



Manulife

Statistical Information Package

Q1 2019



	<u>Page</u>		<u>Page</u>
Notes to Readers	1	Asset Information	
Financial Highlights	2	Asset Composition and Quality	
		Portfolio Composition	26
		Fixed Income Securities by Credit Quality and Geographic Location	27
		Fixed Income Securities by Sector and Unrealized Losses	28
Consolidated Financial Statements		Actuarial Liabilities Information	
Consolidated Statements of Income	8	Variable Annuity and Segregated Fund Guarantees	29
Consolidated Statements of Financial Position	9		
Consolidated Statements of Changes in Equity	10	Capital Information	
Consolidated Statements of Cash Flows	11	Regulatory Capital	30
Segmented Information		Glossary of Terms and Definitions	31
Asia	12	General Information	32
Canada	16		
U.S.	19		
Global Wealth and Asset Management	22		
Corporate & Other	25		

Use of this document:

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

Performance and Non-GAAP Measures

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

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

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

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

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

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

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

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

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

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

Total Weighted Premium Income is comprised of 10% of single premiums/deposits and 100% of first year and renewal premiums/deposits before reinsurance. This applies to general fund and segregated funds of Insurance & Annuity business lines.

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

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

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

Expense Efficiency Ratio is calculated as Pre-Tax Total Core General Expenses over Pre-Tax Total Core General Expenses plus Pre-Tax Total Core Earnings.

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

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

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

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

Actual exchange rate basis ("AER")

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

Constant exchange rate basis ("CER")

Quarterly amounts stated on a constant exchange rate basis are calculated using Q1 2019 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)



	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1 AER ¹	2019 Q1 vs. 2018 Q1 CER ¹	Fiscal 2018
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Shareholders' Net Income (loss) by Reporting Segment²

Asia	695	318	566	368	452	54%	46%	1,704
Canada	751	(74)	102	502	452	66%	66%	982
U.S.	441	513	630	620	528	-16%	-20%	2,291
Global Wealth and Asset Management	233	218	280	233	223	4%	1%	954
Corporate and other	56	(382)	(5)	(461)	(283)	-	-	(1,131)
Net income (loss) attributed to shareholders	2,176	593	1,573	1,262	1,372	59%	54%	4,800
Preferred share dividends	(43)	(43)	(42)	(44)	(39)	-10%		(168)
Common shareholders' net income (loss)	2,133	550	1,531	1,218	1,333	60%	55%	4,632
Common shareholders' net income (loss) CER	2,133	566	1,561	1,244	1,372		55%	4,743

Earnings Analysis²

Core earnings								
Asia	520	463	461	411	431	21%	17%	1,766
Canada	283	305	344	395	283	0%	0%	1,327
U.S.	475	454	467	446	422	13%	7%	1,789
Global Wealth and Asset Management	233	231	288	239	227	3%	-1%	985
Corporate and other (excl. core investment gains)	(63)	(216)	(121)	(164)	(156)	60%	60%	(657)
Core investment gains	100	100	100	104	96	4%	4%	400
Total core earnings	1,548	1,337	1,539	1,431	1,303	19%	15%	5,610
Total core earnings CER	1,548	1,352	1,563	1,456	1,349		15%	5,720
Items excluded from core earnings								
Investment-related experience outside of core earnings	327	(130)	312	18	-			200
Direct impact of equity markets and interest rates and variable annuity guarantee liabilities	249	(675)	(277)	45	50			(857)
Change in actuarial methods and assumptions	-	-	(51)	-	-			(51)
Impact related to U.S. Tax Reform	-	-	124	-	-			124
Restructuring charge	-	(63)	-	(200)	-			(263)
Reinsurance transactions and other	52	124	(74)	(32)	19			37
Net income (loss) attributed to shareholders	2,176	593	1,573	1,262	1,372	59%	54%	4,800

¹ AER percentage changes are calculated using actual exchange rates. CER percentage changes are calculated on a constant exchange rate basis.

² 2018 earnings by segment reflects a restatement of 2018 earnings on assets backing capital allocated to each segment from the Corporate and Other segment to align with the methodology used in 2019.

Components of Direct Impact of Equity Markets and Interest Rates and Variable Annuity Guarantee Liabilities

Direct impact of equity markets and variable annuity guarantee liabilities	367	(723)	8	(26)	(187)			(928)
Fixed income reinvestment rates assumed in the valuation of policy liabilities	(160)	112	(246)	175	313			354
Sale of AFS bonds and derivative positions in the Corporate and Other segment	42	(64)	(39)	(104)	(76)			(283)
Direct impact of equity markets and interest rates and variable annuity guarantee liabilities	249	(675)	(277)	45	50			(857)

Selected Performance Measures

Basic earnings (loss) per common share	\$1.09	\$0.28	\$0.77	\$0.61	\$0.67	63%		\$ 2.34
Diluted core earnings per common share	\$0.76	\$0.65	\$0.75	\$0.70	\$0.64	19%		\$ 2.74
Diluted earnings (loss) per common share	\$1.08	\$0.28	\$0.77	\$0.61	\$0.67	61%		\$ 2.33
Return on common shareholders' equity (annualized) (%)	20.1%	5.3%	15.1%	12.3%	14.1%	6 pps		11.6%
Core ROE (annualized) (%)	14.2%	12.5%	14.8%	14.0%	13.4%	0.8 pps		13.7%

FINANCIAL HIGHLIGHTS (CONT'D)

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



	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1 AER	2019 Q1 vs. 2018 Q1 CER	Fiscal 2018
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Earnings Analysis (Pre-tax) ¹

	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1 AER	2019 Q1 vs. 2018 Q1 CER	Fiscal 2018
Core earnings								
Asia	608	532	564	516	522	16%	14%	2,134
Canada	378	396	452	467	376	1%	1%	1,691
U.S.	583	557	572	542	532	10%	4%	2,203
Global Wealth and Asset Management	267	263	306	271	258	3%	0%	1,098
Corporate and other (excl. core investment gains)	(130)	(345)	(155)	(201)	(200)	35%	35%	(901)
Core investment gains	105	174	127	114	130	-19%	-19%	545
Total core earnings	1,811	1,577	1,866	1,709	1,618	12%	8%	6,770
Items excluded from core earnings								
Investment-related experience outside of core earnings	344	(183)	395	19	-			231
Direct impact of equity markets and interest rates and variable annuity guarantee liabilities	273	(780)	(384)	72	65			(1,027)
Change in actuarial methods and assumptions	-	-	(65)	-	-			(65)
Charge related to U.S. Tax Reform	-	-	(196)	-	-			(196)
Restructuring charges	-	(96)	-	(250)	-			(346)
Reinsurance transactions and Other	66	158	(94)	(34)	32			62
Net income attributed to shareholders	2,494	676	1,522	1,516	1,715	45%	40%	5,429

Earnings Analysis (Tax Rate) ¹

	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1			Fiscal 2018
Core earnings								
Asia	14%	13%	18%	20%	17%			17%
Canada	25%	23%	24%	15%	25%			22%
U.S.	19%	18%	18%	18%	21%			19%
Global Wealth and Asset Management	13%	12%	6%	12%	12%			10%
Corporate and other (excl. core investment gains)	(52)%	(37)%	(22)%	(18)%	(22)%			(27)%
Core investment gains	5%	43%	21%	9%	26%			27%
Total core earnings ¹	15%	15%	18%	16%	19%			17%
Items excluded from core earnings								
Investment-related experience outside of core earnings	5%	(29)%	21%	5%	-			13%
Direct impact of equity markets and interest rates and variable annuity guarantee liabilities	9%	(13)%	(28)%	38%	23%			(17)%
Change in actuarial methods and assumptions	-	-	(22)%	-	-			(22)%
Charge related to U.S. Tax Reform	-	-	(163)%	-	-			(163)%
Restructuring charge	-	(34)%	-	(20)%	-			(24)%
Reinsurance transactions and other	21%	22%	(21)%	(6)%	41%			40%
Net income attributed to shareholders	13%	12%	(3)%	17%	20%			12%

Core General Expenses

	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1 AER	2019 Q1 vs. 2018 Q1 CER	Fiscal 2018
Asia	524	575	546	521	481	9%	6%	2,123
Canada	330	354	329	324	334	-1%	-1%	1,341
U.S.	278	270	284	275	268	4%	-1%	1,097
Global Wealth and Asset Management	534	570	539	552	539	-1%	-5%	2,200
Corporate and Other	135	174	132	124	133	2%	2%	563
Total core general expenses	1,801	1,943	1,830	1,796	1,755	3%	0%	7,324
Non-core general expenses								
Restructuring charge	-	96	-	250	-			346
Integration and acquisition costs	-	19	9	9	8	-100%		45
Other	-	119	14	37	72	-100%		242
Total general expenses	1,801	2,177	1,853	2,092	1,835	-2%	-5%	7,957

Expense Efficiency ¹

	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1		Fiscal 2018
Asia	46.3%	52.0%	49.1%	50.2%	48.0%		49.9%
Canada	46.6%	47.1%	42.2%	41.0%	47.1%		44.2%
U.S.	32.3%	32.7%	33.2%	33.6%	33.5%		33.3%
Global Wealth and Asset Management	66.6%	68.5%	63.7%	67.1%	67.6%		66.7%
Total company	49.9%	55.2%	49.5%	51.2%	52.0%		52.0%

¹ 2018 earnings and expense efficiency by segment reflects a restatement of 2018 earnings on assets backing capital allocated to each segment from the Corporate and Other segment to align with the methodology used in 2019.

FINANCIAL HIGHLIGHTS - SOURCE OF EARNINGS

(Canadian \$ in millions, unaudited)



	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1 AER	2019 Q1 vs. 2018 Q1 CER	Fiscal 2018
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Source of Earnings ^{1,2}

Expected profit from in-force business	991	939	1,016	967	935	6%	2%	3,857
Impact of new business	276	276	275	195	171	61%	58%	917
Core investment gains	105	174	127	114	130	-19%	-19%	545
Experience gains (losses) (excl. core investment gains)	401	(832)	7	241	214	87%	76%	(370)
Management actions and changes in assumptions	119	(10)	(400)	(366)	18	561%	567%	(758)
Earnings on surplus funds	327	(39)	201	140	97	237%	211%	399
Other ³	51	9	50	17	(53)	-	-	23
Insurance	2,270	517	1,276	1,308	1,512	50%	45%	4,613
Global Wealth and Asset Management	267	247	299	263	253	6%	2%	1,062
Manulife Bank	54	41	45	38	49	10%	10%	173
Unallocated overhead ⁴	(97)	(129)	(98)	(93)	(99)	2%	2%	(419)
Income (loss) before income taxes	2,494	676	1,522	1,516	1,715	45%	40%	5,429
Income tax (expense) recovery	(318)	(83)	51	(254)	(343)	7%	10%	(629)
Net income attributed to shareholders	2,176	593	1,573	1,262	1,372	59%	54%	4,800
Preferred share dividends	(43)	(43)	(42)	(44)	(39)	-10%		(168)
Common shareholders' net income	2,133	550	1,531	1,218	1,333	60%	55%	4,632
Expected profit from in-force business CER	991	948	1,031	985	968		2%	3,932

Source of Earnings - Core

Expected profit from in-force business	991	939	1,016	967	935	6%	2%	3,857
Impact of new business	276	276	275	195	171	61%	58%	917
Core investment gains	105	174	127	114	130	-19%	-19%	545
Experience gains (losses) (excl. core investment gains)	(35)	10	(30)	27	18	-	-	25
Management actions and changes in assumptions	(4)	(4)	(2)	(5)	(2)	-100%	-92%	(13)
Earnings on surplus funds	210	5	182	135	138	52%	42%	460
Other ³	44	4	44	60	20	120%	144%	128
Insurance	1,587	1,404	1,612	1,493	1,410	13%	9%	5,919
Global Wealth and Asset Management	267	263	306	271	258	3%	0%	1,098
Manulife Bank	54	41	45	38	49	10%	10%	173
Unallocated overhead ⁴	(97)	(131)	(97)	(93)	(99)	2%	2%	(420)
Core Earnings before income taxes	1,811	1,577	1,866	1,709	1,618	12%	8%	6,770
Income tax (expense) recovery	(263)	(240)	(327)	(278)	(315)	17%	18%	(1,160)
Total Core Earnings	1,548	1,337	1,539	1,431	1,303	19%	15%	5,610

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.

