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For Immediate Release

Manulife and RSA extend distribution partnership on general insurance

Hong Kong – Manulife (International) Limited (“Manulife”) and Royal Sun & Alliance Insurance plc (“RSA”) jointly announced the renewal of their general insurance distribution agreement for another five years, after 18 years of successful partnership.

Under the extended agreement, RSA will continue to be Manulife’s major general insurance partner. Manulife is currently offering a series of general insurance products underwritten by RSA, to meet the varied needs for financial protection and security of both individual and corporate clients.

Michael Huddart, Manulife’s Executive Vice-President and Chief Executive Officer in Hong Kong, said: “Through our partnership with RSA which is a leading global insurer specializing in general insurance, Manulife has been able to enrich our comprehensive product suite and provide our customers with total financial solutions. We are very pleased that both institutions have the same vision – to exceed and excel in product innovation and service excellence. We look forward to the extension of our partnership and together bringing more forward-thinking general insurance solutions to customers.”

Chris Colahan, Chief Executive Officer of RSA Hong Kong, said: “By working together with Manulife over the last 18 years, we have developed a deep understanding of the needs of Manulife agents and their customers. We have used this insight to create a customized, co-branded suite of products that we offer exclusively to Manulife. We know how important speed and simplicity of service is to Manulife agents, so we work tirelessly to make ourselves easy to do business with. We look forward to the next five years and we are committed to working with Manulife to help them meet the full insurance needs of their customers.”

The partnership enables Manulife to distribute RSA’s broad range of co-branded personal lines insurance products, which are customized with unique features such as terrorism and passive war cover for travel insurance, critical illness cover for domestic helper insurance and medical care for pet insurance. A business package is also available to protect small and medium sized companies against unexpected losses arising from property damage, burglary, fire and other unexpected eventualities.

Photo



Pictured at the signing ceremony from left to right:

- George Chew, Vice President of Individual Financial Products, Manulife Hong Kong
- Michael Huddart, Manulife's Executive Vice-President and Chief Executive Officer in Hong Kong
- Chris Colahan, Chief Executive Officer of RSA Hong Kong
- Calinna Chan, Chief Financial Officer of RSA Hong Kong

Manulife (International) Limited

Manulife (International) Limited is a member of the Manulife Financial group of companies.

Manulife Financial is a leading Canada-based financial services group operating in 21 countries and territories worldwide. In 2012, we celebrate 125 years of providing clients 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\$492billion (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.

Royal Sun & Alliance Insurance plc

Royal Sun & Alliance Insurance plc (“RSA”) is one of the world’s leading multinational quoted insurance groups. With a 300-year heritage, RSA has around 22,000 people, serving 17 million customers in 130 countries. It has major operations in the UK, Ireland, Scandinavia, Central and Eastern Europe, Canada, Asia, the Middle East and Latin America. Focusing on general insurance, RSA delivers strong, profitable performance and, in 2010, its net written premiums were £7.5 billion. Trading as a branch operation, RSA Hong Kong has been a leading insurer in the Hong Kong insurance market. It writes business across both Personal and Commercial lines. In 2010, its premiums were HK\$547 million.

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