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The following is a list of our partner fund managers and where you can find more information on them:

Alliance Bernstein Investments
www.alliancebernstein.com

Beutel Goodman
www.beutel-can.com

BlackRock, Inc. (“BlackRock”)  
www.blackrock.com

CI Investments
www.ci.com

CIBC Global Asset Management
www.cibc.ca

Connor, Clark & Lunn Financial Group
www.cclgroup.com

Dimensional Fund Advisors (DFA)
www.dimensional.com

Fidelity Investments Canada ULC
www.fidelity.ca

Foyston Gordon Payne Investment Counsel (FGP)
www.foyston.com

Franklin Templeton Investments
www.franklintempleton.ca

Genus Capital Management
www.genuscap.com

Greystone Managed Investments
www.greystone.ca

Guardian Capital LP
www.guardiancapital.com

Invesco
www.invescotrimark.com

Jarislowsky Fraser Limited
www.jfl.ca

JPMorgan Asset Management
www.jpmorgan.com

Leith Wheeler Investment Counsel Ltd.
www.leithwheeler.com

Manulife Asset Management
www.manulifeam.com

Mawer Investment Management Ltd.
www.mawer.com

MFS Mclean Budden
www.mcleanbudden.com

Montrusco Bolton Investments
www.montruscobolton.com

Phillips, Hager & North Investment Management Ltd.
www.phn.com

Pictet Asset Management (PAM)
www.pictet.com

Scheer Rowlett & Associates Investment Management (SRA)
www.cclgroup.com/scheerrowlett

Sprucegrove Investment Management

T. Rowe Price
http://corporate.troweprice.com

Wellington Management
www.wellington.com
Each asset class is represented by a different colour. The fund pages in this Group Investment Report and on Manulife’s website are colour-coded to reflect the asset class they represent.

- **ASSET ALLOCATION**: A fund that invests in a diverse range of asset classes, investor styles and fund managers with the goal of maximizing expected return while minimizing volatility for each investor profile.

- **GUARANTEED INTEREST ACCOUNT**: A fund that earns a fixed interest rate from the date of deposit until the date of maturity. The interest rate is determined on the date of deposit and does not change.

- **MONEY MARKET**: A fund that invests in short-term securities.

- **FIXED INCOME**: A fund that invests in fixed income securities that pay interest, such as corporate and government bonds. The interest rate earned is more commonly referred to as a ‘coupon rate’ and is expressed as a percentage.

- **BALANCED**: A fund that invests primarily in a combination of common and preferred stock, bonds and short-term securities. A typical balanced fund concentrates on capital preservation and growth while mitigating risk.

- **CANADIAN LARGE CAP EQUITY**: A fund that invests primarily in shares of companies incorporated in Canada. While the fund may hold some shares of small companies, it invests primarily in medium-to-large companies listed on Canadian stock exchanges.

- **CANADIAN SMALL/MID CAP EQUITY**: A fund that invests primarily in shares of small and medium companies incorporated in Canada.

- **U.S. LARGE CAP EQUITY**: A fund that invests primarily in shares of companies incorporated in the U.S. While the fund may hold some shares of small companies, the fund invests primarily in medium-to-large companies.

- **INTERNATIONAL EQUITY**: A fund that invests primarily in shares of companies incorporated outside North America.

- **GLOBAL EQUITY**: A fund that invests in shares of companies incorporated in one of the following three geographic regions – Asia, Europe and the Americas.

- **SPECIALTY**: A fund that invests primarily in the securities of a particular industry, sector, type of security or geographic region. Due to their limited diversification, they are considered highly aggressive and their value may sharply rise and fall over time.
**ACTIVELY MANAGED FUND**: A fund that attempts to out-perform the applicable benchmark by deviating from the benchmark weights in securities, sectors, countries and/or asset classes.

**BLEND INVESTMENT STYLE**: An investment style that uses more than one style (e.g. a combination of growth and value investment styles).

**BOTTOM UP**: A management style that selects companies based on their own characteristics, regardless of the industry or region in which they operate.

**CORE INVESTMENT STYLE**: An investment style that typically maintains similar industry weights as the relevant index and tries to add incremental value through security selection.

**GROWTH INVESTMENT STYLE**: An investment style that purchases securities with a greater than average growth potential. A key characteristic of a growth stock is a high Price to Earnings (P/E) ratio.

**INDEX FUND**: A fund in which the investment manager tries to replicate the performance of the benchmark. This can be accomplished by purchasing a proportionate weight of every security in the benchmark, or by purchasing alternate securities/vehicles to be used as proxies for securities in the benchmark.

**INTEREST RATE ANTICIPATION INVESTMENT STYLE**: An investment style that adjusts the duration of the fixed income portfolio based on forecasted movements in the interest rate.

**VALUE INVESTMENT STYLE**: An investment style that purchases securities with market prices cheaper than their corresponding price from a valuation model. Value securities typically have assets, cash flows and earnings selling at a discount relative to the market.

**YIELD CURVE FORECASTING INVESTMENT STYLE** *(YIELD ENHANCEMENT)*: An investment style that forecasts the change in relationship between yield to maturity and term to maturity and positions the portfolio accordingly.
## Investment Platform – Style Grid

<table>
<thead>
<tr>
<th>Actively Managed</th>
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<tr>
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<td>2004 Manulife Growth Asset Allocation Fund</td>
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<tr>
<td>4161 Manulife MFS MB Fixed Income Fund</td>
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<tr>
<td>5132 Manulife MMF Monthly High Income Fund</td>
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<td>5241 Manulife Jarislowsky Fraser Balanced Fund (RPO)</td>
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<tr>
<td>5271 Manulife PH&amp;N Balanced Pension Trust Fund</td>
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| **CANADIAN LARGE CAP EQUITY** |
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| CANADIAN LARGE CAP EQUITY         | 7121 Manulife Asset Management Canadian Large Cap Growth Fund | 7132 Manulife Asset Management Canadian Equity Index Fund |
| CANADIAN SMALL CAP EQUITY         | 7122 Manulife MMF Growth Opportunities Fund |
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| SPECIALTY                         | |
The triangle represents the fund's rating on the volatility meter.

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<td>2004 Manulife Growth Asset Allocation Fund</td>
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<td></td>
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<td>3191 Manulife Daily High Interest Fund</td>
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<td>4271 Manulife PH&amp;N Bond Fund</td>
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<td>4141 Manulife Fidelity Canadian Bond Fund</td>
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<td>4162 Manulife McLean Budden Long Term Fixed Income Fund</td>
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<td>5132 Manulife MMF Monthly High Income Fund</td>
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<td></td>
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</table>
Volatility Meter

The volatility rating is based on the standard deviation of monthly returns of the fund or underlying fund over a three-year period as of June 30, 2013. Fund volatility is based on the standard deviation of monthly returns over a three-year period. Funds in operation for less than three years are rated using the longest time period available. For a fund and underlying fund where return history is less than one year, no volatility rating will appear. Standard deviation is a measure of risk and indicates the degree to which the fund’s value has fluctuated. A fund with high volatility has experienced more variability in month-to-month returns than a fund with low volatility.
Gross rates of return (%) as of June 30, 2013. Gross rates of return reflect performance before fees are deducted.

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<th>Fund Code</th>
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**Notes:**
1. The rates of return that a fund earned over a specific 12-month period. As an example: a one-year annual return as at July 2010 would measure performance from August 1, 2009 to July 30, 2010.
2. Year to date (YTD) rates of return are not annualized.
3. The Manulife MMF Monthly High Income's primary objective is to provide investors with a steady flow of monthly income and capital growth. The fund invests in a variety of equity securities, fixed income securities and income trusts.
4. Comprised of 35% S&P/TSX Composite Index, 35% DEX Universe Bond Index (Total Return), 10% S&P 500 Index (SC), 10% MSCI EAFE Index (SC), and 10% DEX 91-Day T-bills.
5. **Effective November 16, 2012,** the underlying fund changed from the Manulife Mutual Funds Canadian Equity to the Manulife Asset Management Canadian Large Cap Growth. For the Manulife Segregated Fund, performance prior to this date was derived from the Manulife Mutual Funds Canadian Equity.

Manulife Return: These numbers represent the gross rates of return of the Manulife fund.

Additional Historical Information: In order to provide historic gross rates of return information, we have included the returns for each of the respective underlying funds.
The investment management fees (IMFs) you pay appear on the secure member website at www.manulife.ca/GRO.

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How to Read Fund Descriptions

1 Fund code
Each fund is named using a unique code. Identify a specific fund using its fund code when you select or change funds.

2 Asset class
The types of investments (such as Canadian Equity, International Equity, Fixed Income) that account for the majority of the fund’s holdings. Funds are colour-coded by asset class.

Please note: Funds classified as “Balanced” hold similar portions of equity, fixed income investments.

3 Volatility meter
The volatility meter is a scale – ranging from low to high – that illustrates the amount that a fund’s value is likely to fluctuate. Fund volatility is based on the standard deviation of monthly returns over a three-year period. Funds in operation for less than three years are rated using the longest time period available. For a fund and underlying fund where return history is less than one year, no volatility rating will appear. The current volatility meter uses a 25-point rating scale.

4 How the underlying fund is invested
The pie chart shows the types of investments in the underlying fund and the percentage of the overall portfolio they represent.

5 Top holdings
The individual investments in the underlying fund that comprise the largest percentage of the overall portfolio. This is determined using the percentage weighting of the fund’s net market value.

6 Primary investment process
Fund managers use a number of approaches to determine the asset allocation of a fund and to select the individual securities it will hold. These are the most common approaches:

• Fundamental Bottom-up – This approach considers the investment merits of individual companies. The sector allocation of a fund managed in this way will be determined by the individual stocks held in the fund.

• Quantitative – This technique applies complex mathematical research and statistical models along with measurement and research to identify attractive investments.

• Index – An indexed portfolio is constructed to mimic the performance of a specific market index. This approach is also known as passive investing.

• Multi-manager – A multi-manager fund is directed by more than one investment manager and often combines different investment styles or asset classes.

7 Equity style and capitalization
This chart displays the primary equity investment style (such as value or growth) the fund manager uses to select securities as well as the ‘market capitalization’ of securities in the fund. Market capitalization is a term used to define the total market value of a particular company’s outstanding shares. In the context of an investment fund, this term refers to the size of the companies whose stocks are held in the fund. This term only applies to funds with equity – or stock – holdings.
Fixed Income Style
This chart shows the different approaches a manager uses to select fixed income holdings within the portfolio.

Underlying fund
Market-based investment options available to group plans are usually fund-on-fund investments which invest in existing pooled funds or mutual funds. These are known as the underlying funds. When a contribution is made to a Manulife fund, it’s used to purchase units of the corresponding underlying fund. For example, contributions to the Manulife Trimark Income Growth Fund purchase units of the Trimark Income Growth Fund.

Each Manulife fund may hold a small cash component, and the underlying fund may do the same. A fund-on-fund strategy seeks to produce similar returns to the underlying fund within the Manulife fund.

Objective
The fund’s primary investment goal(s) as determined by the fund manager.

Managed by
This names the investment management firm who oversees the fund.

Fund managers
The name of the lead fund manager(s) accountable for investment decisions in the underlying fund.

Inception date
The date the underlying fund was first available for purchase.

Total assets
The total market value of all assets invested in the underlying fund on a specific date.

Historical gross returns
The performance of the fund over a specified period. Performance histories are shown for illustrative purposes; they are not a guarantee of future performance. Unit values fluctuate with the market value of the underlying fund’s assets. Gross rates of return mean the investment performance of the fund before investment management fees (IMFs) and taxes are deducted (Goods and Services Tax/Harmonized Sales Tax).

An individual who invests in the fund earns a net return after fees. Management fees vary by firm and by plan. Returns shown here represent results for the Manulife fund and/or its underlying fund.

Year by year returns
This shows the one-year return of the fund during each year illustrated in the accompanying graph.

Overall past performance
This graph shows how a $10,000 investment in the fund changed in value over a specified period, and the value of that investment at the end of the period. It also compares the value of that investment with the value of the same investment in a related, broadly-based index.

Annual compound returns
Returns for a specified period expressed as an annualized rate.

Manulife inception date
The first full month the fund was available to Manulife Group Retirement Solutions plans.

Rate of return expectation
The benchmark whose performance the fund manager expects to meet or exceed over the long term. Investments held in this benchmark are indicative of the investments held in the fund.
Asset Allocation funds are portfolios of underlying funds diversified by fund manager, asset class and investor style. Asset Allocation funds are designed to make investing convenient. They provide fund participants with a balance of capital growth and preservation consistent with five investor styles ranging from conservative to aggressive. Asset Allocation funds diversify by investing in a number of underlying funds so plan members do not need to manage these portfolios.

Manulife offers five actively managed Asset Allocation funds. The actively managed funds strive to out-perform a variety of benchmark index composites.

The funds are re-balanced periodically to maintain their respective long-term target asset mixes which ensures each fund’s underlying composition fulfills its objectives.

<table>
<thead>
<tr>
<th>FUND CODE</th>
<th>FUND NAME</th>
<th>PAGE NUMBER</th>
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<tbody>
<tr>
<td>2001</td>
<td>Manulife Conservative Asset Allocation Fund</td>
<td>15</td>
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<tr>
<td>2002</td>
<td>Manulife Moderate Asset Allocation Fund</td>
<td>16</td>
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<tr>
<td>2003</td>
<td>Manulife Balanced Asset Allocation Fund</td>
<td>17</td>
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<tr>
<td>2004</td>
<td>Manulife Growth Asset Allocation Fund</td>
<td>18</td>
</tr>
<tr>
<td>2005</td>
<td>Manulife Aggressive Asset Allocation Fund</td>
<td>19</td>
</tr>
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Volatility meter

Based on 3 year standard deviation of the Fund

<table>
<thead>
<tr>
<th>Volatility Meter</th>
<th>Low (1)</th>
<th>High (25)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

How the fund is invested

**Manulife Conservative Asset Allocation Fund**

- **Fixed Income**: 68.00%
- **International Equity**: 4.20%
- **U.S. Equity**: 3.80%
- **Mortgage**: 12.00%
- **Canadian Equity**: 12.00%

Top Target Allocation of the Fund

- **MLI Cdn Bond (MAM)**: 20.00%
- **MLI Fixed Income Plus (AB)**: 16.00%
- **MLI Cdn Universe Bond (CIBC)**: 12.00%
- **MLI Mortgage Backed Fund (MAM)**: 12.00%
- **MAM Cdn Bond Index Pooled Fund**: 10.00%
- **MAM Strategic Income Pooled**: 10.00%
- **MLI Canadian Equity Value (SR)**: 3.20%
- **MLI Cdn Large Cap Value Eq (MAM)**: 3.20%
- **MLI Canadian Equity (Greystone)**: 2.30%
- **MLI Pure Canadian Equity Grw (MAM)**: 2.30%
- **MLI U.S. Div Growth Eq (Wellington)**: 1.70%
- **MLI U.S. Large Cap Val (T. Rowe)**: 1.70%
- **MAM EAFE Equity Index Pooled**: 1.20%
- **MLI Canadian Equity Index Pooled**: 1.00%
- **MLI Emerging Market Value (DFA)**: 1.00%
- **MLI World Investment (Mawer)**: 1.00%
- **MLI International Eq (Templeton)**: 1.00%
- **MAM US Equity Index Pooled Fund**: 0.40%

Primary investment process

Multi−manager

Equity style and capitalization

<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Large</td>
<td>Medium</td>
</tr>
<tr>
<td></td>
<td>All Cap</td>
<td></td>
</tr>
</tbody>
</table>

Source: Manulife Investment Management Services

Fixed income style

- **Rate Anticipation**: H
- **Yield Enhancement**: H
- **Sector Trading**: L

Source: Manulife Investment Management Services

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Objective

The Manulife Conservative Asset Allocation Fund is managed to provide a high level of current income and capital preservation with some consideration given to growth of capital. This fund is diversified by asset class and investment styles with the objective of achieving superior risk−adjusted returns over the long term. The Fund will generally maintain 80% of its investments in fixed income funds and 20% in equity funds, though each segment may vary up to 10% from time to time.

Managed by

Manulife Financial

Fund managers

Various (please refer to Top Target Allocation of the Fund on this page)

Inception date

February 1999

Total assets

$511.2 million

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in February 1999.

Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns

(As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the composite benchmark, as outlined in the Rate of return expectation below.

Rate of return expectation

Over the long term, the Fund attempts to outperform a benchmark portfolio that is comprised of the following:

- 65% DEX Universe Bond Total Return Index
- 15% DEX 91−Day T−bill Total Return Index
- 12% S&P/TSX Total Return Index
- 4% S&P 500 Total Return Index ($Cdn)
- 4% MSCI EAFE Total Return Index ($Cdn)

Effective May 1, 2010, assets in this fund reflect GRS assets exclusively. Performance data for periods beginning after May 1, 2010 will reflect detail strictly for the GRS fund. Data for periods that began prior to May 1 will continue to reflect detail for the combined fund.

Source: The Globe and Mail Inc.
Objective  The Manulife Moderate Asset Allocation Fund is managed to provide a balance between current income and growth of capital with a greater emphasis on income and capital preservation. This fund is diversified by asset class and investment styles with the objective of achieving superior risk-adjusted returns over the long term. The Fund will generally maintain 60% of its investments in fixed income funds and 40% in equity funds, though each segment may vary up to 10% from time to time.

Managed by  Manulife Financial

Fund managers  Various (please refer to Top Target Allocation of the Fund on this page)

Inception date  February 1999  Total assets  $466.2 million

Historical gross returns  Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in February 1999.

Overall past performance  This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns  (As at June 30, 2013)  This table shows the historical annual compound total return of the Fund compared with the composite benchmark, as outlined in the Rate of return expectation below.

Rate of return expectation  Over the long term, the Fund attempts to outperform a benchmark portfolio that is comprised of the following:

- 60% DEX Universe Bond Total Return Index
- 24% S&P/TSX Total Return Index
- 8% S&P 500 Total Return Index ($ Cdn)
- 8% MSCI EAFE Total Return Index ($ Cdn)

Effective May 1, 2010, assets in this fund reflect GRS assets exclusively. Performance data for periods beginning after May 1, 2010 will reflect detail strictly for the GRS fund. Data for periods that began prior to May 1 will continue to reflect detail for the combined fund.

