

## Retirement Date Funds Investment Report June 30, 2013





**Group Retirement Solutions** 

## Retirement Date Funds

Manulife's Retirement Date Funds (asset class: Target Date Funds) are a series of eight funds with a pre-determined maturity or retirement date. Available with dates in five-year intervals (2015 – 2050), this option requires investors to select a fund closest to their preferred retirement date. The asset mix composition of each fund is based on the length of time remaining until the date of maturity. This means the asset mix of the portfolio – in this instance the proportion of fixed income securities and equities – changes automatically as the fund approaches its maturity. As the equity component of the fund slowly decreases as the fund approaches its maturity date, the asset mix of the portfolio becomes more conservative.

For investors who are already retired or approaching retirement, a Manulife Retirement Income Portfolio is available.

These target date funds are well-suited for an investor who does not want to regularly review and rebalance an investment portfolio or continually check on investment performance.

	FUND CODE	PAGE NUMBER
Manulife Retirement Income Fund	2000	3
Manulife Retirement Date 2015 Fund	2015	4
Manulife Retirement Date 2020 Fund	2020	5
Manulife Retirement Date 2025 Fund	2025	6
Manulife Retirement Date 2030 Fund	2030	7
Manulife Retirement Date 2035 Fund	2035	8
Manulife Retirement Date 2040 Fund	2040	9
Manulife Retirement Date 2045 Fund	2045	10
Manulife Retirement Date 2050 Fund	2050	11

Based on 2 year standard deviation of the Fund

#### **TARGET DATE** Code 2000

## **Manulife Retirement Income Fund**

## How the fund is invested

Fixed Income 54.40% International Equity 7.50% 6.70% U.S. Equity Canadian Equity 19.40% 10.50% Mortgage 1 50% Real Estate

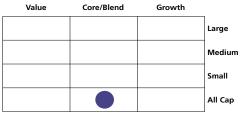
## Top Target Allocation of the Fund

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MLI Cdn Bond (MAM)	18.70%
MLI Fixed Income Plus (AB)	11.00%
MLI Mortgage Backed Fund (MAM)	10.50%
MAM Strategic Income Pooled	10.00%
MLI Cdn Universe Bond (CIBC)	9.30%
MAM Cdn Bond Index Pooled Fund	5.40%
MLI Canadian Equity Value (SR)	4.90%
MLI Cdn Large Cap Value Eq (MAM)	4.90%
MLI Canadian Equity (Greystone )	3.70%
MLI Pure Canadian Equity Grw (MAM)	3.70%
MLI U.S. Div Grwth Eq (Wellington)	2.40%
MLI U.S. Large Cap Val (T. Rowe)	2.40%
MLI International Eq (Templeton)	2.20%
MLI World Investment (Mawer)	2.20%
MAM US Equity Index Pooled Fund	1.90%
MLI Emerging Market Value (DFA)	1.80%
MLI Canadian Real Estate Investment	1.50%
MAM Canadian Equity Index Pooled	1.40%
MAM EAFE Equity Index Pooled	1.30%
MLI Canadian Small Cap Value (FGP)	0.40%

## **Primary investment process**

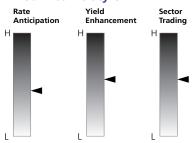
Multi-manager

## Equity style and capitalization



Source: Manulife Investment Management Services

## Fixed income style



Source: Manulife Investment Management Services

Note: All rates of return are shown before investment management fees or taxes

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 Fund is managed to provide a balance between current income and growth of capital, with emphasis on income and capital preservation. This fund is diversified by asset class and investment style with the objective of achieving superior risk-adjusted returns.

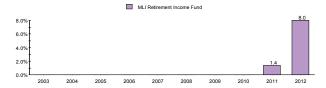
Managed by Manulife Financial

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

Inception date November 2010 Total assets \$12.7 million

## **Historical gross returns**

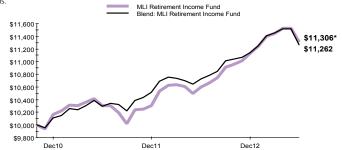
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in November 2010.



