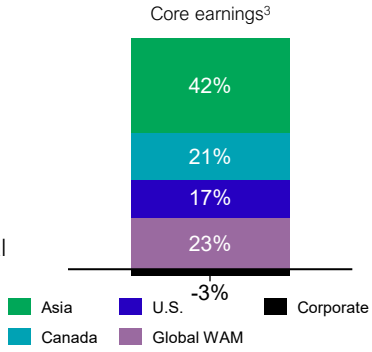
Manulife

Q3 2026 Company Fact Sheet

Company Overview

- A **leading financial services group** with principal operations in Asia, Canada and the United States[1], offering financial protection and wealth management products and services to personal and business clients as well as asset management services to institutional customers.
- A **top 10** largest life insurance company in the world[2].
- More than **37,000** employees, over **106,000** agents, and **thousands** of distribution partners, serving over **37 million** customers at the end of 2025.
- Assets under management and administration (AUMA)[3] of **$1.8 trillion** as at September 30, 2026 (total invested assets and segregated funds net assets of $486.1 billion and $488.4 billion, respectively).
- **Business diversification** is a key strength, which provides resiliency and foundation for growth.

Business Diversification (3Q26)



Strategy

- Our strategy builds upon our strengths and is underpinned by **five strategic priorities**
- These strategic priorities will drive our focus, as we strive to be the **number one choice for customers**

Purpose: Decisions made *easier*. Lives made *better*. | **Ambition:** Be the *#1 choice* for customers.

STRATEGIC PRIORITIES

- **Winning Team and Culture** — Champion a customer-first culture and invest in next generation skills
- **Diversified Business Portfolio** — Drive a balanced, diversified business model that fuels future growth
- **Empowering Customer Health, Wealth, and Longevity** — Become the most trusted partner in health, wealth, and financial well-being
- **AI-powered Organization** — Continuously deploy AI to improve experiences, reimagine how we work, and create value
- **Superior Distribution** — Make it easier for customers to buy, advisors to sell, and partners to grow

ENABLERS

- **Digital-first Integrated Platforms** — Deliver connected experiences through digital-first unified platforms for sales and servicing
- **Capital Strength, Financial Discipline, Long-term Vision** — Fuel long-term growth with robust capital and financial discipline, and flawless execution
- **Risk & Governance** — Maintain resilience through strong risk controls and governance models

VALUES

Obsess about customers | Do the right thing | Think big | Get it done together | Share your humanity | Own it

- Customers
- Colleagues
- Shareholders/ Investors
- Community

Key Financials

Financial Targets

	3Q26 YTD	2027 targets[7]
Core ROE[4]	16.9%	18%+
Remittances[5]	N/A	$22 billion+ cumulative
		Medium-term targets[7]
New business CSM growth[6]	9%	15%
CSM balance growth[6]	9%	8-10%
Core EPS growth[6]	11%	10-12%
Expense efficiency ratio[4]	44.3%	<45%
Financial Leverage ratio[4]	23.0%	25%
Core dividend payout ratio[4]	43%	35-45%
EPS growth[6]	18%	
ROE	13.3%	
Common share dividend payout ratio	54%	

Capital and Liquidity Strength

MLI's LICAT ratio[8]	136%
Excess capital over OSFI's supervisory target ratio[9]	$25.5 billion
Cash & cash equivalents and marketable securities[10]	$292.9 billion

Financial Strength Ratings[11]

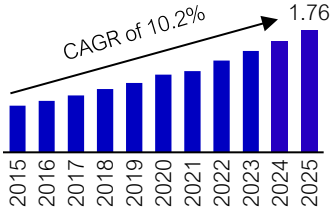
Agency	AM Best	Morningstar DBRS	Fitch	Moody's	S&P
Rating	A+	AA	AA	Aa3	AA-

Financial KPIs

	3Q26	Change from 3Q25	
Net income attributed to shareholders	$1,424	▼	$375
Core earnings[3,6]	$2,125	▲	4%
Total expenses[6] (incl. General expenses of $1,259)	$1,861	▲	3%
Expense efficiency ratio[4]	42.7%	▼	0.4 pps
APE sales ($ billions)[6]	$2.6		0%
New business value[6]	$907	▼	1%
New business CSM[6]	$957	▼	2%
Global WAM net flows ($ billions)	$(3.6)	▲	$2.6
Global WAM average AUMA[6] ($ billions)	$1,198	▲	11%
Book value per share ($)	$28.06	▲	8%
Adjusted book value per share ($)[4]	$41.78	▲	9%