Source: The Globe and Mail Inc.
Volatility meter

Based on 3 year standard deviation of the Fund

Low (1) High (25)

6

How the fund is invested

U.S. Equity 11.40%
Mortgage 6.00%
Fixed Income 34.00%
Canadian Equity 32.60%
Real Estate 3.50%
International Equity 12.50%

Top Target Allocation of the Fund

MLI Cdn Bond (MAM) 10.50%
MAM Strategic Income Pooled 10.00%
MLI Canadian Equity Value (SR) 7.50%
MLI Cdn Large Cap Value Eq (MAM) 7.50%
MLI Canadian Equity (Greystone ) 6.20%
MLI Pure Canadian Equity Grw (MAM) 6.20%
MLI Mortgage Backed Fund (MAM) 6.00%
MLI Fixed Income Plus (AB) 5.50%
MLI Cdn Universe Bond (CIBC) 5.00%
MLI U.S. Div Grwth Eq (Wellington) 4.20%
MLI U.S. Large Cap Val (T. Rowe) 4.20%
MLI International Eq (Templeton) 3.80%
MLI World Investment (Mawer) 3.80%
MLI Canadian Real Estate Investment 3.50%
MAM Cdn Bond Index Pooled Fund 3.00%
MAM US Equity Index Pooled Fund 3.00%
MLI Emerging Market Value (DFA) 3.00%
MAM Canadian Equity Index Pooled 2.00%
MAM EAFE Equity Index Pooled 1.90%
MLI Canadian Small Cap Value (FGP) 1.60%

Primary investment process
Multi−manager

Equity style and capitalization

<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
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<tbody>
<tr>
<td>Large</td>
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<td>Medium</td>
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<tr>
<td>Small</td>
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<td></td>
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<tr>
<td>All Cap</td>
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</tbody>
</table>

Fixed income style

Rate | Anticipation | Yield | Enhancement | Sector |
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</tbody>
</table>

Source: Manulife Investment Management Services

Note: All rates of return are shown before investment management fees or taxes have been deducted.
The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Objective
The Manulife Balanced Asset Allocation Fund is managed to provide a balance between growth of capital and current income with a greater emphasis on growth of capital. This fund is diversified by asset class and investment styles with the objective of achieving superior risk−adjusted returns over the long term. The Fund will generally maintain 60% of its investments in equity funds and 40% in fixed income funds, though each segment may vary up to 10% from time to time.

Managed by
Manulife Financial

Fund managers
Various (please refer to Top Target Allocation of the Fund on this page)

Inception date
February 1999
Total assets
$2,391.5 million

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in February 1999.

Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns
(As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the composite benchmark, as outlined in the Rate of return expectation below.

Rate of return expectation

Over the long term, the Fund attempts to outperform a benchmark portfolio that is comprised of the following:

- 40% DEX Universe Bond Total Return Index
- 36% S&P/TSX Total Return Index
- 12% S&P 500 Total Return Index ($ Cdn)
- 12% MSCI EAFE Total Return Index ($ Cdn)

Effective May 1, 2010, assets in this fund reflect GRS assets exclusively. Performance data for periods beginning after May 1, 2010 will reflect detail strictly for the GRS fund. Data for periods that began prior to May 1 will continue to reflect detail for the combined fund.

Source: The Globe and Mail Inc.
Volatility meter
Based on 3 year standard deviation of the Fund
Low (1) High (25)

How the fund is invested

U.S. Equity: 15.00%
Real Estate: 3.50%
Fixed Income: 17.10%
Canadian Equity: 44.40%
International Equity: 17.00%
Mortgage: 3.00%

Top Target Allocation of the Fund
MAM Strategic Income Pooled: 10.00%
MLI Canadian Equity Value (SR): 9.60%
MLI Cdn Large Cap Value Eq (MAM): 9.60%
MLI Canadian Equity (Greystone): 8.30%
MLI Pure Canadian Equity Grw (MAM): 8.30%
MLI U.S. Div Growth Eq (Wellington): 6.10%
MLI U.S. Large Cap Val (T. Rowe): 6.10%
MLI International Eq (Templeton): 5.30%
MLI World Investment (Mawer): 5.30%
MLI Emerging Market Value (DFA): 4.00%
MLI Canadian Real Estate Investment: 3.50%
MLI Canadian Small Cap Value (FGP): 3.00%
MLI Cdn Bond (MAM): 3.00%
MLI Cdn Growth Opportunities (MAM): 3.00%
MLI Mortgage Backed Fund (MAM): 3.00%
MLI US Equity Index Pooled Fund: 2.80%
MLI Canadian Equity Index Pooled: 2.60%
MLI EAFE Equity Index Pooled: 2.40%
MLI Fixed Income Plus (AB): 1.60%
MLI Cdn Universe Bond (CIBC): 1.40%

Primary investment process
Multi-manager

Equity style and capitalization
Value Core/Blend Growth
Large
Medium
Small
All Cap

Fixed income style
Rate Anticipation Yield Enhancement Sector Trading
H H H
L L L

Objective
The Manulife Growth Asset Allocation Fund is managed to provide long-term growth of capital with some consideration given to current income. This fund is diversified by asset class and investment styles with the objective of achieving superior risk-adjusted returns over the long term. The Fund will generally maintain 80% of its investments in equity funds and 20% in fixed income funds though each segment may vary up to 10% from time to time.

Managed by
Manulife Financial

Fund managers
Various (please refer to Top Target Allocation of the Fund on this page)

Inception date
February 1999

Total assets
$978.3 million

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in February 1999.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns
(As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the composite benchmark, as outlined in the Rate of return expectation below.

Rate of return expectation
Over the long term, the Fund attempts to outperform a benchmark portfolio that is comprised of the following:

- 48% S&P/TSX Total Return Index
- 20% DEX Universe Bond Total Return Index
- 16% S&P 500 Total Return Index ($ Cdn)
- 16% MSCI EAFE Total Return Index ($ Cdn)

Effective May 1, 2010, assets in this fund reflect GRS assets exclusively. Performance data for periods beginning after May 1, 2010 will reflect detail strictly for the GRS fund. Data for periods that began prior to May 1 will continue to reflect detail for the combined fund.

Note: All rates of return are shown before investment management fees or taxes have been deducted.
The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
Objective The Manulife Aggressive Asset Allocation Fund is managed to provide long-term growth of capital with no consideration given to current income. This fund is diversified by asset class and investment styles with the objective of achieving superior risk-adjusted returns over the long term. This fund will generally maintain 100% of its investments in equity funds though each segment may vary up to 10% from time to time.

Managed by Manulife Financial

Fund managers Various (please refer to Top Target Allocation of the Fund on this page)

Inception date February 1999 Total assets $507.3 million

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in February 1999.

* Only full calendar year returns are shown.

Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

* For illustration purposes only. Includes mutual/pooled fund performance as indicated. Actual fund performance could be expected to vary.

Annual compound returns (As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the composite benchmark, as outlined in the Rate of return expectation below.

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
Guaranteed Interest Accounts and Money Market Funds

Guaranteed Interest Accounts (GIAs)

Similar to Guaranteed Investment Certificates (GICs) offered by banks and trust companies, these accounts guarantee an interest rate from the date of contribution until maturity. At maturity, original investments and interest earned will reinvest for the same term unless you provide Manulife with different instructions.

When contributions are invested in these accounts, they earn the current interest rate at the time of the deposit. That interest is credited to the account monthly and is compounded annually. Each contribution made to a GIA accumulates for the term selected at the guaranteed rate in effect on the date Manulife’s head office receives the contribution. The GIA operates on a compound interest basis which means the guaranteed interest rate applies to both principal and accumulated interest.

Manulife offers GIAs for these terms: daily interest, 1-year, 2-year, 3-year, 4-year, 5-year and 10-year.

Money Market Funds

Money Market funds invest in high-quality, short-term fixed income securities. By investing in fixed income securities, these funds are essentially making a short-term loan to a government or corporation and earning interest on its principal. Money Market funds are typically managed to maintain liquidity, protect the initial investment and provide a moderate level of income. These funds are ideal for investors who want to preserve capital, who are saving for the short term or who want to maintain a cash reserve and are comfortable only with the very lowest levels of volatility.

<table>
<thead>
<tr>
<th>Fund Code</th>
<th>Page Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1000</td>
<td>21</td>
</tr>
<tr>
<td>1001, 1002, 1003, 1004, 1005, 1010</td>
<td>21</td>
</tr>
<tr>
<td>3132</td>
<td>22</td>
</tr>
<tr>
<td>3191</td>
<td>23</td>
</tr>
</tbody>
</table>
**Manulife Daily Interest Accounts**

**Volatility and risk**
This account is backed by the general assets of Manulife Financial. It has the lowest risk and lowest volatility, but earns the lowest rate of interest over the long term. Consider this account as a short-term holding account while you decide on your long-term investment strategy. Once you have determined your investment strategy, you can transfer your funds at any time.

**HOW THE DAILY INTEREST ACCOUNT WORKS**
Similar to a daily interest account at a bank or trust company, this account earns interest daily at the current rate for that account. While Manulife always guarantees the principal and interest, the interest rate may change at any time.

Contributions begin earning interest when received by Manulife Financial’s head office. As Manulife Financial receives contributions, those funds begin to earn interest at a rate similar to a bank savings account.

**HOW THE DAILY INTEREST ACCOUNT IS PROTECTED**
Manulife Financial is a member of Assuris. With Assuris, consumers may be entitled to protection against the loss of their savings and retirement incomes if a member financial institution becomes insolvent. You can call Assuris at 1-866-878-1225 for details about maximum coverage guarantees.

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**Manulife Guaranteed Interest Accounts**

**Volatility and risk**
These accounts offer good returns and excellent investment security. Consider these accounts if you are an investor who needs guaranteed security for your investment and can commit to investments for a fixed period of time. There is no volatility associated with the return in this account and there is minimal risk as this is a guaranteed investment backed by the general assets of Manulife Financial.

**WHAT THESE ACCOUNTS OFFER**
- Guaranteed returns when held to maturity
- Principal and interest backed by the assets of Manulife Financial
- Choice of 1, 2, 3, 4, 5 and 10-year terms
  Investment codes respectively (1001, 1002, 1003, 1004, 1005, 1010)

**HOW THE GUARANTEED INTEREST ACCOUNT IS PROTECTED**
Manulife Financial is a member of Assuris. With Assuris, consumers may be entitled to protection against the loss of their savings and retirement incomes if a member financial institution becomes insolvent. You can call Assuris at 1-866-878-1225 for details about maximum coverage guarantees.

Sources: Manulife Financial
Volatility meter

Based on 3 year standard deviation of the Fund

Low (1) --- High (25)

MONEY MARKET

Manulife Canadian Money Market Fund (MAM)

How the underlying fund is invested

Cash 85.39%
Bond 14.50%
Other 0.11%

Top holdings within the underlying Fund
(As at June 30, 2013)
Gov’t of Canada, January 2014 13.59%
Gov’t of Canada, May 2014 8.71%
Gov’t of Canada, February 2014 6.57%
CIBC, 2.15%, January 2015 6.31%
Gov’t of Canada, April 2014 6.23%
Bank of Nova Scotia, September 2013 3.77%
Royal Bank of Canada, 1.42%, September 2013 3.77%
Bank of Montreal, October 2013 3.77%
Gov’t of Canada, 0.00%, June 2014 3.73%
Province of Ontario, April 2014 3.36%

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in July 2002.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Note: All rates of return are shown before investment management fees or taxes have been deducted.
The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
Manulife Daily High Interest Fund

**Volatility meter**

Based on 3 year standard deviation of the Fund

- Low (1)
- High (25)

**How the fund is invested**

- **Cash** 100.00%

**Top holdings**

(As at June 30, 2013)

- Short-term investments 100.00%

**Objective**

The investment objective of the Fund is to provide investors with interest income by investing in high interest cash accounts.

**Managed by**

Manulife Financial

**Fund managers**

Manulife Financial

**Inception date**

October 2007 Total assets $41.2 million

**Historical gross returns**

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in October 2007.

*Only full calendar year returns are shown.*

**Overall past performance**

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

*For illustration purposes only. Includes mutual/pooled fund performance as indicated. Actual fund performance could be expected to vary.*

**Annual compound returns**

(As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the DEX 30 Day Treasury Bill Index.

<table>
<thead>
<tr>
<th>Fund</th>
<th>1-year</th>
<th>2-year</th>
<th>3-year</th>
<th>5-year</th>
<th>Since inception</th>
<th>Manulife inception date</th>
</tr>
</thead>
<tbody>
<tr>
<td>MLI Daily High Interest Fund</td>
<td>1.71%</td>
<td>1.74%</td>
<td>1.65%</td>
<td>1.68%</td>
<td>1.94%</td>
<td>Oct 2007</td>
</tr>
<tr>
<td>DEX 30 Day Treasury Bill Index</td>
<td>0.93%</td>
<td>0.90%</td>
<td>0.86%</td>
<td>0.83%</td>
<td>–</td>
<td></td>
</tr>
</tbody>
</table>

**Rate of return expectation**

The Fund is expected to outperform the DEX 30 Day T-Bill Total Return Index.

*Source: The Globe and Mail Inc.*
Fixed Income

Fixed Income funds invest in debt securities issued by corporations, as well as federal, provincial and municipal governments. By investing in bonds, the fund earns a specified amount of interest based on the coupon rate (interest rate) on the bonds. These funds are exposed to risks relating to the issuers’ ability to repay the debt at maturity plus changes in interest rates.

Fixed Income funds are appropriate for investors who have less tolerance for volatility and would like to emphasize preservation of capital.

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<th>Fund Name</th>
<th>FUND CODE</th>
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<tbody>
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<td>Yield Enhancement</td>
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<td>Manulife Fidelity Canadian Bond Fund</td>
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<td>Manulife MFS McLean Budden Fixed Income Fund</td>
<td>4161</td>
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<tr>
<td>Manulife MFS McLean Budden Long-Term Fixed Income Fund</td>
<td>4162</td>
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<tr>
<td>Manulife Fixed Income Plus Fund (AllianceBernstein)</td>
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<tr>
<td>Manulife PH&amp;N Bond Fund</td>
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<table>
<thead>
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<th>Sector Trading</th>
<th>FUND CODE</th>
<th>PAGE NUMBER</th>
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<tr>
<td>Manulife Canadian Bond Fund (MAM)</td>
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<table>
<thead>
<tr>
<th>Index</th>
<th>FUND CODE</th>
<th>PAGE NUMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manulife Asset Management Canadian Bond Index Fund</td>
<td>4191</td>
<td>31</td>
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</tbody>
</table>
Manulife Fidelity Canadian Bond Fund

How the underlying fund is invested

Top holdings within the underlying Fund
(As at June 30, 2013)
- Gov’t of Canada, 4.00%, June 2041: 4.15%
- Province of Ontario, 2.85%, June 2023: 3.26%
- Canada Housing Trust, 2.05%, June 2017: 2.32%
- Province of Quebec, 5.00%, December 2041: 1.96%
- Gov’t of Canada, 3.75%, June 2019: 1.77%
- Province of Ontario, 4.20%, June 2020: 1.72%
- Canada Housing Trust, 2.65%, March 2022: 1.69%
- Gov’t of Canada, 1.00%, August 2016: 1.56%
- Gov’t of Canada, 1.50%, September 2017: 1.55%
- Canada Housing Trust, 2.35%, September 2023: 1.51%

Fixed income style

Source: Manulife Investment Management Services

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.
Volatility meter
Based on 3 year standard deviation of the Fund

Low (1) High (25)

How the underlying fund is invested

- Municipal Bonds: 0.74%
- Corporate Debentures: 39.58%
- Federal Bonds: 32.27%
- Other: 1.84%
- Provincial Bonds: 25.57%

Top holdings within the underlying Fund (As at June 30, 2013)
- Canada Housing Trust, 2.45%, December 2015: 5.76%
- Gov’t of Canada, 3.25%, June 2021: 5.02%
- Gov’t of Canada, 3.00%, December 2015: 4.34%
- Gov’t of Canada, 1.50%, June 2023: 3.93%
- Province of Ontario, 4.70%, June 2037: 3.69%
- Gov’t of Canada, 1.50%, September 2017: 3.58%
- Province of Ontario, 5.60%, June 2035: 3.41%
- Province of Ontario, 4.40%, March 2016: 2.96%
- Canada Housing Trust, 3.75%, March 2020: 2.71%
- Province of Quebec, 5.00%, December 2038: 2.32%
- Gov’t of Canada, 3.50%, December 2045: 2.30%
- Province of British Columbia, 4.95%, June 2040: 2.24%
- Province of Ontario, 3.15%, June 2022: 1.90%
- Canada Housing Trust, 2.40%, December 2022: 1.81%
- Province of Ontario, 4.20%, March 2018: 1.78%

Fixed income style

- Rate Anticipation
- Yield Enhancement
- Sector Trading

Note: All rates of return are shown before investment management fees or taxes have been deducted.

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in July 1997.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the DEX Universe Bond Total Return Index.

Rate of return expectation
The Fund strives to outperform the DEX Universe Bond Index over a moving four-year period.

Source: Manulife Investment Management Services

Note: The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
Volatility meter

Low (1) High (25)

Based on 3 year standard deviation of the Fund

How the underlying fund is invested

Based on 3 year standard deviation of the Fund

Top holdings within the underlying Fund

(As at June 30, 2013)
- Gov’t of Canada, 3.50%, December 2045: 5.96%
- Province of Quebec, 5.00%, December 2038: 4.98%
- Province of Manitoba, 5.70%, March 2037: 4.73%
- Province of Ontario, 4.70%, June 2037: 4.30%
- Province of British Columbia, 4.95%, June 2040: 3.92%
- Gov’t of Canada, 5.75%, June 2033: 3.78%
- Province of Ontario, 3.45%, June 2045: 3.51%
- Province of Ontario, 6.50%, March 2029: 3.27%
- Gov’t of Canada, 0.00%, June 2033: 2.82%
- General Electric Capital Can., 5.73%, October 2037: 2.80%
- Canada Housing Trust, 3.75%, March 2020: 2.64%
- Province of Quebec, 4.25%, December 2043: 2.49%
- TransCanada Pipelines, 8.05%, February 2039: 2.34%
- Royal Bank of Canada, 4.93%, July 2025: 2.33%

Fixed income style

Rate Anticipation Yield Enhancement Sector Trading

H H H H

Source: Manulife Investment Management Services

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in January 2005. To provide further historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

* For illustration purposes only. Includes mutual/pooled fund performance as indicated. Actual fund performance could be expected to vary.

Annual compound returns

(As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the DEX Long Term Bond Total Return.

<table>
<thead>
<tr>
<th></th>
<th>1−year</th>
<th>2−year</th>
<th>3−year</th>
<th>5−year</th>
<th>Since inception</th>
<th>Manulife inception date</th>
</tr>
</thead>
<tbody>
<tr>
<td>MLI MFS MB Long Term Fixed Income</td>
<td>−1.65%</td>
<td>7.46%</td>
<td>7.23%</td>
<td>7.89%</td>
<td>6.56%</td>
<td>Jan 2005</td>
</tr>
<tr>
<td>DEX Long Term Bond Total Return</td>
<td>−2.91%</td>
<td>7.41%</td>
<td>7.27%</td>
<td>7.44%</td>
<td>−</td>
<td></td>
</tr>
</tbody>
</table>

Rate of return expectation

The Fund strives to outperform the DEX Long Term Bond Index over moving four−year periods.

