Joan Brown
123 Any Street
Any Town ON
A1A 1A1

## $\overline{=}$ AIR CANADA

## Member name

Joan Brown

Plans you are a member of

- Registered Pension Plan (RPP)
- Registered Retirement Savings Plan (RRSP)

Registered Pension Plan (RPP)

Your customer number

100977661
Your birthdate
November 26, 1972

## What you have currently saved for your retirement

| Plan | Value on <br> Jan. 1, 2003 | Increase or <br> decrease in the <br> report period | Value on <br> Dec. 31, 2003 |
| :--- | ---: | ---: | ---: | ---: |
| RPP | $\$ 4,550.37$ | $\$ 5,380.93$ | $\$ 9,931.30$ |
| RRSP | $4,550.37$ | $5,380.93$ | $9,931.30$ |
| Total savings | $\$ 9,100.74$ | $\$ 10,761.86$ | $\$ 19,862.60$ |

## How your savings have grown

Here's how your savings have grown since your first contribution. If you began contributing to your plans at different times, we've used the earliest date.


# Your retirement savings report 

for the period January 1, 2003
to December 31, 2003

Your personal rates of return for the last 12 months:

| RPP | $7.5 \%$ |
| :--- | :--- |
| RRSP | $8.2 \%$ |

## Need more information?

Contact your plan's advisor
Jonathon Smith
J.S. Consulting Company

1-800-123-4567
jsmith@jsconsulting.com
Contact Manulife Financial
1-888-727-7766
gromail@manulife.com
www.manulife.ca/GRO

## Looking ahead to your retirement

What you told us

| Your planned retirement age | 65 |
| :---: | :---: |
| Your annual retirement income goal | \$63,000 a year |
| Your average monthly contribution amount to your Manulife group plans for the last 12 months | \$332 |
| Your monthly contributions to other plans | \$35 |
| Your spouse's monthly contributions to other plans | \$50 |
| Value of your other retirement savings | \$1,000 |
| Value of your spouse's savings | \$3,000 |
| Your investor style | Balanced ${ }^{1}$ |

## Are you on track?

## Your personal retirement income summary

Your estimated projected annual retirement income if you retire at 65 is $\$ 55,000$
Your annual retirement income goal is $\$ 63,000$


## What you can do to meet your goals

You are currently not on track to achieve your retirement income goal. Here are few suggestion to help you reach your goal:

- increase your household monthly contribution from $\$ 417$ to $\$ 467$ a month (increase of \$50) to meet your current retirement goals, ${ }^{5}$
- change your planned retirement age, or
- reduce your retirement income goal.

We encourage you to experiment with different retirement scenarios.
Log on to our member secure site at www.manulife.ca/GRO and choose "My retirement goal."

Please Note: If you would like to change your contribution amount, please contact your plan administrator.

## About your projections

All illustrations and figures are shown in today's (or real) dollars.
${ }^{1}$ Your investor style reflects how your money is invested with Manulife Financial.
${ }^{2}$ The estimate of your retirement income summary is an illustration, not a guarantee of what could happen by retirement. The estimates shown in this summary are based on information you provided and assumptions made by Manulife. Results could be higher or lower, depending on market performance. The estimates are as of the report date and assume that you make no withdrawals from your plan before you retire. These projections are based on your current contribution levels.
${ }^{3}$ Other sources of retirement income include defined benefit pensions, other savings and other income.
${ }^{4}$ An approximation of your government benefits is included in our projections of your retirement income. Under current legislation, you or your spouse cannot collect CPP/QPP before age 60 , or OAS before age 65 .
${ }^{5}$ All contribution amounts are subject to plan, legal and legislative requirements. If you want to increase your contributions, please note that your contributions to registered plans may not exceed plan or legal limits. To meet your goal, you may need to increase your contributions to more than one plan. Neither Manulife, nor any of its agents, employees or registered representatives, are providing legal, tax or investment advice.

It is assumed you will be drawing the same amount in income each year of retirement.
Refer to the section "More details about your projections" for a full list of assumptions used in your illustration.

