



Manulife Asia: Making it happen

Deutsche Bank
Global Financial Services
Conference

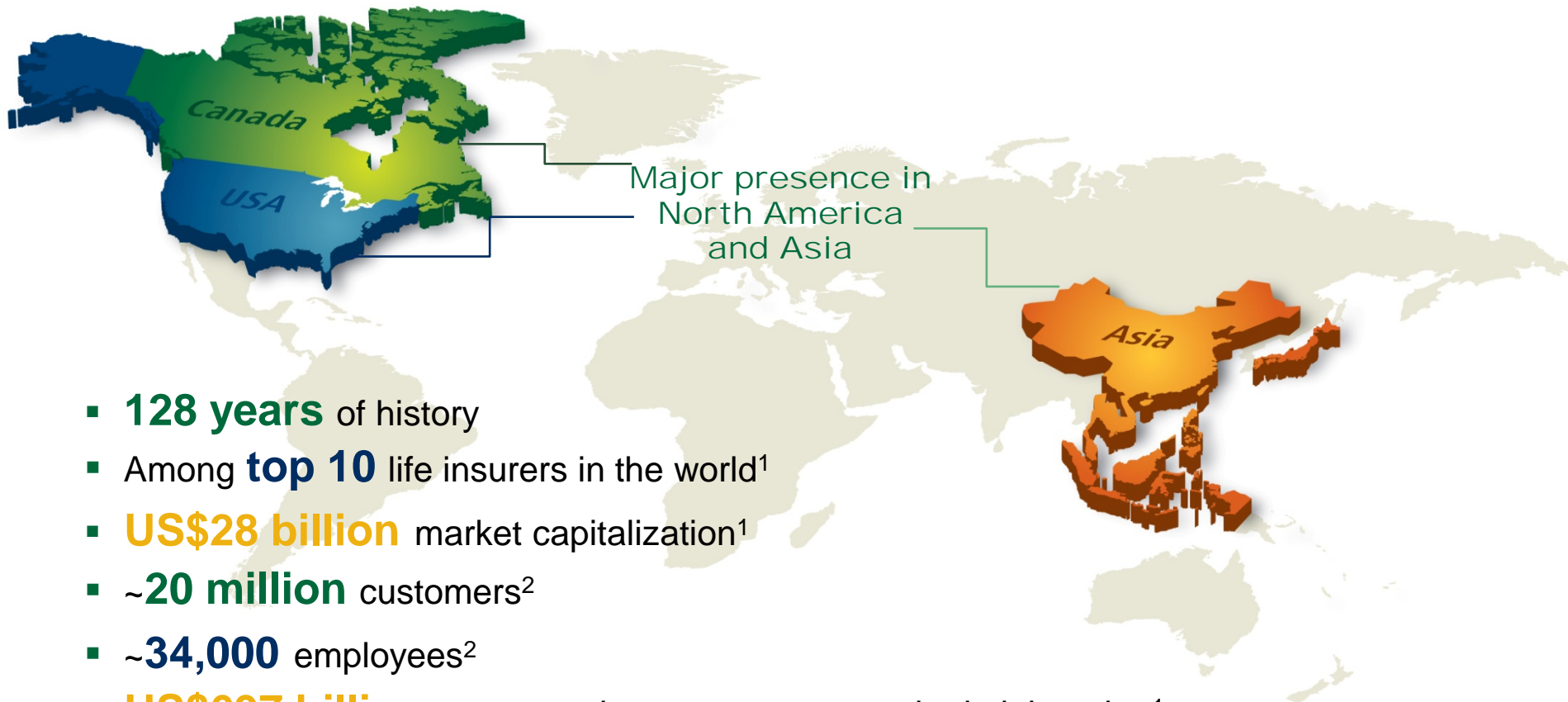
New York City

Roy Gori
President & Chief
Executive Officer
Manulife Asia

June 1, 2016



Manulife is a leading global financial services company



- **128 years** of history
- Among **top 10** life insurers in the world¹
- **US\$28 billion** market capitalization¹
- **~20 million** customers²
- **~34,000** employees²
- **US\$697 billion** assets under management and administration¹

¹ As at March 31, 2016; Global life insurers ranked by market capitalization in U.S. dollar; Source Bloomberg. ² As of December 31, 2015.