Source: The Globe and Mail Inc.
Volatility meter

Based on 3 year standard deviation of the Fund

Low (1)  High (25)

How the underlying fund is invested

- Municipal Bonds: 5.54%
- Other: 7.93%
- Corporate Debentures: 33.73%
- Federal Bonds: 35.37%
- Provincial Bonds: 17.43%

Top holdings within the underlying Fund (As at June 30, 2013)

- Gov’t of Canada, 3.50%, June 2020: 12.14%
- Gov’t of Canada, 2.75%, June 2022: 5.04%
- Canada Housing Trust, 4.10%, December 2018: 4.73%
- Gov’t of Canada, 4.00%, June 2041: 3.73%
- Province of Quebec, 3.50%, December 2022: 3.50%
- Province of Ontario, 3.15%, June 2022: 2.98%
- B.C. Municipal Finance, 4.15%, June 2021: 1.98%
- Province of Ontario, 3.50%, June 2043: 1.82%
- Canada Housing Trust, 2.35%, September 2023: 1.80%
- Canada Housing Trust, 3.15%, June 2015: 1.75%

Fixed income style

- Rate Anticipation: H
- Yield Enhancement: H
- Sector Trading: H

Source: Manulife Investment Management Services

UNDERLYING FUND: Manulife Fixed Income Plus (AB)

Objective: The Manulife Fixed Income Plus Fund seeks to provide interest income and long-term capital preservation by investing in Canadian and Global fixed income securities.

Managed by: AllianceBernstein Investment Management

Fund managers: AllianceBernstein – Mgmt. Team

Inception date: June 2007

Total assets: $375.1 million

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife fund since its inception in June 2007.

Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the DEX Universe Bond Total Return Index.

<table>
<thead>
<tr>
<th></th>
<th>1-year</th>
<th>2-year</th>
<th>3-year</th>
<th>5-year</th>
<th>Since inception</th>
</tr>
</thead>
<tbody>
<tr>
<td>MLI Fixed Income Plus (AB)</td>
<td>0.20%</td>
<td>4.52%</td>
<td>5.20%</td>
<td>5.96%</td>
<td>5.92%</td>
</tr>
<tr>
<td>DEX Universe Bond Total Return Index</td>
<td>-0.17%</td>
<td>4.55%</td>
<td>4.59%</td>
<td>5.53%</td>
<td>-</td>
</tr>
</tbody>
</table>

Manulife Inception date: Jun 2007

Rate of return expectation

Exceed the performance of the DEX Universe Bond Index by 1.0% over a rolling three year period.

Source: The Globe and Mail Inc.

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.
Volatility meter
Low (1) High (25)
Based on 3 year standard deviation of the Fund

MANULIFE PH&N BOND FUND

How the underlying fund is invested

Top holdings within the underlying Fund
(As at June 30, 2013)

- Province of Ontario, 7.60%, June 2027: 5.47%
- Province of Ontario, 5.60%, June 2035: 3.62%
- Province of Ontario, 3.15%, June 2022: 2.52%
- Canada Housing Trust, 1.70%, December 2017: 2.35%
- Province of Ontario, 4.60%, June 2039: 2.22%
- Canada Housing Trust, 2.40%, December 2022: 2.06%
- Canada Housing Trust, 1.75%, June 2018: 2.00%
- Province of Ontario, 2.85%, June 2023: 1.81%
- Gov’t of Canada, 1.25%, March 2018: 1.79%
- Canada Housing Trust, 3.80%, June 2021: 1.55%

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in January 2003.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the DEX Universe Bond Total Return Index.

Rate of return expectation
The Fund seeks to outperform the DEX Universe Bond Index by 0.50% per annum over a market cycle before management fees.

Fixed income style

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.
Volatility meter

Based on 3 year standard deviation of the Fund

Low (1) High (25)

3

How the underlying fund is invested

Federal Bonds 7.92%
Municipal Bonds 4.24%
Corporate Debentures 43.21%
Provincial Bonds 33.43%
Other 11.20%

Top holdings within the underlying Fund
(As at June 30, 2013)

Province of Ontario, 2.10%, September 2018 4.22%
Province of Ontario, 4.20%, June 2020 2.88%
CDP Financial, 4.60%, July 2020 2.54%
Province of Ontario, 3.15%, June 2022 2.35%
Province of Quebec, 4.50%, December 2018 2.33%
Province of Alberta, 1.60%, June 2018 2.21%
Gov’t of Canada, 4.00%, June 2041 2.06%
Province of British Columbia, 4.30%, June 2042 1.87%
Province of British Columbia, 4.10%, December 2019 1.64%
Cadillac Fairview, 3.24%, January 2016 1.59%

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in September 1998.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns
(As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the DEX Universe Bond Total Return Index.

Rate of return expectation
Over the long term, the Fund is expected to outperform the DEX Universe Bond Total Return Index.

Note: All rates of return are shown before investment management fees or taxes have been deducted.
The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: Manulife Investment Management Services

Source: The Globe and Mail Inc.
Volatility meter

Based on 3 year standard deviation of the Fund

Low (1)
High (25)

FIXED INCOME

Manulife Asset Management Canadian Bond Index Fund

How the underlying fund is invested

Top holdings within the underlying Fund
(As at June 30, 2013)

<table>
<thead>
<tr>
<th>Bond Description</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gov't of Canada, 1.00%, November□2014</td>
<td>2.85%</td>
</tr>
<tr>
<td>Gov't of Canada, 2.25%, August□2014</td>
<td>2.46%</td>
</tr>
<tr>
<td>Gov't of Canada, 4.00%, June□2017</td>
<td>2.13%</td>
</tr>
<tr>
<td>Gov't of Canada, 3.75%, June□2019</td>
<td>1.88%</td>
</tr>
<tr>
<td>Gov't of Canada, 4.25%, June□2018</td>
<td>1.82%</td>
</tr>
<tr>
<td>Canada Housing Trust, 2.75%, June□2016</td>
<td>1.45%</td>
</tr>
<tr>
<td>Gov't of Canada, 8.00%, June□2023</td>
<td>1.44%</td>
</tr>
<tr>
<td>Gov't of Canada, 5.00%, June□2037</td>
<td>1.35%</td>
</tr>
<tr>
<td>Gov't of Canada, 4.00%, June□2041</td>
<td>1.35%</td>
</tr>
<tr>
<td>Gov't of Canada, 5.75%, June□2033</td>
<td>1.29%</td>
</tr>
</tbody>
</table>

Primary investment process

Index

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in October 2001.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns
(As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the DEX Universe Bond Total Return Index.

<table>
<thead>
<tr>
<th></th>
<th>1-year</th>
<th>2-year</th>
<th>3-year</th>
<th>5-year</th>
<th>Since inception</th>
<th>Manulife inception date</th>
</tr>
</thead>
<tbody>
<tr>
<td>MLI MAM Canadian Bond Index</td>
<td>-0.14%</td>
<td>4.57%</td>
<td>4.59%</td>
<td>5.49%</td>
<td>5.72%</td>
<td>Oct 2001</td>
</tr>
<tr>
<td>DEX Universe Bond Total Return Index</td>
<td>-0.17%</td>
<td>4.55%</td>
<td>4.59%</td>
<td>5.53%</td>
<td>-</td>
<td></td>
</tr>
</tbody>
</table>

Rate of return expectation
Over the long term, the Fund is expected to track the performance of the DEX Universe Bond Total Return Index.

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
Balanced funds typically aim to provide investors with a combination of capital growth and income. Balanced funds accomplish this by investing in a blend of equity and fixed income securities. Balanced fund managers typically set a long-term target for the mix of bonds and equities in the fund and may make moderate changes to the mix to reflect their outlook on which asset class represents the best opportunity.

Balanced funds are ideal for investors who seek a diversified portfolio with an average level of volatility and who do not want to manage the mix of asset classes on their own. Balanced funds are appropriate for investors who are looking for a mix of growth and income over the long term and are comfortable with some short-term volatility in their investment returns.

<table>
<thead>
<tr>
<th>Value</th>
<th>FUND CODE</th>
<th>PAGE NUMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manulife MMF Monthly High Income Fund</td>
<td>5132</td>
<td>33</td>
</tr>
<tr>
<td>Manulife Trimark Income Growth Fund</td>
<td>5181</td>
<td>34</td>
</tr>
<tr>
<td>Manulife Leith Wheeler Diversified Pooled Fund (RPO)</td>
<td>5301</td>
<td>35</td>
</tr>
<tr>
<td>Manulife Beutel Goodman Balanced Fund</td>
<td>5631</td>
<td>36</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Core/Blend</th>
<th>FUND CODE</th>
<th>PAGE NUMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manulife Balanced Fund</td>
<td>5011</td>
<td>37</td>
</tr>
<tr>
<td>Manulife Fidelity Canadian Asset Allocation</td>
<td>5141</td>
<td>38</td>
</tr>
<tr>
<td>Manulife CI Harbour Growth &amp; Income</td>
<td>5232</td>
<td>39</td>
</tr>
<tr>
<td>Manulife Jarislowsky Fraser Balanced Fund (RPO)</td>
<td>5241</td>
<td>40</td>
</tr>
<tr>
<td>Manulife PH&amp;N Balanced Pension Trust Fund</td>
<td>5271</td>
<td>41</td>
</tr>
<tr>
<td>Manulife GEM Balanced Fund</td>
<td>5291</td>
<td>42</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Growth</th>
<th>FUND CODE</th>
<th>PAGE NUMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manulife Greystone Balanced Fund</td>
<td>5481</td>
<td>43</td>
</tr>
</tbody>
</table>
Manulife MMF Monthly High Income Fund

How the underlying fund is invested

Top holdings within the underlying Fund

(As at June 30, 2013)

Managed by Manulife Asset Management Limited

Managed by Manulife Asset Management Limited

Fund managers Alan Wicks, CFA, Jonathan Popper, CIM and Conrad Dabiet, CFA

Inception date September 1997

Total assets $6,708.8 million

Primary investment process

Fundamental, Bottom-up

Equity style and capitalization

Value Core/Blend Growth

Large Medium Small All Cap

Source: Manulife Investment Management Services

Fixed income style

Rate Anticipation Yield Enhancement Sector Trading

Source: Manulife Investment Management Services

Volatility meter

Low (1) High (25)

Based on 3 year standard deviation of the Fund

UNDERLYING FUND → Manulife Monthly High Income Fund

Objective The MMF Monthly High Income Fund seeks to provide investors with a steady flow of monthly income and capital growth through investments in Canadian fixed income and large cap securities. The Fund may also invest in units or royalty trusts and real estate investment trusts.

Managed by Manulife Asset Management Limited

Inception date September 1997

Total assets $6,708.8 million

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in December 2004. To provide further historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Annual compound returns (As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the composite benchmark, as outlined in the Rate of return expectation below.

Rate of return expectation

Over the long term, the Fund is expected to outperform a benchmark portfolio that is comprised of:

- 60% S&P/TSX Total Return Index
- 40% DEX Universe Bond Total Return Index

Note: All rates of return are shown before investment management fees or taxes have been deducted.

* Only full calendar year returns are shown.

* For illustration purposes only. Includes mutual/pooled fund performance as indicated. Actual fund performance could be expected to vary.

* For illustration purposes only. Includes mutual/pooled fund performance as indicated. Actual fund performance could be expected to vary.

Source: The Globe and Mail Inc.

Source: Manulife Investment Management Services
**Volatility meter**

Based on 3 year standard deviation of the Fund

<table>
<thead>
<tr>
<th>Low (1)</th>
<th>High (25)</th>
</tr>
</thead>
<tbody>
<tr>
<td>7</td>
<td></td>
</tr>
</tbody>
</table>

**How the underlying fund is invested**

- **Cash**: 10.30%
- **International Equity**: 2.54%
- **Bond**: 22.98%
- **Canadian Equity**: 45.52%
- **United States Equity**: 18.66%

**Top holdings within the underlying Fund**

(As at June 30, 2013)

- Brookfield Asset Management: 3.87%
- Canadian Natural Resources: 3.50%
- Zimmer Holdings: 3.28%
- Manulife Financial: 3.28%
- TD Bank: 3.05%
- Power Corp of Canada: 3.03%
- Thomson Reuters: 2.91%
- Bank of Nova Scotia: 2.80%
- Fairfax Financial Holdings: 2.78%

**Primary investment process**

Fundamental, Bottom-up

**Equity style and capitalization**

- **Value**: Core/Blend
- **Growth**: Large, Medium, Small, All Cap

**Fixed income style**

- **Rate**: Anticipation H, Yield Enhancement L
- **Sector Trading**: H, L

**UNDERLYING FUND -> Trimark Income Growth–SC**

**Objective**

The Trimark Income Growth Fund seeks to generate capital growth and income over the long term. The Fund invests primarily in Canadian equities, fixed-income securities of Canadian issuers, both government and corporate, and foreign equities and fixed-income securities.

**Managed by**

Invesco Canada Ltd.

**Fund managers**

Anthony Imbesi, CFA, BComm, Gary Lew, CFA, MBA, Alfred Samson, CFA, Alan Mannik, CFA, MBA, Clayton Zacharias, CFA, CA and Mark Uptigrove

**Inception date**

September 1987

**Total assets**

$330.1 million

**Historical gross returns**

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in October 1997.

**Overall past performance**

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

**Annual compound returns**

(As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the composite benchmark, as outlined in the Rate of return expectation below.

**Rate of return expectation**

Over the long term, the Fund is expected to outperform a benchmark comprised of:

- 35% S&P/TSX Total Return Index
- 35% DEX Universe Bond Index
- 25% MSCI World Index
- 5% DEX 91 Day T−bill Index

*Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.
Volatility meter
Low (1) High (25)
Based on 3 year standard deviation of the Fund

How the underlying fund is invested

United States Equity 9.31%
Cash 3.23%
Bond 34.54%
Canadian Equity 35.27%
International Equity 17.65%

Top holdings within the underlying Fund
(As at June 30, 2013)
Leith Wheeler International Pool−A 18.12%
TD Bank 2.63%
Royal Bank of Canada 2.28%
Bank of Nova Scotia 2.24%
Saputo Inc. 2.06%
Canadian National Railway 2.04%
Canadian Natural Resources 1.64%
Brookfield Infrastructure LP 1.30%
Canadian Tire Corporation 1.29%
Province of Quebec, 4.25%, December 2021 1.27%

Primary investment process
Fundamental, Bottom−up

Equity style and capitalization
Value Core/Blend Growth
Large
Medium
Small
All Cap

Fixed income style
Rate Anticipation Yield Enhancement Sector Trading
H L H H

Note: All rates of return are shown before investment management fees or taxes have been deducted.
The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in October 2003. To provide further historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the composite benchmark, as outlined in the Rate of return expectation below.

Rate of return expectation
The fund's performance is benchmarked against a blend of:
- 35% DEX Universe Bond Index
- 30% S&P/TSX Total Return Index
- 15% S&P 500 Index ($ Cdn)
- 15% MSCI EAFE Index ($ Cdn)
- 5% DEX 91 Day T−bill Index

Source: The Globe and Mail Inc.
Volatility meter
Based on 3 year standard deviation of the Fund

Low (1) 6 High (25)

How the underlying fund is invested

United States Equity 15.45%
Cash 6.70%
Canadian Equity 32.64%
Bond 28.14%
International Equity 17.07%

Top holdings within the underlying Fund
(As at June 30, 2013)

- Canada Housing Trust, 2.75%, December 2014 4.53%
- Gov’t of Canada, 2.00%, December 2014 2.97%
- TD Bank 2.58%
- Gov’t of Canada, 2.25%, August 2014 2.34%
- Bank of Nova Scotia 2.23%
- Canada Housing Trust, 3.15%, June 2015 2.22%
- Beutel Goodman Small Cap−D 2.17%
- Royal Bank of Canada 1.96%
- Magna International 1.66%
- TELUS Corp. 1.39%

Primary investment process
Fundamental, Bottom−up

Equity style and capitalization

<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medium</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small</td>
<td></td>
<td></td>
</tr>
<tr>
<td>All Cap</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Fixed income style

Rate Anticipation Yield Enhancement Sector Trading

Source: Manulife Investment Management Services

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in September 2009. To provide historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the composite benchmark, as outlined in the Rate of return expectation below.

Rate of return expectation
Over the long term, the Fund strives to outperform a benchmark comprised of the following:

- 40% DEX Universe Bond Index
- 30% S&P/TSX Composite Index
- 13% MSCI EAFE ($Cdn)
- 12% S&P 500 ($Cdn)
- 5% DEX 91−Day T−Bill Rate

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
Manulife Balanced Fund

How the underlying fund is invested

<table>
<thead>
<tr>
<th>International Equity</th>
<th>9.67%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>5.67%</td>
</tr>
<tr>
<td>Bond</td>
<td>39.93%</td>
</tr>
<tr>
<td>Canadian Equity</td>
<td>34.35%</td>
</tr>
<tr>
<td>Other</td>
<td>0.66%</td>
</tr>
<tr>
<td>United States Equity</td>
<td>9.72%</td>
</tr>
</tbody>
</table>

Top holdings within the underlying Fund

(As at June 30, 2013)

- MLI Canadian Bond (CIBC) 32.98%
- MLI Canadian Balanced (JF) 32.43%
- MLI Canadian Equity (Mawer) 13.20%
- MLI US Equity (Wellington) 10.24%
- MLI International Eq (Templeton) 10.08%
- MLI Q Core Canadian Eq (CC&L) 0.26%

Primary investment process

Multi-manager

Equity style and capitalization

<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medium</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small</td>
<td></td>
<td></td>
</tr>
<tr>
<td>All Cap</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Fixed income style

Rate | Anticipation | Yield Enhancement | Sector Trading
-----|--------------|-------------------|-----------------|
H    | H            | H                 | H               |
L    | L            | L                 | L               |

Source: Manulife Investment Management Services

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
Volatility meter

Based on 3 year standard deviation of the Fund

How the underlying fund is invested

- Cash: 11.52%
- United States Equity: 10.76%
- Canadian Equity: 22.18%
- Bond: 28.02%
- Other: 6.29%
- International Equity: 21.23%

Top holdings within the underlying Fund

(As at June 30, 2013)
- DERIVATIVES: 6.15%
- TD Bank: 3.61%
- SPDR S&P 500 E.T.F.: 2.97%
- Fidelity Conv Securities Inv Trust: 2.97%
- Royal Bank of Canada: 2.85%
- Bank of Nova Scotia: 2.58%
- Enbridge Inc.: 1.94%
- Shoppers Drug Mart: 1.45%
- Brookfield Asset Management: 1.29%
- Manulife Financial: 1.25%

Primary investment process
- Multi-manager

Equity style and capitalization

<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medium</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small</td>
<td></td>
<td></td>
</tr>
<tr>
<td>All Cap</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Fixed income style

- Rate 
  - Anticipation: H
  - Yield Enhancement: H
  - Sector Trading: L

Source: Manulife Investment Management Services

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

UNDERLYING FUND -> Fidelity Canadian Asset Alloc.--O

Objective: The fund aims to achieve total investment returns by investing in Canadian equity securities, fixed income securities and money market instruments. The fund’s neutral asset allocation is 65% equities, 30% fixed income securities and 5% money market instruments.

