

November, 2011

## About Manulife Hong Kong

### Background

Canadian-based Manulife Financial Corporation (MFC) commenced operations in Hong Kong in 1897. Now operating under three wholly owned subsidiaries – Manulife (International) Limited (MIL), Manulife Asset Management (Hong Kong) Limited (MAMHK) and Manulife Provident Funds Trust Company Limited (MPFTC) – it is one of the largest financial services organizations in Hong Kong.

As a leading financial services provider in Hong Kong for more than a century, Manulife takes care of the financial and protection needs of over 1.6 million people in Hong Kong.

Michael Huddart is Executive Vice President and Chief Executive Officer for Hong Kong, MIL and Chief Executive of MAMHK.

### Products

Manulife provides a comprehensive range of individual insurance, investment-linked insurance, employee life and health insurance, provident funds, mutual funds, wealth management products and professional financial planning services. Being a trustworthy financial partner, Manulife looks to continually introduce forward-thinking financial solutions that cater to current and future customer needs, and to help customers build their wealth, plan for retirement, and enjoy an ultimate peace-of-mind and quality life. As at September 30, 2011, Manulife Hong Kong's funds under management were HK\$184 billion.

### Achievements

- *Next Magazine* Top Service Awards for twelve years 1995/2001-2011.
- *Reader's Digest* Trusted Brand Gold Award (Insurance Company category) in Hong Kong for eight consecutive years from 2004 to 2011.
- Yahoo! Emotive Brand Awards (Insurance category) for eight years in a row.
- *East Week's* Hong Kong Service Awards (Insurance category) for the fifth time.
- *Sing Tao* Excellent Services Brand Award (Insurance Services Providers category) from 2006 to 2008 and (MPF Services Provider category) in 2009 and 2010.
- Silver Award in the 2011 Hong Kong Management Association Quality Award.
- "Hong Kong's Best Company for Financial Planning Excellence" (Insurance category) for five consecutive years in the *SCMP/IFPHK* Financial Planner Awards 2007-2011.
- Manpower Developer Award 2011-2013 from the Employees Retraining Board.

## Corporate Social Responsibility

Manulife supports the well being of the community through donation and staff participation. We have been working closely with organisations such as The Manulife Centre for Children with Specific Learning Disabilities, Hong Chi Association, The Hong Kong Society for the Aged, and The Hong Kong Community Chest.

Manulife's corporate social responsibility effort is acknowledged with a "Caring Company" title from the Hong Kong Council of Social Service for nine consecutive years; Gold Award for Volunteer Service from Social Welfare Department for seven times running; the Web Care Gold Award from the Internet Professional Association six times and Ruby Award in 2010; and the "Wastewi\$e" Label, Level Excellence from the Hong Kong Awards for Environmental Excellence.

## Manulife Hong Kong At-a-Glance

<b>Senior Official</b>	Michael Huddart
<b>Years in country / established date</b>	114 years/ established in 1897
<b>Number of employees</b>	1,078
<b>Number of agents</b>	4,723
<b>Number of clients</b>	1.675 million
<b>Business units / lines</b>	Individual Insurance, Employee Benefits, Investment Funds
<b>AUM</b>	HK\$184 billion
<b>Number of offices</b>	2

All information current as of September 30, 2011 unless otherwise indicated

## About Manulife Financial

Manulife Financial is a leading Canada-based financial services group operating in 21 countries and territories worldwide. For more than 120 years, clients have looked to Manulife for strong, reliable, trustworthy and forward-thinking solutions for their most significant financial decisions. Our international network of employees, agents and distribution partners offers financial protection and wealth management products and services to millions of clients. We provide asset management services to institutional customers worldwide as well as reinsurance solutions, specializing in property and casualty retrocession. Funds under management by Manulife Financial and its subsidiaries were C\$492 billion (HK\$3,685 billion) as at September 30, 2011. The Company operates as Manulife Financial in Canada and Asia and primarily as John Hancock in the United States. Manulife Financial Corporation trades as 'MFC' on the TSX, NYSE and PSE, and under '945' on the SEHK. Manulife Financial can be found on the Internet at [manulife.com](http://manulife.com).

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