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

³ Includes tax items related to minority interest and release of premium income tax allowables. These balances are offset in the Income tax (expense) recovery line.

⁴ Unallocated overhead represents Corporate and Other segment general expenses net of recoveries.

Glossary

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

FINANCIAL HIGHLIGHTS (CONT'D)

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



	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1 AER	2019 Q1 vs. 2018 Q1 CER	Fiscal 2018
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Annualized Premium Equivalents Sales

Asia	1,336	1,040	1,070	918	984	36%	32%	4,012
Canada	261	277	210	198	290	-10%	-10%	975
U.S.	143	152	159	129	113	27%	20%	553
Total Annualized premium equivalents sales	1,740	1,469	1,439	1,245	1,387	25%	23%	5,540
Total Annualized premium equivalents sales CER	1,740	1,493	1,469	1,262	1,420		23%	5,644

Insurance Sales ¹

Asia	1,177	861	871	713	764	54%	50%	3,209
Canada	205	227	156	145	217	-6%	-6%	745
U.S.	143	152	159	129	113	27%	20%	553
Total Insurance sales	1,525	1,240	1,186	987	1,094	39%	36%	4,507
Total Insurance sales CER	1,525	1,259	1,213	999	1,118		36%	4,589

¹ Insurance sales consist of 100% of recurring premiums and 10% of both excess and single premiums.

Annuities Sales ²

Asia	1,007	1,227	1,428	1,499	1,592	-37%	-39%	5,746
Canada	556	500	537	528	733	-24%	-24%	2,298
Total Annuities sales	1,563	1,727	1,965	2,027	2,325	-33%	-34%	8,044
Total Annuities sales CER	1,563	1,757	2,002	2,060	2,383		-34%	8,202

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

New Business Value ("NBV") ³

Asia	411	402	382	334	325	26%	23%	1,443
Canada	62	51	42	65	49	27%	27%	207
U.S.	46	48	28	12	10	360%	337%	98
Total New business value	519	501	452	411	384	35%	31%	1,748
Total New business value CER	519	509	461	417	396		31%	1,783

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

Global Wealth and Asset Management Gross Flows

Asia	4,611	5,255	5,155	5,809	7,434	-38%	-39%	23,653
Canada	6,349	4,918	4,712	5,472	8,024	-21%	-21%	23,126
U.S.	16,913	16,133	17,261	17,821	21,008	-19%	-23%	72,223
Total Global Wealth and Asset Management Gross flows	27,873	26,306	27,128	29,102	36,466	-24%	-26%	119,002
Total Global Wealth and Asset Management Gross flows CER	27,873	26,489	27,565	29,625	37,681		-26%	121,360

Global Wealth and Asset Management Net Flows

Asia	614	1,078	1,008	1,612	2,008	-69%	-71%	5,706
Canada	2,052	(666)	(1,491)	694	3,461	-41%	-41%	1,998
U.S.	(3,989)	(9,366)	931	(2,214)	4,508	-	-	(6,141)
Total Global Wealth and Asset Management Net flows	(1,323)	(8,954)	448	92	9,977	-	-	1,563
Total Global Wealth and Asset Management Net flows CER	(1,323)	(9,027)	489	61	10,296		-	1,819

FINANCIAL HIGHLIGHTS (CONT'D)

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



	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1 AER	2019 Q1 vs. 2018 Q1 CER	Fiscal 2018
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Premiums and Deposits - Insurance

Net premiums and investment contract deposits ^{1,2}	8,427	1,928	5,209	8,859	8,437	0%		24,433
Segregated fund deposits	1,792	2,003	2,078	2,011	2,345	-24%		8,437
ASO premium equivalents	821	836	790	848	821	0%		3,295
Total Premiums and deposits - Insurance	11,040	4,767	8,077	11,718	11,603	-5%	-7%	36,165
Total Premiums and deposits - Insurance CER	11,040	4,828	8,184	11,872	11,886		-7%	36,770

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

² Includes the \$7.0 billion impact of the Group Pay-out Annuity transaction in Q4 2018, \$3.7 billion impact of the Individual Pay-out Annuity transaction in Q3 2018, and the \$0.7 billion John Hancock Life Insurance Company of New York ("JHNY") portion of both transactions in Q1 2019.

Premiums and Deposits - Corporate & Other	24	27	24	24	23	4%	4%	98
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Assets Under Management and Administration ³

Asia	110,999	108,109	99,679	99,977	97,497	14%	13%	108,109
Canada	146,586	141,913	144,250	145,010	143,435	2%	2%	141,913
U.S. ²	224,290	223,646	225,787	231,997	228,270	-2%	-5%	223,646
Global Wealth and Asset Management ⁴	648,143	608,759	643,956	639,887	626,839	3%	1%	608,759
Corporate and Other	4,494	1,095	3,788	1,483	2,006	124%	124%	1,095
Total Assets under management and administration	1,134,512	1,083,522	1,117,460	1,118,354	1,098,047	3%	1%	1,083,522
Total Assets under management and administration CER	1,134,512	1,067,605	1,144,994	1,129,904	1,122,365		1%	1,067,605

³ 2018 AUMA by segment reflects a restatement of 2018 assets backing capital allocated to each segment from the Corporate and Other segment to align with the methodology used in 2019.

⁴ Global Wealth and Asset Management AUMA at March 31, 2019 is \$837 billion and includes \$189 billion of asset managed on behalf of other segments. (see page 23).

Assets Under Management and Administration ³

Assets Under Management								
General fund ²	359,458	353,664	344,568	348,974	342,389	5%		353,664
Segregated funds excluding institutional advisory accounts	332,687	311,373	330,511	329,886	323,998	3%		311,373
Mutual funds ⁵	194,227	182,219	203,340	201,839	197,854	-2%		182,219
Institutional asset management	105,451	104,159	101,100	102,886	100,288	5%		104,159
Other funds ⁶	8,488	7,658	7,850	7,711	7,247	17%		7,658
Total assets under management	1,000,311	959,073	987,369	991,296	971,776	3%	0%	959,073
Assets under administration	134,201	124,449	130,091	127,058	126,271	6%	3%	124,449
Total assets under management and administration	1,134,512	1,083,522	1,117,460	1,118,354	1,098,047	3%	1%	1,083,522

⁵ Includes ETF assets.

⁶ Other funds includes College Savings (529 plan).

FINANCIAL HIGHLIGHTS (CONT'D)

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



	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1	Fiscal 2018
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Common Share Statistics

Share Price - Toronto (in Canadian \$)							
high	23.85	23.04	24.76	25.20	27.77	-14%	27.77
low	18.94	18.33	22.68	23.11	23.55	-20%	18.33
close	22.60	19.37	23.09	23.62	23.92	-6%	19.37
Share Price - New York (in U.S \$)							
high	17.96	17.97	18.95	19.63	22.16	-19%	22.16
low	13.90	13.33	17.44	17.75	18.22	-24%	13.33
close	16.91	14.19	17.88	17.97	18.58	-9%	14.19
Common shares outstanding (millions)							
- end of period	1,970	1,971	1,985	1,984	1,983	-1%	1,971
- weighted average	1,965	1,980	1,984	1,984	1,983	-1%	1,983
- diluted weighted average	1,969	1,983	1,989	1,989	1,989	-1%	1,988
Dividend per common share paid in the quarter ¹	0.250	0.250	0.220	0.220	0.220	14%	0.910
Common share dividend payout ratio	23%	91%	29%	36%	32%	-9 pps	39%
Common share core dividend payout ratio	33%	38%	29%	31%	34%	-1 pps	33%

¹ On May 1, 2019, the Board of Directors approved quarterly shareholders' dividend of 25.0 cents per share on the common shares of the Company, payable on or after June 19, 2019 to shareholders of record at the close of business on May 14, 2019.

Change in Common Shares Outstanding

Beginning Balance	1,971	1,985	1,984	1,983	1,982		1,975
Repurchased for cancellation	(10)	(23)	-	-	-		(23)
Issued under dividend reinvestment plans	8	9	-	-	-		9
Issued on exercise of stock options and deferred share units	1	0	1	1	1		3
Ending Balance	1,970	1,971	1,985	1,984	1,983		1,971

Valuation Data

Book value per common share	22.34	21.38	20.24	20.32	19.72	13%	21.38
Market value to book value ratio	1.01	0.91	1.14	1.16	1.21	-17%	0.91
Book value excluding goodwill per common share	19.40	18.41	17.32	17.38	16.80	15%	18.41
Book value excluding AOCI per common share	19.06	18.23	18.23	17.68	17.28	10%	18.23
Market value to book value excluding goodwill ratio	1.17	1.05	1.33	1.36	1.42	-18%	1.05
Market capitalization (\$ billions)	44.5	38.2	45.8	46.9	47.4	-6%	38.2

Capital Information

Consolidated capital ²	57,325	56,010	54,444	54,345	52,510	9%	56,010
Financial leverage ratio ³	27.0%	28.6%	29.2%	29.4%	29.7%	-2.7 pps	28.6%
LICAT Total Ratio - The Manufacturers Life Insurance Company	144%	143%	134%	132%	129%	15 pps	143%

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

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

³ Financial leverage ratio is calculated as the sum of long-term debt, capital instruments, and preferred shares divided by the sum of long-term debt, capital instruments, and total equity.

