A Global Leader

With our global headquarters in Toronto, Canada, we operate primarily as John Hancock in the United States and as Manulife across our offices in Canada, Asia, and Europe.

Financial Results

Based on U.S. operations doing business under the John Hancock brand1

- **$77,121M** assets under management & administration
- **$502M** in core earnings2
- **$16,802M** wealth & asset management gross flows3
- **$161M** in life insurance sales4

Premier Market Position

- **Trusted** is the second most frequently used word to describe John Hancock by respondents aged 30-455
- Supports approximately **10M Americans** with a broad range of financial products
- John Hancock Investment Management offers a diverse solution set for clients, covering 70+ Morningstar categories across open and closed-end mutual funds, ETFs, separately managed accounts, retirement portfolios, and 529 plans

US Market Rankings5

- **#2** 401(k) Core Market
- **#3** 401(k) Mid-Market
- **#6** College Savings
- **#7** Variable Life
- **#2** Universal Life
- **#9** Total Life

Recent Highlights

- **July**
  - John Hancock won 15 Stevie Awards in the 19th American Business Awards, including Gold honors for Achievement in Management, Internal Communications PR Campaign of the Year, Community Engagement PR Campaign of the Year, PR Executive of the Year, and Support Team of the Year.
  - John Hancock announced the launch of its 14th annual MLK Scholars Program, the nation’s largest corporate summer jobs program of its kind advancing employment and financial capability.
  - John Hancock Investment Management announced the launch of a new fund that seeks growth through capital appreciation by investing primarily in environmental companies.
  - John Hancock Insurance announced an integration with iPipeline, a leading provider of no code / low code content-based digital solutions for the life insurance and financial services industry, to accelerate the life insurance application process.

- **August**
  - HNRG, a company of Manulife Investment Management, announced the acquisition of 89,800 acres of timberland in the state of Maine. The impact-first investment was made on behalf of John Hancock and Manulife. The acquisition is an opportunity to integrate natural climate solutions into John Hancock’s investment decisions and work toward its climate action plan.

- **September**
  - Marianne Harrison participated in a panel session at the Boston Globe’s inaugural Globe Summit, where she shared perspectives on the pandemic’s impact on working women and how to build a more equitable future.
  - John Hancock Investment Management announced the launch of the second actively managed fixed-income ETF launched this year, following the launch of the first one launched in March 2021.6
  - Fifteen John Hancock wholesalers were recognized as 2021 Advisor Allies by the National Association of Plan Advisors (NAPA), marking the third year in a row that John Hancock Retirement and John Hancock Investment Management wholesalers had the most representation on NAPA’s list.

Financial Strength Ratings3

- **AM Best Company**
  - (2nd highest of 13 ratings) Superior ability to meet ongoing insurance obligations
- **S&P Global Ratings**
  - (4th highest of 21 ratings) Very strong financial security characteristics
- **Moody’s Investors Services Inc.**
  - (5th highest of 21 ratings) Low credit risk
- **Fitch Rating Inc.**
  - (4th highest of 21 ratings) Very strong capacity to meet policyholder & contract obligations

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 Investment Management Distributors LLC 2. U.S. business line includes Europe. Manulife data and life insurance sales figures from Manulife Q3 2021 Statistic Information Package p. 19-25. The above amounts are shown in U.S. Dollars; U.S.WAM assets, U.S.WAM Gross Flows and U.S.WAM core earnings are shown in Canadian Dollars in the Statistic Information Package. The above U.S. WAM assets were converted using the Q3 2021 exchange rates of 1.2741. 3. Financial strength ratings, which are current as of 9/30/2021 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. March 2020, Qualtrics survey for John Hancock conducted March 4-10, 2020 5. 401(k) based on a benchmark of 14 peer companies from the LIMRA 401(k) Scorecard results (LIMRA, Q2 2021); Variable, Universal & Total Life based on 100% of Recurring Premium plus 10% of Single Premium plus 10% of Excess Premium (LIMRA, Q2 2021); College Savings is based on advisor sold 529 plans ranked by assets (Strategic Insight Data Q2 2021). 6. John Hancock ETFs are distributed by Foreside Fund Services, LLC in the United States, and are subadvised by Dimensional Fund Advisors LP or our affiliate Manulife Investment Management (US) LLC. Foreside is not affiliated with John Hancock Investment Management Distributors LLC or Manulife Investment Management (US) LLC. Request a prospectus or summary prospectus from your financial professional, by visiting jhinvestments.com, or by calling us at 800-225-5291. The prospectus includes investment objectives, risks, fees, expenses, and other information that you should consider carefully before investing. There are risks associated with investing, including possible loss of principal.

2021 John Hancock. All rights reserved.