\* 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

#### 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.

	1–year	2–year	3–year	5–year	Since inception	Manulife inception date
MLI Retirement Income Fund	6.66%	4.72%	-	-	4.73%	Nov 2010
Blend: MLI Retirement Income Fund	5.01%	4.58%	6.35%	4.42%	_	

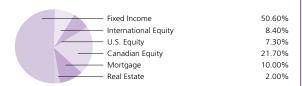
## Rate of return expectation

The benchmark for this fund is adjusted annually. As at January 1, 2013, the benchmark is as follows:

- 65.0% DEX Universe Bond Total Return Index
- · 21.0% S&P/TSX Total Return Index
- 7.0% MSCI EAFE Total Return Index (\$Cdn)
- · 7.0% S&P 500 Total Return Index (\$Cdn)

## **Manulife Retirement Date 2015 Fund**

## How the fund is invested



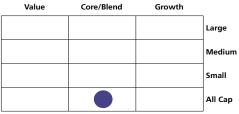
## **Top Target Allocation of the Fund**

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MLI Cdn Bond (MAM)	18.30%
MAM Strategic Income Pooled	10.00%
MLI Mortgage Backed Fund (MAM)	10.00%
MLI Fixed Income Plus (AB)	9.60%
MLI Cdn Universe Bond (CIBC)	8.50%
MLI Canadian Equity Value (SR)	5.40%
MLI Cdn Large Cap Value Eq (MAM)	5.40%
MAM Cdn Bond Index Pooled Fund	4.20%
MLI Canadian Equity (Greystone )	4.20%
MLI Pure Canadian Equity Grw (MAM)	4.20%
MLI International Eq (Templeton)	2.50%
MLI World Investment (Mawer)	2.50%
MLI U.S. Large Cap Val (T. Rowe)	2.50%
MLI U.S. Div Grwth Eq (Wellington)	2.50%
MAM US Equity Index Pooled Fund	2.30%
MLI Canadian Real Estate Investment	2.00%
MLI Emerging Market Value (DFA)	2.00%
MAM Canadian Equity Index Pooled	1.50%
MAM EAFE Equity Index Pooled	1.40%
MLI Canadian Small Cap Value (FGP)	0.50%

## **Primary investment process**

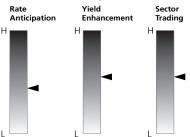
Multi-manager

## **Equity style and capitalization**



Source: Manulife Investment Management Services

## 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.

**Objective** The Fund is managed to provide a balance between current income and growth of capital with emphasis on income and capital preservation. This fund is diversified by asset class and investment style with the objective of achieving superior risk-adjusted returns. The Fund will commence with approximately 53% in equities, while the remainder of the Fund will be invested in bonds, mortgages and money market investments. The Fund's asset mix will decline to approximately 35% in equities in the year 2015.

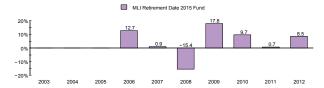
Managed by Manulife Financial

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

Inception date November 2005 Total assets \$114.5 million

## **Historical gross returns**

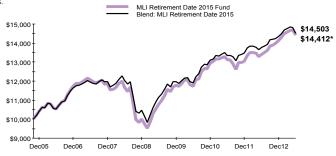
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in November 2005.



\* 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.

	1–year	2–year	3–year	5–year	Since inception	Manulife inception date
MLI Retirement Date 2015 Fund	7.40%	4.78%	7.14%	4.30%	4.89%	Nov 2005
Blend: MLI Retirement Date 2015	5.39%	4.28%	6.75%	3.82%	_	

## Rate of return expectation

The benchmark for this fund is adjusted annually. As at January 1, 2013, the benchmark is as follows:

- · 60.8% DEX Universe Bond Total Return Index
- · 23.6% S&P/TSX Total Return Index
- 7.8% MSCI EAFE Total Return Index (\$Cdn)
- 7.8% S&P 500 Total Return Index (\$Cdn)



