Hugh McHaffie

President, John Hancock Wealth Management
John Hancock Financial Services

Hugh McHaffie is President, John Hancock Wealth Management, for John Hancock Financial, the U.S. division of Toronto-based Manulife Financial Corporation.

John Hancock Wealth Management manufactures and distributes financial solutions in the U.S., including variable annuities, mutual funds, fixed products, defined contribution retirement plans, and rollover programs.

McHaffie also oversees the John Hancock Investment Management Services, which selects and monitors third party asset managers who manage the underlying investment platforms for John Hancock's variable annuity, 401k and mutual fund products. He is President of the John Hancock Trust and John Hancock Funds II mutual funds.

McHaffie is also a member of the management committee of Manulife Financial and serves on the boards of a number of John Hancock Financial Services companies.

Before taking on his current role in 2007, McHaffie was Senior Vice President, John Hancock Variable Annuities, a position he assumed in May 2006. This represented a return to Manulife, where he held the position of Vice President, Annuity Product Management, from 1990 through 1999.

Before rejoining the company, McHaffie was Senior Vice President, Individual Business Product Management for MetLife. He was responsible for product management of all Individual Life Insurance and Annuity products distributed by MetLife's multiple distribution channels.

He also served as chairman of the Metropolitan Series Fund and president of MetLife Advisors.

From 1990 through 1999, McHaffie was responsible for the development of North American Security Life's variable annuities distributed though Wood Logan Associates. North American Security Life was a subsidiary of North American Life, a company that merged with Manulife in 1996 and formed the base of the current John Hancock variable annuity business.

McHaffie graduated from the University of Toronto with a B.A. in Economics. He is a Fellow of the Society of Actuaries and a Member of the American Academy of Actuaries.

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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.