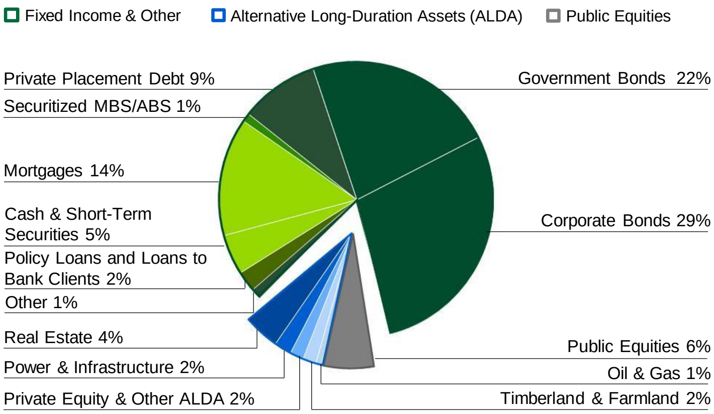
Our Investment Portfolio: High Quality and Diversified

Our investment philosophy employs a bottom-up approach which combines our strong asset management skills with an in-depth understanding of the characteristics of each investment. We are not limited to fixed income investments but rather have a diversified blend of assets, including a variety of alternative long-duration asset classes, which provides a distinctive positioning. We use a disciplined approach across all asset classes, and we do not chase yield in the riskier end of the fixed income market. This philosophy has resulted in a well-diversified, high quality investment portfolio, with excellent credit experience.

Highly Diversified Asset Mix

C$328.2 billion



Fixed Income and Other[1]
- Over 83% of the total portfolio

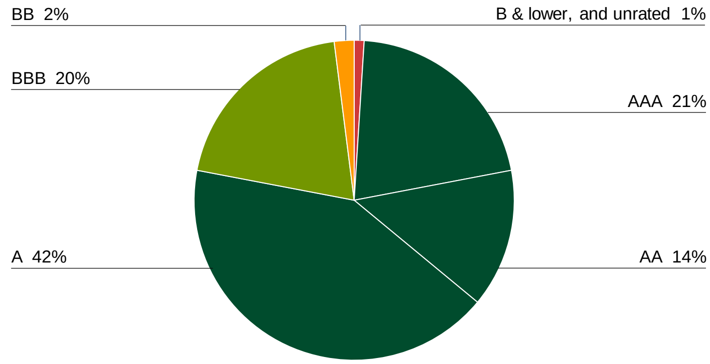
Alternative Long-Duration Assets
- Diversified by asset class and geography
- Historically generated enhanced yields without having to pursue riskier fixed income strategies

Public Equities
- Diversified by industry and geography
- Primarily backing participating or pass-through liabilities

Our invested assets total C$328.2 billion and include a variety of asset classes that are highly diversified by geography and sector. This diversification has historically produced superior risk adjusted returns while reducing overall risk.

High Quality Debt Securities and Private Placement Debt[2]

C$201.9 billion



- 97% of Debt Securities and Private Placement Debt are Investment Grade
- 77% are rated A or higher
- 34% of Below Investment Grade holdings are Asian sovereign holdings; these assets are held to match against liabilities in countries in which we conduct business

Our debt securities and private placement debt portfolio is of high quality with 77% rated A or higher and below investment grade holdings are limited to 3% of the portfolio. Our private placements benefit from covenants and collateral which typically provide better credit protection and higher potential recoveries.

"Our prudent investment approach has historically allowed us to achieve superior returns while reducing risk through diversification. Our high quality and diversified investment portfolio continues to deliver strong and steady investment-related experience, through-the-cycle."

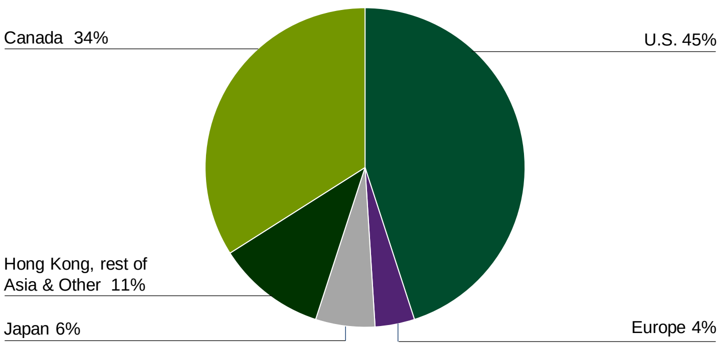
Warren A. Thomson
Senior Executive Vice President and Chief Investment Officer
Chairman of Manulife Asset Management

[1] Includes debt securities, private placement debt, mortgages, cash & short-term securities, policy loans, loans to bank clients, and other.
[2] The credit quality carrying values have been adjusted to reflect the credit quality of the underlying issuers referenced in the credit default swaps ("CDS") sold by the Company. At March 31, 2017, the Company had C$685 million notional outstanding of CDS protection sold.