## How the fund is invested



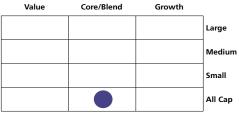
## Top Target Allocation of the Fund

1 3	
MLI Cdn Bond (MAM)	14.90%
MAM Strategic Income Pooled	10.00%
MLI Mortgage Backed Fund (MAM)	8.30%
MLI Fixed Income Plus (AB)	7.70%
MLI Cdn Universe Bond (CIBC)	6.90%
MLI Canadian Equity Value (SR)	6.40%
MLI Cdn Large Cap Value Eq (MAM)	6.40%
MLI Canadian Equity (Greystone )	5.10%
MLI Pure Canadian Equity Grw (MAM)	5.10%
MAM Cdn Bond Index Pooled Fund	3.50%
MLI U.S. Div Grwth Eq (Wellington)	3.30%
MLI U.S. Large Cap Val (T. Rowe)	3.30%
MLI International Eq (Templeton)	3.10%
MLI World Investment (Mawer)	3.10%
MAM US Equity Index Pooled Fund	2.70%
MLI Canadian Real Estate Investment	2.70%
MLI Emerging Market Value (DFA)	2.40%
MAM Canadian Equity Index Pooled	1.70%
MAM EAFE Equity Index Pooled	1.60%
MLI Canadian Small Cap Value (FGP)	0.90%

## **Primary investment process**

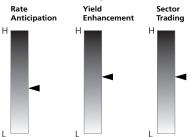
Multi-manager

## **Equity style and capitalization**



Source: Manulife Investment Management Services

## 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.

## **Manulife Retirement Date 2020 Fund**

**Objective** The Fund is managed to provide a balance between current income and growth of capital, with emphasis on income and capital preservation. This fund is diversified by asset class and investment style with the objective of achieving superior risk-adjusted returns. The Fund will commence with approximately 66% in equities, while the remainder of the Fund will be invested in fixed income, mortgages and money market investments. The Fund's asset mix will decline to approximately 35% in equities in the year 2020.

Managed by Manulife Financial

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

Inception date November 2005 Total assets \$200.9 million

## **Historical gross returns**

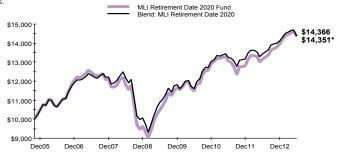
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in November 2005.



\* 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.

	1–year	2–year	3–year	5–year	Since inception	Manulife inception date
MLI Retirement Date 2020 Fund	8.96%	4.74%	7.75%	3.95%	4.83%	Nov 2005
Blend: MLI Retirement Date 2020	6.79%	4.14%	7.34%	3.36%	_	

## Rate of return expectation

The benchmark for this fund is adjusted annually. As at January 1, 2013, the benchmark is as follows:

- · 51.4% DEX Universe Bond Total Return Index
- · 29.2% S&P/TSX Total Return Index
- 9.7% MSCI EAFE Total Return Index (\$Cdn)
- 9.7% S&P 500 Total Return Index (\$Cdn)

TARGET DATE

# Low (1) High (25) 7 Based on 3 year standard deviation of the Fund

## How the fund is invested



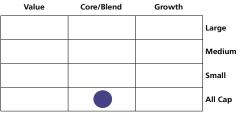
## Top Target Allocation of the Fund

. 5	
MLI Cdn Bond (MAM)	10.20%
MAM Strategic Income Pooled	10.00%
MLI Canadian Equity Value (SR)	7.60%
MLI Cdn Large Cap Value Eq (MAM)	7.60%
MLI Canadian Equity (Greystone )	6.30%
MLI Pure Canadian Equity Grw (MAM)	6.30%
MLI Mortgage Backed Fund (MAM)	5.90%
MLI Fixed Income Plus (AB)	5.30%
MLI Cdn Universe Bond (CIBC)	4.80%
MLI U.S. Div Grwth Eq (Wellington)	4.30%
MLI U.S. Large Cap Val (T. Rowe)	4.30%
MLI International Eq (Templeton)	3.90%
MLI World Investment (Mawer)	3.90%
MLI Canadian Real Estate Investment	3.50%
MAM US Equity Index Pooled Fund	3.00%
MLI Emerging Market Value (DFA)	3.00%
MAM Cdn Bond Index Pooled Fund	2.90%
MAM Canadian Equity Index Pooled	2.10%
MAM EAFE Equity Index Pooled	1.90%
MLI Canadian Small Cap Value (FGP)	1.60%