Shareholder Information

Dividend per common share ($)



Market capitalization[2]	$100.3 billion
Dividend yield[12]	3.20%
3Q26 dividend per common share	$0.485
Ticker TSX/NYSE/PSE HKEX	'MFC' '945'

Note: Figures are in C$ millions unless otherwise noted. [1] The Company operates as Manulife in Canada and Asia, and primarily as John Hancock in the United States. [2] Based on market capitalization as at September 30, 2026. [3] Non-GAAP financial measures. For more information, see "Non-GAAP and Other Financial Measures" in our 3Q26 Management's Discussion and Analysis ("MD&A"). 3Q26 core earnings for Asia, Canada, U.S., Global WAM, and Corporate & Other are C$890 million, C$440 million, C$356 million, C$503 million, and C$(64) million, respectively. 3Q26 net income (loss) attributed to shareholders for Asia, Canada, U.S., Global WAM, and Corporate & Other are C$713 million, C$205 million, C$192 million, C$463 million, and C$149 million, respectively. [4] Non-GAAP ratios. [5] The 2027 target reflects cumulative remittances between 2024-2027. For more information, see "Non-GAAP and Other Financial Measures" in our 3Q26 MD&A. [6] Percentage changes are stated on a constant exchange rate basis. For more information, see "Non-GAAP and Other Financial Measures" in our 3Q26 MD&A. [7] See "Caution regarding forward-looking statements" in our 3Q26 MD&A. [8] Life Insurance Capital Adequacy Test ("LICAT") ratio of The Manufacturers Life Insurance Company ("MLI") as at September 30, 2026. LICAT ratio is disclosed under OSFI's Life Insurance Capital Adequacy Test Public Disclosure Requirements guideline. [9] OSFI's supervisory target ratio of 100% for MLI. [10] Includes cash & cash equivalents, comprised of cash on deposit, Canadian and U.S. Treasury Bills and high quality short-term investments, and marketable assets, comprised of investment grade government and agency bonds, investment grade corporate bonds, investment grade securitized instruments, publicly traded common stocks and preferred shares. [11] Financial Strength Ratings apply to the main life operating companies of Manulife Financial Corporation, including MLI, John Hancock Life Insurance Co. (U.S.A.), John Hancock Life & Health Insurance Co., and John Hancock Life Insurance Co. of New York. Morningstar DBRS does not rate the U.S. insurance subsidiaries separately. Outlook is *Stable* from AM Best, Morningstar DBRS, Fitch, Moody's, and S&P. All ratings are as at September 30, 2026. [12] Dividend per common share paid in the quarter multiplied by four and divided by the current quarter closing share price.

Manulife

Business Performance

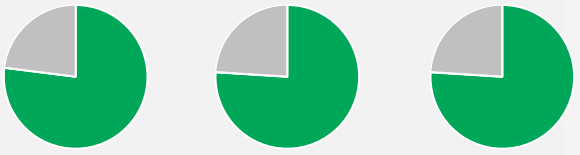
Asia

Our Asia segment offers insurance and insurance-based wealth accumulation products, driven by a customer-centric strategy, and leverages the asset management expertise of, and products managed by, our Global Wealth and Asset Management segment. We are a top three pan-Asian life insurer[1], with a history of over **125** years and **13** million customers[2] in the region, focused on addressing the significant health and mortality protection gaps and low insurance penetration rates across Asia.

Sales Rank[3]

#1	Singapore Insurance[4]	**#6**	Indonesia Insurance
#2	Cambodia Insurance	**#9**	Malaysia Insurance
#3	Chinese Mainland Insurance (foreign insurers agency ranking)	**#9**	Philippines Insurance
#4	Hong Kong Insurance	**#12**	Japan Insurance
#4	Vietnam Insurance		

3Q26 Contribution to Total Company (C$ millions)



APE sales 77% at $2,036 | New Business Value 76% at $686 | New Business CSM 76% at $725

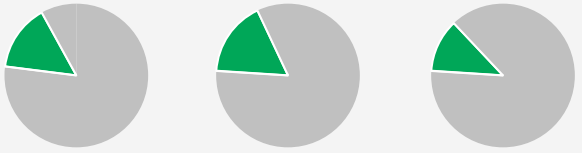
Canada

Our Canada segment has been committed to customers in our home market for over **135** years. We serve the needs of over 7 million customers[5] across the country, including members of approximately **27,000** businesses and organizations in our group benefits business, through a diverse and competitive suite of financial and health-protection offerings tailored to individuals, families, and business owners. We leverage the asset management expertise of, and products managed by, our Global Wealth and Asset Management segment.