Managed by: Fidelity Investments Canada ULC

Fund managers: Brian Miron, BCom, CFA, Derek Young, MBA, CFA, Joe Overdevest, Geoff Stein, MBA, CFA, Hugo Lavallée, Darren Lekkerkerker, MBA, CFA, Don Newman, CFA and Catriona Martin, CFA

Inception date: December 1994
Total assets: $887.8 million

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in March 2009. To provide further historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the composite benchmark, as outlined in the Rate of return expectation below.

<table>
<thead>
<tr>
<th>Since inception</th>
<th>1−year</th>
<th>2−year</th>
<th>3−year</th>
<th>5−year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manulife Fidelity Canadian AA</td>
<td>7.27%</td>
<td>2.13%</td>
<td>6.08%</td>
<td>-</td>
</tr>
<tr>
<td>Blend: MLI Fidelity Canadian AA</td>
<td>5.13%</td>
<td>0.53%</td>
<td>5.09%</td>
<td>1.69%</td>
</tr>
<tr>
<td>Fidelity Canadian Asset Alloc.--O</td>
<td>9.87%</td>
<td>Mar 2009</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Rate of return expectation

Over a rolling four−year basis, the Fund is expected to outperform a benchmark composed of the following:

- 65% S&P/TSX Capped Composite
- 30% DEX Universe Bond Index
- 5% DEX 91−Day T−Bill Index

Source: The Globe and Mail Inc.
Volatility meter

Based on 3 year standard deviation of the Fund

Low (1) 9 High (25)

How the underlying fund is invested

International Equity 7.84%
Bond 5.28%
United States Equity 22.31%
Canadian Equity 46.13%
Cash 18.46%

Top holdings within the underlying Fund
(As at June 30, 2013)
- Microsoft
- Suncor Energy
- CIBC
- George Weston
- Canadian National Railway
- Intact Financial
- Bank of New York Mellon
- Intel
- Discover Financial Services
- Bank of Nova Scotia

Primary investment process
Fundamental, Bottom-up

Equity style and capitalization

Value Core/Blend Growth
Large
Medium
Small
All Cap

Fixed income style

Rate Yield Sector
Anticipation Enhancement Trading
H H H
L L L

Note: All rates of return are shown before investment management fees or taxes have been deducted.
The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

UNDERLYING FUND -> CI Harbour Growth & Income

Objective: The CI Harbour Growth & Income Fund is managed to obtain long-term total return through a prudent balance of income and capital appreciation. The Fund invests primarily in equity and equity-related securities of mid- to large-capitalization Canadian companies and fixed income securities issued by Canadian governments and companies.

Managed by: CI Investments Inc.

Fund managers: Stephen Jenkins and Gerald Coleman

Inception date: June 1997
Total assets: $2,506.5 million

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in January 2005. To provide further historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the composite benchmark, as outlined in the Rate of return expectation below.

Rate of return expectation
Over the long term, this fund is expected to outperform a benchmark comprised of the following:
- 60% S&P/TSX Total Return Index
- 40% DEX Universe Bond Total Return Index

Source: The Globe and Mail Inc.
Volatility meter

Based on 3 year standard deviation of the Fund

BALANCED

Manulife Jarislowsky Fraser Balanced Fund (Registered Plans Only)

UNDERLYING FUND -> JF Balanced

Objective

The Jarislowsky Fraser Balanced Fund is a diversified portfolio consisting of fixed income assets, North American equities and International equities. It seeks to add value through longer-term asset mix positioning and stock selection rather than short-term trading. The portfolio's volatility is kept to a minimum by implementing only incremental asset mix changes and buying large cap, blue-chip equity holdings and high quality, non-cyclical bonds.

Managed by

Jarislowsky Fraser Ltd.

Fund managers

Jarislowsky Fraser – Mgmt. Team

Inception date

April 1997

Total assets

$2,147.2 million

Top holdings within the underlying Fund

(As at June 30, 2013)

<table>
<thead>
<tr>
<th>Stock Name</th>
<th>Weight</th>
</tr>
</thead>
<tbody>
<tr>
<td>TD Bank</td>
<td>2.40%</td>
</tr>
<tr>
<td>Royal Bank of Canada</td>
<td>2.00%</td>
</tr>
<tr>
<td>Bank of Nova Scotia</td>
<td>1.90%</td>
</tr>
<tr>
<td>Province of Ontario, 3.15%, June 2022</td>
<td>1.60%</td>
</tr>
<tr>
<td>Suncor Energy</td>
<td>1.30%</td>
</tr>
<tr>
<td>Gov’t of Canada, 5.75%, June 2029</td>
<td>1.20%</td>
</tr>
<tr>
<td>Metro Inc.</td>
<td>1.20%</td>
</tr>
<tr>
<td>Cenovus Energy</td>
<td>1.20%</td>
</tr>
<tr>
<td>Canada Housing Trust, 1.64%, September 2014</td>
<td>1.10%</td>
</tr>
<tr>
<td>Canadian National Railway</td>
<td>1.10%</td>
</tr>
</tbody>
</table>

Managed by:

Jarislowsky Fraser Ltd.

Fund managers

Jarislowsky Fraser – Mgmt. Team

Inception date

April 1997

Total assets

$2,147.2 million

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in October 2001.

Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns

(As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the composite benchmark, as outlined in the Rate of return expectation below.

Rate of return expectation

Benchmark changed as at January 1, 2007. Over the long term, this fund is expected to outperform a benchmark comprised of the following:

- 39.0% DEX Universe Bond Index
- 30.0% S&P/TSX Total Return Index
- 12.5% S&P 500 Index ($ Cdn)
- 12.5% MSCI EAFE Index ($ Cdn)
- 6.0% DEX 91 Day TBill Index

Source: The Globe and Mail Inc.
Volatility meter

Based on 3 year standard deviation of the Fund

Low (1)  High (25)

6

How the underlying fund is invested

International Equity  12.28%
Cash  9.05%
Canadian Equity  34.27%
Bond  31.27%
United States Equity  13.13%

Top holdings within the underlying Fund
(As at June 30, 2013)
PH&N Canadian Equity−D  34.56%
PH&N Bond−D  33.88%
PH&N U.S. Equity−D  13.87%
PH&N Overseas Equi Pension Trust−A  12.13%
RBC Institutional Cash  5.13%
National Bank of Canada, 1.00%, July 2013  0.27%
CIBC, July 2013  0.16%

Primary investment process
Fundamental, Bottom−up

Equity style and capitalization
Value Core/Blend Growth
Large
Medium
Small
All Cap

Source: Manulife Investment Management Services

Fixed income style
Rate Anticipation Yield Enhancement Sector Trading
H H H

Source: Manulife Investment Management Services

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in November 2003. To provide further historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the composite benchmark, as outlined in the Rate of return expectation below.

Rate of return expectation
Over the long term, the Fund is expected to outperform a benchmark comprised of:

- 35% S&P/TSX Total Return Index
- 35% DEX Universe Bond Index
- 25% MSCI World Index − ex Cdn
- 5% DEX 30 day T−Bill Index

Source: The Globe and Mail Inc.
Manulife GEM Balanced Fund

Volatility meter
Based on 1 year standard deviation of the Fund

Low (1) 3
High (25)

How the underlying fund is invested

International Equity 11.51%
Cash 1.63%
Bond 33.06%
Canadian Equity 37.77%
Other 0.26%
United States Equity 15.76%

Top holdings within the underlying Fund
(As at June 30, 2013)
GEM Canadian Equity Pool 38.52%
GEM Fixed Income Pool 33.61%
GEM Global Equity Pooled 27.86%

Primary investment process
Fundamental, Bottom-up

Equity style and capitalization

<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medium</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small</td>
<td></td>
<td></td>
</tr>
<tr>
<td>All Cap</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Fixed income style

Rate of return expectation
Over the long term, the Fund is expected to outperform its benchmark + 0.1% (annualized) over moving four-year periods.

Annual compound returns
(As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the Globe Canadian Neutral Balanced Peer Index.

<table>
<thead>
<tr>
<th></th>
<th>1-year</th>
<th>2-year</th>
<th>3-year</th>
<th>5-year</th>
<th>Since inception</th>
<th>Manulife inception date</th>
</tr>
</thead>
<tbody>
<tr>
<td>GEM Balanced</td>
<td>-0.65%</td>
<td>-1.70%</td>
<td>-1.65%</td>
<td>-1.72%</td>
<td>-8.61%</td>
<td>May 2012</td>
</tr>
<tr>
<td>Globe Cdn Neutral Balanced Peer Index</td>
<td>6.85%</td>
<td>2.73%</td>
<td>5.46%</td>
<td>2.25%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: The Globe and Mail Inc.

Note: All rates of return are shown before investment management fees or taxes have been deducted.
The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.
Volatility meter

Based on 3 year standard deviation of the Fund

Low (1) → High (25)

6

How the underlying fund is invested

International Equity 12.90%
Cash 4.34%
Canadian Equity 36.80%
Bond 32.73%
United States Equity 13.23%

Top holdings within the underlying Fund

(As at June 30, 2013)
Gov’t of Canada, 1.50%, September 2017 2.76%
TD Bank 2.76%
Royal Bank of Canada 2.68%
Bank of Nova Scotia 2.25%
Suncor Energy 1.87%
Canadian National Railway 1.77%
Manulife Financial 1.57%
Enbridge Inc. 1.45%
Gov’t of Canada, August 2013 1.31%
Magna International 1.26%

Primary investment process

Fundamental, Bottom−up

Equity style and capitalization

<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medium</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small</td>
<td></td>
<td></td>
</tr>
<tr>
<td>All Cap</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Manulife Investment Management Services

Fixed income style

<table>
<thead>
<tr>
<th>Rate</th>
<th>Anticipation</th>
<th>Yield Enhancement</th>
<th>Sector Trading</th>
</tr>
</thead>
<tbody>
<tr>
<td>H</td>
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<td></td>
<td>H</td>
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<tr>
<td>L</td>
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<td>L</td>
</tr>
</tbody>
</table>

Source: Manulife Investment Management Services

Historical gross returns

Gross rates of return are before investment management fees have been deducted. The solid area represents the gross returns of the Manulife fund since its inception in March 2007. To provide further historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife fund.

Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns

(As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the composite benchmark, as outlined in the Rate of return expectation below.

<table>
<thead>
<tr>
<th>Rate of return expectation</th>
</tr>
</thead>
<tbody>
<tr>
<td>MU Greystone Balanced</td>
</tr>
<tr>
<td>Blend: MU Greystone</td>
</tr>
<tr>
<td>Balanced</td>
</tr>
<tr>
<td>1−year</td>
</tr>
<tr>
<td>9.60%</td>
</tr>
<tr>
<td>2−year</td>
</tr>
<tr>
<td>3.25%</td>
</tr>
<tr>
<td>3−year</td>
</tr>
<tr>
<td>7.07%</td>
</tr>
<tr>
<td>5−year</td>
</tr>
<tr>
<td>2.36%</td>
</tr>
<tr>
<td>Since inception</td>
</tr>
<tr>
<td>2.41%</td>
</tr>
<tr>
<td>MANULIFE INCEPTION DATE</td>
</tr>
<tr>
<td>Mar 2007</td>
</tr>
<tr>
<td>Blend: MU Greystone</td>
</tr>
<tr>
<td>Balanced</td>
</tr>
<tr>
<td>8.41%</td>
</tr>
<tr>
<td>4.23%</td>
</tr>
<tr>
<td>7.29%</td>
</tr>
<tr>
<td>3.28%</td>
</tr>
<tr>
<td>3.0%</td>
</tr>
<tr>
<td>1−year</td>
</tr>
<tr>
<td>37.0% DEX Universe Bond Index</td>
</tr>
<tr>
<td>35.0% S&amp;P/TSX Composite Index</td>
</tr>
<tr>
<td>12.5% S&amp;P/TSX Index ($ Cdn)</td>
</tr>
<tr>
<td>12.5% MSCI EAFE Index ($ Cdn)</td>
</tr>
<tr>
<td>3.0% DEX 91−Day T−Bill Index</td>
</tr>
</tbody>
</table>

Source: The Globe and Mail Inc.
Canadian Equity

Canadian Equity funds typically aim to achieve long-term capital growth by investing in a diversified portfolio of shares issued by Canadian companies. Some Canadian Equity funds invest a portion of their assets in shares of foreign companies. A share represents an ownership stake in a company; therefore, how the Fund performs depends on the success of the company holdings within the Fund. The Fund’s performance can also be affected by factors such as currency exchange rates and economic and political trends.

Canadian Large Cap Equity funds are ideal for investors who have a long-term focus, prefer to invest in Canadian companies and are generally seeking a lower degree of volatility.

Canadian Small/Mid Cap Equity funds are suitable for investors who have a long-term focus, prefer to invest in Canadian companies and are comfortable accepting a higher degree of volatility.

**Canadian Large Cap Equity**

<table>
<thead>
<tr>
<th>Value</th>
<th>FUND CODE</th>
<th>PAGE NUMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manulife Canadian Large Cap Value Equity Fund (MAM)</td>
<td>7131</td>
<td>45</td>
</tr>
<tr>
<td>Manulife Trimark Canadian Fund</td>
<td>7181</td>
<td>46</td>
</tr>
<tr>
<td>Manulife Scheer Rowlett Canadian Equity Fund</td>
<td>7601</td>
<td>47</td>
</tr>
<tr>
<td>Manulife Beutel Goodman Canadian Equity Fund</td>
<td>7631</td>
<td>48</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Core/Blend</th>
<th>FUND CODE</th>
<th>PAGE NUMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manulife Canadian Equity Fund</td>
<td>7011</td>
<td>49</td>
</tr>
<tr>
<td>Manulife Fidelity Canadian Large Cap Fund</td>
<td>7141</td>
<td>50</td>
</tr>
<tr>
<td>Manulife Pyramis Canadian Core Equity Fund</td>
<td>7142</td>
<td>51</td>
</tr>
<tr>
<td>Manulife Fidelity True North Fund</td>
<td>7143</td>
<td>52</td>
</tr>
<tr>
<td>Manulife Fidelity Canadian Disciplined Fund</td>
<td>7144</td>
<td>53</td>
</tr>
<tr>
<td>Manulife CI Harbour Fund</td>
<td>7231</td>
<td>54</td>
</tr>
<tr>
<td>Manulife Jarislowsky Fraser Canadian Equity Fund</td>
<td>7241</td>
<td>55</td>
</tr>
<tr>
<td>Manulife PH&amp;N Canadian Equity Fund</td>
<td>7272</td>
<td>56</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Growth</th>
<th>FUND CODE</th>
<th>PAGE NUMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manulife Asset Management Canadian Large Cap Growth Fund</td>
<td>7121</td>
<td>57</td>
</tr>
<tr>
<td>Manulife Guardian Canadian Growth Equity Fund</td>
<td>7293</td>
<td>58</td>
</tr>
<tr>
<td>Manulife CC&amp;L Group Canadian Q Growth Fund</td>
<td>7313</td>
<td>59</td>
</tr>
<tr>
<td>Manulife Greystone Canadian Equity Fund</td>
<td>7481</td>
<td>60</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Index</th>
<th>FUND CODE</th>
<th>PAGE NUMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manulife Asset Management Canadian Equity Index Fund</td>
<td>7132</td>
<td>61</td>
</tr>
</tbody>
</table>

**Canadian Small/Mid Cap Equity**

<table>
<thead>
<tr>
<th>Value</th>
<th>FUND CODE</th>
<th>PAGE NUMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manulife FGP Small Cap Canadian Equity Fund</td>
<td>7381</td>
<td>62</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Growth</th>
<th>FUND CODE</th>
<th>PAGE NUMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manulife MMF Growth Opportunities Fund</td>
<td>7122</td>
<td>63</td>
</tr>
</tbody>
</table>
Manulife Canadian Large Cap Value Equity Fund (MAM)

How the underlying fund is invested

- Industrials: 6.51%
- Consumer Discretionary: 13.37%
- Financials: 19.43%
- Energy: 16.73%
- Materials: 8.14%
- Healthcare: 15.18%
- Consumer Staples: 7.99%
- Other: 11.37%
- Cash: 15.18%
- Energy: 16.73%
- Materials: 8.14%
- Financials: 19.43%
- Industrials: 6.51%
- Consumer Discretionary: 13.37%

Top holdings within the underlying Fund
(As at June 30, 2013)

1. Imperial Oil: 7.76%
2. Rogers Communications: 5.97%
3. Suncor Energy: 5.87%
4. Canadian Tire Corporation: 5.18%
5. CIBC: 4.46%
6. Barrick Gold Corp.: 3.87%
7. Metro Inc.: 3.25%
8. ATCO Ltd.: 3.13%
9. IGM Financial: 2.83%
10. Power Corp of Canada: 2.82%

Primary investment process
Fundamental, Bottom-up

Equity style and capitalization

- Value
- Core/Blend
- Growth

Managed by
Manulife Asset Management Limited

Fund managers
Alan Wicks, CFA, Conrad Dabiet, CFA and Jonathan Popper, CIM

Inception date
January 1999
Total assets
$665.0 million

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in July 1997. The underlying fund was changed on September 30, 2002 from the Elliott & Page Pooled Canadian Equity Fund to the Manulife Canadian Large Cap Value Equity Fund.

Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns
(As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the S&P/TSX Total Return.

Rate of return expectation
Over the long term, the Fund is expected to outperform the S&P/TSX Composite Total Return Index.
Volatility meter

Based on 3 year standard deviation of the Fund

Low (1) High (25)

13

Manulife Trimark Canadian Fund

How the underlying fund is invested

Cash 1.27%
Materials 12.60%
Information Technology 10.68%
Financials 18.01%
Energy 26.85%
Consumer Discretionary 12.94%
Industrials 9.75%
Other 7.90%

Top holdings within the underlying Fund

(As at June 30, 2013)
MacDonald Dettwiler & Assoc. 5.35%
TD Bank 4.79%
Trinidad Drilling 4.65%
Bonavista Energy Corp. 4.40%
Manulife Financial 4.29%
Toromont Industries 3.98%
Enerflex Ltd. 3.79%
Thomson Reuters 3.61%
Legg Mason 3.59%
Nobel Biocare Holding AG 3.33%

Primary investment process

Fundamental, Bottom–up

Equity style and capitalization

Value Core/Blend Growth

Large
Medium
Small
All Cap

Source: Manulife Investment Management Services

UNDERLYING FUND –> Trimark Canadian–SC

Objective The Trimark Canadian Fund seeks to provide strong capital growth with a high degree of reliability over the long term; it invests primarily in common shares of Canadian companies.