You should review your retirement plan on a regular basis

## Your personal rates of return on December 31, 2003

|  | For this <br> report period | 1 year | 3 year | 5 year | 10 year | Since your first <br> contribution* |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| RPP | $7.5 \%$ | $7.5 \%$ | $8.9 \%$ | $9.4 \%$ | $9.2 \%$ |  |
| RRSP | $8.2 \%$ | $8.2 \%$ | $9.3 \%$ | $9.8 \%$ | $10.1 \%$ |  |

*Dates of your first contributions:

- RPP - Jan. 1, 1997
- RRSP - Jan. 1, 1997

These personal rates of return tell you how all your investments combined have performed in your plan after investment management fees have been deducted. For your personal rates of return for each fund, see the section Details of your investments in this plan. For information on how we calculate the personal rates of return, please see the Bulletin board.

## Summary of your contributions and withdrawals for this report period

|  | Your <br> contributions | Your sponsor's <br> contributions | Your <br> withdrawals |
| :--- | ---: | ---: | ---: |
| RPP | $\$ 1,794.36$ | $\$ 2,189.61$ | $\$ 0.00$ |
| RRSP | $1,794.36$ | $2,189.61$ | 0.00 |
| Total | $\$ 3,588.72$ | $\$ 4,379.22$ | $\$ 0.00$ |

## Did you know?

Your personal rate of return is a key retirement planning tool. Use it to ensure your investments are performing at the rate you need to achieve your retirement goals.

Not sure what impact your personal rate of return has on your retirement goals? Use the handy retirement calculator found on our Web site at www.manulife.ca/GRO to review the assumptions on which you've based your retirement planning. No Internet access? You can use the paper copy of the retirement calculator included in your Enrolment kit.

## Registered Pension Plan

for the period January 1, 2003 to December 31, 2003
Plan information

| Policy number | $123-456-789$ |
| :--- | :--- |
| Member number | 61652 |
| Gender | Female |
| Your status | Active |
| Province of employment | Ontario |
| Date you started with <br> your employer (sponsor) | Jan. 1, 1997 |
| Date you joined the plan <br> Percentage vested <br> in your plan* | Jan. 1, 1997 |
| Date you are <br> 100\% vested* | 100\% |
| Retirement date, <br> if you retire at age 65 | Dec. 1, 2037 |
| Early retirement date, <br> if you retire at age 55 | Dec. 1, 2027 |

*See the Bulletin board for an explanation of vesting.

## Summary of your transactions for this report period

|  | Member required | Member voluntary | Sponsor required | Sponsor voluntary | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Opening value on January 1, 2003 | \$1,000.25 | \$1,000.26 | \$1,749.86 | \$800.00 | \$4,550.37 |
| Contributions | 897.18 | 897.18 | 1,733.41 | 456.20 | 3,983.97 |
| Fees and expenses | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Growth in the value of your plan | 349.24 | 349.24 | 349.24 | 349.24 | 1,396.96 |
| Value on December 31, 2003 | \$2,246.67 | \$2,246.68 | \$3,832.51 | \$1,605.44 | \$9,931.30 |

Any contributions made to your plan that we received after December 31, 2003 will be shown on your next report.

## Looking for more details?

You can see the details of all your transactions on the secure Web site. Just login to your account, and select Transaction Summary from the menu. Here's where you can see the unit value, interest rate, and amount of each transaction.

## Im Manulife Financial

## Registered Pension Plan

Policy number: 123-456-789
Division: West

## Breakdown of your investments by asset class



## Diversification is the key

Diversification is a key investment strategy. It helps reduce risk. A good rule of thumb is to have no more than $25 \%$ of your investments in any one fund. Asset Allocation Funds are the exception to this rule, as they are designed to suit your specific needs and spread the risk.

## Foreign content percentage

Your foreign content is $\mathbf{2 0 \%}$. This is calculated based on the purchase price of the foreign market-based funds, and not on their value today.

There is currently no limit on the amount of foreign content you may hold. The federal government has announced plans to change the rules but the effective date is unknown at this time. Manulife encourages you to consider limiting foreign content to $30 \%$ of your total investments in anticipation of the changes.

