

For Immediate Release
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With photo

Manulife promotes Luzia Hung to Senior Vice President, Head of Employee Benefits for Hong Kong

Hong Kong — Manulife (International) Limited has announced the promotion of Luzia Hung to Senior Vice President, Head of Employee Benefits for Hong Kong. Ms. Hung will also retain her responsibilities as the Chief Executive Officer, Manulife Provident Funds Trust Company Limited.

Ms. Hung joined Manulife in 2010 as Vice President of Employee Benefits in Hong Kong, overseeing the company's Pension and Group Life and Health Insurance businesses in Hong Kong. She is also a member of Manulife's senior management team in Hong Kong.

Under her leadership, Manulife's Mandatory Provident Fund (MPF) market share in terms of asset under management (AUM) grew from 17.4%ⁱ in September 2010 to a record 19.4%ⁱⁱ as at December 2015, and its MPF fund platform has become the most comprehensive in Hong Kong with 27 fund choices. In 2015, Manulife announced an agreement with Standard Chartered Bank to acquire its existing pension businesses in Hong Kong and to enter into an exclusive MPF distribution partnership with the bank for a 15-year period.

Ms. Hung's promotion reflects her key role in establishing Manulife as a leading pension service provider in Hong Kong, according to Guy Mills, Chief Executive Officer, Manulife (International) Limited. "Luzia has successfully strengthened our standing as the second largest MPF service provider as measured by AUMⁱⁱⁱ, and our leading position in terms of net cash flows. With Luzia's diverse experience, deep knowledge of the pension market and strong leadership skills, we are confident that our pension business will be brought to a higher level of success," Mr. Mills said.

As a seasoned pension professional, Ms. Hung has extensive experience on employee benefits, having worked with international insurance and pensions companies. She spent the earlier part of her career in private bank and multinational corporations.

Ms. Hung is the Chairman of both the Executive Committee and the Profile and Event Sub-Committee of the Hong Kong Retirement Scheme Association as well as a Life Insurance member



for the Hong Kong Federation of Insurers. She also serves in the Executive Committee of the Insurope network.

Born in Macau and educated in Canada, Ms Hung holds a Bachelor of Commerce (B.Com) and a Master's degree in Business Administration (MBA) from McMaster University in Canada.

Photos:



Luzia Hung

Senior Vice President and Head of Employee Benefits, Manulife (International) Limited
Chief Executive Officer, Manulife Provident Funds Trust Company Limited

About Manulife (International) Limited

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

Manulife Financial Corporation is a leading international financial services group providing forward-thinking solutions to help people with their big financial decisions. We operate as John Hancock in the United States, and Manulife elsewhere. We provide financial advice, insurance and wealth and asset management solutions for individuals, groups and institutions. At the end of 2015, we had approximately 34,000 employees, 63,000 agents, and thousands of distribution partners, serving 20 million customers. At the end of March 2016, we had C\$904 billion (HK\$5,406 billion) in assets under management and administration, and in the previous 12 months we made more than C\$24.9 billion in benefits, interest and other 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. Follow Manulife on Twitter @ManulifeNews or visit www.manulife.com or www.johnhancock.com.



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Notes:

ⁱ The calculation of MPF market share is based on the following information:

- a) Aggregate Net Asset Values of all MPF Schemes: HK\$345.7 billion (including assets transferred from ORSO scheme) (Source: MPFA Statistical Digest. Data as of September 30, 2010)
- b) Aggregate Net Asset Values of Manulife MPF Schemes as of September 30, 2010: HK\$60.1 billion (Source: Manulife Asset Management (Hong Kong) Limited)

ⁱⁱ The calculation of MPF market share is based on the following information:

- a) Aggregate Net Asset Values of all MPF Schemes: HK\$591.3 billion (including assets transferred from ORSO scheme) (Source: MPFA Statistical Digest, data as of December 31, 2015)
- b) Aggregate Net Asset Values of Manulife MPF Schemes as of December 31, 2015: HK\$114.5 billion (Source: Manulife Asset Management (Hong Kong) Limited)

ⁱⁱⁱ According to the MPF Annual Report 2014 published by Towers Watson, Manulife Provident Funds Trust Company Limited was second in terms of MPF assets under management.

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