Foreign Exchange Information⁴

- Statements of Financial Position	(CDN to \$ 1 US)	1.3363	1.3642	1.2945	1.3168	1.2894	4%
	(CDN to 1 YEN)	0.0121	0.0124	0.0114	0.0119	0.0121	0%
- Statements of Income	(CDN to \$ 1 US)	1.3295	1.3204	1.3069	1.2912	1.2647	5%
	(CDN to 1 YEN)	0.0121	0.0117	0.0117	0.0118	0.0117	3%

⁴ 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)



	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1	Fiscal 2018
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Revenue							
Premium income							
Gross premiums	10,187	9,990	9,863	9,831	9,466	8%	39,150
Premiums ceded to reinsurers ¹	(1,873)	(8,158)	(4,762)	(1,077)	(1,141)	-64%	(15,138)
Net premiums	8,314	1,832	5,101	8,754	8,325	0%	24,012
Investment income							
Investment income	3,747	3,278	3,481	3,566	3,235	16%	13,560
Realized/ unrealized gains (losses) on assets supporting insurance and investment contract liabilities and on macro hedge program ²	8,926	1,113	(3,210)	(1,615)	(5,316)	-	(9,028)
Net investment income (loss)	12,673	4,391	271	1,951	(2,081)	-	4,532
Other revenue	2,562	2,291	2,671	2,964	2,502	2%	10,428
Total revenue	23,549	8,514	8,043	13,669	8,746	169%	38,972
Contract benefits and expenses							
To contract holders and beneficiaries							
Gross claims and benefits	7,169	7,521	6,533	7,177	6,647	8%	27,878
Increase (decrease) in insurance contract liabilities ²	11,407	4,893	(808)	1,389	(2,567)	-	2,907
Increase (decrease) in investment contract liabilities	43	47	(91)	35	44	-2%	35
Benefits and expenses ceded to reinsurers	(1,474)	(1,437)	(1,160)	(1,343)	(1,213)	-22%	(5,153)
Decrease (increase) in reinsurance assets ³	(298)	(7,563)	(2,624)	475	(21)	nm	(9,733)
Net benefits and claims	16,847	3,461	1,850	7,733	2,890	483%	15,934
General expenses	1,801	2,177	1,853	2,092	1,835	-2%	7,957
Investment expenses	403	487	399	416	406	-1%	1,708
Commissions	1,548	1,576	1,619	1,457	1,521	2%	6,173
Interest expense	328	359	312	318	286	15%	1,275
Net premium taxes	98	95	99	118	94	4%	406
Total contract benefits and expenses	21,025	8,155	6,132	12,134	7,032	199%	33,453
Income before income taxes	2,524	359	1,911	1,535	1,714	47%	5,519
Income tax (expense) recovery	(289)	(43)	(6)	(246)	(337)	14%	(632)
Net income	2,235	316	1,905	1,289	1,377	62%	4,887
Less: net income (loss) attributed to non-controlling interests	73	10	83	67	54	35%	214
Less: net income (loss) attributed to participating policyholders	(14)	(287)	249	(40)	(49)	71%	(127)
Net income attributed to shareholders	2,176	593	1,573	1,262	1,372	59%	4,800
Preferred share dividends	(43)	(43)	(42)	(44)	(39)	-10%	(168)
Common shareholders' net income	2,133	550	1,531	1,218	1,333	60%	4,632

¹ Includes the \$7.0 billion impact of the Group Pay-out Annuity transaction in Q4 2018, the \$3.7 billion impact of the Individual Pay-out Annuity transaction in Q3 2018, and the \$0.7 billion JHNY portion of both transactions in Q1 2019.

² 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. The volatility related to gains and losses on AFS bonds is related to the management of interest rate exposures. These activities in the surplus segment are mostly offset in the measurement of our policy liabilities.

³ Includes the \$7.5 billion impact of the Group Pay-out Annuity transaction in Q4 2018, the \$3.6 billion impact of the Individual Pay-out Annuity transaction in Q3 2018, and the \$0.8 billion JHNY portion of both transactions in Q1 2019.

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

(Canadian \$ in millions, unaudited)



	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1
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ASSETS

Invested assets						
Cash and short-term securities	16,097	16,215	15,642	17,230	17,020	-5%
Securities						
Debt securities	188,486	185,594	177,385	180,821	178,198	6%
Public equities	21,146	19,179	21,407	21,567	21,211	0%
Loans						
Mortgages	48,519	48,363	47,902	47,019	45,527	7%
Private placements	36,390	35,754	35,236	34,701	33,373	9%
Policy loans	6,390	6,446	6,102	6,117	5,987	7%
Loans to bank clients	1,793	1,793	1,785	1,803	1,772	1%
Real estate	12,801	12,777	12,779	14,216	14,456	-11%
Other invested assets	27,836	27,543	26,330	25,500	24,845	12%
Total invested assets	359,458	353,664	344,568	348,974	342,389	5%
Other assets						
Accrued investment income	2,483	2,427	2,372	2,263	2,313	7%
Outstanding premiums	1,610	1,369	1,240	1,256	1,172	37%
Derivatives	15,959	13,703	11,238	13,145	13,821	15%
Reinsurance assets	42,430	43,053	33,304	31,296	31,165	36%
Deferred tax asset	4,196	4,318	4,291	4,775	4,797	-13%
Goodwill and intangible assets	10,004	10,097	9,972	10,065	9,980	0%
Miscellaneous	9,349	8,431	8,597	8,456	8,175	14%
Total other assets	86,031	83,398	71,014	71,256	71,423	20%
Segregated funds net assets	334,425	313,209	332,256	331,995	326,011	3%
Total assets	779,914	750,271	747,838	752,225	739,823	5%

LIABILITIES AND EQUITY

Policy liabilities						
Insurance contract liabilities	335,269	328,654	309,842	315,473	310,481	8%
Investment contract liabilities	3,209	3,265	3,160	3,201	3,161	2%
Deposits from bank clients	19,984	19,684	19,085	19,122	18,976	5%
Derivatives	8,249	7,803	7,268	7,183	7,433	11%
Deferred tax liabilities	2,025	1,814	1,506	1,457	1,448	40%
Other liabilities	14,902	15,190	15,866	14,985	15,043	-1%
	383,638	376,410	356,727	361,421	356,542	8%
Long-term debt	4,672	4,769	4,525	4,603	4,906	-5%
Capital instruments	8,185	8,732	8,843	8,888	8,275	-1%
Segregated funds net liabilities	334,425	313,209	332,256	331,995	326,011	3%
Total liabilities	730,920	703,120	702,351	706,907	695,734	5%
Equity						
Issued share capital						
Preferred shares	3,822	3,822	3,822	3,822	3,822	0%
Common shares	23,052	22,961	23,045	23,031	23,010	0%
Contributed surplus	265	265	274	274	275	-4%
Shareholders' retained earnings	14,239	12,704	12,862	11,768	10,987	30%
Shareholders' accumulated other comprehensive income (loss)						
Pension and other post-employment plans	(423)	(426)	(386)	(388)	(385)	-10%
Available-for-sale securities	687	(265)	(611)	(115)	(159)	-
Cash flow hedges	(146)	(127)	(114)	(139)	(146)	0%
Real estate revaluation surplus	31	20	20	21	21	48%
Translation of foreign operations	6,319	7,010	5,076	5,870	5,509	15%
Total shareholders' equity	47,846	45,964	43,988	44,144	42,934	11%
Participating policyholders' equity	77	94	380	132	173	-55%
Non-controlling interests	1,071	1,093	1,119	1,042	982	9%
Total equity	48,994	47,151	45,487	45,318	44,089	11%
Total liabilities and equity	779,914	750,271	747,838	752,225	739,823	5%

CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

(Canadian \$ in millions, unaudited)



	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	Fiscal 2018
Preferred shares						
Balance, beginning of period	3,822	3,822	3,822	3,822	3,577	3,577
Issued	-	-	-	-	250	250
Issuance costs, net of tax	-	-	-	-	(5)	(5)
Balance, end of period	3,822	3,822	3,822	3,822	3,822	3,822
Common shares						
Balance, beginning of period	22,961	23,045	23,031	23,010	22,989	22,989
Repurchased	(116)	(269)	-	-	-	(269)
Issued on exercise of stock options and deferred share units	14	3	14	21	21	59
Issued under Dividend Reinvestment and Share Purchase Plans	193	182	-	-	-	182
Balance, end of period	23,052	22,961	23,045	23,031	23,010	22,961
Contributed surplus						
Balance, beginning of period	265	274	274	275	277	277
Exercise of stock options and deferred share units	(3)	-	(3)	(4)	(3)	(10)
Stock option expense	3	3	3	3	1	10
Acquisition of non-controlling interest	-	(12)	-	-	-	(12)
Balance, end of period	265	265	274	274	275	265
Shareholders' retained earnings						
Balance, beginning of period	12,704	12,862	11,768	10,987	10,083	10,083
Opening adjustment on adoption of IFRS 16	(19)	-	-	-	-	-
Net income attributed to shareholders	2,176	593	1,573	1,262	1,372	4,800
Preferred share dividends	(43)	(43)	(42)	(44)	(39)	(168)
Common share dividends	(489)	(499)	(437)	(437)	(429)	(1,802)
Common shares repurchased	(90)	(209)	-	-	-	(209)
Balance, end of period	14,239	12,704	12,862	11,768	10,987	12,704
Shareholders' accumulated other comprehensive income (loss)						
Balance, beginning of period	6,212	3,985	5,249	4,840	4,087	4,087
Other comprehensive income (loss)						
Remeasurement of pension and other post-employment plans, net of tax expense of \$1	3	(40)	2	(3)	(21)	(62)
Real estate revaluation reserve, net of tax expense of nil	11	-	(1)	-	-	(1)
Available-for-sale ("AFS") securities unrealized gains (losses), net of tax expense of \$252	990	340	(467)	(4)	(325)	(456)
AFS securities realized losses (gains) & impairments (recoveries), net of tax recovery of \$11	(39)	7	(29)	48	(13)	13
Cash flow hedges unrealized gains (losses), net of tax recovery of \$3	(19)	(19)	21	4	(40)	(34)
Cash flow hedges realized (gains) losses, net of tax expense of nil	-	6	4	3	3	16
Unrealized foreign exchange gains (losses), net of \$97 hedges and tax expense of \$14	(691)	1,933	(793)	361	1,149	2,650
Share of other comprehensive income (loss) of associates, net of tax expense of nil	1	-	(1)	-	-	(1)
Balance, end of period	6,468	6,212	3,985	5,249	4,840	6,212
Total shareholders' equity, end of period	47,846	45,964	43,988	44,144	42,934	45,964
Participating policyholders' equity						
Balance, beginning of period	94	380	132	173	221	221
Opening adjustment on adoption of IFRS 16	(3)	-	-	-	-	-
Net income (loss) attributed to participating policyholders	(14)	(287)	249	(40)	(49)	(127)
Other comprehensive income attributed to participating policyholders	-	1	(1)	(1)	1	-
Balance, end of period	77	94	380	132	173	94
Non-controlling interests						
Balance, beginning of period	1,093	1,119	1,042	982	929	929
Net income (loss) attributed to non-controlling interests	73	10	83	67	54	214
Other comprehensive income (loss) attributed to non-controlling interests	2	1	(1)	-	(2)	(2)
Contributions (distributions), net	(97)	(37)	(5)	(7)	1	(48)
Balance, end of period	1,071	1,093	1,119	1,042	982	1,093
Total equity, end of period	48,994	47,151	45,487	45,318	44,089	47,151

CONSOLIDATED STATEMENTS OF CASH FLOWS

(Canadian \$ in millions, unaudited)