Our Asian platform is well positioned...



Strong presence in Asia

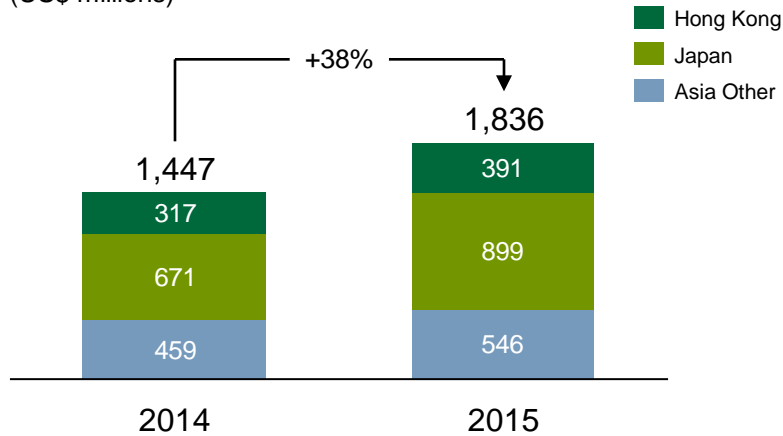
- ✓ 118 years in Asia
- ✓ 7 million customers
- ✓ Leading professional agency
- ✓ 100+ bank partners
- ✓ 11 insurance and 9 asset management operations
- ✓ US\$82 billion assets under management and administration¹

¹ As at March 31, 2016.

Strong financial results across all of our key metrics

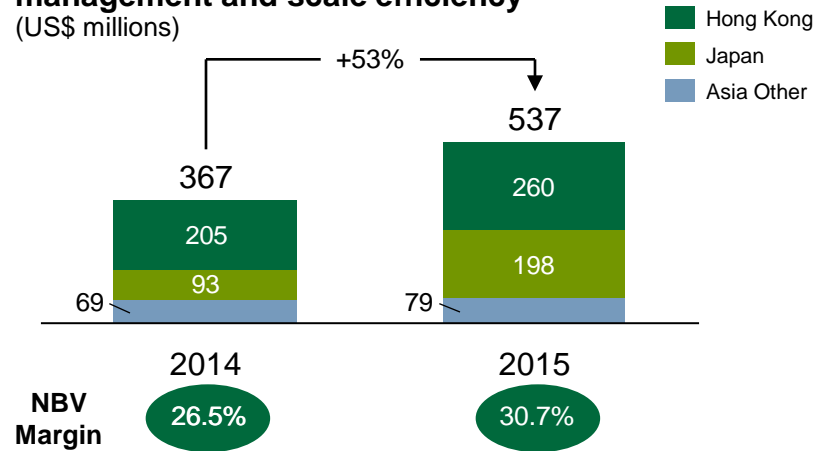
Record APE sales¹ in most of our territories in 2015

(US\$ millions)



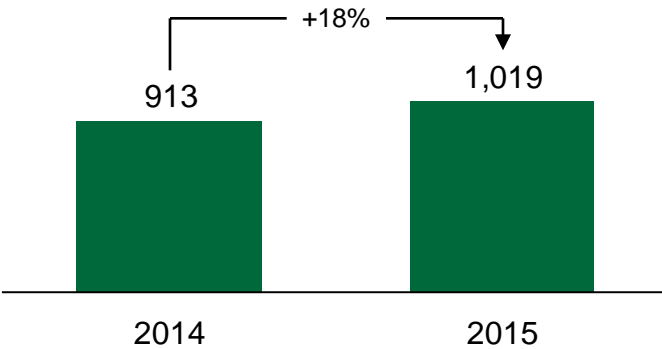
Strong NBV¹ driven by sales growth, product management and scale efficiency

(US\$ millions)



