41,757	40,039	39,654	41,549	36,649
Less Adjustments	-	-	-	-	-
Total Capital Available - B	41,757	40,039	39,654	41,549	36,649

Capital Required:

Asset default & market risk	11,687	11,140	10,697	10,702	9,379
Insurance risks	3,801	3,511	3,250	3,279	2,771
Interest rate risks	3,213	3,044	2,878	2,987	2,638
Total Capital Required - C	18,701	17,695	16,825	16,968	14,788

MCCR Ratio: Total (B/C) x 100	223%	226%	236%	245%	248%
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Supplementary Disclosure

Wealth and Asset Management

WEALTH AND ASSET MANAGEMENT ¹

(Canadian \$ in millions, unaudited)



	2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2015 Q4 vs. 2014 Q4	YTD 2015	YTD 2014	YTD 2015 vs. YTD 2014
Shareholders' Income Statement									
Revenue									
Fee income	1,248	1,191	1,155	1,084	971	29%	4,678	3,631	29%
Investment income	1	1	1	8	4	-75%	11	13	-15%
Total	1,249	1,192	1,156	1,092	975	28%	4,689	3,644	29%
Expenses									
General, administrative and investment expenses	760	706	706	612	555	37%	2,784	2,008	39%
Commissions	301	299	298	289	251	20%	1,187	985	21%
Total	1,061	1,005	1,004	901	806	32%	3,971	2,993	33%
Income before income taxes	188	187	152	191	169	11%	718	651	10%
Income tax (expense) recovery	(40)	(28)	(27)	(42)	(41)	-2%	(137)	(151)	-9%
Net income (loss) attributed to shareholders	148	159	125	149	128	16%	581	500	16%
Earnings (loss) Analysis									
Core earnings									
Asia	37	38	43	43	31	19%	161	126	28%
Canada	34	40	36	30	26	31%	140	100	40%
U.S.	81	92	75	70	65	25%	318	263	21%
Corporate and other ²	5	(1)	8	8	7	-29%	20	13	54%
Total core earnings	157	169	162	151	129	22%	639	502	27%
Total core earnings on a constant currency basis	157	172	171	161	148	6%	661	589	12%
Material/exceptional items and tax rate changes	(10)	(10)	(37)	(2)	(1)	900%	(59)	(1)	nm
Direct impact of equity markets and interest rates & other investment experience	1	-	-	-	-	-	1	(1)	-
Net income (loss) attributed to shareholders	148	159	125	149	128	16%	581	500	16%
Core EBITDA by Division									
Asia	47	54	58	58	42	12%	217	171	27%
Canada	69	85	83	70	50	38%	307	198	55%
U.S.	172	172	162	155	148	16%	661	576	15%
Corporate and other ²	17	4	14	17	15	13%	52	35	49%
Core EBITDA	305	315	317	300	255	20%	1,237	980	26%
Core EBITDA on a constant currency basis	305	320	337	318	292	4%	1,280	1,146	12%
Core EBITDA Margin ³	24.4%	26.4%	27.4%	27.5%	26.2%	-180 bps	26.4%	26.9%	-50 bps
Core Earnings before income taxes, depreciation and amortization (Core EBITDA) ³									
Core EBITDA	305	315	317	300	255	20%	1,237	980	26%
Amortization of deferred acquisition costs and other depreciation	84	84	82	77	63	33%	327	237	38%
Amortization of deferred sales commissions	22	27	27	30	22	0%	106	90	18%
Total depreciation and amortization	106	111	109	107	85	25%	433	327	32%
Core earnings before income taxes	199	204	208	193	170	17%	804	653	23%
Core income tax (expense) recovery	(42)	(35)	(46)	(42)	(41)	2%	(165)	(151)	9%
Core Earnings	157	169	162	151	129	22%	639	502	27%
Deferred Acquisition Costs and Deferred Sales Commissions									
Asia	317	298	273	273	245	29%	317	245	29%
Canada	243	268	264	258	217	12%	243	217	12%
U.S.	1,898	1,833	1,713	1,740	1,592	19%	1,898	1,592	19%
Total deferred acquisition costs and deferred sales commissions	2,458	2,399	2,250	2,271	2,054	20%	2,458	2,054	20%

¹ Wealth and asset management is comprised of our fee based business with little or no insurance risk, including mutual funds, pensions products and institutional asset management.

² Corporate and other results are net of allocations to other divisions.

³ Core EBITDA margin is Core EBITDA divided by total revenue.