	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1	Fiscal 2018
Operating activities							
Net income (loss)	2,235	316	1,905	1,289	1,377	62%	4,887
Adjustments							
Increase (decrease) in insurance contract liabilities	11,407	4,893	(808)	1,389	(2,567)	-	2,907
Increase (decrease) in investment contract liabilities	43	47	(91)	35	44	-2%	35
Decrease (increase) in reinsurance assets	414	(557)	996	475	(21)	-	893
Amortization of premium/discount on invested assets	30	42	57	57	56	-46%	212
Other amortization	155	261	177	170	139	12%	747
Net realized (gains) losses, including impairments on assets	(9,311)	(1,159)	3,104	1,957	4,825	-	8,727
Deferred income tax expense (recovery)	132	228	633	68	1	nm	930
Restructuring charge	-	(44)	-	200	-	-	156
Stock option expense	3	3	3	3	1	200%	10
Cash provided by operating activities before undernoted items	5,108	4,030	5,976	5,643	3,855	33%	19,504
Changes in policy related and operating receivables and payables	(1,197)	706	(333)	(682)	(7)	nm	(316)
Cash provided by (used in) operating activities	3,911	4,736	5,643	4,961	3,848	2%	19,188
Investing activities							
Purchases and mortgage advances	(19,525)	(23,706)	(25,635)	(28,221)	(23,610)	17%	(101,172)
Disposals and repayments	15,925	21,036	17,698	23,485	19,892	-20%	82,111
Changes in investment broker net receivables and payables	130	(1,094)	872	115	(21)	-	(128)
Net cash decrease from sale and purchase of subsidiaries and businesses	253	187	-	-	-	-	187
Cash provided by (used in) investing activities	(3,217)	(3,577)	(7,065)	(4,621)	(3,739)	14%	(19,002)
Financing activities							
Increase (decrease) in repurchase agreements and securities sold but not yet purchased	203	(714)	477	(89)	137	48%	(189)
Issue of long-term debt, net	-	-	-	-	-	-	-
Redemption of long-term debt, net	-	-	-	(400)	-	-	(400)
Issue (redemption) of capital instruments, net	(500)	(250)	-	597	(200)	-150%	147
Secured borrowings from securitization transactions	-	250	-	-	-	-	250
Changes in deposits from bank clients, net	308	560	(36)	126	840	-63%	1,490
Lease payments	(27)	-	-	-	-	-	-
Shareholder dividends paid in cash	(339)	(360)	(479)	(481)	(468)	28%	(1,788)
NCI dividends paid in cash	-	-	-	(2)	-	-	(2)
Contributions from (distributions to) non-controlling interest, net	-	(49)	(5)	(5)	1	-100%	(58)
Common shares repurchased	(206)	(478)	-	-	-	-	(478)
Common shares issued, net	14	3	14	21	21	-33%	59
Preferred shares issued, net	-	-	-	-	245	-100%	245
Cash provided by (used in) financing activities	(547)	(1,038)	(29)	(233)	576	-	(724)
Cash and short-term securities							
Increase (decrease) during the period	147	121	(1,451)	107	685	-79%	(538)
Effect of foreign exchange rate changes on cash and short-term securities	(206)	572	(236)	141	345	-	822
Balance, beginning of period	15,382	14,689	16,376	16,128	15,098	2%	15,098
Balance, end of period	15,323	15,382	14,689	16,376	16,128	-5%	15,382
Cash and short-term securities							
Beginning of period							
Gross cash and short-term securities	16,215	15,642	17,230	16,128	15,965	2%	15,965
Net payments in transit, included in other liabilities	(833)	(953)	(854)	-	(867)	-4%	(867)
Net cash and short-term securities, beginning of period	15,382	14,689	16,376	16,128	15,098	2%	15,098
End of period							
Gross cash and short-term securities	16,097	16,215	15,642	17,230	17,020	-5%	16,215
Net payments in transit, included in other liabilities	(774)	(833)	(953)	(854)	(892)	-13%	(833)
Net cash and short-term securities, end of period	15,323	15,382	14,689	16,376	16,128	-5%	15,382

ASIA

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



2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1	Fiscal 2018
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Statements of Income ¹

	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1	Fiscal 2018
Revenue							
Premium income							
Gross premiums	4,034	3,608	3,712	3,472	3,691	9%	14,483
Premiums ceded to reinsurers	(146)	(120)	(116)	(128)	(143)	-2%	(507)
Investment income	424	423	496	486	412	3%	1,817
Other revenue	248	230	241	321	208	19%	1,000
Subtotal revenue	4,560	4,141	4,333	4,151	4,168	9%	16,793
Realized/ unrealized gains on invested assets supporting insurance and investment contract liabilities ²	2,024	(129)	(388)	(323)	(759)	-	(1,599)
Total revenue	6,584	4,012	3,945	3,828	3,409	93%	15,194
Contract benefits and expenses							
To contract holders and beneficiaries							
Gross benefits and claims paid and change in insurance contract liabilities ²	4,997	2,965	2,615	2,611	2,171	130%	10,362
Ceded benefits and expenses and change in reinsurance assets	(114)	(76)	(221)	(69)	(89)	-28%	(455)
Change in investment contract liabilities	(2)	1	6	-	(6)	67%	1
General expenses	394	436	417	403	381	3%	1,637
Investment expenses	36	29	33	26	30	20%	118
Commissions	527	495	491	434	458	15%	1,878
Other	49	45	44	42	42	17%	173
Total contract benefits and expenses	5,887	3,895	3,385	3,447	2,987	97%	13,714
Income (loss) before income taxes	697	117	560	381	422	65%	1,480
Income tax (expense) recovery	(88)	(16)	(113)	(76)	(73)	-21%	(278)
Net income (loss)	609	101	447	305	349	74%	1,202
Less net income (loss) attributed to non-controlling interests	55	4	63	50	44	25%	161
Less net income (loss) attributed to participating policyholders	32	(143)	(50)	(29)	(54)	-	(276)
Net income (loss) attributed to shareholders	522	240	434	284	359	45%	1,317
Net income (loss) attributed to shareholders CER	522	248	435	285	357	46%	1,325

¹ 2018 earnings reflects a restatement of 2018 earnings on assets backing capital allocated to each segment from the Corporate and Other segment to align with the methodology used in 2019.

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.

ASIA (CONT'D)

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



	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1 AER ¹	2019 Q1 vs. 2018 Q1 CER ²	Fiscal 2018
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Earnings Analysis ³

Hong Kong	169	159	144	139	145	17%	17%	587
Japan	136	120	126	96	106	28%	31%	448
Asia Other	118	103	118	111	122	-3%	1%	454
Regional Office	(32)	(32)	(36)	(27)	(31)	-3%	-3%	(126)
Total Core earnings (loss)	391	350	352	319	342	14%	17%	1,363
Total Core earnings CER	391	356	356	314	335		17%	1,361
Items excluded from core earnings								
Investment-related experience outside of core earnings	87	75	71	35	38			219
Direct impact of equity markets and interest rates and variable annuity guarantee liabilities	44	(185)	(13)	(68)	(21)			(287)
Change in actuarial methods and assumptions	-	-	21	-	-			21
Reinsurance transactions and Other	-	-	3	(2)	-			1
Net income (loss) attributed to shareholders	522	240	434	284	359	45%	46%	1,317

Source of Earnings - Core ^{3, 4}

Expected profit from in-force business	204	198	196	197	192	6%	8%	783
Impact of new business	177	177	184	140	150	18%	21%	651
Experience gains (losses)	15	(30)	(20)	(13)	-	-	-	(63)
Management actions and changes in assumptions	-	-	-	(3)	-	-	-	(3)
Earnings on surplus funds	41	38	37	39	38	8%	9%	152
Other ⁵	21	21	34	40	33	-36%	-34%	128
Core earnings before income taxes	458	404	431	400	413	11%	14%	1,648
Income tax (expense) recovery	(67)	(54)	(79)	(81)	(71)	6%	3%	(285)
Total Core earnings	391	350	352	319	342	14%	17%	1,363

¹ AER percentage changes are calculated using actual exchange rates.

² CER percentage changes are calculated on a constant exchange rate basis.

³ 2018 earnings reflects a restatement of 2018 earnings on assets backing capital allocated to each segment from the Corporate and Other segment to align with the methodology used in 2019.

⁴ The 'Source of Earnings - Core' lines excludes the portion related to non-controlling interest.

⁵ Includes tax items related to minority interest and release of premium income tax allowables. These balances are offset in the Income tax (expense) recovery line.

ASIA (CONT'D)

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



	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1 AER	2019 Q1 vs. 2018 Q1 CER	Fiscal 2018
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Annualized Premium Equivalents Sales

Hong Kong	165	186	170	142	149	11%	11%	647
Japan	409	295	303	232	257	59%	62%	1,087
Asia Other	431	306	345	337	372	16%	20%	1,360
Total Annualized premium equivalents sales	1,005	787	818	711	778	29%	32%	3,094
Total Annualized premium equivalents sales CER	1,005	800	826	701	760		32%	3,087

Insurance Sales

Hong Kong	148	161	137	111	111	33%	33%	520
Japan	319	195	205	127	150	113%	117%	677
Asia Other	418	295	325	314	343	22%	27%	1,277
Total Insurance sales	885	651	667	552	604	47%	50%	2,474
Total Insurance sales CER	885	661	673	543	589		50%	2,466

Annuities Sales

Hong Kong	168	257	331	308	381	-56%	-56%	1,277
Japan	466	566	575	613	590	-21%	-20%	2,344
Asia Other	124	106	187	240	288	-57%	-56%	821
Total Annuities sales	758	929	1,093	1,161	1,259	-40%	-39%	4,442
Total Annuities sales CER	758	945	1,103	1,153	1,241		-39%	4,442

New Business Value (NBV)

Hong Kong	98	127	110	89	92	7%	7%	418
Japan	115	91	84	79	75	55%	57%	329
Asia Other	96	86	99	90	90	6%	10%	365
Total NBV	309	304	293	258	257	20%	23%	1,112
Total NBV CER	309	308	294	256	252		23%	1,110

New Business Value (NBV) Margin ¹

Hong Kong	59.5%	68.0%	64.6%	62.9%	61.8%
Japan	28.2%	31.0%	27.7%	34.2%	29.0%
Asia Other	27.6%	31.2%	32.0%	30.5%	29.1%
Total NBV margin	33.6%	40.2%	37.4%	38.6%	35.9%
Total NBV margin CER	33.6%	40.1%	37.3%	38.6%	35.9%

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

ASIA (CONT'D)

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



	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1 AER	2019 Q1 vs. 2018 Q1 CER	Fiscal 2018
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Premiums and Deposits

Premiums and investment contract deposits	3,891	3,482	3,598	3,344	3,550	10%		13,974
Segregated fund and other deposits	579	652	785	773	910	-36%		3,120
Total Premiums and deposits	4,470	4,134	4,383	4,117	4,460	0%	2%	17,094
Total Premiums and deposits CER	4,470	4,177	4,403	4,066	4,369		2%	17,015

Premiums and Deposits by Business Units

Hong Kong	1,110	1,305	1,242	1,160	1,204	-8%	-8%	4,911
Japan	1,789	1,481	1,594	1,492	1,723	4%	7%	6,290
Asia Other	1,571	1,348	1,547	1,465	1,533	2%	6%	5,893
Total Premiums and deposits	4,470	4,134	4,383	4,117	4,460	0%	2%	17,094

Total Weighted Premium Income (TWPI)

Hong Kong	828	936	848	825	782	6%	6%	3,391
Japan	1,496	1,090	1,197	1,063	1,334	12%	14%	4,684
Asia Other	1,203	1,015	976	963	976	23%	28%	3,930
TWPI	3,527	3,041	3,021	2,851	3,092	14%	16%	12,005
TWPI CER	3,527	3,089	3,048	2,816	3,031		16%	11,984

Assets Under Management ¹

General fund	67,857	65,075	62,150	61,275	60,578	12%		65,075
Segregated funds	15,182	14,176	14,828	14,644	15,034	1%		14,176
Total Assets under management	83,039	79,251	76,978	75,919	75,612	10%	13%	79,251
Total Assets under management CER	83,039	79,242	77,772	75,759	73,749		13%	79,242

¹ 2018 AUM and earnings on assets backing capital allocated to each segment from the Corporate and Other segment have been restated to align with the capital allocation methodology used in 2019.