Managed by Invesco Canada Ltd.

Fund managers Ian Hardacre, CFA, MBA, Jason Whiting, CFA, Alan Mannik, CFA, MBA and Eric Menke

Inception date September 1981 Total assets $427.5 million

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in October 1997.

Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns

(As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the composite benchmark, as outlined in the Rate of return expectation below.

Rate of return expectation

Over the long term, the Fund is expected to outperform a benchmark comprised of:
- 65% S&P/TSX Total Return Index
- 35% MSCI World Index

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: Manulife Investment Management Services

46
Volatility meter  
Based on 3 year standard deviation of the Fund

Low (1)  
High (25)  
12

12

How the underlying fund is invested  

Consumer Discretionary  7.23%  
Cash  0.78%  
Telecommunication Services  5.87%  
Energy  22.99%  
Financials  36.64%  
Materials  17.16%  
Industrials  4.44%  
Other  2.89%

Top holdings within the underlying Fund  
(As at June 30, 2013)
TD Bank  9.83%  
Bank of Nova Scotia  8.74%  
Royal Bank of Canada  8.03%  
Suncor Energy  7.43%  
CIBC  6.55%  
Canadian Natural Resources  5.13%  
Canadian National Railway  4.34%  
Potash Corp. of Saskatchewan  4.27%  
Magna International  3.78%  
Cenovus Energy  3.30%

Primary investment process  
Fundamental, Bottom-up

Equity style and capitalization  

<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large</td>
<td></td>
<td></td>
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<td>Medium</td>
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<tr>
<td>All Cap</td>
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</tbody>
</table>

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Historical gross returns  
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in June 2008. To provide further historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Overall past performance  
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns  
This table shows the historical annual compound total return of the Fund compared with the S&P/TSX Total Return.

Rate of return expectation  
The Fund is expected to outperform the S&P/TSX Composite Total Return Index by 2% over four year rolling periods.

Source: Manulife Investment Management Services
CanadiAn LaRge cap equitY

Manulife Beutel Goodman Canadian Equity Fund

Volatility meter

Based on 3 year standard deviation of the Fund

Low (1) High (25)

10

How the underlying fund is invested

Industrials 9.93%
Cash 3.07%
Telecommunication Services 7.99%
Energy 14.82%
Financials 35.78%
Consumer Discretionary 13.59%
Consumer Staples 7.39%
Other 7.43%

Top holdings within the underlying Fund
(As at June 30, 2013)

TD Bank 7.73%
Bank of Nova Scotia 6.66%
Beutel Goodman Small Cap−D 6.41%
Royal Bank of Canada 5.91%
Magna International 4.94%
TELUS Corp. 4.23%
Great−West Lifeco 4.13%
Manulife Financial 4.05%
CIBC 3.97%
Canadian Natural Resources 3.96%

Primary investment process
Fundamental, Bottom−up

Equity style and capitalization

<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large</td>
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<td>Small</td>
<td></td>
<td></td>
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<tr>
<td>All Cap</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Manulife Investment Management Services

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in September 2009. To provide historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

* Only full calendar year returns are shown.

Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

* For illustration purposes only. Includes mutual/pooled fund performance as indicated. Actual fund performance could be expected to vary.

Annual compound returns (As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the S&P/TSX Total Return.

<table>
<thead>
<tr>
<th></th>
<th>1−year</th>
<th>2−year</th>
<th>3−year</th>
<th>5−year</th>
<th>Since inception</th>
<th>Manulife inception date</th>
</tr>
</thead>
<tbody>
<tr>
<td>MLI Beutel Goodman Canadian Equity</td>
<td>18.60%</td>
<td>5.72%</td>
<td>10.52%</td>
<td>−9.29%</td>
<td>Sep 2009</td>
<td></td>
</tr>
<tr>
<td>S&amp;P/TSX Total Return</td>
<td>7.90%</td>
<td>−1.60%</td>
<td>5.39%</td>
<td>−0.53%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Rate of return expectation

Over the long term, the Fund strives to outperform the S&P/TSX Composite Total Return Index.

Source: The Globe and Mail Inc.
### Manulife Canadian CAP EQUITY

**How the underlying fund is invested**

Top holdings within the underlying Fund

(As at June 30, 2013)

- MLI Q Core Canadian Eq (CC&L) 39.53%
- MLI Canadian Equity (Greystone) 24.09%
- MLI Canadian Equity (Genus) 19.39%
- MLI Canadian Equity (Mawer) 12.06%
- MLI Canadian Small Cap (Bolton) 4.87%

#### Primary investment process

 Fundamental, Bottom-up

#### Equity style and capitalization

<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
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</thead>
<tbody>
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</tr>
<tr>
<td>All Cap</td>
<td></td>
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</tbody>
</table>

Source: Manulife Investment Management Services

### Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in January 1980.

#### Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

#### Annual compound returns

(As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the S&P/TSX Total Return.

#### Rate of return expectation

Over the long term, this Fund strives to outperform the S&P TSX Total Return Index.

---

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
Manulife Fidelity Canadian Large Cap Fund

How the underlying fund is invested

Cash 0.65%
Other 14.76%
Consumer Staples 11.48%
Financials 15.84%
Information Technology 22.26%
Industrials 14.93%
Consumer Discretionary 10.31%
Energy 9.77%

Top holdings within the underlying Fund

(As at June 30, 2013)
Shoppers Drug Mart 5.59%
Hewlett-Packard Co. 5.50%
National Bank of Canada 4.29%
Microsoft 4.28%
Dell Inc. 4.03%
Vivendi SA 4.03%
NV Energy 3.97%
Fairfax Financial Holdings 3.96%
BP PLC 3.94%
Open Text 3.75%

Primary investment process
Fundamental, Bottom–up

Equity style and capitalization

<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large</td>
<td></td>
<td></td>
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<tr>
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<tr>
<td>Small</td>
<td></td>
<td></td>
</tr>
<tr>
<td>All Cap</td>
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</tbody>
</table>

Source: Manulife Investment Management Services

UNDERLYING FUND –> Fidelity Canadian Large Cap – A

Objective: The Fidelity Canadian Large Cap Fund aims to achieve long–term capital growth. It invests primarily equity securities of Canadian companies and tends to focus on large companies. The Fund may invest up to 45% of its assets in foreign securities.

Managed by: Fidelity Investments Canada ULC

Fund managers: Daniel DuPont

Inception date: February 1988 Total assets: $541.2 million

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in July 1997.

Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns

This table shows the historical annual compound total return of the Fund compared with the composite benchmark, as outlined in the Rate of return expectation below.

<table>
<thead>
<tr>
<th>1–year</th>
<th>2–year</th>
<th>3–year</th>
<th>5–year</th>
<th>Since inception</th>
<th>Manulife inception date</th>
</tr>
</thead>
<tbody>
<tr>
<td>26.64%</td>
<td>17.73%</td>
<td>22.02%</td>
<td>10.01%</td>
<td>11.54%</td>
<td>Jul 1997</td>
</tr>
<tr>
<td>12.94%</td>
<td>3.93%</td>
<td>8.56%</td>
<td>–0.11%</td>
<td>–</td>
<td>–</td>
</tr>
</tbody>
</table>

Rate of return expectation

Over the long term, the Fund aims to outperform a custom blended index comprised of 70% S&P/TSX 60 Capped Index, and 30% S&P 500 Index.

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
Volatility meter
Based on 3 year standard deviation of the underlying fund

Low (1)
High (25)

How the underlying fund is invested

Materials 11.05%
Cash 5.06%
Consumer Discretionary 5.53%
Energy 23.13%
Financials 32.75%
Other 12.11%
Industrials 5.23%
Consumer Staples 5.14%

Top holdings within the underlying Fund
(As at June 30, 2013)
TD Bank 6.72%
Royal Bank of Canada 6.28%
Enbridge Inc. 4.51%
Canadian National Railway 3.93%
 Valeant Pharmaceuticals Intl. 3.83%
Potash Corp. of Saskatchewan 3.50%
 Cenovus Energy 3.18%
Bank of Montreal 2.98%
Manulife Financial 2.95%
Suncor Energy 2.79%

Primary investment process
Fundamental, Bottom-up

Equity style and capitalization

<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medium</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small</td>
<td></td>
<td></td>
</tr>
<tr>
<td>All Cap</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Manulife Investment Management Services

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in September 2010. To provide further historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the S&P/TSX Total Return.

Rate of return expectation
The Fund aims to outperform the S&P/TSX Capped Composite Index by 200 bps over a full market cycle.

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: Manulife Investment Management Services, The Globe and Mail Inc.
Volatility meter
Low (1)  High (25)
Based on 3 year standard deviation of the Fund

Manulife Fidelity True North Fund

How the underlying fund is invested

Top holdings within the underlying Fund
(As at June 30, 2013)

TD Bank 7.20%
Alimentation Couche-Tard 4.03%
Shoppers Drug Mart 3.85%
Royal Bank of Canada 3.70%
Canadian National Railway 3.06%
CGI Group 2.97%
Manulife Financial 2.97%
Suncor Energy 2.83%
Power Corp of Canada 2.62%
Enbridge Inc. 2.56%

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in March 2009. To provide further historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the S&P/TSX Capped Composite Total Return Index.

Rate of return expectation
Over the long term, the Fund aims to outperform the S&P/TSX Capped Composite Index.

Note: All rates of return are shown before investment management fees or taxes have been deducted.
The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.
Manulife Fidelity Canadian Disciplined Equity

Volatility meter
Low (1) High (25)
11
Based on 3 year standard deviation of the Fund

How the underlying fund is invested

Cash 2.40%
Other 9.47%
Industrials 8.52%
Energy 23.85%
Financials 34.72%
Materials 10.24%
Consumer Discretionary 5.67%
Telecommunication Services 5.13%

Top holdings within the underlying Fund
(As at June 30, 2013)
TD Bank 8.73%
Royal Bank of Canada 8.17%
Potash Corp. of Saskatchewan 3.37%
Canadian Natural Resources 3.25%
Manulife Financial 2.88%
Enbridge Inc. 2.82%
Cenovus Energy 2.77%
National Bank of Canada 2.76%
Valeant Pharmaceuticals Intl. 2.70%
TransCanada Corp. 2.55%

Primary investment process
Fundamental, Bottom–up

Equity style and capitalization

Source: Manulife Investment Management Services

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in March 2009. To provide further historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns
(As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the S&P/TSX Capped Composite Total Return Index.

Rate of return expectation
Over the long term, the Fund aims to outperform the S&P/TSX Capped Composite Index.

Note: All rates of return are shown before investment management fees or taxes have been deducted.
The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
**Volatility meter**

Based on 3 year standard deviation of the underlying fund

- Low (1)
- High (25)

11

**Canadian Large Cap Equity**

**Manulife CI Harbour Fund**

**How the underlying fund is invested**

<table>
<thead>
<tr>
<th>Sector</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industrials</td>
<td>6.28%</td>
</tr>
<tr>
<td>Materials</td>
<td>10.58%</td>
</tr>
<tr>
<td>Information Technology</td>
<td>9.75%</td>
</tr>
<tr>
<td>Energy</td>
<td>19.91%</td>
</tr>
<tr>
<td>Financials</td>
<td>25.32%</td>
</tr>
<tr>
<td>Cash</td>
<td>12.18%</td>
</tr>
<tr>
<td>Other</td>
<td>8.07%</td>
</tr>
<tr>
<td>Consumer Staples</td>
<td>7.91%</td>
</tr>
</tbody>
</table>

**Top holdings within the underlying fund**

(As at June 30, 2013)

- Suncor Energy
- Microsoft
- CIBC
- Bank of Nova Scotia
- Bank of New York Mellon
- Occidental Petroleum
- Diageo PLC
- Canadian National Railway
- George Weston
- Discover Financial Services

**Primary investment process**

Fundamental, Bottom-up

**Equity style and capitalization**

<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large</td>
<td></td>
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<tr>
<td>Medium</td>
<td></td>
<td></td>
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<tr>
<td>Small</td>
<td></td>
<td></td>
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<tr>
<td>All Cap</td>
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</tr>
</tbody>
</table>

Source: Manulife Investment Management Services

**Underlying Fund -> CI Harbour – I**

**Objective**

The CI Harbour Fund is managed to obtain maximum long-term capital growth. The Fund invests primarily in equity and equity-related securities of high-quality, large and mid-capitalization Canadian companies that the portfolio advisor believes have good potential for future growth.

**Managed by**

CI Investments Inc.

**Fund managers**

Stephen Jenkins and Gerald Coleman

**Inception date**

June 1997

**Total assets**

$3,163.5 million

**Historical gross returns**

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in September 2010. To provide further historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

**Overall past performance**

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

**Annual compound returns**

(As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the S&P/TSX Total Return.

<table>
<thead>
<tr>
<th>Fund</th>
<th>1-year</th>
<th>2-year</th>
<th>3-year</th>
<th>5-year</th>
<th>Since inception</th>
</tr>
</thead>
<tbody>
<tr>
<td>MLI CI Harbour</td>
<td>10.61%</td>
<td>3.10%</td>
<td>–</td>
<td>–</td>
<td>8.37% Sep 2010</td>
</tr>
<tr>
<td>S&amp;P/TSX Total Return</td>
<td>7.90%</td>
<td>–1.60%</td>
<td>5.39%</td>
<td>–0.53%</td>
<td>–</td>
</tr>
</tbody>
</table>

**Rate of return expectation**

Over the long term, the Fund is expected to outperform the S&P/TSX Total Return Index.

Source: Manulife Investment Management Services

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
Volatility meter

Based on 3 year standard deviation of the Fund

Low (1)
High (25)

9

How the underlying fund is invested

Cash 3.20%
Other 8.90%
Consumer Discretionary 9.30%
Energy 23.40%
Financials 28.30%
Consumer Staples 11.00%
Industrials 8.10%
Other sectors 7.80%

Top holdings within the underlying Fund
(As at June 30, 2013)
TD Bank 7.80%
Royal Bank of Canada 6.40%
Bank of Nova Scotia 6.30%
Suncor Energy 4.30%
Metro Inc. 4.00%
Cenovus Energy 3.80%
Canadian National Railway 3.70%
Potash Corp. of Saskatchewan 3.60%
SNC-Lavalin Group 3.40%
Enbridge Inc. 3.20%

Primary investment process
Fundamental, Bottom-up

Equity style and capitalization

<table>
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<tr>
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<th>Core/Blend</th>
<th>Growth</th>
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<td></td>
<td></td>
</tr>
<tr>
<td>All Cap</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Manulife Investment Management Services

UNDERLYING FUND → JF Canadian Equity

Objective Jarislowsky Fraser’s equity style emphasizes buying long-term growth at a reasonable price. Internal resources are primarily relied on to generate investment ideas. Each year, the investment professionals contact and interview more than 200 Canadian companies. The portfolio focuses on industry leaders with strong balance sheets and cash flow as well as depth and quality at the management level.

Managed by Jarislowsky Fraser Ltd.

Fund managers Jarislowsky Fraser – Mgmt. Team

Inception date April 1997 Total assets $5,236.1 million

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in October 2001.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the S&P/TSX Total Return.

Rate of return expectation
Over the long term, this fund is expected to outperform the S&P/TSX Total Return Index.

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
Manulife PH&N Canadian Equity Fund

How the underlying fund is invested

Cash 0.80%
Consumer Discretionary 8.46%
Other 8.09%
Energy 25.57%
Financials 34.04%
Materials 11.56%
Industrials 7.12%
Information Technology 4.36%

Top holdings within the underlying Fund
(As at June 30, 2013)
PH&N Small Float 16.92%
TD Bank 7.68%
Royal Bank of Canada 6.67%
Bank of Nova Scotia 5.65%
Suncor Energy 3.68%
Canadian Natural Resources 3.50%
TransCanada Corp. 3.35%
Canadian National Railway 3.09%
Cenovus Energy 2.95%
Enbridge Inc. 2.72%

Primary investment process
Fundamental, Bottom-up

Equity style and capitalization

<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
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<td>Large</td>
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<tr>
<td>All Cap</td>
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Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in January 2006. To provide further historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Annual compound returns (As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the S&P/TSX Capped Composite Total Return Index.

Rate of return expectation
The Fund seeks to outperform the S&P/TSX Capped Composite Index by 1.50% per annum over a market cycle before management fees.

Source: The Globe and Mail Inc.
Volatility meter

Based on 3 year standard deviation of the Fund

Low (1) High (25)

11

How the underlying fund is invested

Cash 3.26%
Materials 9.72%
Consumer Discretionary 9.56%
Energy 19.35%
Financials 22.03%
Other 9.78%
Consumer Staples 6.83%
Industrials 9.47%

Top holdings within the underlying Fund
(As at June 30, 2013)
TD Bank 6.90%
Royal Bank of Canada 6.58%
Bank of Nova Scotia 5.76%
Canadian National Railway 5.01%
Suncor Energy 4.33%
Alimentation Couche-Tard 3.78%
Brookfield Asset Management 3.46%
Canadian Natural Resources 3.41%
Magna International 3.38%
Potash Corp. of Saskatchewan 3.15%

Primary investment process
Fundamental, Bottom-up

Equity style and capitalization
Value Core/Blend Growth
Large
Medium
Small
All Cap

Note: All rates of return are shown before investment management fees or taxes have been deducted.
The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

UNDERLYING FUND — MAM Canadian Large Cap Growth Pool
Objective The MMF Canadian Equity Fund seeks to provide long-term capital growth. The Fund invests primarily in equity securities of large, established Canadian companies and Canadian securities that offer potential for capital growth.
Managed by Manulife Asset Management Limited
Fund managers Shauna Sexsmith, CFA
Inception date August 2006 Total assets $81.4 million

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in August 1997. Underlying fund was changed on May 21, 2004 from the Elliott & Page Blue Chip Fund to the Elliott & Page Canadian Equity Fund.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the S&P/TSX Total Return.

Rate of return expectation
Over the long term, the Fund is expected to outperform the S&P/TSX Total Return Index.

