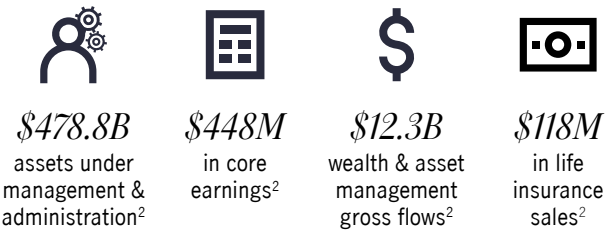


A Global Leader

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

Financial Results

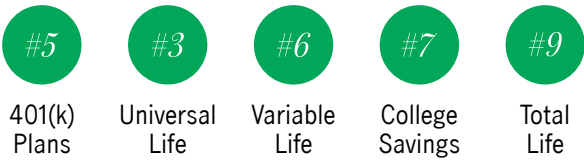
Based on U.S. operations doing business under the John Hancock brand<sup>1</sup>



Premier Market Position

- ✓ Holds a top-tier brand awareness ranking with a **78% awareness score** with US consumers<sup>4</sup>
- ✓ Supports approximately **10M Americans** with a broad range of financial products
- ✓ John Hancock Investment Management offers a **diverse solution set** for clients, covering 60+ Morningstar categories across open- and closed-end mutual funds, ETFs, separately managed accounts, retirement portfolios, 529 plans, and UCITS funds

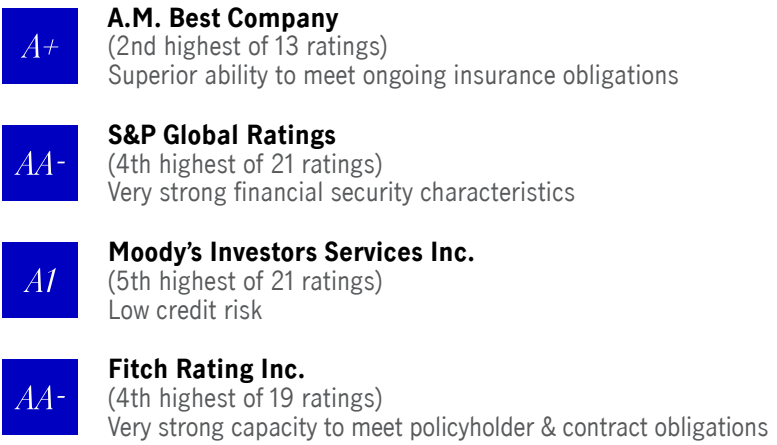
US Market Rankings<sup>5</sup>



Recent Highlights

- July
  - The [Boston Athletic Association and John Hancock](#) set an all-time Boston Marathon fundraising record of \$38.7 million, supporting 297 non-profits
  - John Hancock was among the major corporations signing a landmark “friend of the court” [brief](#), in support of LGBTQ workers’ rights
  - John Hancock and its program partners [kicked off the 12th year](#) of the MLK Scholars program which annually provides 650 Boston teens jobs and workshops throughout the summer
- August
  - John Hancock makes multimanager model portfolios [available on Envestnet](#)
  - John Hancock Investment Management implements [expense reductions](#), providing additional value to investors
- September
  - John Hancock Retirement [expands personal advice](#) offering with Morningstar’s advisor managed account services
  - John Hancock was named a Best Life Insurance Company of 2019 by [U.S. News & World Report’s 360 Reviews team](#)
  - John Hancock launched [Signature Series](#), a company-wide speaker series created to encourage employees to share their biggest ideas, personal experiences and unique perspectives
  - John Hancock Investment Management was recognized for supporting financial advisor success with a [Wealthmanagement.com Industry Award](#) and two [Investment Management Education Alliance \(IMEA\) STAR awards](#)

Financial Strength Ratings<sup>3</sup>



NOTE: All dollar amounts in fact sheet are U.S.\$, unless otherwise indicated **1.** John Hancock consists of U.S. based life insurance, long-term care insurance, investments, retirement plan services, institutional asset management and annuities businesses. In the United States, long-term care insurance, life insurance & 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, & John Hancock Life & Health Insurance Company. Investment products are distributed by **John Hancock Distributors LLC & John Hancock Funds LLC**. **2.** US business line includes Europe. From Manulife data and life insurance sales figures from Manulife Q3 2019 Statistical Information Package p. 21 - 24. The above amounts are shown in U.S. Dollars, U.S. WAM assets are shown in Canadian Dollars in the Statistical Information Package. The above U.S. WAM AUMA number was converted using the Q3 2019 exchange rate of 1.3243. **3.** Financial strength ratings, which are current as of 11/9/2019 and are 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, & John Hancock Life Insurance Company of New York as a measure of the respective issuing company’s ability to meet its ongoing insurance and contract obligations. 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.** April 2019, 2019 Brand Tracking for Manulife/John Hancock by Qualtrics **5.** 401(k) based on number of plans (2019 Plan Sponsor Magazine DC Recordkeeper Survey, June 2019); Variable, Universal & Total Life based on 100% of Recurring Premium plus 10% of Single Premium plus 10% of Excess Premium (LIMRA, Q2 2019); College Savings is based on advisor sold 529 plans ranked by assets (Strategic Insight data Q2 2019)