## Details of your investments in this plan on December 31, 2003

| Investment code and name | Number of units | Unit price | Value on <br> Dec. 31, 2003 | Per cent of your investments | Personal rate of return for each fund Jan. 1, 2003 to Dec. 31, 2003 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Guaranteed Interest Accounts |  |  |  |  |  |
| 1001 Manulife 1 year GIA |  |  | \$253.32 | 2.6\% | 2.8\% |
| 1002 Manulife 2 year GIA |  |  | 87.75 | 0.8\% | 2.9\% |
| 1003 Manulife 3 year GIA |  |  | 228.95 | 2.3\% | 3.1\% |
| Total Guaranteed Interest Accounts |  |  | \$570.02 | 5.7\% |  |
| Canadian Money Market |  |  |  |  |  |
| 3131 ML E\&P Money | 80.65630 | \$10.630 | 857.37 | 8.6\% | 3.5\% |
| Canadian Bond |  |  |  |  |  |
| 4161 ML McLean Budden Fixed Income | 76.81170 | 10.690 | 821.12 | 8.3\% | 8.7\% |

## Registered Pension Plan

Policy number: 123-456-789
Division: West

## Details of your investments in this plan (continued)

| Investment code and name | Number of units | Unit price | Value on <br> Dec. 31, 2003 | $\begin{array}{r} \text { Per cent } \\ \text { of your } \\ \text { investments } \end{array}$ | Personal rate of return for each fund Jan. 1, 2003 to Dec. 31, 2003 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Balanced |  |  |  |  |  |
| 5161 ML McLean Budden Reg Balanced | 155.92141 | 11.960 | 1,864.81 | 18.8\% | 12.1\% |
| Canadian Equity |  |  |  |  |  |
| 7121 ML Altamira Blue Chip | 116.70019 | 15.010 | 1,751.67 | 17.6\% | 47.3\% |
| 7171 ML Seamark Cdn Stock | 176.46840 | 10.610 | 1,872.32 | 18.9\% | 20.6\% |
| Total Canadian Equity |  |  | \$3,623.99 | 36.5\% |  |
| Global Equity |  |  |  |  |  |
| 8181 ML Trimark | 56.57636 | 20.150 | 1,140.01 | 11.5\% | 21.5\% |
| 8141 ML Fidelity Int'I Portfolio | 67.91091 | 15.520 | 1,053.98 | 10.6\% | 21.1\% |
| Total Global Equity |  |  | \$2,193.99 | 22.1\% |  |
| Total value of your investments |  |  | \$9,931.30 | 100.0\% |  |

## Your current investment instructions

Here are the instructions we currently have on file for investing your contributions.

| Investment code and name |  | Member required | Member voluntary | Sponsor required | Sponsor voluntary |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 3131 | Ml E\&P Money | 10.000\% | 10.000\% | 10.000\% | 10.000\% |
| 4161 | ML McLean Budden Fixed Income | 10.000\% | 10.000\% | 10.000\% | 10.000\% |
| 5161 | ML McLean Budden Reg Balanced | 20.000\% | 20.000\% | 20.000\% | 20.000\% |
| 7121 | ML Altamira Blue Chip | 20.000\% | 20.000\% | 20.000\% | 20.000\% |
| 7171 | ML Seamark Cdn Stock | 20.000\% | 20.000\% | 20.000\% | 20.000\% |
| 8181 | ML Trimark | 10.000\% | 10.000\% | 10.000\% | 10.000\% |
| 8141 | ML Fidelity Int'I Portfolio | 10.000\% | 10.000\% | 10.000\% | 10.000\% |
| Total |  | 100.00\% | 100.00\% | 100.00\% | 100.00\% |

If you have given us investment instructions that apply after December 31, 2003, we will list them on your next report.

## Your beneficiaries

| Primary beneficiary | Relationship | Per cent |
| :--- | :--- | ---: |
| Peter Brown | Father | $100.000 \%$ |

Small steps towards a strong finish
Increasing your contributions by small amounts of money can really pay off in the long run. Why not try saving an extra $\$ 10$ per month - that's $\$ 120$ per year. If this money is invested at $8 \%$, it will grow to $\$ 5,689.99$ after 20 years.