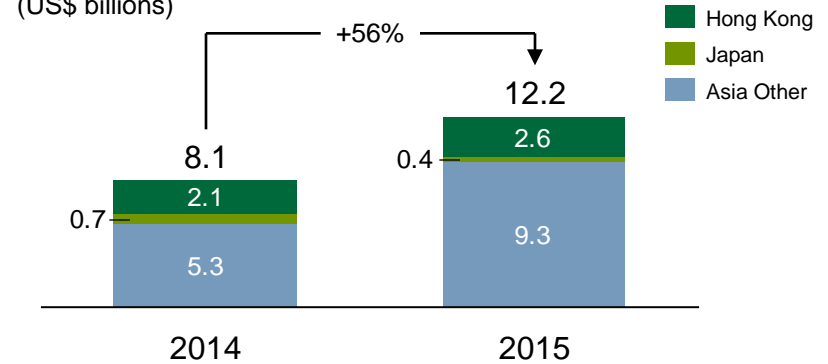
Surpassed US\$1 billion in Core earnings¹

(US\$ millions)



Record WAM gross flows¹, driven by mutual fund sales in China and pensions sales in Hong Kong

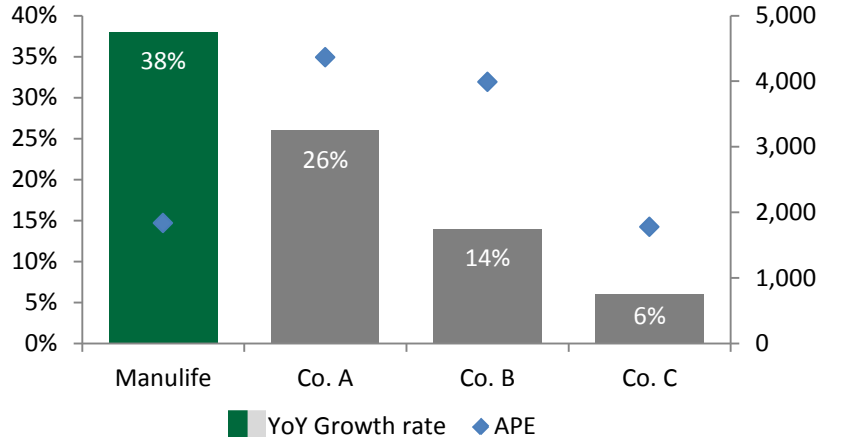
(US\$ billions)



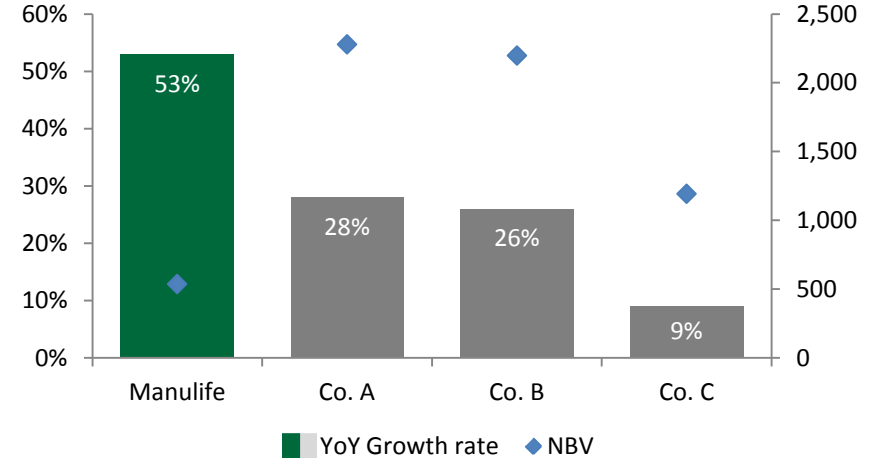
¹ All growth (decline) in sales, gross flows and core earnings stated on a constant currency basis.