WEALTH AND ASSET MANAGEMENT (CONT'D) ¹

(Canadian \$ in millions, unaudited)



	2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2015 Q4 vs. 2014 Q4	YTD 2015	YTD 2014	YTD 2015 vs. YTD 2014
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Assets Under Management and Administration

Assets Under Management by Division									
Asia	34,788	30,934	36,493	32,616	27,703	26%	34,788	27,703	26%
Canada	100,846	97,351	97,957	98,115	60,856	66%	100,846	60,856	66%
U.S.	227,668	212,561	206,532	207,766	184,406	23%	227,668	184,406	23%
Corporate and other - Manulife Asset Management	416,820	393,304	390,062	381,789	320,448	30%	416,820	320,448	30%
Less: Assets managed on behalf of wealth & asset management divisions ²	(213,399)	(201,301)	(202,062)	(202,650)	(168,652)	27%	(213,399)	(168,652)	27%
Total assets under management	566,723	532,849	528,982	517,636	424,761	33%	566,723	424,761	33%
Less: Insurance and other wealth managed by Manulife Asset Management	(77,624)	(74,919)	(74,992)	(75,709)	(67,425)	15%	(77,624)	(67,425)	15%
Less: General fund assets managed by Manulife Asset Management	(54,560)	(51,555)	(48,328)	(47,882)	(42,798)	27%	(54,560)	(42,798)	27%
Assets under management excluding internally managed	434,539	406,375	405,662	394,045	314,538	38%	434,539	314,538	38%
Assets under administration (U.S. division)	76,148	70,447	68,924	-	-	-	76,148	-	-
Total assets under management and administration	510,687	476,822	474,586	394,045	314,538	62%	510,687	314,538	62%

Assets Under Management and Administration by Client Segment

Pensions	268,202	252,704	252,532	185,508	143,287	87%	268,202	143,287	87%
Mutual funds	171,248	158,589	157,374	152,989	129,678	32%	171,248	129,678	32%
Institutional advisory accounts ³	71,237	65,529	64,680	55,548	41,573	71%	71,237	41,573	71%
Assets under management and administration	510,687	476,822	474,586	394,045	314,538	62%	510,687	314,538	62%
Assets under management and administration on a constant currency basis	510,687	485,073	500,722	415,575	355,244	44%	510,687	355,244	44%

Assets Under Management and Administration by Client Geography

Asia region	51,190	42,229	46,098	41,950	36,221	41%	51,190	36,221	41%
Canada region	123,938	121,423	124,126	115,555	68,583	81%	123,938	68,583	81%
U.S. region	332,220	310,247	301,547	233,891	207,373	60%	332,220	207,373	60%
Europe and other region	3,339	2,923	2,815	2,649	2,361	41%	3,339	2,361	41%
Assets under management and administration	510,687	476,822	474,586	394,045	314,538	62%	510,687	314,538	62%

Changes in Assets Under Management and Administration

Beginning balance	476,822	474,586	394,045	314,538	297,907	60%	314,538	258,583	22%
Assets acquired	-	-	68,574	40,589	-	-	109,163	-	-
Gross flows	31,089	25,862	34,892	22,843	17,885	74%	114,686	69,164	66%
Redemptions	(22,341)	(21,348)	(20,398)	(16,212)	(15,079)	48%	(80,299)	(50,829)	58%
Investment income (loss) and other	25,117	(2,278)	(2,527)	32,287	13,825	82%	52,599	37,620	40%
Ending balance	510,687	476,822	474,586	394,045	314,538	62%	510,687	314,538	62%

¹ Wealth and asset management is comprised of our fee based business with little or no insurance risk, including mutual funds, pensions products and institutional asset management.

² Includes Wealth and Asset Management, Insurance and Other Wealth assets which are managed by Manulife Asset Management for affiliates.

³ Includes only the third party institutional business of Manulife Asset Management and not business from affiliates and the General Fund

WEALTH AND ASSET MANAGEMENT (CONT'D) ¹

(Canadian \$ in millions, unaudited)



	2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2015 Q4 vs. 2014 Q4	YTD 2015	YTD 2014	YTD 2015 vs. YTD 2014
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Net Flows by Division

Asia	1,134	(2,987)	3,025	1,057	364	212%	2,229	874	155%
Canada	765	1,566	1,331	1,821	1,045	-27%	5,483	3,892	41%
U.S.	3,762	4,509	1,803	2,175	277	nm	12,249	8,735	40%
Corporate and other - Manulife Asset Management - Institutional advisory accounts ²	3,087	1,426	8,335	1,578	1,120	176%	14,426	4,834	198%
Total net flows	8,748	4,514	14,494	6,631	2,806	212%	34,387	18,335	88%
Net flows on a constant currency basis	8,748	4,594	14,821	6,857	2,870	205%	35,020	20,326	72%

Net Flows by Client Segment

Pensions	844	1,546	(427)	856	(265)	-	2,819	755	273%
Mutual funds	4,817	1,542	6,586	4,197	1,951	147%	17,142	12,746	34%
Institutional advisory accounts ²	3,087	1,426	8,335	1,578	1,120	176%	14,426	4,834	198%
Total net flows	8,748	4,514	14,494	6,631	2,806	212%	34,387	18,335	88%