## Investments that will soon mature

Here is a list of your guaranteed interest account (GIA) investments that will mature over the next 8 months.

| Investment code and name | Value on <br> Dec. 31, 2003 | Interest rate | Maturity date | Value on maturity date |
| :---: | :---: | :---: | :---: | :---: |
| 1001 Manulife 1 year GIA | \$253.32 | 2.875\% | Jul. 3, 2004 | \$256.97 |
| 1002 Manulife 2 year GIA | 87.75 | 2.875\% | Jul. 3, 2004 | 89.01 |
| 1003 Manulife 3 year GIA | 228.95 | 2.875\% | Jul. 3, 2004 | 232.45 |

Unless you give us different instructions before the maturity date, any investments that mature will be automatically reinvested for the same term at the rate in effect on the date of reinvestment.

Want to see details for all your guaranteed investments?
Login to the Plan Member Web site and choose Guaranteed Interest Accounts from the left menu.

## Registered Retirement Savings Plan

for the period January 1, 2003 to December 31, 2003

Plan information

| Policy number | 123-456-789 |
| :--- | :--- |
| Member number | 61652 |
| Gender | Female |
| Your status | Active |
| Contributor name | Jim Brown |
| Date you started with <br> your employer (sponsor) | Jan. 1, 1997 |
| Date you joined the plan | Jan. 1, 1997 |
| Retirement date, <br> if you retire at age 65 | Dec. 1, 2037 |

## Summary of your transactions for this report period

|  | Member voluntary | Total |
| :---: | :---: | :---: |
| Opening value on January 1, 2003 | \$4,550.37 | \$4,550.37 |
| Contributions for: |  |  |
| Jan. 1 to Mar. 3, 2003 | 1,022.27 | 1,022.27 |
| Mar. 4 to Dec. 31, 2003 | 2,961.70 | 2,961.70 |
| Fees and expenses | 0.00 | 0.00 |
| Growth in the value of your plan | 1,396.96 | 1,396.96 |
| Value on December 31, 2003 | \$9,931.30 | \$9,931.30 |

Any contributions made to your plan that we received after December 31, 2003 will be shown on your next report.

## Looking for more details?

You can see the details of all your transactions on the secure Web site. Just login to your account, and select Transaction Summary from the menu. Here's where you can see the unit value, interest rate, and amount of each transaction.

## Breakdown of your investments by asset class



## Plan your retirement online

Does your personal information need updating? Do you want to change your investments? Check out our Web site at www.manulife.ca/GRO

You can also do transactions and get lots of useful information about your group savings plans. It's just a simple click away!

## manulife Financial

Member name: Dale Robins
Customer number: 100977661
Registered Retirement Savings Plan Policy number: 123-456-789 Division: West

## Foreign content percentage

Your foreign content in this plan is $\mathbf{2 0 \%}$. This is calculated based on the purchase price of the foreign market-based funds, and not on their value today.

There is currently no limit on the amount of foreign content you may hold. The federal government has announced plans to change the rules but the effective date is unknown at this time. Manulife encourages you to consider limiting foreign content to $30 \%$ of your total investments in anticipation of the changes.

## Details of your investments in this plan on December 31, 2003

| Investment code and name |
| :--- |
| Number |
| of units |$\quad$| Unit price |
| :---: |

## Your current investment instructions

Here are the instructions we currently have on file for investing your contributions.

| Investment code and name | Member <br> voluntary |
| :--- | :--- | :--- |
| 3131 Ml E\&P Money | $10.000 \%$ |
| 4161 ML McLean Budden |  |
| Fixed Income |  |

If you have given us investment instructions that apply after December 31, 2003, we will list them on your next report.

## Your beneficiaries

| Primary beneficiary | Relationship | Per cent |
| :--- | :--- | ---: |
| Peter Brown | Father | $100.000 \%$ |

## Investments that will soon mature

Here is a list of your guaranteed interest account (GIA) investments that will mature over the next 8 months.

| Investment code and name | Value on <br> Dec. 31, 2003 | Interest <br> rate | Maturity <br> date | Value on <br> maturity date |
| :--- | :--- | ---: | ---: | ---: | ---: |
| 1001 Manulife 1 year GIA | $\$ 253.32$ | $2.875 \%$ | Jul. 3, 2004 | $\$ 256.97$ |
| 1002 Manulife 2 year GIA | 87.75 | $2.875 \%$ | Jul. 3, 2004 |  |
| 1003 Manulife 3 year GIA | 228.95 | $2.875 \%$ | Jul. 3, 2004 |  |

Unless you give us different instructions before the maturity date, any investments that mature will be automatically reinvested for the same term at the rate in effect on the date of reinvestment.