Number of Agents

Hong Kong	8,696	8,817	7,936	7,637	7,633	14%		8,817
Japan	2,107	2,107	2,150	2,196	2,272	-7%		2,107
Asia Other	70,332	68,644	67,443	62,172	58,455	20%		68,644
Total Number of agents	81,135	79,568	77,529	72,005	68,360	19%		79,568

Canadian \$ in millions - Key Metrics ¹

Core earnings	520	463	461	411	431	21%	17%	1,766
Items excluded from core earnings	175	(145)	105	(43)	21	733%		(62)
Net income (loss) attributed to shareholders	695	318	566	368	452	54%	46%	1,704
Annualized Premium Equivalents Sales	1,336	1,040	1,070	918	984	36%	32%	4,012
Insurance Sales	1,177	861	871	713	764	54%	50%	3,209
Annuities Sales	1,007	1,227	1,428	1,499	1,592	-37%	-39%	5,746
New Business Value (NBV)	411	402	382	334	325	26%	23%	1,443
Premiums and Deposits	5,942	5,462	5,727	5,316	5,640	5%	2%	22,145
Assets Under Management	110,999	108,109	99,679	99,977	97,497	14%	13%	108,109

CANADA

(Canadian \$ millions, unaudited)


Manulife
**2019
Q1**
**2018
Q4**
**2018
Q3**
**2018
Q2**
**2018
Q1**
**2019 Q1
vs.
2018 Q1**
**Fiscal
2018**
Statements of Income ¹

	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1	Fiscal 2018
Revenue							
Premium income							
Gross premiums	2,599	2,677	2,587	3,143	2,567	1%	10,974
Premiums ceded to reinsurers	(379)	(394)	(377)	(362)	(414)	8%	(1,547)
Investment income	1,258	920	1,054	1,088	1,057	19%	4,119
Other revenue	288	343	379	362	362	-20%	1,446
Subtotal revenue	3,766	3,546	3,643	4,231	3,572	5%	14,992
Realized/ unrealized gains on invested assets supporting insurance and investment contract liabilities ²	3,324	284	(1,546)	256	(388)	-	(1,394)
Total revenue	7,090	3,830	2,097	4,487	3,184	123%	13,598
Contract benefits and expenses							
To contract holders and beneficiaries							
Gross benefits and claims paid and change in insurance contract liabilities ²	5,681	3,189	1,131	3,269	2,052	177%	9,641
Ceded benefits and expenses and change in reinsurance assets	(252)	(174)	(396)	(233)	(316)	20%	(1,119)
Change in investment contract liabilities	10	9	10	9	12	-17%	40
General expenses	330	356	334	325	337	-2%	1,352
Investment expenses	80	87	80	86	89	-10%	342
Commissions	294	319	298	274	267	10%	1,158
Other	175	188	156	174	140	25%	658
Total contract benefits and expenses	6,318	3,974	1,613	3,904	2,581	145%	12,072
Income (loss) before income taxes	772	(144)	484	583	603	28%	1,526
Income tax (expense) recovery	(78)	(28)	(68)	(83)	(132)	41%	(311)
Net income (loss)	694	(172)	416	500	471	47%	1,215
Less: net income (loss) attributed to participating policyholders	(57)	(98)	314	(2)	19	-	233
Net income (loss) attributed to shareholders	751	(74)	102	502	452	66%	982

¹ 2018 earnings reflects a restatement of 2018 earnings on assets backing capital allocated to each segment from the Corporate and Other segment to align with the methodology used in 2019.

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.

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



2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1	Fiscal 2018
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Earnings Analysis ¹

Insurance	185	210	241	278	161	15%	890
Annuities	58	65	69	90	85	-32%	309
Manulife Bank	40	30	34	27	37	8%	128
Total core earnings (loss)	283	305	344	395	283	0%	1,327
Items excluded from core earnings							
Investment-related experience outside of core earnings	453	(143)	155	83	145		240
Direct impact of equity markets and interest rates and variable annuity guarantee liabilities ²	11	(234)	(26)	13	(60)		(307)
Change in actuarial methods and assumptions	-	-	(370)	-	-		(370)
Charge related to decision to change asset mix in legacy business	-	-	-	-	-		-
Charge related to U.S. Tax Reform	-	-	(2)	-	-		(2)
Reinsurance transactions and Other	4	(2)	1	11	84		94
Net income (loss) attributed to shareholders	751	(74)	102	502	452	66%	982

¹ 2018 earnings reflects a restatement of 2018 earnings on assets backing capital allocated to each segment from the Corporate and Other segment to align with the methodology used in 2019.

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

Source of Earnings - Core ¹

Expected profit from in-force business	241	249	273	242	251	-4%	1,015
Impact of new business	10	14	5	10	(2)	-	27
Experience gains (losses)	(14)	2	35	72	(23)	39%	86
Management actions and changes in assumptions	-	-	-	-	-	-	-
Earnings on surplus funds	86	94	94	93	94	-9%	375
Other	-	(4)	-	12	7	-100%	15
Insurance	323	355	407	429	327	-1%	1,518
Manulife Bank	55	41	45	38	49	12%	173
Core Earnings before income taxes	378	396	452	467	376	1%	1,691
Income tax (expense) recovery	(95)	(91)	(108)	(72)	(93)	-2%	(364)
Total Core Earnings	283	305	344	395	283	0%	1,327

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



2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1	Fiscal 2018
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Annualized Premium Equivalents Sales

Individual Insurance	78	94	78	63	54	44%	289
Group Insurance	127	133	78	82	163	-22%	456
Annuities	56	50	54	53	73	-23%	230
Total Sales	261	277	210	198	290	-10%	975

Annuities Sales ¹

Retail segregated fund products ²	531	474	506	485	696	-24%	2,161
Fixed Products	25	26	31	41	38	-34%	136
Total Annuities Sales	556	500	537	526	734	-24%	2,297

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

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

Premiums and Deposits

Net premiums ³ and investment contract deposits	2,353	2,414	2,340	2,911	2,285	3%	9,950
Segregated fund deposits	531	475	507	486	697	-24%	2,165
ASO premium equivalents	821	836	790	848	821	0%	3,295
Total premiums and deposits	3,705	3,725	3,637	4,245	3,803	-3%	15,410

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

Premiums and Deposits by Business

Individual Insurance	883	968	884	897	817	8%	3,566
Group Insurance	2,266	2,257	2,214	2,820	2,252	1%	9,543
Annuities	556	500	539	528	734	-24%	2,301
Total premiums and deposits	3,705	3,725	3,637	4,245	3,803	-3%	15,410

Assets Under Management ⁴

General funds, excluding Manulife Bank net lending assets	89,493	86,981	86,554	87,913	86,784	3%	86,981
Manulife Bank net lending assets	21,791	21,626	21,407	21,197	20,735	5%	21,626
Segregated funds	35,302	33,306	36,289	35,900	35,916	-2%	33,306
Total assets under management	146,586	141,913	144,250	145,010	143,435	2%	141,913

⁴ 2018 AUM reflects a restatement of 2018 assets backing capital allocated to each segment from the Corporate and Other segment to align with the methodology used in 2019.

Manulife Bank Average Net Lending Assets	21,709	21,517	21,302	20,966	20,581	5%	21,027
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U.S.

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



2019	2018	2018	2018	2018	2018	2019 Q1	Fiscal
Q1	Q4	Q3	Q2	Q1	2018 Q1	vs.	2018
						2018 Q1	

Statements of Income ¹

	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1	Fiscal 2018
Revenue							
Premium income							
Gross premiums	1,660	1,914	1,844	1,692	1,751	-5%	7,201
Premiums ceded to reinsurers ²	(982)	(5,765)	(3,246)	(431)	(436)	-125%	(9,878)
Investment income	1,261	1,475	1,327	1,495	1,327	-5%	5,624
Other revenue	490	281	501	688	496	-1%	1,966
Subtotal revenue	2,429	(2,095)	426	3,444	3,138	-23%	4,913
Realized/ unrealized gains (losses) on invested assets supporting insurance and investment contract liabilities ³	2,189	737	(882)	(1,146)	(3,132)	-	(4,423)
Total revenue	4,618	(1,358)	(456)	2,298	6	nm	490
Contract benefits and expenses							
To contract holders and beneficiaries							
Gross benefits and claims paid and change in insurance contract liabilities ³	4,699	4,019	950	1,483	(559)	-	5,893
Ceded benefits and expenses and change in reinsurance assets ⁴	(1,028)	(6,616)	(2,390)	(417)	(638)	-61%	(10,061)
Change in investment contract liabilities	9	11	(95)	18	5	80%	(61)
General expenses	209	306	229	244	272	-23%	1,051
Investment expenses	77	139	79	79	72	7%	369
Commissions	208	250	299	259	296	-30%	1,104
Other	34	42	40	45	36	-6%	163
Total contract benefits and expenses	4,208	(1,849)	(888)	1,711	(516)	-	(1,542)
Income (loss) before income taxes	410	491	432	587	522	-21%	2,032
Income tax (expense) recovery	(78)	(102)	50	(107)	(105)	26%	(264)
Net income (loss) attributed to shareholders	332	389	482	480	417	-20%	1,768

¹ 2018 earnings reflects a restatement of 2018 earnings on assets backing capital allocated to each segment from the Corporate and Other segment to align with the methodology used in 2019.

² Includes the US\$5.3 billion impact of the Group Pay-out Annuity transaction in Q4 2018, the US\$2.8 billion impact of the Individual Pay-out Annuity transaction in Q3 2018, and the US\$0.5 billion JHNY portion of both transactions in Q1 2019.

³ 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.

⁴ Includes the US\$5.7 billion impact of the Group Pay-out Annuity transaction in Q4 2018, the US\$2.8 billion impact of the Individual Pay-out Annuity transaction in Q3 2018, and the US\$0.6 billion JHNY portion of both transactions in Q1 2019.

U.S. (CONT'D)

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



	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1	Fiscal 2018
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Earnings Analysis ¹

U.S. Insurance	255	246	235	223	194	31%	898
U.S. Annuities	102	99	122	122	139	-27%	482
Total core earnings (loss)	357	345	357	345	333	7%	1,380
Items excluded from core earnings							
Investment-related experience outside of core earnings	(107)	11	124	(45)	(80)		10
Direct impact of equity markets and interest rates and variable annuity guarantee liabilities	45	(72)	(156)	207	212		191
Change in actuarial methods and assumptions	-	-	219	-	-		219
Charge related to decision to change portfolio asset mix supporting our legacy businesses	-	-	-	-	-		-
Charge related to U.S. Tax Reform	-	-	(5)	-	-		(5)
Reinsurance transactions and other	37	105	(57)	(27)	(48)		(27)
Total net income (loss) attributed to shareholders	332	389	482	480	417	-20%	1,768

¹ 2018 earnings reflects a restatement of 2018 earnings on assets backing capital allocated to each segment from the Corporate and Other segment to align with the methodology used in 2019.

