

**FOR IMMEDIATE RELEASE**  
**September 2, 2008**

## **“I’mWell” by Manulife**

*The First-in-the-market Medical Insurance Solution  
with Guaranteed Coverage well into Retirement*

**Hong Kong** — Manulife (International) Limited (MIL) launches the FIRST standalone medical reimbursement insurance plan of its kind, with guarantees well into retirement, namely: (1) guaranteed coverage to age 100, (2) guaranteed option to step up hospitalisation coverage at retirement and a (3) guaranteed money back option on surrender.

George Chew, Vice President and Head of Individual Financial Products, MIL, said: “Demographic reports tell us that the population is indeed living longer. As improved technology brings more cures and redefines new standards of living and well-being, it becomes more important that customers maintain a balanced mix of wealth protection solutions to finance increasing lifelong medical expenses and an ever-more costly retirement lifestyle. ‘I’mWell’ gives peace of mind that one has continuous medical coverage well into retirement, because it guarantees coverage regardless of one’s claims records.”

As one ages and approaches retirement age, one is subject to more healthcare needs and higher medical costs. However, this is a time when most employer-provided medical coverage stops, and when it is more difficult to obtain additional medical insurance coverage, or when one can only get coverage with many exclusions or additional premium from providers. “People don’t have to worry about getting an increase in their hospitalization coverage with ‘I’mWell’, thanks to its unique guaranteed option to step-up hospitalization cover in retirement (at ages 55, 60 or 65),” said Bonita Leong, Vice President of Marketing and Finance of Individual Financial Products, MIL.

“For the working population who may be covered by a group medical coverage subsidized by their employer, ‘I’mWell’ is an ideal supplement as a top up plan. At retirement, when an employer’s medical plan ceases, people are guaranteed the right to increase their hospitalization coverage, regardless of their state of health at the time and without the need to undergo underwriting again,” Ms Leong continued.

Hospital Authorities’ statistics indicate that a person aged 65 or above occupies on average six times more hospital bed days than someone below this age and costs for complicated surgery operations increased drastically by 33 per cent from 2002 to 2006.

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“I’mWell” leads the market with its unique senior major medical coverage that takes care of the more extreme costs from age 75 onwards, with 80 per cent reimbursement on excess hospitalization expenses, with no additional charges. The current norm in the market is to make no such coverage available at advanced ages, or to charge separately for such coverage but with no guarantee of renewability of coverage from year to year.

“Customers nowadays are more sophisticated and forward-looking, and they are also more alert to the prevailing concerns about inflation, rising medical costs and future healthcare. The overwhelming market reception we received for the PremierPlus Critical Illness Protector we launched earlier this year is a strong affirmation of this emerging customer need,” Mr Chew added.

“I’mWell ” is also the only level premium standalone hospital reimbursement plan of its kind (i.e. does not have a fixed lifetime maximum claim amount set at policy issue) in the market. The advantage of level premiums is that you pay less in the long term compared to yearly renewable premiums. (Yearly renewable premiums increase every year to reflect increase in age, while level premiums do not increase with attained age. Both yearly renewable premiums and level premiums are not guaranteed and may increase when the experienced costs increase or when benefits are increased in line with increasing medical costs.)

“I’mWell” is designed to help people make adequate provision and financial planning for medical-care needs well into retirement. “I’mWell” also offers guaranteed money-back option should people no longer need the plan.

“The comprehensive and flexible design of “I’mWell” also allows customers to increase\* and decrease coverage, and to add more coverage options on hospitalization major medical and outpatient benefits as their needs change over different life stages.

*\*May require underwriting*

### **About Manulife**

Manulife (International) Limited is a member of the Manulife Financial group of companies. Manulife Financial is a leading Canadian-based financial services group serving millions of customers in 19 countries and territories worldwide. Operating as Manulife Financial in Canada and Asia, and primarily through John Hancock in the United States, the Company offers clients a diverse range of financial protection products and wealth management services through its extensive network of employees, agents and distribution partners. Funds under management by Manulife Financial and its subsidiaries were Cdn\$400 billion (approximately HK\$3,064.2 billion) as at June 30, 2008.

Manulife Financial is one of two publicly traded life insurance companies in the world whose rated life insurance subsidiaries hold Standard & Poor’s Rating Services’ highest “AAA” rating.

Manulife Financial Corporation trades as ‘MFC’ on the TSX, NYSE and PSE, and under ‘0945’ on the SEHK. Manulife Financial can be found on the Internet at [www.manulife.com](http://www.manulife.com).