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With photo

Manulife promotes Ivan Chan to Vice President and Head of Business Development, Distribution Operations, Hong Kong

Hong Kong — Manulife in Hong Kong has announced the promotion of Ivan Chan to Vice President and Head of Business Development, Distribution Operations, Hong Kong.

In his new role, Mr. Chan's key focus will be on expanding Manulife Hong Kong's individual insurance business and marketing its wide range of insurance products through agency and other distribution channels. On top of that, he is also leading Distribution Training and Development and Agency Recruitment and Sales Promotion teams, with the aim of creating greater synergy between the functions supporting the company's business growth in Hong Kong and Macau.

Mr. Chan, who reports to Lawrence Nutting, Chief Distribution Officer, Hong Kong joined Manulife as a Management Trainee in 1999 and took up several roles in individual insurance product marketing and agency operations in both Hong Kong and Macau. In 2011, he was advanced to Chief Agency Development Officer in Manulife Insurance Berhad, Malaysia, overseeing agency development, product development and related marketing functions there.

Relocating back to Hong Kong in March 2013, Mr. Chan took up the position of Assistant Vice President, Field Management, responsible for managing the sales and recruitment of Manulife's agency force in Hong Kong and developing strategic directions for the team. In January 2014, he headed up Business Development, Individual Financial Products, contributing to the company's growth in individual insurance sales in Hong Kong and Macau.

"Ivan is a home-grown talent with good cross-market exposure in Hong Kong, Macau and Malaysia," said Mr. Nutting. "This promotion is in recognition of the expanded scope of his role and his impact on Hong Kong strategies and business outcomes. With his diverse experience, I'm confident that Ivan will play a key part in ensuring that we deliver on our 'premium agency' vision, aligning the supporting teams, functions and resources under one team to ensure collaboration and efficiency."

Mr. Chan was named one of the company's Global Stars of Excellence in 2015 and has been awarded the Asia Stars of Excellence on two prior occasions. He holds a Master in Business Administration from the Chinese University of Hong Kong and is a Fellow of the Life Management Institute.

Photo:



Ivan Chan

Vice President and Head of Business Development
Distribution Operations, Hong Kong
Manulife

About Manulife Hong Kong

Manulife Hong Kong offers a diverse range of protection and wealth products and services to individual and corporate customers via Manulife (International) Limited, Manulife Asset Management (Hong Kong) Limited and Manulife Provident Funds Trust Company Limited, which are members of the Manulife group of companies.

About Manulife

Manulife Financial Corporation is a leading international financial services group that helps people achieve their dreams and aspirations by putting customers' needs first and providing the right advice and solutions. We operate as John Hancock in the United States and Manulife elsewhere. We provide financial advice, insurance, as well as wealth and asset management solutions for individuals, groups and institutions. At the end of 2016, we had approximately 35,000 employees, 70,000 agents, and thousands of distribution partners, serving more than 22 million customers. At the end of 2016, we had \$977 billion (HK\$5,646 billion) in assets under management and administration, and in the previous 12 months we made almost \$26 billion in payments to our customers. Our principal operations are in Asia, Canada and the United States where we have served customers for more than 100 years. With our global headquarters in Toronto, Canada, we trade as 'MFC' on the Toronto, New York, and the Philippine stock exchanges and under '945' in Hong Kong.

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