Source of Earnings - Core ¹

Expected profit from in-force business	329	319	352	350	339	-3%	1,360
Impact of new business	24	22	23	3	(14)	-	34
Experience gains (losses)	(17)	6	(28)	(22)	29	-	(15)
Management actions and changes in assumptions	-	-	-	-	-	-	-
Earnings on surplus funds	91	90	90	92	89	2%	361
Other	11	(14)	-	(3)	(23)	-	(40)
Core Earnings before income taxes	438	423	437	420	420	4%	1,700
Income tax (expense) recovery	(81)	(78)	(80)	(75)	(87)	7%	(320)
Total Core Earnings	357	345	357	345	333	7%	1,380

U.S. (CONT'D)

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

**Manulife****2019
Q1****2018
Q4****2018
Q3****2018
Q2****2018
Q1****2019 Q1
vs.
2018 Q1****Fiscal
2018****Annualized Premium Equivalents Sales**

JH Life	108	115	122	99	90	20%	426
Total Sales	108	115	122	99	90	20%	426

Premiums and Deposits

Premiums and investment contract deposits ¹	678	(3,851)	(1,403)	1,262	1,315	-48%	(2,677)
Segregated fund deposits	370	504	418	408	394	-6%	1,724
Total premiums and deposits	1,048	(3,347)	(985)	1,670	1,709	-39%	(953)

Premiums and Deposits

JH Life	869	1,037	1,022	893	937	-7%	3,889
JH Long-Term Care	547	576	564	555	552	-1%	2,247
JH Annuities ¹	(368)	(4,960)	(2,571)	222	220	-	(7,089)
Total premiums and deposits	1,048	(3,347)	(985)	1,670	1,709	-39%	(953)

Assets Under Management ²

General fund ¹	110,681	110,520	114,389	116,609	116,830	-5%	110,520
Segregated funds	57,164	53,420	60,031	59,571	60,205	-5%	53,420
Total assets under management	167,845	163,940	174,420	176,180	177,035	-5%	163,940

Canadian \$ in millions - Key Metrics ²

Core earnings	475	454	467	446	422	13%	1,789
Items excluded from core earnings	(34)	59	163	174	106	-	502
Net income (loss) attributed to shareholders	441	513	630	620	528	-16%	2,291
Annualized Premium Equivalents Sales	143	152	159	129	113	27%	553
Total premiums and deposits ¹	1,393	(4,420)	(1,286)	2,156	2,160	-36%	(1,390)
Total assets under management ¹	224,290	223,646	225,787	231,997	228,270	-2%	223,646

¹ Includes the US\$5.3 billion impact of the Group Pay-out Annuity transaction in Q4 2018, the US\$2.8 billion impact of the Individual Pay-out Annuity transaction in Q3 2018, and the US\$0.5 billion JHNY portion of both transactions in Q1 2019.

² 2018 AUM and earnings on assets backing capital allocated to each segment from the Corporate and Other segment have been restated to align with the methodology used in 2019.

GLOBAL WEALTH AND ASSET MANAGEMENT

(Canadian \$ in millions, unaudited)



	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1 AER ¹	2019 Q1 vs. 2018 Q1 CER ²	Fiscal 2018
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Shareholders' Income Statement

Revenue								
Fee income	1,311	1,371	1,396	1,361	1,344	-2%		5,472
Investment income	23	-	(10)	(2)	3	667%		(9)
Total revenue	1,334	1,371	1,386	1,359	1,347	-1%		5,463
Expenses								
General, administrative and investment expenses	778	839	788	796	783	-1%		3,206
Commissions	289	285	299	300	311	-7%		1,195
Total expenses	1,067	1,124	1,087	1,096	1,094	-2%		4,401
Income before income taxes	267	247	299	263	253	6%		1,062
Income tax (expense) recovery	(34)	(29)	(19)	(30)	(30)	-13%		(108)
Net income attributed to shareholders	233	218	280	233	223	4%	1%	954
Net income attributed to shareholders CER	233	219	285	237	231		1%	972

Earnings (loss) Analysis

Core earnings								
Asia	67	53	64	69	71	-6%	-9%	257
Canada	70	63	73	71	59	19%	19%	266
U.S.	96	115	151	99	97	-1%	-5%	462
Core earnings	233	231	288	239	227	3%	-1%	985
Core earnings CER	233	233	292	244	235		-1%	1,004
Items excluded from core earnings								
Impact related to U.S. Tax Reform	-	-	(2)	-	-	-		(2)
Other	-	(13)	(6)	(6)	(4)	100%		(29)
Net income attributed to shareholders	233	218	280	233	223	4%	1%	954

Core EBITDA by Geographic Source³

Asia	83	67	80	88	93	-11%	-13%	328
Canada	120	105	119	117	106	13%	13%	447
U.S.	163	190	206	165	161	1%	-4%	722
Core EBITDA	366	362	405	370	360	2%	-2%	1,497
Core EBITDA CER	366	364	411	377	373		-2%	1,525
Amortization of deferred acquisition costs and other Depreciation	76	77	76	75	73	4%		301
Amortization of deferred sales commissions	23	22	23	24	29	-21%		98
Total depreciation and amortization	99	99	99	99	102	-3%		399
Core earnings before income taxes	267	263	306	271	258	3%		1,098
Core income tax (expense) recovery	(34)	(32)	(18)	(32)	(31)	-10%		(113)
Core Earnings	233	231	288	239	227	3%	-1%	985

Core EBITDA Margin⁴

	27.4%	26.4%	29.2%	27.2%	26.7%	70 bps		27.4%
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Deferred Acquisition Costs and Deferred Sales Commissions by Geographic Source

Asia	417	415	384	380	363	15%		415
Canada	250	251	249	250	249	0%		251
U.S.	1,799	1,842	1,740	1,771	1,735	4%		1,842
Total deferred acquisition costs and deferred sales commissions	2,466	2,508	2,373	2,401	2,347	5%		2,508

¹ AER percentage changes are calculated using actual exchange rates.

² CER percentage changes are calculated on a constant exchange rate basis.

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

⁴ Core EBITDA margin is Core EBITDA divided by total revenue.

GLOBAL WEALTH AND ASSET MANAGEMENT (CONT'D)

(Canadian \$ in millions, unaudited)



	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1 AER	2019 Q1 vs. 2018 Q1 CER	Fiscal 2018
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Assets Under Management and Administration by Geographic Source

Asia	157,136	150,178	141,988	145,224	143,700	9%	7%	150,178
Canada	216,785	200,425	212,139	212,722	208,192	4%	4%	200,425
U.S. and other	463,237	439,750	471,569	469,264	460,166	1%	-3%	439,750
Total WAM-managed Assets under management and administration	837,158	790,353	825,696	827,210	812,058	3%	1%	790,353
Less: Assets managed on behalf of other segments ¹	(189,015)	(181,594)	(181,740)	(187,323)	(185,219)	-2%		(181,594)
Assets under management and administration	648,143	608,759	643,956	639,887	626,839	3%	1%	608,759
Assets under management and administration CER	648,143	599,603	659,928	646,728	641,791		1%	599,603

Asia	81,880	77,877	76,567	76,031	75,569	8%	7%	77,877
Canada	174,964	160,613	169,610	170,649	166,761	5%	5%	160,613
U.S. and other	391,299	370,269	397,779	393,207	384,509	2%	-2%	370,269
Assets under management and administration	648,143	608,759	643,956	639,887	626,839	3%	1%	608,759

Assets under administration ²	134,201	124,449	130,091	127,058	126,271	6%	3%	124,449
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Assets Under Management and Administration by Business Line

Retirement	336,522	311,706	326,783	321,733	316,149	6%	4%	311,706
Retail	210,869	198,194	222,341	221,781	216,502	-3%	-5%	198,194
Institutional Asset Management ³	100,752	98,859	94,832	96,373	94,188	7%	6%	98,859
Assets under management and administration	648,143	608,759	643,956	639,887	626,839	3%	1%	608,759

Changes in Assets Under Management and Administration

Beginning balance	608,759	643,956	639,887	626,839	609,002	0%		609,002
Assets acquired	-	-	1,306	-	-	-		1,306
Gross flows	27,873	26,306	27,128	29,102	36,466	-24%		119,002
Manulife Securities non-proprietary product net flows	512	223	(322)	266	315	63%		482
Exchange traded fund net flows ⁴	268	209	197	211	116	131%		733
Redemptions	(29,976)	(35,692)	(26,555)	(29,487)	(26,920)	-11%		(118,654)
Investment income (loss) and other	40,707	(26,243)	2,315	12,956	7,860	418%		(3,112)
Ending balance	648,143	608,759	643,956	639,887	626,839	3%	1%	608,759

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

² Reflects WAM-sourced assets under administration included in Assets under management and administration.

³ Includes the third party institutional business of Manulife Asset Management ("MAM"); includes derivative notional associated with the Company's liability driven investment product ("LDI"); and excludes assets managed on behalf of the Insurance businesses and the General Fund.

⁴ Excludes ETF assets that are managed on behalf of insurance businesses.

GLOBAL WEALTH AND ASSET MANAGEMENT (CONT'D)

(Canadian \$ in millions, unaudited)



	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1 AER	2019 Q1 vs. 2018 Q1 CER	Fiscal 2018
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Net Flows by Geographic Source

Asia	614	1,078	1,008	1,612	2,008	-69%	-71%	5,706
Canada	2,052	(666)	(1,491)	694	3,461	-41%	-41%	1,998
U.S. and other	(3,989)	(9,366)	931	(2,214)	4,508	-	-	(6,141)
Total Net flows	(1,323)	(8,954)	448	92	9,977	-	-	1,563
Total Net flows CER	(1,323)	(9,027)	489	61	10,296			1,819

Net Flows by Business Line

Retirement	1,837	(541)	1,375	(3,754)	1,453	26%	22%	(1,467)
Retail	(2,245)	(10,108)	(1,253)	2,049	3,256	-	-	(6,056)
Institutional Asset Management ¹	(915)	1,695	326	1,797	5,268	-	-	9,086
Total Net flows	(1,323)	(8,954)	448	92	9,977	-	-	1,563

Gross Flows by Geographic Source

Asia	4,611	5,255	5,155	5,809	7,434	-38%	-39%	23,653
Canada	6,349	4,918	4,712	5,472	8,024	-21%	-21%	23,126
U.S. and other	16,913	16,133	17,261	17,821	21,008	-19%	-23%	72,223
Total Gross flows	27,873	26,306	27,128	29,102	36,466	-24%	-26%	119,002
Total Gross flows CER	27,873	26,489	27,565	29,625	37,681		-26%	121,360

Gross Flows by Business Line

Retirement	12,874	10,970	11,622	10,808	11,820	9%	5%	45,220
Retail	13,001	10,378	11,940	13,735	17,424	-25%	-28%	53,477
Institutional Asset Management ¹	1,998	4,958	3,566	4,559	7,222	-72%	-73%	20,305
Total Gross flows	27,873	26,306	27,128	29,102	36,466	-24%	-26%	119,002

¹ Includes the third party institutional business of Manulife Asset Management ("MAM"); includes derivative notional associated with the Company's liability driven investment product ("LDI"); and excludes assets managed on behalf of the Insurance businesses and the General Fund.

