

**FOR IMMEDIATE RELEASE**  
**September 26, 2008**

***Manulife-Sinochem expands business in Jiangsu Province with a new sales office license in Yangzhou***

Manulife-Sinochem Life Insurance Co. Ltd. (MSL) has recently received approval from the China Insurance Regulatory Commission to establish a new Sales Office in Yangzhou, Jiangsu province. This means that MSL is now licensed in 34 cities in China.

“Manulife-Sinochem attaches great importance to the financial market in Yangzhou, and is committed to providing excellent service to the clients there,” said Mr. Marc Sterling, Chairman of Manulife-Sinochem. “We are proud to be a part of the rapid development of China’s insurance industry and to have received many awards that highlight the professionalism of our operations in China.”

Yangzhou is one of the international trade cities in China, and well known for its long business history and promising business potential. In recent years, Yangzhou has developed rapidly, and is now home to several foreign companies. Furthermore the opening of Shanghai-Nanjing and Beijing-Shanghai high-speed rail link and Runyang Yangtze River Highway Bridge has greatly improved Yangzhou’s transportation links and investment environment. In 2007, the population of Yangzhou reached 4.59 million, and annual GDP amounted to RMB 131.1 billion<sup>1</sup>. Insurance business is also developing stably, with premium income in 2007 reaching RMB 3.42 billion<sup>1</sup>.

“In August, the Beijing Olympic Games successfully concluded. Senior executives from Manulife’s global business gathered in Beijing to enjoy the magnificent events and share in China’s success,” commented Mr. James Lin, President of Manulife-Sinochem. “As the partner of Beijing 2008 Olympics, Manulife-Sinochem continues to be committed to bringing the Olympic spirit to our staff, agents, customers and local communities throughout China. We are gradually establishing an excellent team in Yangzhou, and will be proud to bring Manulife-Sinochem’s innovative products and excellent customer service to Yangzhou.”

As the first Sino-foreign joint venture life insurance company established in China, Manulife-Sinochem has more than 10,000 professionally trained staffs and agents serving more than 400,000 customers.

Manulife-Sinochem has been operating in China for 12 years. With its extensive experience, focus on customer service and professionalism, Manulife-Sinochem will provide quality products and services to corporations and individuals in Yangzhou.

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### **About Manulife-Sinochem**

Manulife-Sinochem is a joint venture company between Manulife (International) Limited (51 per cent) and China Foreign Economic and Trade Trust Company, a member of the Sinochem group (49 per cent).

### **About Sinochem**

China Foreign Economic and Trade Trust Company (FOTC) is a core enterprise of Sinochem. Sinochem, founded in 1950, is one of the biggest foreign trading companies in China. Since 1989, Sinochem has topped the list of the country's 500 leading foreign trading companies and has also been recognized as a Fortune 500 company for 17 consecutive years.

Sinochem can be found on the Internet at [www.sinochem.com](http://www.sinochem.com).

### **About Manulife Financial**

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).

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### **Notes to editors:**

<sup>1</sup>Sources: <http://www.yangzhou.gov.cn>