All figures in accordance with International Financial Reporting Standards "IFRS" carrying value; quoted as at March 31, 2017 unless otherwise noted.

High Quality Geographical Asset Mix

C$328.2 billion



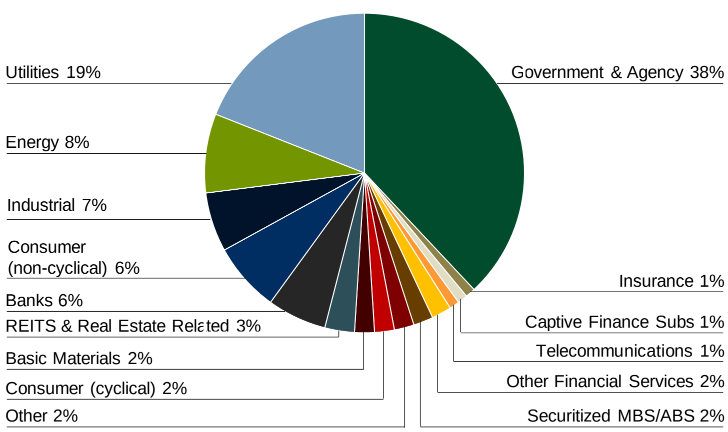
Presented based on location of issuer

- Assets in Greece, Italy, Ireland, Portugal and Spain limited to <0.2% of total invested assets
- 38% of Asia & Other assets (including Japan) represent sovereign issuers

We currency match our assets with our liabilities, so most of the Asian holdings are local currency bonds backing local currency liabilities.

Highly Diversified Debt Securities and Private Placement Debt

C$201.9 billion, representing 62% of Total Invested Assets

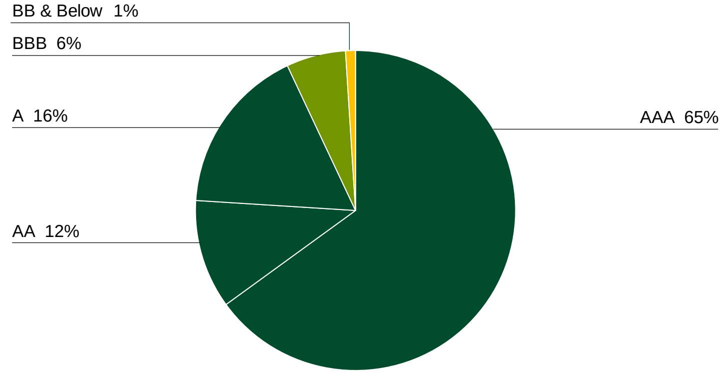


- Diversified across 13 primary sectors
- 54% of issuers are outside of the U.S.
- No single position represents more than 1% of invested assets (excluding government holdings)

Our Debt Securities and Private Placement Debt portfolio is highly diversified by industry sector and geography. It includes private placements of C$30.6 billion, or 15% of our total Debt Securities and Private Placement Debt portfolio, which are a great source of diversification by name, industry and geography.

High Quality Securitized Holdings

C$3.4 billion, representing 1% of Total Invested Assets



- 93% rated A or better, with 65% rated AAA
- 100% of the CMBS holdings rated AAA are in the most senior class
- 2% of CMBS holdings originated from years 2005 and prior
- ABS holdings highly rated and diversified by sector

Our Structured Credit portfolio totals C$3.4 billion, or 1% of total invested assets. Of this, approximately C$0.9 billion is commercial mortgage-backed securities (CMBS), less than C$0.1 billion is residential mortgage-backed securities (RMBS), and C$2.5 billion is other asset-backed securities (ABS). 99% of the portfolio is rated as investment grade, demonstrating the high quality of these holdings.