## **Primary investment process**

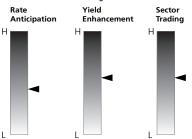
Multi-manager

## **Equity style and capitalization**



Source: Manulife Investment Management Services

## 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.

## **Manulife Retirement Date 2025 Fund**

**Objective** The Fund is managed to provide a balance between current income and growth of capital, with emphasis on growth of capital. This fund is diversified by asset class and investment style with the objective of achieving superior risk-adjusted returns. The Fund will commence with approximately 77% in equities, while the remainder of the Fund will be invested in fixed income, mortgages and money market investments. The Fund's asset mix will decline to approximately 35% in equity investments in the year 2025.

Managed by Manulife Financial

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

Inception date November 2005 Total assets \$228.7 million

## **Historical gross returns**

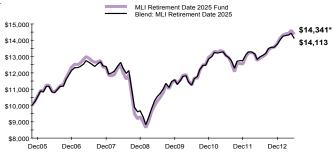
**Gross rates of return are shown before investment management fees have been deducted.** The solid area represents the gross returns of the Manulife Fund since its inception in November 2005.



\* 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.

	1–year	2–year	3–year	5–year	Since inception	Manulife inception date
MLI Retirement Date 2025 Fund	10.94%	4.70%	8.42%	3.66%	4.82%	Nov 2005
Blend: MLI Retirement Date 2025	8.59%	3.98%	7.81%	2.80%	_	

## Rate of return expectation

The benchmark for this fund is adjusted annually. As at January 1, 2013, the benchmark is as follows:

- · 39.2% DEX Universe Bond Total Return Index
- · 36.4% S&P/TSX Total Return Index
- · 12.2% MSCI EAFE Total Return Index (\$Cdn)
- · 12.2% S&P 500 Total Return Index (\$Cdn)

## Low (1) High (25) 8 Based on 3 year standard deviation of the Fund

## How the fund is invested



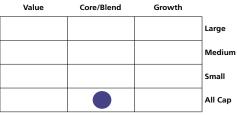
## **Top Target Allocation of the Fund**

. 3	
MAM Strategic Income Pooled	10.00%
MLI Canadian Equity Value (SR)	8.90%
MLI Cdn Large Cap Value Eq (MAM)	8.90%
MLI Canadian Equity (Greystone )	7.50%
MLI Pure Canadian Equity Grw (MAM)	7.50%
MLI Cdn Bond (MAM)	5.80%
MLI U.S. Div Grwth Eq (Wellington)	5.40%
MLI U.S. Large Cap Val (T. Rowe)	5.40%
MLI International Eq (Templeton)	4.80%
MLI World Investment (Mawer)	4.80%
MLI Mortgage Backed Fund (MAM)	4.10%
MLI Emerging Market Value (DFA)	3.60%
MLI Canadian Real Estate Investment	3.50%
MLI Fixed Income Plus (AB)	3.00%
MAM US Equity Index Pooled Fund	2.90%
MLI Cdn Universe Bond (CIBC)	2.70%
MAM Canadian Equity Index Pooled	2.40%
MLI Canadian Small Cap Value (FGP)	2.40%
MLI Cdn Growth Opportunities (MAM)	2.40%
MAM EAFE Equity Index Pooled	2.20%

## **Primary investment process**

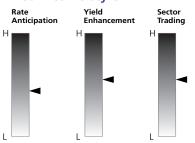
Multi-manager

## **Equity style and capitalization**



Source: Manulife Investment Management Services

## 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.

## **Manulife Retirement Date 2030 Fund**

**Objective** The Fund is managed to provide a balance between current income and growth of capital, with emphasis on growth of capital. This fund is diversified by asset class and investment style with the objective of achieving superior risk-adjusted returns. The Fund will commence with approximately 82% in equity investments, while the remainder of the Fund will be invested in fixed income, mortgages and money market investments. The Fund's asset mix will decline to approximately 35% in equities in the year 2030.