CORPORATE AND OTHER

(Canadian \$ in millions, unaudited)



	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1	Fiscal 2018
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Statements of Income ¹

	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1	Fiscal 2018
Revenue							
Gross investment income before items below	355	268	252	277	243	46%	1,040
Gains (losses) on AFS equities and seed capital	111	(74)	108	64	80	39%	178
Gains (losses) on AFS bonds and related derivative positions	57	(83)	(50)	(130)	(93)	-	(356)
Gains (losses) on macro hedges	(42)	27	(1)	(1)	(3)	nm	22
Interest on surplus funds allocated to reporting segments	(265)	(267)	(265)	(265)	(261)	-2%	(1,058)
Other revenue	(16)	(102)	(71)	(62)	(95)	83%	(330)
Total revenue, net	200	(231)	(27)	(117)	(129)	-	(504)
Contract benefits and expenses							
General expenses	133	268	132	372	131	2%	903
Investment expenses, net	(33)	(52)	(59)	(30)	(40)	18%	(181)
Changes in actuarial methods and assumptions	-	-	-	-	-	-	-
Other	120	135	114	130	142	-15%	521
Total contract benefits and expenses	220	351	187	472	233	-6%	1,243
Income (loss) before income taxes	(20)	(582)	(214)	(589)	(362)	94%	(1,747)
Income tax (expense) recovery	45	168	158	103	51	-12%	480
Net income (loss)	25	(414)	(56)	(486)	(311)	-	(1,267)
Less net income (loss) attributed to non-controlling interest	(1)	4	2	2	(2)	50%	6
Net income (loss) attributed to shareholders - Corporate and Investments	26	(418)	(58)	(488)	(309)	-	(1,273)
Net income attributed to shareholders' for Reinsurance business	30	36	53	27	26	15%	142
Net income (loss) attributed to shareholders	56	(382)	(5)	(461)	(283)	-	(1,131)

Earnings Analysis ¹

	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1	Fiscal 2018
Core earnings							
Corporate and other excluding core investment gains	(63)	(216)	(121)	(164)	(156)	60%	(657)
Core investment gains	100	100	100	104	96	4%	400
Total core earnings (loss)	37	(116)	(21)	(60)	(60)	-	(257)
Items excluded from core loss							
Investment-related experience outside of core earnings	(99)	(101)	(96)	(52)	(92)	-8%	(341)
Direct impact of equity markets and interest rates	118	(102)	(29)	(149)	(131)	-	(411)
Change in actuarial methods and assumptions (excl. URR changes)	-	-	6	-	-	-	6
Impact related to U.S. Tax Reform	-	-	135	-	-	-	135
Restructuring charge	-	(63)	-	(200)	-	-	(263)
Other	-	-	-	-	-	-	-
Net income (loss) attributed to shareholders	56	(382)	(5)	(461)	(283)	-	(1,131)

Premiums and Deposits

	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1	Fiscal 2018
Premiums - Reinsurance business	24	27	24	24	23	4%	98
Total premiums and deposits	24	27	24	24	23	4%	98

Assets Under Management ^{1, 2}

	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2019 Q1 vs. 2018 Q1	Fiscal 2018
General fund - Corporate and Investments	3,720	115	2,854	541	1,107	236%	115
General fund - Reinsurance	895	1,098	1,046	1,055	1,015	-12%	1,098
Segregated funds - elimination of amounts held by the Company	(121)	(118)	(112)	(113)	(116)	-4%	(118)
Total assets under management	4,494	1,095	3,788	1,483	2,006	124%	1,095

¹ 2018 earnings and AUM reflects a restatement of 2018 earnings on assets backing capital allocated to each segment from the Corporate and Other segment to align with the methodology used in 2019.

² Includes consolidation entries relating to net derivative assets reclassified from invested assets to other lines on the balance sheet.



Manulife

Asset Information

INVESTED ASSETS - PORTFOLIO COMPOSITION

(Canadian \$ in millions, unaudited)



	As at Q1 2019	%		As at Q4 2018	%		As at Q3 2018	%		As at Q2 2018	%		As at Q1 2018	%	
Carrying value															
Cash and short-term securities	16,097	4.5	%	16,215	4.6	%	15,642	4.5	%	17,230	4.9	%	17,020	5.0	%
Debt securities															
Government															
Canadian government & agency	23,396	6.5	%	23,787	6.7	%	23,077	6.7	%	24,246	7.0	%	23,592	6.9	%
US government & agency	25,488	7.1	%	25,924	7.3	%	23,992	7.0	%	22,767	6.5	%	23,469	6.9	%
Foreign governments & agency	20,887	5.8	%	20,260	5.7	%	18,915	5.5	%	20,386	5.8	%	20,652	6.0	%
Corporate	115,491	32.1	%	112,670	31.9	%	108,443	31.5	%	110,298	31.6	%	107,226	31.3	%
Securitized															
CMBS	1,456	0.4	%	1,472	0.5	%	1,423	0.4	%	1,288	0.4	%	1,316	0.4	%
RMBS	14	0.0	%	15	0.0	%	18	0.0	%	38	0.0	%	49	0.0	%
ABS	1,754	0.5	%	1,466	0.4	%	1,517	0.4	%	1,798	0.5	%	1,894	0.5	%
Total debt securities	188,486	52.4	%	185,594	52.5	%	177,385	51.5	%	180,821	51.8	%	178,198	52.0	%
Private placement debt	36,390	10.1	%	35,754	10.1	%	35,236	10.2	%	34,701	9.9	%	33,373	9.7	%
Mortgages															
Commercial															
Retail	8,635	2.4	%	8,377	2.4	%	8,382	2.5	%	8,289	2.4	%	8,100	2.4	%
Office	8,737	2.5	%	8,706	2.5	%	8,517	2.5	%	8,400	2.4	%	8,059	2.4	%
Multi family residential	5,210	1.5	%	5,323	1.5	%	5,319	1.5	%	4,928	1.4	%	4,559	1.3	%
Industrial	2,674	0.7	%	2,814	0.8	%	2,793	0.8	%	2,718	0.8	%	2,538	0.7	%
Other commercial	3,004	0.8	%	2,995	0.8	%	2,920	0.8	%	2,862	0.8	%	2,833	0.8	%
Other mortgages															
Manulife Bank single family residential	19,734	5.5	%	19,596	5.5	%	19,438	5.6	%	19,248	5.5	%	18,846	5.5	%
Agriculture	525	0.1	%	552	0.2	%	533	0.2	%	574	0.2	%	592	0.2	%
Total mortgages¹	48,519	13.5	%	48,363	13.7	%	47,902	13.9	%	47,019	13.5	%	45,527	13.3	%
Policy loans	6,390	1.8	%	6,446	1.8	%	6,102	1.8	%	6,117	1.8	%	5,987	1.8	%
Loans to bank clients	1,793	0.5	%	1,793	0.5	%	1,785	0.5	%	1,803	0.5	%	1,772	0.6	%
Public equities															
Par, equity-linked and pass-through	15,614	4.3	%	13,940	3.9	%	15,613	4.5	%	15,787	4.5	%	15,499	4.5	%
Nonpar and surplus	5,532	1.6	%	5,239	1.5	%	5,794	1.7	%	5,780	1.7	%	5,712	1.7	%
Total public equities	21,146	5.9	%	19,179	5.4	%	21,407	6.2	%	21,567	6.2	%	21,211	6.2	%
Real estate & other invested assets															
Alternative long-duration assets															
Office	7,068	2.0	%	7,064	2.0	%	7,291	2.1	%	8,204	2.4	%	9,387	2.7	%
Industrial	785	0.2	%	775	0.2	%	780	0.2	%	844	0.2	%	814	0.2	%
Company use	2,002	0.5	%	2,016	0.6	%	1,925	0.6	%	2,114	0.6	%	1,317	0.4	%
Other	2,946	0.8	%	2,922	0.8	%	2,783	0.8	%	3,054	0.9	%	2,938	0.9	%
Total real estate	12,801	3.5	%	12,777	3.6	%	12,779	3.7	%	14,216	4.1	%	14,456	4.2	%
Power & infrastructure	8,138	2.3	%	7,970	2.3	%	7,408	2.1	%	7,171	2.1	%	7,336	2.1	%
Private equity	6,793	1.9	%	6,769	1.9	%	5,994	1.7	%	5,408	1.4	%	5,188	1.5	%
Timberland	3,332	0.9	%	3,378	1.0	%	3,761	1.1	%	3,763	1.1	%	3,607	1.1	%
Oil & gas	3,528	1.0	%	3,416	1.0	%	3,385	1.0	%	3,211	0.9	%	3,014	0.9	%
Farmland	1,212	0.3	%	1,115	0.3	%	1,113	0.4	%	1,340	0.4	%	1,197	0.3	%
Other	947	0.3	%	791	0.1	%	765	0.2	%	635	0.2	%	595	0.2	%
Total alternative long-duration assets	36,751	10.2	%	36,216	10.2	%	35,205	10.2	%	35,744	10.2	%	35,393	10.3	%
Leveraged leases	3,361	0.9	%	3,575	1.1	%	3,390	1.0	%	3,446	1.0	%	3,399	1.0	%
Other	525	0.2	%	529	0.1	%	514	0.2	%	526	0.2	%	509	0.1	%
Total real estate & other invested assets	40,637	11.3	%	40,320	11.4	%	39,109	11.4	%	39,716	11.4	%	39,301	11.4	%
Total invested assets	359,458	100.0	%	353,664	100.0	%	344,568	100.0	%	348,974	100.0	%	342,389	100.0	%

¹ Includes government insured mortgages (\$7,211 or 15% as at March 31, 2019).

Fair value²

Real estate	14,045	13,940	13,870	15,439	15,640
Total alternative long-duration assets	38,658	38,151	37,087	37,684	37,309
Total real estate & other invested assets	42,544	42,255	40,991	41,656	41,217

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 Q1 2019		As at Q4 2018		As at Q3 2018		As at Q2 2018		As at Q1 2018	
				%		%		%		%		%
Debt Securities	AAA	1	34,419	18%	36,108	20%	33,624	19%	32,715	18%	32,479	18%
	AA	1	33,093	18%	32,147	17%	29,973	17%	30,022	17%	29,115	17%
	A	1	80,159	43%	78,016	42%	76,280	43%	79,127	44%	79,986	45%
	BBB	2	38,226	20%	36,945	20%	35,156	20%	36,497	20%	34,054	19%
	BB	3	1,647	1%	1,621	1%	1,614	1%	1,737	1%	1,851	1%
	B & lower, and unrated	4 & below	942	0%	757	0%	738	0%	723	0%	713	0%
Total			188,486	100%	185,594	100%	177,385	100%	180,821	100%	178,198	100%
Private Placements	AAA	1	1,112	3%	1,143	3%	1,111	3%	1,132	3%	1,123	3%
	AA	1	4,901	13%	4,968	14%	4,534	13%	4,466	13%	4,247	13%
	A	1	13,643	38%	13,304	37%	13,415	38%	13,026	38%	12,436	37%
	BBB	2	14,206	39%	14,055	39%	14,016	40%	14,011	40%	13,596	41%
	BB	3	910	3%	733	2%	770	2%	918	3%	838	3%
	B & lower, and unrated	4 & below	1,618	4%	1,551	5%	1,390	4%	1,148	3%	1,133	3%
Total			36,390	100%	35,754	100%	35,236	100%	34,701	100%	33,373	100%
Total	AAA	1	35,531	16%	37,251	17%	34,735	17%	33,847	16%	33,602	16%
	AA	1	37,994	17%	37,115	17%	34,507	16%	34,488	16%	33,362	16%
	A	1	93,802	42%	91,320	41%	89,695	42%	92,153	43%	92,422	44%
	BBB	2	52,432	23%	51,000	23%	49,172	23%	50,508	23%	47,650	22%
	BB	3	2,557	1%	2,354	1%	2,384	1%	2,655	1%	2,689	1%
	B & lower, and unrated	4 & below	2,560	1%	2,308	1%	2,128	1%	1,871	1%	1,846	1%
Total			224,876	100%	221,348	100%	212,621	100%	215,522	100%	211,571	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 March 31, 2019, the Company had \$633 (December 31, 2018 : \$652) notional outstanding of CDS protection sold.

