



Jim Boyle

President, John Hancock Financial Services



Jim Boyle is President of John Hancock Financial Services, the U.S. division of Toronto-based Manulife Financial Corporation. He also is a member of Manulife's Executive and Management committees.

Mr. Boyle, who is based in Boston, directs all phases of John Hancock's operations. The company's core business areas include Life Insurance, Long-Term Care Insurance, Mutual Funds, 401(k) plans, Annuities, and John Hancock Financial Network.

John Hancock holds industry-leading positions in its core businesses, including number one in small case 401(k) plans; number two in variable life insurance and individual long-term care insurance; number three in fixed annuities; among the top 10 in total life insurance and college savings; and number 13 in variable annuities.¹ John Hancock Mutual Funds had the 4th highest net sales in the non-proprietary market segment for the first six months of 2011² and as of June 30, 2011, offered 21 Four or Five Star Morningstar rated mutual funds.³

For the quarter ended June 30, 2011, John Hancock accounted for 51 percent of Manulife's overall Cdn\$16.9 billion in premiums and deposits, and as of June 30, 2011, 55 percent of the Cdn\$480.7 billion in funds under management by Manulife and its subsidiaries.

Before taking on his current role, Mr. Boyle had been president of U.S. Insurance, and previous to that, he was president of U.S. Wealth Management. He serves on the Board of Directors of John Hancock Trust and John Hancock Funds.

Mr. Boyle joined Manulife in 1992, and had previously worked at Coopers & Lybrand.

He graduated from Boston College with a B.S. in Accounting and is a Certified Public Accountant.

¹ 401(k) based upon plans among insurance companies, mutual fund companies and banks (2011 CFO Magazine 401(k) Provider Guide Study, May 2011); Variable and Total Life Insurance based on 100% of Recurring Premium plus 10% of Single Premium plus 10% of Excess Premium (LIMRA, 6/30/11 YTD); Individual LTC based on new sales (LIMRA, 6/30/11); Fixed Rate Annuities includes Market Value Adjusted Annuities (MVA), Structured Settlements and Single Premium Immediate Annuities (SPIA), and excludes index and book value adjusted annuities (LIMRA, 3/31/11); College Savings is based on advisor sold, 529 plans ranked by assets (FRC, 6/30/11); and Variable Annuities based on sales within the non-proprietary broker/dealer segment (VARDS, 3/31/11 YTD).

² Source: Strategic Insight Simfund. Net sales (net new flows) is calculated including only John Hancock retail long-term open end funds, excluding money market funds and covers only classes A, B, C, and I shares.

³ For each fund with at least a 3-year history, Morningstar calculates a Morningstar Rating based on a Morningstar Risk-Adjusted Return that accounts for variation in a fund's monthly performance (including effects of sales charges, loads and redemption fees), placing more emphasis on downward variations and rewarding consistent performance. The top 10% of funds in each category, the next 22.5%, 35%, 22.5% and bottom 10% receive 5, 4, 3, 2 or 1 star, respectively. The Overall Morningstar Rating for a fund is derived from a weighted average of the performance associated with its 3-, 5- and 10-year (if applicable) Morningstar Rating metrics. Past performance is no guarantee of future results. The overall rating includes the effects of sales charges, loads and redemption fees, while the load-waived does not. Load-waived rating for Class A shares should only be considered by investors who are not subject to a front-end sales charge.