## Want to see details for all your guaranteed investments?

Login to the Plan Member Web site and choose Guaranteed Interest Accounts from the left menu.

## 罒 Manulife Financial

## More details about your projections

## How we estimate if you're on track to reach your retirement income goal

We have used a combination of, information you provided and our assumptions about future salary, rates of return on investments, and future contributions to help estimate your retirement income.

## Here's a summary of your information:

|  | Information <br> about you | Information about <br> your spouse |
| :--- | ---: | ---: | ---: |
| Date of birth | December 26,1972 | January 7, 1975 |
| Current annual income | $\$ 44,000.00$ | $\$ 30,000.00$ |
| Age you plan to retire | 65 | 65 |
| Other monthly income | $\$ 0.00$ |  |
| at retirement |  |  |

Your current average monthly contributions

| Manulife group plans* | $\$ 332.00$ | Not applicable |
| :--- | ---: | ---: |
| Other registered plans | $\$ 35.00$ | $\$ 50.00$ |
| Other savings | $\$ 0.00$ | $\$ 0.00$ |

*This figure may not match the balance on the first page of the statement because this number includes the balance on all your plans, not just those appearing on this statement.

## Contributions

Your suggested ongoing contribution amount refers to the total amount to be put towards retirement savings to help you reach your retirement goals, based on the given assumptions. All expressions of ongoing contribution amounts assume that ongoing contributions stop when you retire and, likewise, your spouse's ongoing contributions cease when he/she retires. Contribution amounts may include employee and employer contributions made to your company's qualified retirement plan, deposits to other registered and non-registered accounts.

Here are the assumptions we used:
Net salary growth rate:

| Up to age 28 | 4.10\% a year |
| :---: | :---: |
| From age 29 to 48 | 1.30\% a year |
| Age 49 and over | 0.00\% a year |
| Investor style for current asset mix | Balanced |
| Net rate of return on your investments |  |
| With Manulife | 6.41\% a year |
| Other investments | 6.41\% a year |
| Net rate of return of your investments after you retire3.92\% a year |  |
| Life expectancy | Age 90 |

## Rates of return

The rate of return used to estimate the growth of your group retirement savings plan is based on the number of years until your planned retirement age, and either how your assets are invested with Manulife currently or if you are a new client to Manulife on your chosen investor strategy.

For each investor style, a range of rate of return estimates, net of inflation, has been calculated using the historical performance returns of representative market indexes and the average of asset-class specific funds that are sold in Canada. Each investor style has an estimated return that is updated periodically by Manulife Financial Canadian Pension Operations. From the range of rate of return estimates, the rate used for the purposes of your calculation has historically been exceeded approximately $70 \%$ of the time. Your actual return will be impacted by any investment management fees and expenses incurred.
Note: Return estimates are not a guarantee of future results and are for illustration purposes only.
The rate of return we used to estimate the growth of your Manulife investments is also used to estimate the future growth of your other retirement savings and spousal retirement savings. This rate of return estimate is not based on the past performance of your investments and does not guarantee future returns.
The estimates shown assume that no withdrawals are made from your retirement savings account(s) prior to retirement. Withdrawals will reduce the value of your retirement savings account(s) immediately and consequently may affect the value of your retirement savings account(s) at your retirement date.

## Bulletin board

## Important information about your Registered Pension Plan

## Plan name: The Registered Pension Plan for Employees <br> of Burlington Resources

Policy number: 123-456-789
Provincial registration number: 987654321-96
Federal registration number: 123456789-86

## How we calculate your personal rates of return

We've prepared your personal rates of return using the industry standard method. These returns are:

- annualized, which means they are expressed as yearly returns
- after deduction of investment management related expenses
- based on past performance, and
- not a guarantee of future returns.

Values in market-based funds can go up or down depending on the value of the underlying securities.

Many variables affect your personal rates of return, such as the opening and closing values of your plan each month as well as the timing and amount of contributions, withdrawals and transfers.

## Locked-in money in your plan

You can't withdraw locked-in money as cash and must use it to buy a retirement income option.

## Vesting defined

The vested amount in your plan is the amount of employer (sponsor) money you're entitled to if you terminate employment. Your own contributions are always $100 \%$ vested.