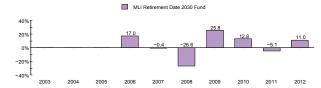
Managed by Manulife Financial

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

Inception date November 2005 Total assets \$226.5 million

## **Historical gross returns**

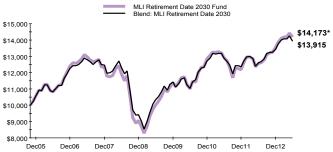
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in November 2005.



\* 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.

	1–year	2–year	3–year	5–year	Since inception	Manulife inception date
MLI Retirement Date 2030 Fund	12.81%	4.64%	8.81%	3.51%	4.66%	Nov 2005
Blend: MLI Retirement Date 2030	10.28%	3.89%	8.06%	2.47%	_	

## Rate of return expectation

The benchmark for this fund is adjusted annually. As at January 1, 2013, the benchmark is as follows:

- · 27.4% DEX Universe Bond Total Return Index
- $\cdot$  43.6% S&P/TSX Total Return Index
- · 14.5% MSCI EAFE Total Return Index (\$Cdn)
- · 14.5% S&P 500 Total Return Index (\$Cdn)



## **Manulife Retirement Date 2035 Fund**

## How the fund is invested



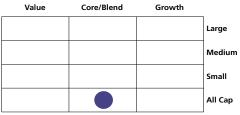
## **Top Target Allocation of the Fund**

. 5	
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 Grwth 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%
MAM US Equity Index Pooled Fund	2.80%
MAM Canadian Equity Index Pooled	2.60%
MAM EAFE Equity Index Pooled	2.40%
MLI Fixed Income Plus (AB)	1.60%
MLI Cdn Universe Bond (CIBC)	1.40%

## **Primary investment process**

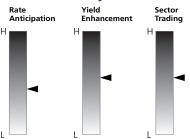
Multi-manager

## Equity style and capitalization



Source: Manulife Investment Management Services

## 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.

**Objective** The Fund is managed to provide a balance between current income and growth of capital, with emphasis on growth of capital. This fund is diversified by asset class and investment style with the objective of achieving superior risk-adjusted returns. The Fund will commence with approximately 84% in equities, while the remainder of the Fund will be invested in fixed income, mortgages and money market investments. The Fund's asset mix will gradually decline to approximately 35% in equities in the year 2035.

Managed by Manulife Financial

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

Inception date November 2005 Total assets \$196.5 million

## **Historical gross returns**

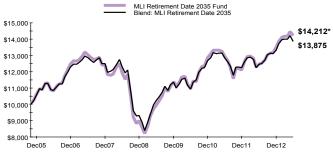
**Gross rates of return are shown before investment management fees have been deducted.** The solid area represents the gross returns of the Manulife Fund since its inception in November 2005.



\* 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.

	1–year	2–year	3–year	5–year	Since inception	Manulife inception date
MLI Retirement Date 2035 Fund	13.90%	4.74%	9.05%	3.51%	4.70%	Nov 2005
Blend: MLI Retirement Date 2035	11.30%	3.92%	8.23%	2.40%	-	

## Rate of return expectation

The benchmark for this fund is adjusted annually. As at January 1, 2013, the benchmark is as follows:

- · 20.0% DEX Universe Bond Total Return Index
- · 48.0% S&P/TSX Total Return Index
- · 16.0% MSCI EAFE Total Return Index (\$Cdn)
- · 16.0% S&P 500 Total Return Index (\$Cdn)

## Low (1) High (25)

## Manulife Retirement Date 2040 Fund

## Based on 3 year standard deviation of the Fund How the fund is invested



## **Top Target Allocation of the Fund**

10.10%
10.10%
8.50%
8.50%
8.40%
6.40%
6.40%
5.50%
5.50%
4.20%
3.70%
3.20%
3.20%
2.80%
2.60%
2.50%
2.50%
2.50%
1.30%
1.20%