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

	Country	As at Q1 2019		As at Q4 2018		As at Q3 2018		As at Q2 2018		As at Q1 2018	
			%		%		%		%		%
Debt Securities	U.S.	82,213	44%	81,282	44%	78,206	44%	78,864	44%	78,631	44%
	Canada	48,737	26%	47,820	26%	47,207	27%	49,118	27%	48,401	27%
	Europe	5,561	3%	5,401	3%	4,964	3%	4,980	3%	4,609	3%
	Asia & Other	51,975	27%	51,091	27%	47,008	26%	47,859	26%	46,557	26%
	Total		188,486	100%	185,594	100%	177,385	100%	180,821	100%	178,198
Private Placements	U.S.	20,502	56%	20,837	58%	20,530	58%	20,188	58%	19,388	58%
	Canada	10,924	30%	10,612	30%	10,526	30%	10,234	30%	9,832	30%
	Europe	2,174	6%	1,995	6%	1,987	6%	2,027	6%	2,032	6%
	Asia & Other	2,790	8%	2,310	6%	2,193	6%	2,252	6%	2,121	6%
	Total		36,390	100%	35,754	100%	35,236	100%	34,701	100%	33,373
Total	U.S.	102,715	46%	102,119	46%	98,736	47%	99,052	46%	98,019	46%
	Canada	59,661	27%	58,432	27%	57,733	27%	59,352	28%	58,233	28%
	Europe	7,735	3%	7,396	3%	6,951	3%	7,007	3%	6,641	3%
	Asia & Other	54,765	24%	53,401	24%	49,201	23%	50,111	23%	48,678	23%
	Total		224,876	100%	221,348	100%	212,621	100%	215,522	100%	211,571

INVESTED ASSETS - FIXED INCOME SECURITIES BY SECTOR AND UNREALIZED LOSSES

(Canadian \$ in millions, unaudited)


Portfolio by Sector / Industry Holdings (at carrying value)

	As at Q1 2019			As at Q4 2018			As at Q3 2018			As at Q2 2018			As at Q1 2018		
	Carrying value	Investment %	grade %	Carrying value	Investment %	grade %	Carrying value	Investment %	grade %	Carrying value	Investment %	grade %	Carrying value	Investment %	grade %
Government & agency	73,863	33%	99%	73,858	33%	99%	69,725	33%	99%	71,119	33%	99%	71,375	34%	99%
Utilities	42,758	19%	98%	41,929	19%	99%	41,966	20%	99%	42,981	20%	99%	42,153	20%	98%
Financial	31,835	14%	97%	31,340	14%	97%	29,579	14%	97%	29,608	14%	97%	29,080	14%	98%
Energy	18,367	8%	97%	17,685	8%	97%	17,688	8%	96%	17,797	8%	96%	16,982	8%	96%
Consumer (non-cyclical)	17,095	8%	97%	16,483	7%	97%	15,411	7%	96%	15,412	7%	97%	14,675	7%	97%
Industrial	18,256	8%	98%	17,508	8%	98%	16,598	8%	98%	16,426	8%	98%	15,868	8%	98%
Basic materials	3,898	2%	92%	3,539	2%	92%	3,441	2%	92%	3,686	2%	91%	3,470	1%	94%
Consumer (cyclical)	7,344	3%	94%	7,707	3%	95%	6,999	3%	95%	6,833	3%	96%	6,366	3%	96%
Securitized MBS/ABS	3,562	2%	100%	3,300	2%	100%	3,351	1%	100%	3,473	1%	100%	3,583	2%	99%
Telecommunications	3,871	2%	99%	3,716	2%	99%	3,656	2%	100%	3,523	2%	100%	3,350	1%	100%
Technology	2,292	1%	98%	2,352	1%	96%	2,272	1%	97%	2,439	1%	96%	2,471	1%	96%
Media & internet	1,049	0%	95%	1,112	1%	92%	1,156	1%	93%	1,257	1%	93%	1,244	1%	96%
Diversified & miscellaneous	686	0%	85%	819	0%	97%	779	0%	97%	968	0%	98%	954	0%	98%
Total	224,876	100%	98%	221,348	100%	98%	212,621	100%	98%	215,522	100%	98%	211,571	100%	98%

Unrealized (losses)

	As at Q1 2019				As at Q4 2018				As at Q3 2018				As at Q2 2018				As at Q1 2018			
	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																				
<i>Government</i>	65,793	(627)	1%	-	68,534	(1,449)	2%	(248)	66,093	(2,193)	3%	(163)	65,714	(1,380)	2%	-	65,879	(1,405)	2%	-
<i>Corporate</i>																				
Financials	29,223	(104)	0%	(9)	29,433	(398)	1%	(9)	27,949	(510)	2%	(9)	27,751	(466)	2%	(9)	27,084	(343)	1%	(9)
Non-financials	81,372	(496)	1%	(18)	82,168	(1,803)	2%	(21)	79,266	(1,623)	2%	(5)	80,050	(1,330)	2%	-	76,301	(877)	1%	-
<i>Securitized</i>																				
CMBS	1,458	(11)	1%	-	1,491	(22)	1%	-	1,455	(32)	2%	-	1,317	(30)	2%	-	1,340	(24)	2%	-
RMBS	13	-	0%	-	14	-	0%	-	17	-	0%	-	37	-	0%	-	48	-	0%	-
ABS	1,733	(9)	1%	-	1,475	(25)	2%	-	1,537	(29)	2%	-	1,821	(35)	2%	-	1,904	(25)	1%	-
Private placement debt	36,390	(245)	1%	(26)	35,754	(838)	2%	-	35,236	(699)	2%	-	34,701	(608)	2%	-	33,373	(410)	1%	-
Fixed income securities¹	215,982	(1,492)	1%	(53)	218,869	(4,535)	2%	(278)	211,553	(5,086)	2%	(177)	211,391	(3,849)	2%	(9)	205,929	(3,084)	1%	(9)

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.

Actuarial Liabilities Information

VARIABLE ANNUITY AND SEGREGATED FUND GUARANTEES

(Canadian \$millions, unaudited)



	Guarantee Value			Net Amount at Risk ²			Policy Liabilities Held ^{3,5}	SFG Capital ⁶	Policy Liabilities Held plus Capital
	Gross Amount ⁴	Amount Reinsured	Net of Reinsurance ¹	Gross Amount ⁴	Amount Reinsured	Net of Reinsurance ¹			
Q1 2019	92,004	6,592	85,412	10,414	1,405	9,009	5,461	5,062	10,523
Q4 2018	95,032	6,868	88,164	14,689	1,836	12,853	6,020	4,936	10,956
Q3 2018	93,419	6,658	86,761	8,718	1,256	7,462	3,252	4,873	8,125
Q2 2018	96,085	6,889	89,196	9,510	1,351	8,159	4,301	4,850	9,151
Q1 2018	96,563	7,581	88,982	9,459	1,413	8,046	4,640	4,800	9,440

As at Q1 2019	Net of Reinsurance ¹		
	Total Guarantee Value ⁴	Total Fund Value ⁴	Net Amount at Risk ^{2,4}
U.S.			
Withdrawal Benefits	40,918	34,924	6,286
Income Benefits	511	417	101
Death Benefits	4,277	4,924	428
	<u>45,706</u>	<u>40,265</u>	<u>6,815</u>
Canada			
Withdrawal Benefits	13,454	11,804	1,649
Maturity Benefits	15,777	15,765	12
Death Benefits	1,920	7,448	38
	<u>31,151</u>	<u>35,017</u>	<u>1,699</u>
Japan			
Withdrawal Benefits	3,672	3,470	213
Maturity Benefits	823	952	3
Death Benefits	875	858	31
	<u>5,370</u>	<u>5,280</u>	<u>247</u>
	-	-	-
Reinsurance & Other	<u>3,185</u>	<u>3,537</u>	<u>248</u>

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.

⁶ Starting Q1 2018, the Segregated Fund Guaranteed (SFG) Capital is approximated by 100% of the LICAT capital requirement multiplied by a scalar of 1.05 and grossed up based on a 120% capital ratio

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

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

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

REGULATORY CAPITAL

(Canadian \$ in millions, unaudited)



	2019 Q1	2018 Q4	2018 Q3	2018 Q2	2018 Q1
The Manufacturers Life Insurance Company's LICAT					

Available Capital Components:

Tier 1 capital					
Common shares	34,447	34,447	34,447	34,447	33,847
Retained earnings	10,628	8,402	10,734	8,844	7,550
Other Tier 1 capital	13,415	13,279	10,851	12,040	11,624
Gross Tier 1 capital	58,490	56,128	56,032	55,331	53,021
Deductions:					
Goodwill and Intangibles	(9,117)	(9,190)	(8,984)	(9,072)	(8,991)
Other	(11,204)	(10,655)	(13,423)	(14,702)	(13,809)
Tier 1 capital (A)	38,169	36,283	33,625	31,557	30,221
Tier 2 Capital					
Gross Tier 2 capital	11,069	11,608	12,143	13,351	13,161
Deductions	-	-	-	-	-
Tier 2 capital (B)	11,069	11,608	12,143	13,351	13,161
Total Available Capital (C) = (A+B)	49,238	47,891	45,768	44,908	43,382
Surplus Allowance and Eligible Deposits (D)	29,908	29,846	28,351	28,270	28,132

Base Solvency Buffer Components

Non-Participating Business					
Credit risk	9,602	9,501	8,999	8,785	8,816
Market risk	17,562	16,923	18,730	18,918	19,453
Insurance risk	27,184	27,518	26,521	26,900	26,464
Less: Credits for Adjustable Products	(7,226)	(7,000)	(6,894)	(7,012)	(7,032)
Participating Business					
Capital Requirements for Credit, Market and Insurance Risks for Participating Products, net of Par Credits	5,306	4,967	5,370	5,400	5,391
Less: Diversification and Other Credits	(8,700)	(8,666)	(8,591)	(8,696)	(8,643)
Capital Requirements for Non-Participating and Participating Business, net of Credits	43,728	43,243	44,135	44,295	44,449
Segregated fund risk	4,017	3,918	3,868	3,850	3,810
Operational and other risks	4,741	4,641	4,688	4,689	4,681
Subtotal of Base Solvency Buffer Components (E)	52,487	51,802	52,691	52,834	52,940
Base Solvency Buffer (F) = E x 105%	55,112	54,389	55,325	55,475	55,587
Total LICAT Ratio = (C+D)/F	144%	143%	134%	132%	129%
Excess Total Capital over Supervisory Target Ratio of 100% = (C+D) - 100% x F	24,034	23,348	18,794	17,702	15,928

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

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

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

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

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

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

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

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

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

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

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

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

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

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

• **General Fund Premiums:** Premiums earned on insurance and fixed annuity contracts as reflected in the Company's statement of operations. Also includes premiums in the Canada Group Benefits reinsurance ceded agreement.

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

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

• **Institutional Advisory Account Deposits:** Deposits received in the Institutional Advisory Accounts.

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

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

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

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

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

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

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

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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 May 1, 2019)

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

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

(as at May 1, 2019)

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