



Andrew G. Arnott

Executive Vice President, John Hancock Investment Management Services
John Hancock Financial Services



Andrew G. Arnott is Executive Vice President of John Hancock Investment Management Services (IMS), for John Hancock Financial, the U.S. division of Toronto-based Manulife Financial Corporation.

Mr. Arnott took on his current role in 2010 and, under his leadership, IMS is responsible for all third party and internal asset manager relationships across the John Hancock and Manulife investment platforms in the U.S. and Asia. This includes the selection, monitoring, and ongoing review of more than 450 strategies managed by 80 of the world's premier asset managers. These firms manage more than \$160 billion for John Hancock and Manulife products, including annuities, mutual funds, college savings, retirement plans, and insurance.

Mr. Arnott also is responsible for guiding the investment product development, product management, and market research strategies for IMS. This includes leading the development of new investment products, overseeing the positioning of the John Hancock Mutual Funds lineup, and directing the research of economic, investment market, and competitive trends. He is responsible for overseeing all new business development at John Hancock Mutual Funds, including acquisitions and fund adoptions.

Mr. Arnott, who joined John Hancock in 1993, previously was Chief Operating Officer of John Hancock Mutual Funds. In this position, he was responsible for leading core business support functions, including transfer agency operations, finance, controllers, and strategic planning. He had been Senior Vice President of Product Management & Development, where he led acquisitions, adoptions and strategic asset management partnerships for John Hancock Mutual Funds' retail and institutional product lines. Previously, Mr. Arnott held positions as Vice President and Director of Marketing & Product Management for John Hancock Funds and Director of Annuity Product Management supporting John Hancock's fixed and variable annuities.

He graduated from Boston University with a B.S. in Business Administration, and earned an M.A. in Finance from Northeastern University.

About John Hancock Financial and Manulife Financial Corporation

John Hancock Financial is a unit of Manulife Financial Corporation, a leading Canada-based financial services group serving millions of customers in 21 countries and territories worldwide.

In 2012, John Hancock celebrates 150 years of serving clients across the United States, while Manulife celebrates its 125th anniversary.

Operating as Manulife Financial in Canada and in most of Asia, and primarily as John Hancock in the United States, Manulife Financial Corporation offers clients a diverse range of financial protection products and wealth management services through its extensive network of employees, agents and distribution partners. Manulife Financial Corporation trades as 'MFC' on the TSX, NYSE and PSE, and under '945' on the SEHK. Manulife Financial can be found on the Internet at www.manulife.com.

The John Hancock unit, through its insurance companies, comprises one of the largest life insurers in the United States. John Hancock offers a broad range of financial products and services, including life insurance, annuities, fixed products, mutual funds, 401(k) plans, long-term care insurance, college savings, and other forms of business insurance. Additional information about John Hancock may be found at www.johnhancock.com.