## **Primary investment process**

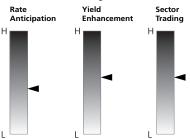
Multi-manager

## **Equity style and capitalization**

Value	Core/Blend	Growth	_
			Large
			Medium
			Small
			All Cap

Source: Manulife Investment Management Services

## 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.

**Objective** The Fund is managed to provide a balance between current income and growth of capital, with emphasis on growth of capital. This fund is diversified by asset class and investment style with the objective of achieving superior risk-adjusted returns. The Fund will commence with approximately 85% in equities, while the remainder of the Fund will be invested in fixed income, mortgages and money market investments. The Fund's asset mix will gradually decline to approximately 35% in equities in the year 2040.

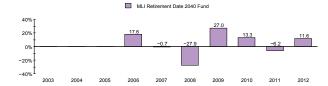
Managed by Manulife Financial

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

Inception date November 2005 Total assets \$161.2 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 November 2005.



\* 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.

	1–year	2–year	3–year	5–year	Since inception	Manulife inception date
MLI Retirement Date 2040 Fund	14.28%	4.78%	9.15%	3.49%	4.66%	Nov 2005
Blend: MLI Retirement Date 2040	11.71%	3.93%	8.33%	2.32%	_	

## Rate of return expectation

The benchmark for this fund is adjusted annually. As at January 1, 2013, the benchmark is as follows:

- · 16.8% DEX Universe Bond Total Return Index
- · 50.0% S&P/TSX Total Return Index
- · 16.6% MSCI EAFE Total Return Index (\$Cdn)
- 16.6% S&P 500 Total Return Index (\$Cdn)

TARGET DATE

Code 2045



## **Manulife Retirement Date 2045 Fund**

## How the fund is invested



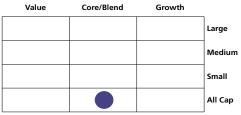
## **Top Target Allocation of the Fund**

MLI Canadian Equity Value (SR)	10.10%
MLI Cdn Large Cap Value Eq (MAM)	10.10%
MLI Canadian Equity (Greystone )	8.60%
MLI Pure Canadian Equity Grw (MAM)	8.60%
MAM Strategic Income Pooled	7.70%
MLI U.S. Div Grwth Eq (Wellington)	6.50%
MLI U.S. Large Cap Val (T. Rowe)	6.50%
MLI International Eq (Templeton)	5.60%
MLI World Investment (Mawer)	5.60%
MLI Emerging Market Value (DFA)	4.20%
MLI Canadian Real Estate Investment	3.90%
MLI Canadian Small Cap Value (FGP)	3.40%
MLI Cdn Growth Opportunities (MAM)	3.40%
MAM US Equity Index Pooled Fund	2.80%
MAM Canadian Equity Index Pooled	2.70%
MAM EAFE Equity Index Pooled	2.60%
MLI Cdn Bond (MAM)	2.30%
MLI Mortgage Backed Fund (MAM)	2.30%
MLI Fixed Income Plus (AB)	1.20%
MLI Cdn Universe Bond (CIBC)	1.10%

## **Primary investment process**

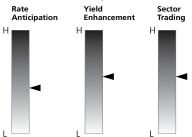
Multi-manager

## **Equity style and capitalization**



Source: Manulife Investment Management Services

## 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.

**Objective** The Fund is managed to provide a balance between current income and growth of capital, with emphasis on growth of capital. This fund is diversified by asset class and investment style with the objective of achieving superior risk-adjusted returns. The Fund will commence with approximately 85% in equities, while the remainder of the Fund will be invested in fixed income, mortgages and money market investments. The Fund's asset mix will gradually decline to approximately 35% in equities in the year 2045.

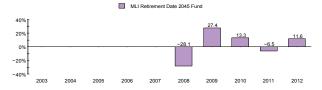
Managed by Manulife Financial

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

Inception date June 2007 Total assets \$113.5 million

#### Historical gross returns

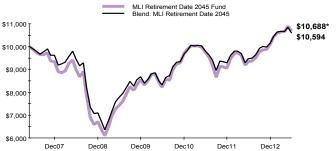
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife fund since its inception in June 2007.