"Our private placement debt portfolio helps further diversify the fixed income portfolio by name and by industry as it provides opportunities not available in the public markets. Private placements also typically contain protective covenants not generally available in the public bond market."

Scott Hartz

Executive Vice President – General Account Investments

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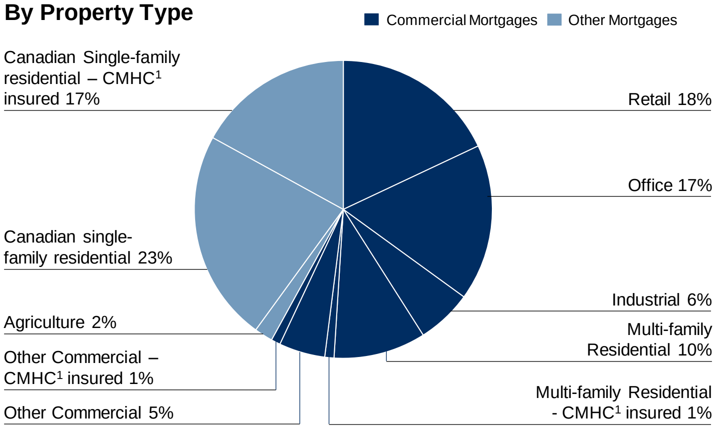
High Quality Direct Mortgage Portfolio

C$44.2 billion, representing 14% of Total Invested Assets

By Property Type



- Diversified by geography
- 61% of portfolio is based in Canada, with remainder in the U.S.
- C$8.1 billion or 18% of total mortgage portfolio is insured, primarily by CMHC[1]

Non-CMHC Insured Commercial Mortgages [1]

Conservatively underwritten with low loan-to-value and high debt-service coverage ratios

	CANADA[4]	U.S.
Loan-to-Value Ratio (LTV)[2]	63%	56%
Debt-Service-Coverage (DSC)[2]	1.48x	1.90x
Average Duration	4.2 years	6.4 years
Average Loan Size	C$12.0M	C$17.1M
Loans in Arrears[3]	0%	0.1%

We have C$25.6 billion in commercial mortgages which have been conservatively underwritten and continue to have low loan-to-value and high debt-service-coverage ratios. We are well diversified by property type and we avoid risky segments of the markets such as construction loans and second liens. Further, we currently only have two loans in arrears.

Our Canadian residential mortgage portfolio includes high quality residential mortgages issued by Manulife Bank of Canada, with 41.5% insured, primarily by CMHC[1].

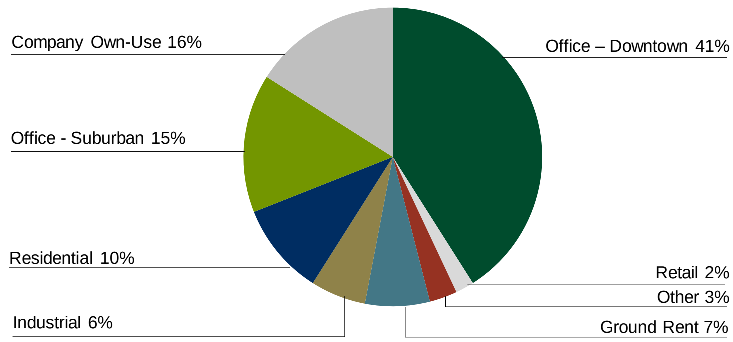
Our agriculture loans are well diversified by business type and geography.

[1] CMHC is Canada Mortgage and Housing Corporation, Canada's AAA rated national housing agency, and is the primary provider of mortgage insurance.
[2] LTV and DSC are based on current loan review cash flows.
[3] Arrears defined as over 90 days past due in Canada and over 60 days past due in the U.S.
[4] Excludes CMHC insured loans and Manulife Bank commercial mortgage loans
[5] Excludes fair value of the land lease for Manulife Tower, Hong Kong and 8 Cross Street, Singapore which is classified as an operating lease for accounting purposes

High Quality Commercial Real Estate Holdings

Fair value of C$15.4 billion, representing 5% of Total Invested Assets on a fair value basis

Fair Value, By Type



- Virtually no leverage
- Average occupancy rate of 93.6%
- Average lease term remaining of 6.0 years
- Diversified by geography: 58% U.S., 35% Canada, and 7% Asia