Source: The Globe and Mail Inc.
Volatility meter

Based on 3 year standard deviation of the underlying fund

Low (1) High (25)

11

How the underlying fund is invested

Top holdings within the underlying Fund (As at June 30, 2013)

Royal Bank of Canada 6.20%
TD Bank 5.85%
Bank of Nova Scotia 5.45%
FUND 3.67%
Canadian Natural Resources 3.65%
Magna International 3.30%
Alimentation Couche-Tard 3.13%
Canadian National Railway 3.13%
Manulife Financial 3.08%
Potash Corp. of Saskatchewan 3.06%

Primary investment process

Fundamental, Bottom-up

Equity style and capitalization

<table>
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</table>

Source: Manulife Investment Management Services

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the S&P/TSX Total Return.

Rate of return expectation

Over the long term, the Fund is expected to outperform the S&P/TSX Composite Index + 0.2% (annualized) over moving four-year periods.

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
Manulife CC&L Group Canadian Q Growth Fund

### How the underlying fund is invested

**Top holdings within the underlying Fund**

(As at June 30, 2013)

- Royal Bank of Canada: 7.09%
- Bank of Nova Scotia: 3.92%
- Canadian National Railway: 3.84%
- Canadian Pacific Railway: 3.73%
- TD Bank: 3.68%
- Valeant Pharmaceuticals Intl.: 3.42%
- Manulife Financial: 2.62%
- Sun Life Financial Inc.: 2.29%
- Catamaran Corp.: 2.27%
- Enbridge Inc.: 2.23%

### Primary investment process

**Quantitative**

### Equity style and capitalization

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<tr>
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</table>

Source: Manulife Investment Management Services

### Historical gross returns

**Gross rates of return are shown before investment management fees have been deducted.** The shaded area represents the returns of a similarly managed fund for the period before the start date of the Manulife Fund.

### Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

### Annual compound returns

(As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the S&P/TSX Total Return.

<table>
<thead>
<tr>
<th>1-year</th>
<th>2-year</th>
<th>3-year</th>
<th>5-year</th>
<th>Since inception</th>
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</thead>
<tbody>
<tr>
<td>16.41%</td>
<td>–</td>
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<td>9.84% May 2012</td>
</tr>
</tbody>
</table>

**Rate of return expectation**

Over the long term, the Fund is expected to outperform the S&P/TSX Composite Index by 2.0% over moving four-year periods.

Source: The Globe and Mail Inc.
Volatility meter
Based on 3 year standard deviation of the Fund

How the underlying fund is invested

Cash 1.07%
Other 9.94%
Consumer Discretionary 9.21%
Energy 22.81%
Financials 31.80%
Materials 10.87%
Industrials 7.45%
Consumer Staples 6.85%

Top holdings within the underlying Fund
(As at June 30, 2013)
TD Bank 7.62%
Royal Bank of Canada 7.33%
Bank of Nova Scotia 5.88%
Suncor Energy 5.07%
Canadian National Railway 4.84%
Manulife Financial 4.43%
Enbridge Inc. 3.89%
Magna International 3.75%
Alimentation Couche-Tard 3.14%
Valeant Pharmaceuticals Intl. 2.89%

Primary investment process
Fundamental, Bottom–up

Equity style and capitalization

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<tr>
<td>All Cap</td>
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</table>

Source: Manulife Investment Management Services

Historical gross returns
Gross rates of return are before investment management fees have been deducted. The solid area represents the gross returns of the Manulife fund since its inception in March 2007. To provide further historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife fund.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the S&P/TSX Capped Composite Total Return Index.

Rate of return expectation
The gross rate of return over a full economic cycle is expected to exceed the S&P/TSX Composite Index.

Note: All rates of return are shown before investment management fees or taxes have been deducted.
The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
Volatility meter

Based on 3 year standard deviation of the Fund

Low (1) High (25)

11

CANADIAN LARGE CAP EQUITY

Manulife Asset Management Canadian Equity Index Fund

How the underlying fund is invested

Cash 3.89%

Other 8.90%

Industrials 6.94%

Energy 23.81%

Financials 33.27%

Materials 12.70%

Consumer Discretionary 5.55%

Telecommunication Services 4.94%

Top holdings within the underlying Fund

(As at June 30, 2013)

Royal Bank of Canada 5.73%

TD Bank 5.05%

Bank of Nova Scotia 4.36%

Suncor Energy 3.02%

Canadian National Railway 2.81%

Bank of Montreal 2.56%

Enbridge Inc. 2.36%

Potash Corp. of Saskatchewan 2.25%

BCE Inc. 2.17%

Canadian Natural Resources 2.09%

Primary investment process

Index

Equity style and capitalization

Value Core/Blend Growth

Large

Medium

Small

All Cap

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: Manulife Investment Management Services

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in January 1998.

Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns

(As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the S&P/TSX Total Return.

Rate of return expectation

Over the long term, the Fund is expected to track the performance of the S&P/TSX Total Return Index.

UNDERLYING FUND -> MAM Cdn Eq Index Pooled Fund

Objective The MAM Canadian Equity Index Pooled Fund seeks to track the total return of the S&P/TSX Composite Index through investments primarily in common stocks, Income Trusts Royalty trusts, REITS of Canadian issuers which are listed on the S&P/TSX Composite Index. This is a passively managed fund.

Managed by Manulife Asset Management Limited

Fund managers Carson Jen and Ashikhusein Shahpurwala

Inception date January 1998 Total assets $565.2 million

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
Volatility meter
Low (1) High (25)
Based on 3 year standard deviation of the Fund

Manulife FGP Small Cap Canadian Equity Fund

How the underlying fund is invested

Top holdings within the underlying Fund
(As at June 30, 2013)
FGP Short Term Investment Fund 4.39%
Transcontinental Inc. 4.35%
Savanna Energy Services 3.91%
Algoma Central 3.72%
Equitable Group 3.68%
E-L Financial Corporation 3.55%
Akita Drilling 3.51%
Canfor Pulp Products 3.50%
Total Energy Services 3.31%
Molson Coors Brewing 3.28%
PHX Energy Services 3.23%
Uranium Participation 3.11%
Calfrac Well Services 3.02%
Cascades Inc. 2.96%
Uni−Select Inc. 2.85%
Sherritt International 2.76%
Rocky Mountain Dealerships 2.76%
Dorel Industries 2.56%
Calian Technologies 2.47%
Glacier Media 2.36%

Primary investment process
Fundamental, Bottom−up

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in June 2008. To provide further historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns
(As at June 30, 2013): This table shows the historical annual compound total return of the Fund compared with the BMO Nesbitt Burns Canadian Small Cap Index.

Rate of return expectation
The Fund is expected to exceed the return of the BMO Nesbitt Burns Canadian Small Cap Index over four to five year periods.

Source: The Globe and Mail Inc.
Volatility meter

Based on 3 year standard deviation of the Fund

Low (1) High (25)

16

How the underlying fund is invested

Cash 2.64%
Financials 9.85%
Consumer Discretionary 13.74%
Energy 19.50%
Industrials 21.16%
Materials 16.42%
Information Technology 8.83%
Other 7.77%

Top holdings within the underlying Fund
(As at June 30, 2013)
Black Diamond Group 3.92%
Linamar Corp. 3.69%
Gran Tierra Energy 2.95%
Stella-Jones Inc. 2.81%
ShawCor Ltd. 2.37%
Tourmaline Oil 2.32%
Bombardier Inc. 2.32%
Richelieu Hardware 2.25%
Celestica Inc. 2.24%
CCL Industries 2.17%

Primary investment process
Fundamental, Bottom–up

Equity style and capitalization

<table>
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<th>Growth</th>
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<tr>
<td>All Cap</td>
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</table>

Source: Manulife Investment Management Services

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in August 1997. The underlying fund was changed on June 1, 2003 from the Elliott & Page Emerging Growth Fund to the Elliott & Page Growth Opportunities Fund.

Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the BMO Nesbitt Burns Canadian Small Cap Index.

Rate of return expectation

Over the long term, the Fund is expected to outperform the BMO Nesbitt Burns Canadian Small Cap Index.

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.
U.S. Equity

U.S. Equity funds are a form of foreign equity and invest in shares of U.S. companies. These types of funds typically aim to achieve long-term capital growth by investing in shares of companies based in the United States. A share represents an ownership stake in the company; therefore, how the Fund performs depends on the success of the company holdings within the Fund. The Fund’s performance can also be affected by such factors as currency exchange rates and economic and political trends.

These funds are ideal for investors who have a long-term focus, want to include U.S. holdings in their portfolios, and are comfortable with a higher-than-average level of volatility.

U.S. Equity funds can vary greatly depending on such factors as the size and types of companies in which they invest and the selection criteria used by the fund manager.

<table>
<thead>
<tr>
<th>U.S. Large Cap Equity</th>
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<tbody>
<tr>
<td><strong>Value</strong></td>
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<tr>
<td>Manulife CI American Value Fund</td>
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<tr>
<td>Manulife Beutel Goodman American Equity Fund</td>
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<tr>
<td><strong>Core/Blend</strong></td>
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<tr>
<td>Manulife Asset Management U.S. Large Cap Core Fund</td>
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<tr>
<td>Manulife Fidelity Growth America Fund</td>
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<tr>
<td>Manulife Mawer U.S. Equity Fund</td>
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<tr>
<td>Manulife MFS U.S. Equity Core Fund</td>
</tr>
<tr>
<td><strong>Growth</strong></td>
</tr>
<tr>
<td>Manulife Fidelity American Disciplined Equity</td>
</tr>
<tr>
<td>Manulife U.S. Diversified Growth Equity Fund (Wellington)</td>
</tr>
<tr>
<td><strong>Index</strong></td>
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<tr>
<td>Manulife Asset Management U.S. Equity Index Fund</td>
</tr>
<tr>
<td>Manulife BlackRock U.S. Equity Index Fund (RPO)</td>
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</tbody>
</table>
Volatility meter
Based on 3 year standard deviation of the underlying fund

Low (1)  High (25)

9

Based on 3 year standard deviation of the underlying fund

U.S. LARGE CAP EQUITY

Manulife CI American Value Fund

How the underlying fund is invested

Cash 3.67%
Health Care 12.10%
Consumer Discretionary 13.73%
Information Technology 17.17%
Financials 18.90%
Other 17.10%
Industrials 8.67%
Energy 8.66%

Top holdings within the underlying Fund
(As at June 30, 2013)
Microsoft 3.46%
Boeing Co. 2.82%
Blackrock Inc. 2.74%
Apple 2.53%
Exxon Mobil 2.49%
Visa Inc. 2.37%
UnitedHealth Group 2.25%
Oracle Corp. 2.25%
DaVita HealthCare Partners 2.24%
Danaher Corp. 2.22%

Primary investment process
Fundamental, Bottom-up

Equity style and capitalization

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</table>

Source: Manulife Investment Management Services

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in September 2010. To provide further historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the S&P 500 Composite Total Return Index ($ Cdn).

<table>
<thead>
<tr>
<th>1-year</th>
<th>2-year</th>
<th>3-year</th>
<th>5-year</th>
<th>Since inception</th>
</tr>
</thead>
<tbody>
<tr>
<td>MLI CI American Value</td>
<td>24.11%</td>
<td>15.92%</td>
<td>–</td>
<td>–</td>
</tr>
<tr>
<td>S&amp;P 500 Composite Total Return Index($Cdn)</td>
<td>24.59%</td>
<td>17.74%</td>
<td>18.10%</td>
<td>7.69%</td>
</tr>
</tbody>
</table>

Rate of return expectation
Over the long term, the Fund is expected to outperform the S&P 500 Total Return Index ($ Cdn).

Note: All rates of return are shown before investment management fees or taxes have been deducted.
The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: Manulife Investment Management Services
Source: The Globe and Mail Inc.

UNDERLYING FUND -> CI American Value–I
Objective The CI American Value Fund is managed to achieve long–term capital growth by investing primarily in a broadly diversified portfolio of American equity securities.

Managed by CI Investments Inc.

Fund managers William Priest and David Pearl

Inception date May 1957 Total assets $240.2 million

Note: All rates of return are shown before investment management fees or taxes have been deducted. The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.
VOLATILITY METER

<table>
<thead>
<tr>
<th>Low (1)</th>
<th>High (25)</th>
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</table>

Based on 3 year standard deviation of the underlying fund

How the underlying fund is invested

| Cash | 2.10% |
| Health Care | 12.28% |
| Industrials | 15.73% |
| Consumer Discretionary | 16.85% |
| Financials | 17.27% |
| Information Technology | 15.73% |
| Consumer Staples | 11.25% |
| Other | 9.15% |

Top holdings within the underlying Fund

(As at June 30, 2013)

- TRW Automotive Holdings: 5.61%
- BB&T Corp.: 5.30%
- Halliburton Co.: 5.14%
- JP Morgan Chase & Co.: 5.14%
- Microsoft: 4.98%
- Oracle Corp.: 4.66%
- CSX Corp.: 4.58%
- Target Corp.: 4.57%
- Merck & Company: 4.16%
- Kraft Foods Group: 4.15%

Primary investment process

Fundamental, Bottom–up

Equity style and capitalization

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<tr>
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</table>

Source: Manulife Investment Management Services

UNDERLYING FUND — Beutel Goodman American Equity—I

Objective: The Beutel Goodman American Equity Fund seeks long–term enhancement of capital primarily through investments in common stocks and other equity securities of American issuers.

Managed by: Beutel Goodman & Company Ltd.

Inception date: March 1991

Total assets: $324.4 million

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in September 2010. The shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)

This table shows the historical annual compound total return of the fund compared with the S&P 500 Composite Total Return Index ($ Cdn).

Rate of return expectation

Over the long term, the Fund strives to outperform the S&P 500 Total Return Index ($ Cdn).

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
Volatility meter
Low (1)  High (25)
Based on 3 year standard deviation of the Fund

U.S. LARGE CAP EQUITY
Code 8132
Manulife Asset Management U.S. Large Cap Core Fund

How the underlying fund is invested

<table>
<thead>
<tr>
<th>Category</th>
<th>Weight</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>2.79%</td>
</tr>
<tr>
<td>Health Care</td>
<td>7.24%</td>
</tr>
<tr>
<td>Energy</td>
<td>11.09%</td>
</tr>
<tr>
<td>Information Tech</td>
<td>25.86%</td>
</tr>
<tr>
<td>Financials</td>
<td>27.08%</td>
</tr>
<tr>
<td>Consumer Discretionary</td>
<td>12.61%</td>
</tr>
<tr>
<td>Other</td>
<td>7.18%</td>
</tr>
<tr>
<td>Consumer Staples</td>
<td>6.15%</td>
</tr>
</tbody>
</table>

Top holdings within the underlying Fund
(As at June 30, 2013)

<table>
<thead>
<tr>
<th>Name</th>
<th>Weight</th>
</tr>
</thead>
<tbody>
<tr>
<td>JP Morgan Chase &amp; Co.</td>
<td>5.32%</td>
</tr>
<tr>
<td>Amazon.com</td>
<td>5.16%</td>
</tr>
<tr>
<td>Apple</td>
<td>4.63%</td>
</tr>
<tr>
<td>Qualcomm</td>
<td>4.39%</td>
</tr>
<tr>
<td>Bank of America</td>
<td>4.29%</td>
</tr>
<tr>
<td>Loves Companies</td>
<td>3.53%</td>
</tr>
<tr>
<td>Google</td>
<td>3.53%</td>
</tr>
<tr>
<td>Goldman Sachs</td>
<td>3.40%</td>
</tr>
<tr>
<td>Cisco Systems</td>
<td>3.24%</td>
</tr>
<tr>
<td>Intel</td>
<td>3.14%</td>
</tr>
</tbody>
</table>

Primary investment process
Quantitative

Equity style and capitalization

<table>
<thead>
<tr>
<th>Style</th>
<th>Core/Blend</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medium</td>
<td>Large</td>
<td>Small</td>
</tr>
</tbody>
</table>

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in September 1998.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns
(As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the S&P 500 Composite Total Return Index ($ Cdn).

Rate of return expectation
Over the long term, the Fund is expected to outperform the S&P 500 Total Return Index ($ Cdn).

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: Manulife Investment Management Services

Source: The Globe and Mail Inc.
How the underlying fund is invested

Top holdings within the underlying Fund
(As at June 30, 2013)
Google 5.04%
Citigroup 4.95%
Cabot Oil & Gas 4.86%
Visa Inc. 4.80%
Bank of America 3.71%
Biogen Idec 3.50%
Onyx Pharmaceuticals 3.41%
Pioneer Natural Resources 3.40%
Gap Inc. 2.98%
Home Depot 2.93%

Primary investment process
Fundamental, Bottom-up

Equity style and capitalization

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.
Volatility meter

Based on 3 year standard deviation of the underlying fund

9

Low (1) High (25)

How the underlying fund is invested

Cash 6.30%
Other 11.93%
Industrials 11.17%
Consumer Discretionary 14.81%
Financials 23.26%
Information Technology 14.00%
Health Care 9.88%
Consumer Staples 8.65%

Top holdings within the underlying Fund

(As at June 30, 2013)
Gov’t of Canada, July□2013 3.78%
AmTrust Financial Services 3.72%
Wells Fargo & Co. 3.63%
Becton Dickinson 3.60%
Google 3.31%
JP Morgan Chase & Co. 3.30%
Exxon Mobil 3.25%
Chevron Corp. 3.24%
IBM Corp. 3.15%
Oracle Corp. 3.03%

Primary investment process
Fundamental, Bottom−up

Equity style and capitalization

Value Core/Blend Growth

Large

Medium

Small

All Cap

Source: Manulife Investment Management Services

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in September 2010. To provide historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the S&P 500 Composite Total Return Index ($ Cdn).

Rate of return expectation

The performance benchmark is the S&P 500 Index (C$). The performance goal is to exceed the S&P 500 Index by at least 2% over 4−year moving time periods.

UNDERLYING FUND → Mawer U.S. Equity−O

Objective
The objective of the Mawer U.S. Equity Fund is to invest for above−average long−term rates of return from both capital gains and dividend income from common shares of U.S. companies. Treasury bills or short−term investments, not exceeding three years to maturity, may also be used from time to time.

Managed by
Mawer Investment Management Ltd.

