

Recent Highlights

[October: JH Names Barbara Goose as Chief Marketing Officer](#)

[October: JH RPS Earns IFCA Award of Excellence for My Best Next Step](#)

[October: JH Investments opens new office in Tempe, Arizona](#)

[October: JH Insurance launches Industry-first Survivorship Life Insurance with the John Hancock Vitality Solution](#)

[October: Several Signator Advisors To Be Honored by Women in Insurance and Financial Services](#)

[October: JH Target Date PathFinder - On-Line Tool for Advisors - Introduced](#)

[November: Christopher Maryanopolis to Succeed Brian Heapps as Head of Signator Investors, Inc.](#)

[November: JH Investments wins five STAR Awards for communications excellence](#)

[November: Ellie Harrison Hired to Lead Human Resources at John Hancock](#)

[December: JH Earns Top Marks in 2017 Corporate Equality Index](#)

[December: JH Announces Return of Champions to 2017 Boston Marathon](#)

[December: JH Investments expands its sustainable investment lineup, launching two new ESG funds](#)

A Global Leader

John Hancock Financial is a unit of Manulife Financial Corporation, a leading Canada-based financial services company with principal operations in Asia, Canada and the United States.

Financial Results

- For the fiscal year ended December 31, 2016, the U.S. Division operations doing business under the John Hancock brand (John Hancock)¹ reported core earnings of \$1.2 billion.²
- Total premiums and deposits for the 2016 fiscal year from John Hancock were \$56 billion.²
- John Hancock's assets under management and administration for the 2016 fiscal year were \$406.2 billion as of December 31, 2016.²

Strong Financial Strength/Claims Paying Ability Rating³

- A+** **A.M. Best** (2nd highest of 13 ratings)
Superior ability to meet ongoing insurance obligations
- AA-** **Fitch Ratings** (4th highest of 19 ratings)
Very strong capacity to meet policyholder and contract obligations
- A1** **Moody's** (5th highest of 21 ratings)
Low credit risk
- AA-** **Standard & Poor's** (4th highest of 21 ratings)
Very strong financial security characteristics

Premier Market Positions

- John Hancock holds a top-tier brand awareness ranking with an 76% awareness score with U.S. consumers.⁴
- Americans today turn to John Hancock to address many of the financial needs they worry about the most, including planning for retirement, covering healthcare/medical expenses, outliving their savings and losing a loved one.
- For example, John Hancock Investments is one of the fastest growing asset managers, with a 5 year AUM CAGR of 24.5%, compared to an industry average of 8.6%.⁵
- U.S. market rankings⁶ for other products are:

#2 401(k) plans	#5 College Savings
#3 Universal Life	#10 Total Life
#4 Variable Life	

NOTE: All dollar amounts in fact sheet are U.S.\$, unless otherwise indicated.

FOOTNOTES: (1) U.S. Division (John Hancock) consists of John Hancock Life Insurance, Long-Term Care Insurance, Investments, Retirement Plan Services and Annuities reporting segments. In the United States, long-term care insurance, life insurance and annuity products are issued by the following companies: John Hancock Life Insurance Company (U.S.A.) (not licensed in New York), John Hancock Life Insurance Company of New York, and John Hancock Life & Health Insurance Company. Investment products are distributed by John Hancock Distributors, LLC and John Hancock Funds LLC. • (2) See "US Division" on p. 21-23 of Manulife Financial's [Statistical Information Package Q4 2016](#) for more details • (3) Strong Financial Strength/Claims Paying Ability Rating, which are current as of February 22, 2017 and subject to change, apply to the main life operating companies of Manulife Financial Corporation including The Manufacturers Life Insurance Company, John Hancock Life Insurance Company (USA), John Hancock Life & Health Insurance Company, and John Hancock Life Insurance Company of New York as a measure of the respective issuing company's claims-paying ability. The ratings are not an assessment or recommendation of specific products, the performance of these products, the value of any investment in these products upon withdrawal or the individual securities held in any portfolio. • (4) Source: 2016 Milward Brown Annual Brand Tracking for Manulife/John Hancock • (5) Source: Strategic Insight Simfund as of 12/31/16. Intermediary-sold channel, excludes direct-sold channel, ETFs, closed end funds, 529 share classes, non JH affiliated FOFs, money market funds and JH class NAV, 1 and 5. • (6) 401(k) based on number of plans (2016 Plan Sponsor Magazine DC Recordkeeper Survey, June 2016); Variable, Universal and Total Life based on 100% of Recurring Premium plus 10% of Single Premium plus 10% of Excess Premium (LIMRA, 9/30/16 YTD); College Savings is based on advisor sold 529 plans ranked by assets (Strategic Insight data 4Q 2016)