Sales Rank[3]

#1	Retail Insurance
#2	Group Benefits
#4	Retail Segregated Funds
#9	Manulife Bank[6]

3Q26 Contribution to Total Company (C$ millions)



APE sales 15% at $384 | New Business Value 17% at $159 | New Business CSM 12% at $114

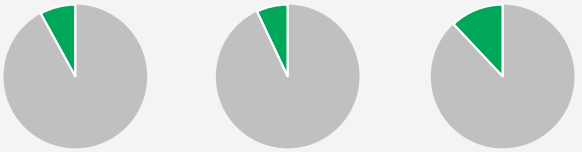
U.S.

Our U.S. segment is committed to a future of dynamic growth by helping our customers live longer, healthier, better lives through an array of life insurance and insurance-based wealth-accumulation solutions that meet a variety of planning needs and offer a behavioural insurance component through the John Hancock Vitality Program.

Sales Rank[3]

#10	Individual Life Insurance

3Q26 Contribution to Total Company (C$ millions)



APE sales 8% at $206 | New Business Value 7% at $62 | New Business CSM 12% at $118

Global WAM

Our Global Wealth and Asset Management segment, branded Manulife Wealth & Asset Management, is defined by our purpose: to be the number one choice for customers to make decisions easier and lives better by empowering investors for a better tomorrow. We operate across **20** geographies, including **10** in Asia[7], distributing innovative investment solutions to both individual and institutional investors through three integrated and complementary business lines.

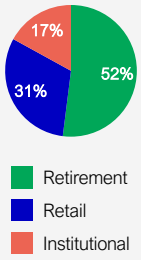
Sales Rank[8]

#1	HK Retirement[9]	**#6**	U.S. Retirement Mid-Case Market[10]
#2	Canada Retirement	**#13**	Canada Retail[11]
#3	U.S. Retirement Small Case Market[10]	**#19**	U.S. Retail[12]

3Q26 Financial KPIs

Core EBITDA margin[13]	29.6%
Net fee income yield[13]	39.9 bps
Gross flows ($ billions)	$56.1
AUMA ($ billions)[14]	$1,197.5

3Q26 AUMA by business line



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Figures are in C$ millions unless noted. [1] Based on APE sales. [2] Includes insurance customers, retail investment customers acquired through the agency channel, and retirement customers. [3] Sources: Most recent market data available (figures are based on 2Q26 YTD unless otherwise specified) from various independent market surveys including LIMRA, Tillinghast, Fraser, SIMA (formerly IFIC), and other sources. [4] Based on FY2025 (Monetary Authority of Singapore). [5] Includes insurance and Global WAM Customers. [6] Based on assets compared to domestic banks from information available from OSFI reports as of July 2026. [7] At the end of 2025, United States, Canada, Japan, Hong Kong, Singapore, Taiwan, Indonesia, Vietnam, Malaysia, India, the Philippines, Brazil, England, Ireland, Switzerland, Germany, and the Chinese Mainland. In addition, we have timberland/farmland operations in Australia, New Zealand, and Chile. [8] Rankings for Global WAM are volume-based and based on 2Q26 unless otherwise specified. [9] Rankings as per Mercer MPF Market Shares Report. [10] U.S. retirement mid-case pertains to US$25 - US$100 million and small case pertains to <US$25 million. [11] Reports the long-term funds (excluding money market funds). [12] Based on Trailing Twelve Month as of 2Q26 (SS&C's WalletShare for Mutual Funds service). [13] Core EBITDA margin and net fee income yield are non-GAAP ratios. [14] AUMA is a non-GAAP financial measure. see "Non-GAAP and Other Financial Measures" in our 3Q26 MD&A.