## ■ What happens if you die?

Did you know that if you die before you retire, the value of your employee contributions and vested employer (sponsor) contributions made after January 1, 1987 will be paid to your spouse, even if he or she is not your named beneficiary. The value of your employee contributions and vested employer contributions made prior to January 1, 1987 will be paid to your named beneficiary.
This legislation only applies to your RPP contributions. For other types of plans, your contributions are always paid to your named beneficiary.

## Bulletin board (continued)

## RRSP contribution room

This statement should not be used to calculate your RRSP contribution room.
Please refer to your previous year's Revenue Canada Notice of Assessment.

## Review your report carefully

We've made every effort to ensure that this report is accurate, but please review your report carefully and let us know within 30 days if you notice any errors.

## To contact us

For account inquiries, call us toll-free at: 1-888-727-7766
To speak with a Manulife Financial Education Specialist about your investments, call us toll-free at: 1-888-245-5558
(a) E-mail us at:

GROmail@manulife.com
$\Delta$ Write to us at:
Manulife Financial
Customer Service - Canadian Pension Operations
P.O. Box 396

Waterloo, Ontario N2J 4A9
CANADA

## Manulife Financial investment options and performance

This section lists all guaranteed interest accounts and market-based funds available to you, as well as their interest rates and rates of return. The funds you've currently invested in are shown in bold.
Note: Some of these funds may not be available in all of your plans.

## Guaranteed Interest Accounts

The interest rates shown may change depending on market conditions. Interest rates shown don't include Member Reward Program enhancements, if these apply to your plan.

| Investment code and name | Interest rate on Dec. 31, 2003 |  |
| :---: | :---: | :---: |
|  | RPP | RRSP |
| 1000 Manulife Daily Interest | 1.525\% | 1.520\% |
| 1001 Manulife 1 Year GIA | 4.900\% | 4.895\% |
| 1002 Manulife 2 Year GIA | 5.400\% | 5.395\% |
| 1003 Manulife 3 Year GIA | 5.650\% | 5.645\% |
| 1004 Manulife 4 Year GIA | 5.775\% | 5.770\% |
| 1005 Manulife 5 Year GIA | 6.025\% | 6.020\% |
| 1010 Manulife 10 Year GIA | 6.025\% | 6.020\% |

## Market-based funds

Rates of return are shown before deduction of the investment management fees. Rates of return for periods of one year or more are expressed as an annualized return.

| Investment code and name | Rate of return on December 31, 2003 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year to date | 1 year | 3 year | 5 year | 10 year |
| Asset Allocation (AA) |  |  |  |  |  |
| 2001 Conservative Asset Allocation | 4.6\% | 4.6\% | 9.6\% | 9.1\% |  |
| 2002 Moderate Asset Allocation | 6.5\% | 6.5\% | 11.5\% | 11.0\% |  |
| 2003 Balanced Asset Allocation | 9.7\% | 9.7\% | 14.7\% | 14.2\% |  |
| 2004 Growth Asset Allocation | 11.4\% | 11.4\% | 16.4\% | 15.9\% |  |
| 2005 Aggressive Asset Allocation | 13.7\% | 13.7\% | 18.7\% | 18.2\% |  |
| 2101 Conservative Index AA | 5.5\% | 5.5\% | 10.5\% | 10.0\% |  |
| 2102 Moderate Index AA | 7.5\% | 7.5\% | 12.5\% | 12.0\% |  |
| 2103 Balanced Index AA | 10.0\% | 10.0\% | 15.0\% | 14.5\% |  |
| 2104 Growth Index AA | 12.5\% | 12.5\% | 17.5\% | 17.0\% |  |
| 2105 Aggressive Index AA | 12.2\% | 12.2\% | 17.2\% | 16.7\% |  |

## Canadian Money Market

| 3131 ML E\&P Money | $\mathbf{4 . 3 \%}$ | $\mathbf{4 . 3} \%$ | $5.2 \%$ | $\mathbf{5 . 1 \%}$ | $4.0 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- |

## Canadian Bond

| 4111 ML AGF Cdn Bond | $-1.8 \%$ |
| :--- | :--- |
| 4131 ML E\&P Pooled Bond | $-1.8 \%$ |

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## Manulife Financial investment options and performance (continued)