Net Flows by Client Geography

Asia region	5,119	(1,775)	3,548	1,057	1,104	364%	7,949	3,357	137%
Canada region	501	1,616	8,861	2,293	1,019	-51%	13,271	4,241	213%
U.S. region	2,920	4,508	1,912	3,148	373	683%	12,488	8,742	43%
Europe and other region	208	165	173	133	310	-33%	679	1,995	-66%
Total net flows	8,748	4,514	14,494	6,631	2,806	212%	34,387	18,335	88%

Gross Flows by Division

Asia	3,353	2,448	6,340	3,354	2,805	20%	15,495	9,014	72%
Canada	3,932	4,213	3,923	4,406	2,704	45%	16,474	10,477	57%
U.S.	17,830	17,036	13,642	12,059	10,100	77%	60,567	41,488	46%
Corporate and other - Manulife Asset Management - Institutional advisory accounts ²	5,974	2,165	10,987	3,024	2,276	162%	22,150	8,185	171%
Total gross flows	31,089	25,862	34,892	22,843	17,885	74%	114,686	69,164	66%
Gross flows on a constant currency basis	31,089	26,282	36,581	24,099	20,374	53%	118,051	80,596	46%

Gross Flows by Client Segment

Pensions	10,684	10,051	7,935	7,060	5,427	97%	35,730	20,994	70%
Mutual funds	14,431	13,646	15,970	12,759	10,182	42%	56,806	39,985	42%
Institutional advisory accounts ²	5,974	2,165	10,987	3,024	2,276	162%	22,150	8,185	171%
Total gross flows	31,089	25,862	34,892	22,843	17,885	74%	114,686	69,164	66%

Gross Flows by Client Geography

Asia region	7,939	3,654	7,007	3,644	3,605	120%	22,244	11,764	89%
Canada region	4,812	4,570	13,012	5,399	2,905	66%	27,793	11,549	141%
U.S. region	18,126	17,467	14,696	13,662	11,063	64%	63,951	43,832	46%
Europe and other region	212	171	177	138	312	-32%	698	2,019	-65%
Total gross flows	31,089	25,862	34,892	22,843	17,885	74%	114,686	69,164	66%

¹ Wealth and asset management is comprised of our fee based business with little or no insurance risk, including mutual funds, pensions products and institutional asset management.

² Includes only the third party institutional business of Manulife Asset Management and not business from affiliates and the General Fund.

GLOSSARY OF TERMS AND DEFINITIONS

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): Assets under management include both assets of general account and external client assets for which we provide investment management services.

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

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

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

- **Institutional Advisory Accounts:** Accounts either separate or commingled of Institutional Clients for which Manulife Asset Management provides investment management services and that do not meet the definition of Segregated Funds.

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

- **Assets Under Administration:** 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 Asset Management 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.

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

Premiums and Deposits: Include general fund premiums, segregated fund deposits, 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.

- **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 a measure of the business volume calculated as expected claims plus administrative fees charged.

Sales: Sales are measured according to product type.

- **Individual Insurance:** Sales include 100 per cent of new annualized premiums expected in the first year of a policy that requires premium payments for more than one year and 10 per cent of both excess and single premiums. 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.

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

- **Other Wealth:** All new deposits are reported as sales. 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.

- **Group Pensions:** Sales include both new regular premiums and deposits and single premiums sales. New regular premiums and deposits reflect an estimate of expected deposits in the first year of the plan with the Company. Single premium sales reflect the assets transferred from the previous plan provider.

Gross Flows: For wealth and asset management business, all new deposits are reported as gross flows. This includes mutual funds; group pensions/retirement savings; and, college 529 plans.

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).

GENERAL INFORMATION

MANULIFE FINANCIAL CORPORATION HEAD OFFICE

200 Bloor Street East
Toronto, Ontario
Canada M4W 1E5
Web Site: www.manulife.com

TRANSFER AGENT

Canada
CIBC Mellon Trust Company
1-800-783-9495
www.cibcmellon.com/investor

United States
Mellon Investor Services
1-800-249-7702
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 February 11, 2016)

<u>Purpose</u>	<u>Rating agency</u>	<u>Rating</u>
Financial strength	Standard & Poor's	AA-
	Moody's	A1
	Fitch Ratings	AA-
	DBRS	AA (low)
	A.M. Best	A+ (Superior)

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

(as at February 11, 2016)

<u>Purpose</u>	<u>Rating agency</u>	<u>Rating</u>
Financial strength	Standard & Poor's	AA-
	Moody's	A1
	Fitch Ratings	AA-
	DBRS	not rated
	A.M. Best	A+ (Superior)