\* 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 composite benchmark, as outlined in the Rate of return expectation below.

Manulifo

	1–year	2–year	3–year	5–year	Since inception	inception date
MLI Retirement Date 2045 Fund	14.46%	4.75%	9.18%	3.48%	1.10%	Jun 2007
Blend: MLI Retirement Date 2045	11.92%	3.94%	8.38%	2.27%	-	

#### Rate of return expectation

The benchmark for this fund is adjusted annually. As at January 1, 2013, the benchmark is as follows:

- · 15.4% DEX Universe Bond Total Return Index
- · 50.8% S&P/TSX Total Return Index
- · 16.9% MSCI EAFE Total Return Index (\$Cdn)
- · 16.9% S&P 500 Total Return Index (\$Cdn)

TARGET DATE



## **Manulife Retirement Date 2050 Fund**

## How the fund is invested



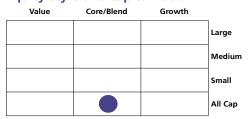
## **Top Target Allocation of the Fund**

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MLI Canadian Equity Value (SR)	10.20%
MLI Cdn Large Cap Value Eq (MAM)	10.20%
MLI Canadian Equity (Greystone )	8.70%
MLI Pure Canadian Equity Grw (MAM)	8.70%
MAM Strategic Income Pooled	7.20%
MLI U.S. Div Grwth Eq (Wellington)	6.60%
MLI U.S. Large Cap Val (T. Rowe)	6.60%
MLI International Eq (Templeton)	5.70%
MLI World Investment (Mawer)	5.70%
MLI Emerging Market Value (DFA)	4.30%
MLI Canadian Real Estate Investment	3.90%
MLI Canadian Small Cap Value (FGP)	3.40%
MLI Cdn Growth Opportunities (MAM)	3.40%
MAM US Equity Index Pooled Fund	2.90%
MAM Canadian Equity Index Pooled	2.70%
MAM EAFE Equity Index Pooled	2.60%
MLI Mortgage Backed Fund (MAM)	2.20%
MLI Cdn Bond (MAM)	2.10%
MLI Fixed Income Plus (AB)	1.10%
MLI Cdn Universe Bond (CIBC)	1.00%

## **Primary investment process**

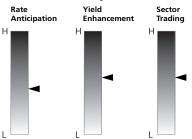
Multi-manager

## Equity style and capitalization



Source: Manulife Investment Management Services

## 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.

**Objective** The Fund is managed to provide a balance between current income and growth of capital, with emphasis on growth of capital. This fund is diversified by asset class and investment style with the objective of achieving superior risk-adjusted returns. The Fund will commence with approximately 85% in equities, while the remainder of the Fund will be invested in fixed income, mortgages and money market investments. The Fund's asset mix will gradually decline to approximately 35% in equities in the year 2050.

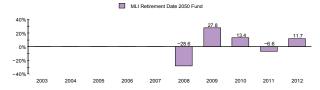
Managed by Manulife Financial

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

Inception date June 2007 Total assets \$89.8 million

## Historical gross returns

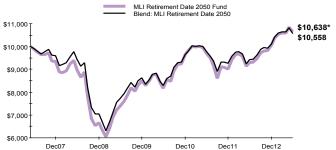
Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife fund since its inception in June 2007.



\* 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 composite benchmark, as outlined in the Rate of return expectation below.

	1–year	2–year	3–year	5–year	Since inception	Manulife inception date
MLI Retirement Date 2050 Fund	14.59%	4.71%	9.20%	3.42%	1.02%	Jun 2007
Blend: MLI Retirement Date 2050	12.07%	3.92%	8.42%	2.23%	_	

#### Rate of return expectation

The benchmark for this fund is adjusted annually. As at January 1, 2013, the benchmark is as follows:

- · 14.4% DEX Universe Bond Total Return Index
- · 51.4% S&P/TSX Total Return Index
- · 17.1% MSCI EAFE Total Return Index (\$Cdn)
- · 17.1% S&P 500 Total Return Index (\$Cdn)

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