Fund managers
Grayson Witcher, CFA

Inception date
December 1992
Total assets
$91.6 million

Note: All rates of return are shown before investment management fees or taxes have been deducted.
The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
Volatility meter

Based on 3 year standard deviation of the underlying fund

Low (1)  High (25)

9

How the underlying fund is invested

Cash 1.72%
Consumer Discretionary 12.45%
Other 14.78%
Information Technology 16.11%
Industrials 17.41%
Financials 15.54%
Health Care 11.88%
Consumer Staples 10.11%

Top holdings within the underlying Fund
(As at June 30, 2013)
JP Morgan Chase & Co. 2.88%
Danaher Corp. 2.66%
Johnson & Johnson 2.44%
Pfizer 2.44%
Apple 2.27%
Google 2.26%
Exxon Mobil 2.24%
Procter & Gamble 2.15%
Walt Disney 2.01%
Visa Inc. 1.99%
Wells Fargo & Co. 1.98%
EMC Corp. 1.94%
ACE Ltd. 1.84%
Honeywell International 1.84%
American Express 1.79%

Primary investment process
Fundamental, Bottom–up

Equity style and capitalization

<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medium</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small</td>
<td></td>
<td></td>
</tr>
<tr>
<td>All Cap</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Manulife Investment Management Services

UNDERLYING FUND −> MFS MB U.S. Equity Core

Objective The Fund seeks to provide capital appreciation through an actively managed, diversified portfolio of primarily US companies, purchased at reasonable prices, is the most effective means of delivering consistent, long–term outperformance on a risk–adjusted basis.

Managed by MFS McLean Budden Limited

Fund managers MFS McLean Budden – Mgmt. Team

Inception date August 1983 Total assets $162.5 million

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns
(As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the S&P 500 Index ($ Cdn) (net dividends).

Rate of return expectation
The Fund strives to outperform the S&P 500 Index (Net Dividends Reinvested) over a full market cycle, typically defined as three to five years.

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
Volatility meter

Based on 3 year standard deviation of the Fund

Low (1) 10 High (25)

How the underlying fund is invested

<table>
<thead>
<tr>
<th>Sector</th>
<th>Weight</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>1.22%</td>
</tr>
<tr>
<td>Consumer Discretionary</td>
<td>15.98%</td>
</tr>
<tr>
<td>Health Care</td>
<td>11.51%</td>
</tr>
<tr>
<td>Information Technology</td>
<td>17.38%</td>
</tr>
<tr>
<td>Other</td>
<td>19.20%</td>
</tr>
<tr>
<td>Financials</td>
<td>16.55%</td>
</tr>
<tr>
<td>Industrials</td>
<td>9.11%</td>
</tr>
<tr>
<td>Consumer Staples</td>
<td>9.05%</td>
</tr>
</tbody>
</table>

Top holdings within the underlying Fund

(As at June 30, 2013)

- Apple: 3.47%
- Exxon Mobil: 3.41%
- CVS Caremark: 2.61%
- JP Morgan Chase & Co.: 2.61%
- Procter & Gamble: 2.34%
- Microsoft: 1.84%
- Citigroup: 1.70%
- Twenty First Century Fox, Inc.: 1.67%
- INVESCO Inc.: 1.64%

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.
Manulife U.S. Diversified Growth Equity Fund (Wellington)

How the underlying fund is invested

- Industrials: 13.18%
- Financials: 4.13%
- Cash: 0.37%
- Consumer Discretionary: 24.10%
- Information Technology: 32.07%
- Health Care: 15.59%
- Consumer Staples: 4.72%
- Other: 5.84%

Top holdings within the underlying Fund
(As at June 30, 2013)

1. Cisco Systems: 6.15%
2. Microsoft: 4.78%
3. Google: 3.29%
4. Wal−Mart: 2.42%
5. Boeing Co.: 2.29%
6. Home Depot: 2.26%
7. Oracle Corp.: 2.21%
8. Verizon Communications: 2.20%
9. Amgen: 2.14%
10. Lowes Companies: 2.12%

Primary investment process
Fundamental, Bottom−up

Equity style and capitalization

<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large</td>
<td></td>
<td></td>
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<tr>
<td>Medium</td>
<td></td>
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<tr>
<td>Small</td>
<td></td>
<td></td>
</tr>
<tr>
<td>All Cap</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Manulife Investment Management Services

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in June 2008.

Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the Russell 1000 Growth ($ CDN).

<table>
<thead>
<tr>
<th></th>
<th>1−year</th>
<th>2−year</th>
<th>3−year</th>
<th>5−year</th>
<th>Since inception</th>
</tr>
</thead>
<tbody>
<tr>
<td>MLI U.S. Div Growth Eq (Wellington)</td>
<td>19.91%</td>
<td>13.34%</td>
<td>16.27%</td>
<td>6.94%</td>
<td>6.85%</td>
</tr>
<tr>
<td>Russell 1000 Growth ($ CDN)</td>
<td>20.75%</td>
<td>16.17%</td>
<td>18.33%</td>
<td>8.15%</td>
<td>–</td>
</tr>
</tbody>
</table>

Rate of return expectation

Over the long term, this fund is expected to outperform the Russell 1000 Growth Index ($ CDN).

Source: The Globe and Mail Inc.
Volatility meter

Based on 3 year standard deviation of the Fund

Low (1) High (25)

8

How the underlying fund is invested

Cash 4.24%
Health Care 11.89%
Consumer Discretionary 13.56%
Financials 16.03%
Other 18.08%
Information Technology 15.78%
Industrials 10.55%
Energy 9.87%

Top holdings within the underlying Fund
(As at June 30, 2013)

Exxon Mobil 2.69%
Apple 2.49%
Microsoft 1.74%
Johnson & Johnson 1.61%
General Electric 1.60%
Google 1.58%
Chevron Corp. 1.54%
Procter & Gamble 1.41%
Berkshire Hathaway 1.37%
Wells Fargo & Co. 1.36%

Primary investment process

Index

Equity style and capitalization

<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medium</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small</td>
<td></td>
<td></td>
</tr>
<tr>
<td>All Cap</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Manulife Investment Management Services

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in January 1998.

Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the S&P 500 Net of 15% Tax ($ CDN).

Rate of return expectation

Over the long term, the Fund is expected to track the performance of the S&P 500 Total Return Index ($ CDN).

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
Volatility meter
Based on 3 year standard deviation of the Fund

**Manulife BlackRock U.S. Equity Index Fund**
*(Registered Plans Only)*

**How the underlying fund is invested**

Cash 0.18%
Health Care 12.41%
Consumer Discretionary 14.13%
Financials 16.77%
Other 18.83%
Information Technology 16.45%
Industrials 11.00%
Energy 10.23%

**Top holdings within the underlying Fund**
*(As at June 30, 2013)*
- Exxon Mobil 2.80%
- Apple 2.59%
- Microsoft 1.81%
- Johnson & Johnson 1.68%
- General Electric 1.67%
- Google 1.65%
- Chevron Corp. 1.60%
- Procter & Gamble 1.47%
- Berkshire Hathaway 1.42%
- Wells Fargo & Co. 1.42%

**Primary investment process**

**Index**

**Equity style and capitalization**

<table>
<thead>
<tr>
<th></th>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
</tr>
</thead>
</table>
| Source: Manulife Investment Management Services

**Historical gross returns**

**Gross rates of return are shown before investment management fees have been deducted.** The solid area represents the gross returns of the Manulife fund since its inception in October 2006. To provide further historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife fund.

**Overall past performance**

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

**Annual compound returns**

*(As at June 30, 2013)*
This table shows the historical annual compound total return of the Fund compared with the S&P 500 Composite Total Return Index ($Cdn).

**Rate of return expectation**

Over the long term, the Fund is expected to track the performance of the S&P 500 Total Return Index ($Cdn).

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.
International/Global Equity

International Equity funds invest in shares of non-North American companies. Global Equity funds typically aim to achieve long-term capital growth by investing in shares of companies in Asia, Europe and the Americas.

A share represents an ownership stake in a company; therefore, how the Fund performs depends on the success of the company holdings within the Fund. The Fund’s performance can also be affected by such factors as currency exchange rates and economic and political trends around the world.

International/Global Equity funds are ideal for investors who have a long-term focus, want to include foreign holdings in their portfolio and are comfortable with a higher degree of volatility.

These funds vary greatly, depending on the size and types of companies invested in, the countries and regions invested in, and the selection criteria used by the manager.

<table>
<thead>
<tr>
<th>FUND CODE</th>
<th>PAGE NUMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td></td>
</tr>
<tr>
<td>Manulife International Equity Fund (Templeton)</td>
<td>8192</td>
</tr>
<tr>
<td>Manulife Sprucegrove International Equity Fund</td>
<td>8361</td>
</tr>
<tr>
<td>Core/Blend</td>
<td></td>
</tr>
<tr>
<td>Manulife EAFE Plus Equity Fund (Pictet)</td>
<td>8011</td>
</tr>
<tr>
<td>Manulife Mawer World Investment Fund</td>
<td>8452</td>
</tr>
<tr>
<td>Index</td>
<td></td>
</tr>
<tr>
<td>Manulife BlackRock International Equity Index Fund</td>
<td>8321</td>
</tr>
<tr>
<td>Global Equity</td>
<td></td>
</tr>
<tr>
<td>Value</td>
<td></td>
</tr>
<tr>
<td>Manulife Trimark Fund</td>
<td>8181</td>
</tr>
<tr>
<td>Manulife Sprucegrove Global Equity Fund</td>
<td>8362</td>
</tr>
<tr>
<td>Manulife Templeton Global Stock Trust Fund</td>
<td>8501</td>
</tr>
<tr>
<td>Core/Blend</td>
<td></td>
</tr>
<tr>
<td>Manulife Fidelity Global Fund</td>
<td>8141</td>
</tr>
<tr>
<td>Manulife JPMorgan Global Intrepid Fund (RPO)</td>
<td>8431</td>
</tr>
<tr>
<td>Growth</td>
<td></td>
</tr>
<tr>
<td>Manulife MFS Global Growth Equity Fund</td>
<td>8684</td>
</tr>
</tbody>
</table>
Volatility meter
Based on 3 year standard deviation of the Fund

Low (1)  
High (25)  
14

How the underlying fund is invested

Germany 10.86%
Italy 4.20%
Japan 7.40%
United Kingdom 16.70%
Other 35.27%
France 12.38%
Netherlands 6.10%
Switzerland 7.09%

Top holdings within the underlying Fund
(As at June 30, 2013)
Roche Holdings 2.06%
Toyota Motor Corporation 2.04%
Vodafone Group PLC 1.99%
Total SA 1.98%
Telenor ASA 1.87%
BNP Paribas 1.81%
Samsung Electronics Co. 1.80%
Sanofi 1.73%
Kingfisher PLC 1.68%
ING GROEP 1.58%

Primary investment process
Fundamental, Bottom–up

Equity style and capitalization

<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medium</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small</td>
<td></td>
<td></td>
</tr>
<tr>
<td>All Cap</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Manulife Investment Management Services

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in October 2001.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the MSCI EAFE ($ Cdn).

<table>
<thead>
<tr>
<th></th>
<th>1–year</th>
<th>2–year</th>
<th>3–year</th>
<th>5–year</th>
<th>Since inception</th>
<th>Manulife inception date</th>
</tr>
</thead>
<tbody>
<tr>
<td>MLI International Equity ($ Cdn)</td>
<td>25.75%</td>
<td>5.91%</td>
<td>10.60%</td>
<td>1.24%</td>
<td>3.30%</td>
<td>Oct 2001</td>
</tr>
<tr>
<td>MSCI EAFE ($ Cdn)</td>
<td>22.89%</td>
<td>6.06%</td>
<td>10.22%</td>
<td>0.48%</td>
<td>–</td>
<td>–</td>
</tr>
</tbody>
</table>

Rate of return expectation
Fund is expected to outperform the MSCI EAFE Total Return Index ($ Cdn).

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
Volatility meter

Based on 3 year standard deviation of the Fund

Low (1) High (25)

How the underlying fund is invested

Ireland 4.50%
Switzerland 12.60%
Singapore 6.40%
Japan 19.00%
Other 17.70%
United Kingdom 19.00%
Hong Kong 5.90%
Singapore 6.40%

Top holdings within the underlying Fund (As at June 30, 2013)

- Novartis AG 4.50%
- HSBC Holdings PLC 3.20%
- Royal Dutch Shell PLC 2.50%
- CRH PLC 2.30%
- Total SA 2.30%
- Nestle S.A. 2.20%
- Samsung Electronics Co. 2.20%
- Tesco PLC 2.10%
- Bayerische Motoren Werke AG 2.10%
- Adidas AG−Adr 2.00%

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in September 2005. To provide further historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the MSCI EAFE ($ Cdn).

Rate of return expectation

The Fund is expected to provide an above average investment over a full business cycle compared with the MSCI EAFE Index.

Note: All rates of return are shown before investment management fees or taxes have been deducted. The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.
### How the underlying fund is invested

<table>
<thead>
<tr>
<th>Country</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Italy</td>
<td>4.27%</td>
</tr>
<tr>
<td>Switzerland</td>
<td>11.30%</td>
</tr>
<tr>
<td>Germany</td>
<td>7.43%</td>
</tr>
<tr>
<td>Japan</td>
<td>20.67%</td>
</tr>
<tr>
<td>Other</td>
<td>27.51%</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>18.77%</td>
</tr>
<tr>
<td>Australia</td>
<td>5.10%</td>
</tr>
<tr>
<td>Hong Kong</td>
<td>4.95%</td>
</tr>
</tbody>
</table>

### Top holdings within the underlying Fund

(As at June 30, 2013)

- HSBC Holdings PLC: 2.88%
- Nestle SA: 2.82%
- Roche Holdings: 2.69%
- Galp Energia SGPS: 2.64%
- BG Group PLC: 2.43%
- Ericsson ADS: 2.36%
- Bayer Ag Sponsored ADR: 2.31%
- Societe Genl Fr: 2.21%
- Vodafone Group PLC: 2.21%
- Japan Tobacco Inc.: 2.16%

### Primary investment process

Fundamental, Bottom-up

### Equity style and capitalization

- Value
- Core/Blend
- Growth

<table>
<thead>
<tr>
<th></th>
<th>Large</th>
<th>Medium</th>
<th>Small</th>
<th>All Cap</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Core/Blend</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Growth</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Manulife Investment Management Services

### Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in September 2001.

### Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

### Annual compound returns

(As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the MSCI EAFE ($ Cdn).

<table>
<thead>
<tr>
<th></th>
<th>1-year</th>
<th>2-year</th>
<th>3-year</th>
<th>5-year</th>
<th>Since inception</th>
<th>Manulife inception date</th>
</tr>
</thead>
<tbody>
<tr>
<td>MLI EAFE Plus Equity (Pictet)</td>
<td>25.95%</td>
<td>8.24%</td>
<td>13.05%</td>
<td>1.40%</td>
<td>1.20%</td>
<td>Sep 2001</td>
</tr>
<tr>
<td>MSCI EAFE ($ Cdn)</td>
<td>22.89%</td>
<td>6.06%</td>
<td>10.22%</td>
<td>0.48%</td>
<td>–</td>
<td></td>
</tr>
</tbody>
</table>

### Rate of return expectation

Over the long term, the Fund strives to outperform the MSCI EAFE ($ Cdn) Index.

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.
Volatility meter
Based on 3 year standard deviation of the underlying fund
Low (1)
High (25)
12

How the underlying fund is invested

Top holdings within the underlying Fund
(As at June 30, 2013)

Roche Holdings 3.44%
Rolls-Royce Group PLC 2.70%
Jardine Matheson Holdings 2.65%
Reckitt Benckiser Group PLC 2.65%
BASF AG 2.59%
Kerry Group Plc 2.53%
DBS Group Holdings Ltd. 2.50%
Gazit−Globe 2.31%
Deutsche Boerse AG 2.29%
Meda AB 2.28%

Primary investment process
Fundamental, Bottom−up

Equity style and capitalization

<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medium</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small</td>
<td></td>
<td></td>
</tr>
<tr>
<td>All Cap</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Note: All rates of return are shown before investment management fees or taxes have been deducted.
The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

UNDERLYING FUND -> Mawer World Investment−O
Objective The Mawer World Investment is managed for above−average long term returns in the securities of non−North American companies.

Managed by Mawer Investment Management Ltd.

Fund managers Jim Hall, CFA, MBA, BA and David Ragan, CFA

Inception date November 1987 Total assets $390.9 million

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Mawer World Fund since its inception in September 2010. To provide historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Mawer World Fund.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the MSCI EAFE ($ Cdn).

Rate of return expectation
The performance goal is to exceed the MSCI EAFE Index by at least 2% over 4−year moving time periods.

Source: The Globe and Mail Inc.
Volatility meter

Based on 3 year standard deviation of the Fund

INTERNATIONAL EQUITY

Code 8321

Manulife BlackRock International Equity Index Fund

How the underlying fund is invested

Switzerland      9.07%
Sweden          3.05%
France          9.17%
United Kingdom 21.25%
Japan           22.17%
Other           18.90%
Germany         8.51%
Australia       7.88%

Top holdings within the underlying Fund
(As at June 30, 2013)
Nestle S.A.                1.84%
HSBC Holdings PLC          1.66%
Roche Holdings             1.52%
Toyota Motor Corporation   1.45%
Novartis AG                1.42%
Vodafone Group PLC          1.21%
BP PLC                      1.15%
Sanofi                      1.07%
GlaxoSmithKline PLC         1.07%
Royal Dutch Shell PLC       1.05%

Primary investment process

Index

Equity style and capitalization

<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large</td>
<td></td>
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<tr>
<td>Medium</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small</td>
<td></td>
<td></td>
</tr>
<tr>
<td>All Cap</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Manulife Investment Management Services

UNDERLYING FUND -> BlackRock CDN MSCI EAFE Equity Idx

Objective
The BlackRock Daily EAFE Equity Index Fund's objective is to match the returns of the MSCI EAFE Index (total return, net of withholding taxes) as closely as possible. BlackRock uses an indexing approach, where they own assets to match those of the index, in about the same names, weights, sectors, and countries.

Managed by
BlackRock Asset Management Canada Limited

Fund managers
Ed Corallo, Joselle Duncan, CFA, Tim Wong, CFA and Creighton Jue, CFA

Inception date
April 1999
Total assets
$2,213.8 million

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in November 2003. To provide further historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns
(As at June 30, 2013)

This table shows the historical annual compound total return of the fund compared with the MSCI EAFE ($ Cdn).

<table>
<thead>
<tr>
<th></th>
<th>1-year</th>
<th>2-year</th>
<th>3-year</th>
<th>5-year</th>
<th>Since inception</th>
</tr>
</thead>
<tbody>
<tr>
<td>MLI BR Intl Equity Index</td>
<td>22.91%</td>
<td>5.86%</td>
<td>9.98%</td>
<td>0.33%</td>
<td>3.94%</td>
</tr>
<tr>
<td>MSCI EAFE ($ Cdn)</td>
<td>22.89%</td>
<td>6.06%</td>
<td>10.22%</td>
<td>0.48%</td>
<td>–</td>
</tr>
</tbody>
</table>

Rate of return expectation

Over the long term, this fund is expected to track the return and risk profile of the MSCI EAFE Index (total return, net of withholding taxes).