Manulife vs Peers

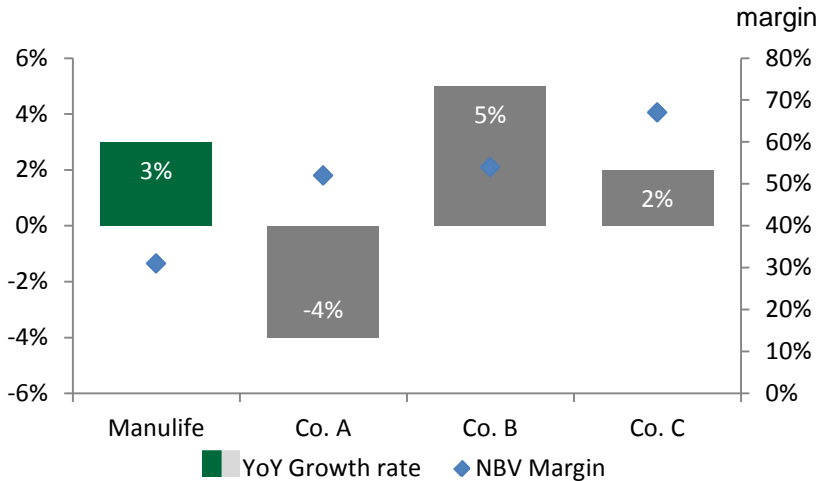
APE Growth rate 15vs14



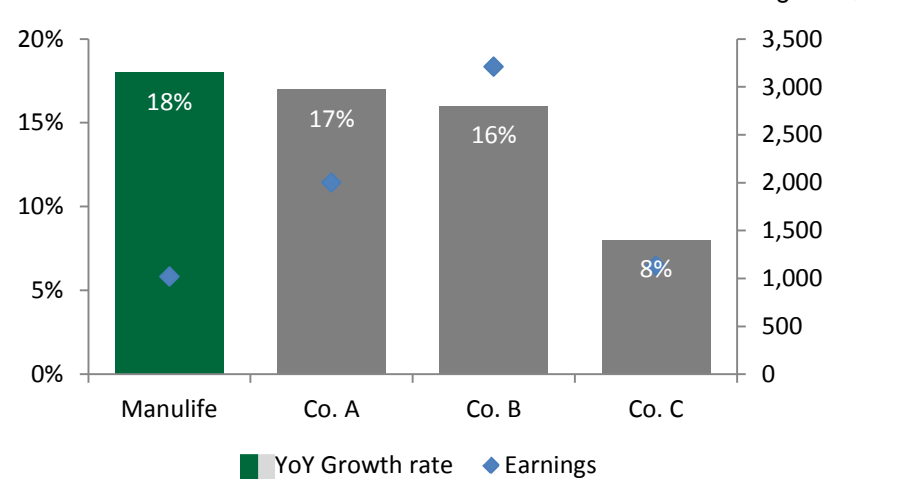
NBV Growth rate 15vs14



NBV margin Growth rate 15vs14



Earnings Growth rate 15vs14

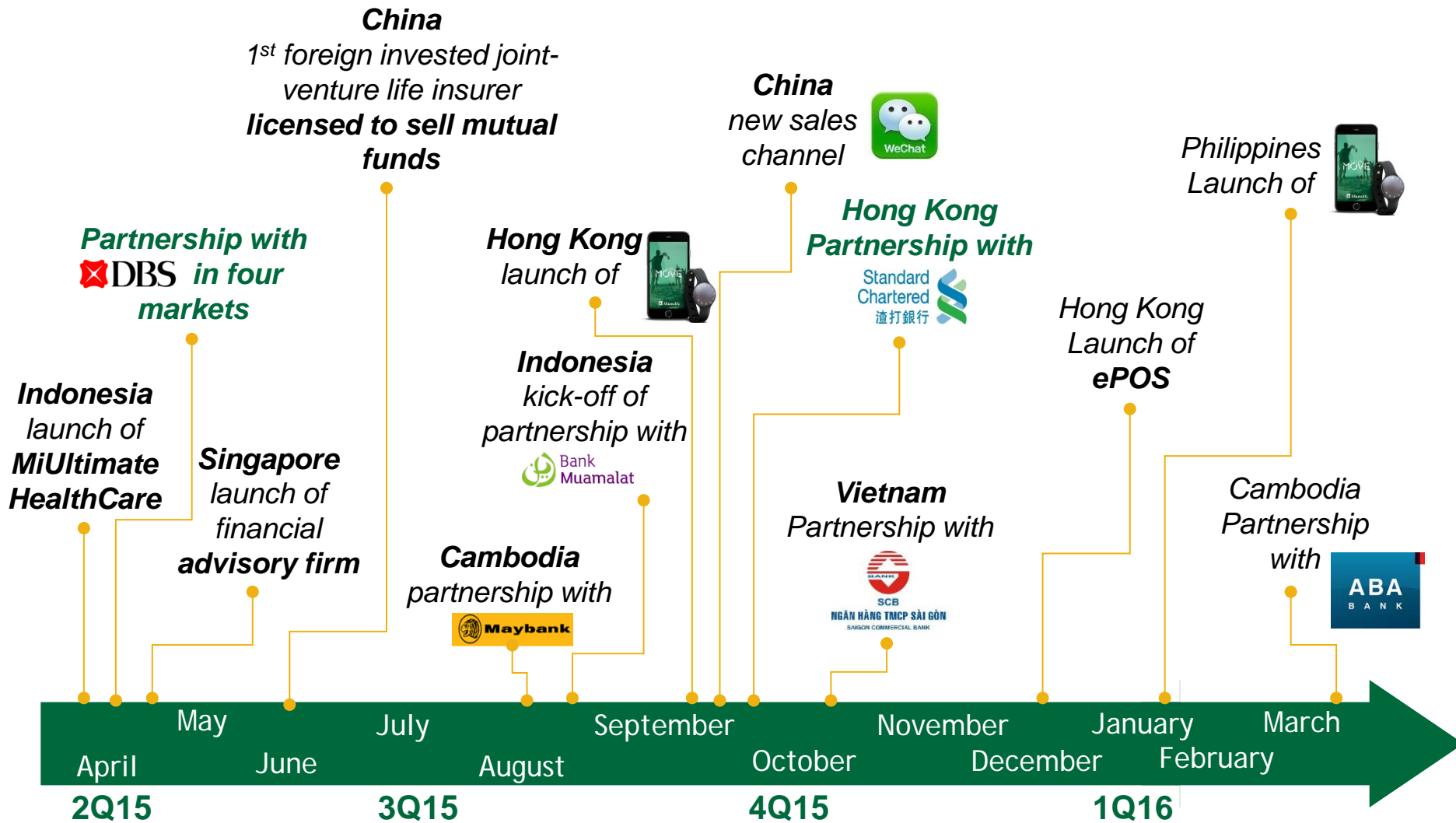


Co. A is based on Operating profit before tax

Our focused strategic growth priorities to capture the Asia opportunity



Significant milestone achieved over the past year



Note to users - Performance and Non-GAAP Measures

We use a number of non-GAAP financial measures to measure overall performance and to assess each of our businesses. A financial measure is considered a non-GAAP measure for Canadian securities law purposes if it is presented other than in accordance with generally accepted accounting principles used for the Company's audited financial statements. Non-GAAP measures referenced in this presentation include: Core Earnings; Constant Currency Basis; Assets under Management and Administration; Gross Flows; Annualized Premium Equivalent (APE) Sales; New Business Value; New Business Value Margin; and Sales. Non-GAAP financial measures are not defined terms under GAAP and, therefore, are unlikely to be comparable to similar terms used by other issuers. Therefore, they should not be considered in isolation or as a substitute for any other financial information prepared in accordance with GAAP. For more information on non-GAAP financial measures, including those referred to above, see "Performance and Non-GAAP Measures" in our Management's Discussion and Analysis in our most recent annual and interim reports.

Thank you



Investor Relations contacts

Robert Veloso
Vice President
robert_veloso@manulife.com
(416) 852-8982

Eileen Tam
Assistant Vice President
eileen_tam@manulife.com
(852) 2201-1101

Daniel Kenigsberg
Assistant Vice President
daniel_kenigsberg@manulife.com
(416) 852-7208