Holdings (C$ Millions)

	FAIR VALUE	OCCUPANCY RATES
Toronto	2,996	94.8%
Los Angeles / San Diego	2,195	94.8%
Boston	2,099	94.5%
Chicago	1,628	91.6%
New York	999	96.4%
Ottawa / Montreal	880	95.0%
Atlanta / Orlando	799	93.5%
Washington	732	88.6%
Vancouver	608	93.3%
Calgary	572	86.3%
Hong Kong[5]	543	100.0%
San Francisco	405	93.2%
Japan	344	100%
Edmonton	199	70.2%
Singapore[5]	150	98.0%
Kitchener / Waterloo	126	99.8%
Halifax / Maritimes	56	100.0%
Asia (excl. Japan and Hong Kong)	48	100.0%

The fair value of our commercial real estate portfolio is C$15.4 billion and represents 5% of our total invested assets on a fair value basis. This is a high quality portfolio, with virtually no leverage and mostly premium urban office towers, concentrated in cities with stable growth and highly diverse economies in North America and Asia. With an average occupancy rate of 93.6% and average lease term remaining of 6.0 years, we are well positioned to manage through challenging economic conditions.

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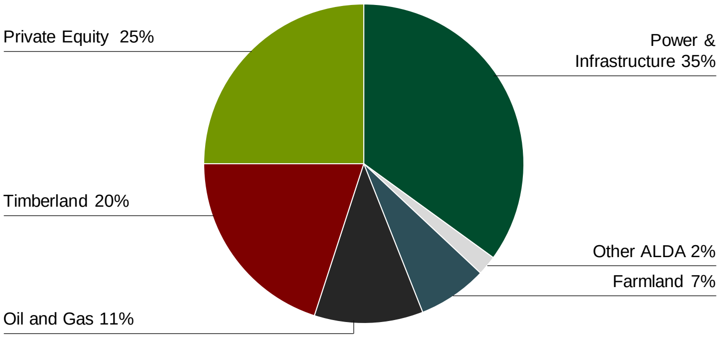
Other Alternative Long-Duration Assets

C$19.4 billion, representing 6% of Total Invested Assets



- Real assets represent investments in varied sectors of the economy
- A good match for long-duration liabilities
- Alternative source of asset supply to long-term Corporate bonds
- Majority of the assets are managed in-house; we have significant experience in managing and originating these assets

Our other alternative long-duration assets have a carrying value of C$19.4 billion representing 6% of our total invested assets.

These alternative long-duration assets have historically generated enhanced yields and diversification relative to traditional fixed income markets. The longer term nature of these assets is a good match for our long-duration liabilities, and results in superior risk adjusted returns without having to pursue fixed income strategies.

The fair value of our other alternative long-duration assets is C$19.8 billion and represents 6% of our total invested assets on a fair value basis.

"We have always followed a very prudent investment approach – avoiding complexity, setting limits, diversifying, and applying a healthy dose of skepticism in all our credit decisions – and this philosophy serves us well today, as it has in the past."

Donald A. Guloien
President and Chief Executive Officer

Other Notable Items

- Financials fixed income net exposure[1] of C$14.5 billion is well diversified by geography, sub-sector and name
- Gross unrealized losses limited to C$2.9 billion of our Debt Securities and Private Placement Debt portfolio
  - Gross unrealized losses for Debt Securities and Private Placement Debt trading at less than 80% of cost for greater than 6 months of only C$21 million
  - The potential future impact to shareholders' pre-tax earnings for Debt Securities and Private Placement Debt trading at less than 80% of cost for greater than 6 months is limited to C$16 million[1]
- Monoline insurance net exposure[1] of C$357 million in wrapped bonds but we place no reliance on the guarantees
- Limited net exposure[1] to:
  - RMBS (C$68 million)
  - European bank hybrids (C$67 million)[2]
  - Greece, Italy, Ireland, Portugal, and Spain[2]:
    - No direct sovereign or financial sector debt exposure to Greece, Ireland, or Portugal
    - Bank, financial and sovereign debt (C$19 million)
- Limited exposure to credit default swaps ("CDS"), with C$685 million notional outstanding of CDS protection sold

[1] Excludes par and pass-thru and reflects the cumulative impact of downgrades on reserves. [2] Presented based on location of issuer parent.

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