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
Volatility meter

Based on 3 year standard deviation of the Fund

Low (1) High (25)

GLOBAL EQUITY

Manulife Trimark Fund

How the underlying fund is invested

Brazil 3.03%
Switzerland 6.39%
United Kingdom 5.96%
Other 29.13%
United States 37.07%
Germany 9.51%
Japan 4.91%
Canada 4.00%

Top holdings within the underlying Fund
(As at June 30, 2013)

Google 3.82%
Walt Disney 3.76%
Henkel KGaA 3.64%
Becton Dickinson 3.64%
Visa Inc. 3.33%
Express Scripts Holding 3.33%
Adidas Ag−Adr 3.33%
Nestle S.A. 3.29%
Novartis AG 3.10%
Publicis Groupe SA 3.00%

Primary investment process
Fundamental, Bottom−up

Equity style and capitalization

<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large</td>
<td></td>
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<tr>
<td>Medium</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small</td>
<td></td>
<td></td>
</tr>
<tr>
<td>All Cap</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Manulife Investment Management Services

UNDERLYING FUND -> Trimark Fund−SC

Objective The Trimark Fund seeks to achieve strong capital growth with a high degree of reliability over the long term. The Fund invests primarily in equities of companies anywhere in the world.

Managed by Invesco Canada Ltd.

Fund managers Michael Hatcher, CFA, MSC, Master Math, Darren McKiernan, CFA, B. Com, Finance and Jeff Feng CFA, MBA

Inception date September 1981 Total assets $888.8 million

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in October 1997.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the MSCI World ($ Cdn).

<table>
<thead>
<tr>
<th></th>
<th>1−year</th>
<th>2−year</th>
<th>3−year</th>
<th>5−year</th>
<th>Since inception</th>
</tr>
</thead>
<tbody>
<tr>
<td>MLI Trimark</td>
<td>22.24%</td>
<td>14.67%</td>
<td>15.35%</td>
<td>4.85%</td>
<td>6.38% Oct 1997</td>
</tr>
<tr>
<td>MSCI World ($ Cdn)</td>
<td>23.03%</td>
<td>11.48%</td>
<td>14.02%</td>
<td>3.95%</td>
<td>–</td>
</tr>
</tbody>
</table>

Rate of return expectation
To be the top of its respective category over the long term, while striving to outperform the MSCI World Index ($ Cdn).

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
Volatility meter
Low (1) High (25)
Based on 3 year standard deviation of the Fund

How the underlying fund is invested

How the underlying fund is invested

Top holdings within the underlying Fund
(As at June 30, 2013)
Markel Corp. 3.40%
Wells Fargo & Co. 2.70%
3M Co. 2.50%
Novartis AG 2.40%
Merk & Company 2.20%
Berkshire Hathaway 2.10%
Procter & Gamble 2.10%
Pfizer 2.00%
Johnson & Johnson 2.00%
Microsoft 1.80%

Primary investment process
Fundamental, Bottom-up

Equity style and capitalization

Underlying Fund
Sprucegrove Global Pooled
Objective
The Sprucegrove Global Equity Fund objective is to create a portfolio of international (including U.S.) stocks that overall have characteristics superior to the benchmark MSCI World Index. Sprucegrove emphasizes long term investment and it focuses on the selection of individual common stocks using a bottom-up, research driven approach.

Managed by
Sprucegrove Investment Management

Fund managers
Shirley Woo, CFA, Peter Ellement, CFA, Craig Merrigan, CFA and Erik Parnoja, CFA

Inception date
June 1995
Total assets $994.4 million

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife fund since its inception in June 2009. To provide historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the MSCI World ($ Cdn).

Rate of return expectation
Over the long term, this fund is expected to outperform the MSCI World Index ($ Cdn).
Volatility meter
Based on 3 year standard deviation of the Fund

14
Low (1) High (25)

How the underlying fund is invested
France 7.64%
Netherlands 3.84%
Germany 6.72%
Other 19.88%
United States 39.28%
United Kingdom 10.59%
Japan 5.94%
Switzerland 6.11%

Top holdings within the underlying Fund
(As at June 30, 2013)
Citigroup 1.85%
Morgan Stanley 1.84%
JP Morgan Chase & Co. 1.62%
Cisco Systems 1.58%
Gilead Sciences 1.57%
Toyota Motor Corporation 1.56%
Indi Cons Airlines 1.54%
CRH ORD 1.52%
Bayer Ag Sponsored Adr 1.50%
Microsoft 1.50%

Primary investment process
Fundamental, Bottom−up

Equity style and capitalization
<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medium</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small</td>
<td></td>
<td></td>
</tr>
<tr>
<td>All Cap</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Manulife Investment Management Services

UNDERLYING FUND --> Templeton Global Stock Trust

Objective. The investment objective of the fund is to achieve long−term capital growth through a flexible policy of investment primarily in equity securities of companies listed on stock exchanges of any nation other than Canada. Equity investments are selected on an issuer−by−issuer basis and may include investments in emerging markets. In normal market conditions, issuers are selected from a cross−section of countries, regions and industries.

Managed by Franklin Templeton Investments

Fund managers Katherine Owen, CFA

Inception date September 1997 Total assets $360.3 million

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in October 2007. To provide further historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the MSCI World ($ Cdn).

Rate of return expectation
Over the long term, this fund is expected to outperform the MSCI World Index ($ Cdn).

Note: All rates of return are shown before investment management fees or taxes have been deducted.
The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
Volatility meter
Based on 3 year standard deviation of the Fund

GLOBAL EQUITY

Manulife Fidelity Global Fund

Underlying fund → Fidelity Global−A
Objective The Fidelity Global Fund aims to achieve long−term capital growth. It invests primarily in equity securities of companies anywhere in the world.
Managed by Fidelity Investments Canada ULC
Fund managers Michael Strong, Joe Overdevest, Stephen Balter, Christopher Galizio and Matthew Van Vlack
Inception date November 1987 Total assets $35.7 million

How the underlying fund is invested

Top holdings within the underlying Fund
(As at June 30, 2013)
Apple 3.46%
Google 3.21%
Philip Morris International 2.03%
Home Depot 1.97%
Gilead Sciences 1.91%
PepsiCo Inc. 1.86%
Qualcomm 1.86%
Oracle Corp. 1.69%
TJX Companies 1.46%
Ashland Inc. 1.39%

Primary investment process
Fundamental, Bottom−up

Equity style and capitalization
Value Core/Blend Growth
Large
Medium
Small
All Cap

Source: Manulife Investment Management Services

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in July 1997.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns (As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the MSCI World ($ Cdn).

Rate of return expectation
The Fund seeks to achieve returns comparable to, or better than, the MSCI AC World ($ Cdn) Index.

Note: All rates of return are shown before investment management fees or taxes have been deducted.
The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
### Volatility meter

Based on 3 year standard deviation of the Fund

<table>
<thead>
<tr>
<th>Low (1)</th>
<th>High (25)</th>
</tr>
</thead>
<tbody>
<tr>
<td>11</td>
<td></td>
</tr>
</tbody>
</table>

**GLOBAL EQUITY**

**Manulife JPMorgan Global Intrepid Fund (Registered Plans Only)**

**UNDERLYING FUND -> JPMorgan Global Intrepid Fund**

**Objective** The Global Intrepid – Canada non–Taxable Fund is a core fund which aims to hold the best of growth and value stocks across global stock markets and market capitalisation segments.

**Managed by** JPMorgan Asset Management

**Fund managers** Sandeep Bhargava

**Inception date** December 2005 **Total assets** $1,853.0 million

### How the underlying fund is invested

<table>
<thead>
<tr>
<th>Country</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Japan</td>
<td>8.73%</td>
</tr>
<tr>
<td>Switzerland</td>
<td>6.63%</td>
</tr>
<tr>
<td>Other</td>
<td>12.87%</td>
</tr>
<tr>
<td>United States</td>
<td>50.20%</td>
</tr>
<tr>
<td>France</td>
<td>3.98%</td>
</tr>
<tr>
<td>Germany</td>
<td>4.04%</td>
</tr>
</tbody>
</table>

### Top holdings within the underlying Fund

(As at June 30, 2013)

<table>
<thead>
<tr>
<th>Company</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Google</td>
<td>1.45%</td>
</tr>
<tr>
<td>Chevron Corp.</td>
<td>1.41%</td>
</tr>
<tr>
<td>Microsoft</td>
<td>1.41%</td>
</tr>
<tr>
<td>Johnson &amp; Johnson</td>
<td>1.23%</td>
</tr>
<tr>
<td>Pfizer</td>
<td>1.18%</td>
</tr>
<tr>
<td>Wells Fargo &amp; Co.</td>
<td>1.16%</td>
</tr>
<tr>
<td>Royal Dutch Shell PLC</td>
<td>1.15%</td>
</tr>
<tr>
<td>Citigroup</td>
<td>1.06%</td>
</tr>
<tr>
<td>Roche Holdings</td>
<td>1.01%</td>
</tr>
<tr>
<td>Merck &amp; Company</td>
<td>0.98%</td>
</tr>
</tbody>
</table>

### Primary investment process

Fundamental, Bottom–up

### Equity style and capitalization

<table>
<thead>
<tr>
<th></th>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Medium</td>
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<td></td>
</tr>
<tr>
<td>All Cap</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Manulife Investment Management Services

### Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in November 2007. To provide further historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife fund.

### Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

* For illustration purposes only. Includes mutual/pooled fund performance as indicated. Actual fund performance could be expected to vary.

### Annual compound returns

(As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the MSCI World ($ Cdn).

<table>
<thead>
<tr>
<th></th>
<th>1–year</th>
<th>2–year</th>
<th>3–year</th>
<th>5–year</th>
<th>Since inception</th>
<th>Manulife inception date</th>
</tr>
</thead>
<tbody>
<tr>
<td>MLJ JPMorgan Gl Intrepid</td>
<td>24.37%</td>
<td>9.29%</td>
<td>13.49%</td>
<td>3.51%</td>
<td>1.31%</td>
<td>Nov 2007</td>
</tr>
<tr>
<td>MSCI World ($ Cdn)</td>
<td>23.03%</td>
<td>11.48%</td>
<td>14.02%</td>
<td>3.95%</td>
<td>–</td>
<td></td>
</tr>
</tbody>
</table>

### Rate of return expectation

The Fund aims to outperform the MSCI World NDR Index ($ Cdn) by 4 % per annum over a market cycle.

Source: The Globe and Mail Inc.

* Only full calendar year returns are shown.

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.
Volatility meter

Based on 3 year standard deviation of the underlying fund

LOW (1)  HIGH (25)

How the underlying fund is invested

<table>
<thead>
<tr>
<th>Country</th>
<th>Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>United Kingdom</td>
<td>11.00%</td>
</tr>
<tr>
<td>Netherlands</td>
<td>6.46%</td>
</tr>
<tr>
<td>Switzerland</td>
<td>4.08%</td>
</tr>
<tr>
<td>Other</td>
<td>14.18%</td>
</tr>
<tr>
<td>United States</td>
<td>47.23%</td>
</tr>
<tr>
<td>France</td>
<td>11.50%</td>
</tr>
<tr>
<td>Brazil</td>
<td>3.55%</td>
</tr>
<tr>
<td>Germany</td>
<td>4.02%</td>
</tr>
</tbody>
</table>

Top holdings within the underlying Fund

(As at June 30, 2013)

- Danone Group: 2.83%
- LVMH Moet Hennessy Louis Vuit: 2.79%
- Google: 2.40%
- Pernod Ricard: 2.22%
- Danaher Corp.: 2.02%
- Compass Group PLC: 2.03%
- Schlumberger Ltd.: 1.99%
- Procter & Gamble: 1.84%
- Colgate Palmolive: 1.80%
- EMC Corp.: 1.72%
- Visa Inc.: 1.67%
- Kuehne & Nagel International: 1.63%
- Reckitt Benckiser Group: 1.62%
- Accenture plc: 1.62%

Primary investment process

Fundamental, Bottom-up

Equity style and capitalization

<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large</td>
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<td></td>
</tr>
<tr>
<td>Medium</td>
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<td></td>
</tr>
<tr>
<td>Small</td>
<td></td>
<td></td>
</tr>
<tr>
<td>All Cap</td>
<td></td>
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</tr>
</tbody>
</table>

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Overall past performance

This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns

(As at June 30, 2013)

This table shows the historical annual compound total return of the Fund compared with the MSCI All Country World Growth Index (Net Dividends Reinvested).

Rate of return expectation

The Fund strives to outperform the MSCI All Country World Growth Index (Net Dividends Reinvested) over a full market cycle, typically defined as three to five years.

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
Specialty funds focus on a specific industry or sector of the economy. Some Specialty funds invest in shares of foreign companies. A share represents an ownership stake in a company; therefore, how the Fund performs depends on the success of the companies the fund holds. A fund’s performance can also be affected by factors such as currency exchange rates and economic and political trends.

Specialty funds are designed for investors who have a long-term focus and are comfortable with a high degree of volatility. They are also designed for investors who want to further diversify their portfolio and concentrate on a specific investment segment at the same time.

One type of specialty fund is a Real Estate fund. These funds invest primarily in shares of companies that operate in the real estate industry, such as mortgage lenders and real estate investment trusts, and generally do not hold real estate directly.

Since the holdings of Specialty funds have a narrow focus, these funds entail more risk. Due to their volatility, investors should exercise discretion when deciding the portion of their overall portfolio to invest in Specialty funds.

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**Core/Blend**

Manulife Pyramis Global Real Estate Fund

<table>
<thead>
<tr>
<th>FUND CODE</th>
<th>PAGE NUMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>8581</td>
<td>88</td>
</tr>
</tbody>
</table>
Volatility meter

Based on 3 year standard deviation of the Fund

Low (1)  High (25)

12

Manulife Pyramis Global Real Estate Fund

SPECIALTY  Code 8581

How the underlying fund is invested

Top holdings within the underlying Fund
(As at June 30, 2013)

Simon Property Group  5.71%
Public Storage  4.90%
Sun Hung Kai Properties Limite  4.31%
Mitsui Fudosan Company  4.25%
Ventas Inc.  3.91%
Westfield Group  3.75%
Mitsubishi Estate Company  3.50%
Unibail–Rodamco  2.68%
Prologis, Inc.  2.50%

Primary investment process
Fundamental, Bottom–up

Equity style and capitalization

<table>
<thead>
<tr>
<th>Value</th>
<th>Core/Blend</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medium</td>
<td></td>
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<tr>
<td>Small</td>
<td></td>
<td></td>
</tr>
<tr>
<td>All Cap</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Manulife Investment Management Services

Historical gross returns
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife fund since its inception in June 2008. To provide further historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.

Overall past performance
This graph shows how a $10,000 investment in this fund would have changed in value over time, based on gross returns.

Annual compound returns
(As at June 30, 2013)
This table shows the historical annual compound total return of the Fund compared with the FTSE EPRA/NAREIT Global Real Estate.

<table>
<thead>
<tr>
<th></th>
<th>1–year</th>
<th>2–year</th>
<th>3–year</th>
<th>5–year</th>
<th>Since inception</th>
<th>Manulife inception date</th>
</tr>
</thead>
<tbody>
<tr>
<td>MLI Pyramis Global Real Estate</td>
<td>17.85%</td>
<td>12.71%</td>
<td>15.28%</td>
<td>4.78%</td>
<td>4.61%</td>
<td>Jun 2008</td>
</tr>
<tr>
<td>FTSE EPRA/NAREIT Global Real Estate</td>
<td>18.25%</td>
<td>13.07%</td>
<td>15.70%</td>
<td>5.41%</td>
<td>–</td>
<td>–</td>
</tr>
</tbody>
</table>

Rate of return expectation
The Fund aims to outperform the FTSE EPRA/NAREIT Developed Index over a full market cycle.

Note: All rates of return are shown before investment management fees or taxes have been deducted.
The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.

Source: The Globe and Mail Inc.
The philosophy

The Investment Management Services (IMS) team focuses on quality, not quantity. They believe past performance is not an accurate indicator of future performance, but rather high-quality investment firms who adhere to documented investment policies and procedures are more likely to deliver superior results over time. It is their job to monitor the fund managers on Manulife’s platform so investors don’t have to. They understand how important it is for Manulife Financial’s stakeholders to have sufficient information to make prudent investment decisions. This is why i-Watch® exists.

Investment Management Services

One of Manulife Financial’s core competencies is providing investment management services in the countries in which we operate, including the U.S., Canada, Hong Kong, Japan and other Asian countries. In Canada, the IMS team is comprised of analysts and industry professionals whose credentials match professionals in the most respected investment consulting firms.

By operating objectively and independently of any business units, the IMS team ensures fund partners meet strict requirements for fund management. Given that money management is a global concern, team members often consult with their Manulife counterparts throughout the world. Fund partners adhere to the same best practices particularly when IMS is selecting or monitoring investment funds representing non-North American mandates.

i-Watch®

Fund selection

Funds available through Manulife Financial are screened and selected using a strict process. Performance is one screening criterion, but is not the most important determinant of future returns. In IMS’ view, the consideration of an investment firm’s qualitative aspects, together with its quantitative aspects, is a better indicator of the fund’s long-term viability.

Reflecting this viewpoint, Manulife Financial’s selection process includes an in-depth review of factors that determine the underlying quality of the fund manager. IMS emphasizes their qualitative review in the decision-making process and screens for the following qualities:

• The stability of the organization, including succession planning and adherence to a code of ethics
• The depth, quality and overall experience level of the people managing the assets
• A clearly defined investment process that has been applied consistently over time
• A record of performance that compares favourably to appropriate benchmarks and peer managers
• Risk characteristics that are in line with investment mandates

The IMS team is made up of independent professionals who get ‘behind the numbers’ by visiting and interviewing fund managers on a regular basis, probing issues in a way that can only come from years of experience.

Ongoing monitoring process

While the selection process is important, the ongoing monitoring process is what makes i-Watch unique. Once an investment fund is selected, the IMS team continues to apply the same level of analysis used to select the fund manager originally. With regular onsite due diligence meetings, the IMS team conducts ongoing systematic reviews of every fund available through Manulife Financial. The due diligence review includes a comprehensive examination of the evolving characteristics of the fund and face-to-face meetings with the fund manager.

Manulife Financial believes in forming long-term relationships with our manager partners. If a fund fails to live up to its mandate, we will work with the fund manager to address specific concerns. If these additional steps fail to address our expectations, the fund manager will be replaced or the mandate will be capped. The choice of actions is based on minimizing any disruption to investors.

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Your Notes:
A secure website designed to help you.

You need your customer number and your personal identification number (PIN) to access this service. If you need a PIN, or have forgotten it, call toll-free 1-888-727-7766 and press '0' to speak with a Customer Service Representative.

Available 24 hours a day, 7 days a week at www.manulife.ca/GRO