Market-based funds (continued)

| Investment code and name | Rate of return on December 31, 2003 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year to date | 1 year | 3 year | 5 year | 10 year |
| Canadian Bond (continued) |  |  |  |  |  |
| 4141 ML Fidelity Cdn Bond | -0.8\% | -0.8\% | 3.6\% | 4.9\% | 5.6\% |
| 4161 ML McLean Budden Fixed Income | -2.2\% | -2.2\% | 1.0\% | 5.2\% | 4.1 \% |
| 4171 ML Seamark Fixed Income | -2.4\% | -2.4\% | 5.0\% | 6.5\% | 7.6\% |

## Balanced

| 5111 | ML AGF Growth and Income | 17.7\% | 17.7\% | 18.5\% | 19.3\% | 24.7\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5131 | ML E\&P Balanced | $3.2 \%$ | 3.2\% | 4.0\% | 5.8\% | 6.0\% |
| 5161 | ML McLean Budden Reg Balanced | 13.4\% | 13.4\% | 12.5\% | 14.9\% | 15.0\% |
| 5171 | ML Seamark Diversified Growth | 16.6\% | 16.6\% | 16.9\% | 18.4\% | 18.0\% |
| 5181 | ML Trimark Income Growth | 12.7\% | 12.7\% | 15.0\% | 14.5\% | 17.5\% |

## Canadian Equity

| 7111 ML AGF Cdn Equity | 34.8\% | 34.8\% | 37.0\% | 29.5\% | 40.0\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 7121 ML Altamira Blue Chip | 49.2\% | 49.2\% | 48.0\% | 50.1\% | 39.2\% |
| 7122 ML Altamira Emerging Growth | 24.3\% | 24.3\% | 25.3\% | 25.0\% | 28.7\% |
| 7131 ML E\&P Equity | 6.3\% | 6.3\% | 7.0\% | 8.5\% | 8.0\% |
| 7132 ML Canadian Equity Index | 30.8\% | 30.8\% | 32.0\% | 35.0\% | 29.8\% |
| 7141 ML Fidelity Capital Builder | 35.3\% | 35.3\% | 37.5\% | 38.0\% | 33.4\% |
| 7161 ML McLean Budden Cdn Equity | 26.0\% | 26.0\% | 27.5\% | 28.5\% | 29.0\% |
| 7162 ML McLean Budden Eqty Growth | 24.3\% | 24.3\% | 25.2\% | 28.2\% | 27.2\% |
| 7171 ML Seamark Cdn Stock | 22.2\% | 22.2\% | 24.2\% | 26.3\% | 29.5\% |
| 7181 ML Trimark Canadian | 18.2\% | 18.2\% | 20.2\% | 27.2\% | 25.5\% |

## Global Equity

| 8031 | ML Int'I Global Equity | 39.6\% | 39.6\% | 42.1\% | 44.3\% | 40.0\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 8141 | ML Fidelity Int'I Portfolio | 23.0\% | 23.0\% | 24.5\% | 29.8\% | 30.0\% |
| 8161 | ML McLean Budden Global Eqty | 28.4\% | 28.4\% | 29.8\% | 32.1\% | 30.7\% |
| 8181 | ML Trimark | 16.8\% | 16.8\% | 19.3\% | 25.5\% | 26.7\% |

## U.S. Equity

| 8111 ML AGF American Growth | 23.5\% | 23.5\% | 24.2\% | 25.6\% | 28.9\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 8131 ML U.S. Equity Index | 13.6\% | 13.6\% | 15.0\% | 13.8\% | 12.5\% |
| 8132 ML E\&P Pooled U.S. Equity | 19.0\% | 19.0\% | 20.9\% | 26.7\% | 29.8\% |
| 8142 ML Fidelity Growth America | 15.6\% | 15.6\% | 14.8\% | 15.2\% | 17.2\% |
| 8151 ML GT America Growth Class | 43.9\% | 43.9\% | 40.0\% | 38.6\% | 44.3\% |
| 8171 ML Seamark American Equity | 32.8\% | 32.8\% | 35.8\% | 34.9\% | 35.2\% |
| International Equity |  |  |  |  |  |
| 8172 ML Seamark Int'I Equity | 41.0\% | 41.0\% | 35.1\% | 32.8\% | 40.1\% |

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