

November 2011

## About Manulife Taiwan

### Background

Manulife operates a life insurance and an asset management operation in Taiwan. The life insurance operation started in 1992 and today has more than 1000 agents.

The asset management operation, Manulife Asset Management (Taiwan) Co. Ltd., was licensed in 1998. The company issues and manages independent mutual funds and discretionary trust investment business. Distribution networks include banks, brokers, insurance companies, and direct sales.

### Products

Manulife Taiwan caters for client groups with insurance, retirement planning and wealth management needs. The company has a strong record of developing forward-thinking solutions for our clients' changing financial needs. Products that Manulife was among the first companies to launch in the market include:

- Investment-linked life insurance
- Post-Retirement Whole Life Medical
- Participating policy
- USD denominated participating policy with coupons
- NTD denominated investment-linked product with monthly target payout mandates
- Dim Sum Bond Fund
- Asia Pacific Bond Fund

### Achievements

- 2011 TFF-Bloomberg Best Fund Awards, MGF-US Special Opportunities Fund is awarded the best on offshore high yield bond funds – 3-year.
- 2011 TFF-Bloomberg Best Fund Awards, MGF-Emerging Eastern Europe Fund is awarded the best of Emerging Eastern Europe Fund – 10-year.
- 2010 Lipper Taiwan Best of U.S. Bond Fund Award, MGF-US Bond Fund is awarded the best of U.S. bond funds – 3-year.

## Corporate Social Responsibility

Manulife Taiwan has a track record of committing to local communities and involving our agents and employees in good cause initiatives. Most recently, on September 2011, Manulife Taiwan signed a three-year agreement with ORBIS International to support the “Vision for the Future” charity campaign. The campaign conducts eye care related programs at 2,700 elementary schools and provides eye-care seminars for parents in remote areas where medical resources are limited. Employee participates in the campaign via volunteer work and fund raising activities.

## Manulife Taiwan At-a-Glance

<b>Senior Officials</b>	Mark O’Dell
<b>Years in country / operation date</b>	20 years / June 1992
<b>Number of employees</b>	Approximately 350
<b>Number of agents</b>	More than 1,000
<b>Number of policies/clients</b> (i.e. number of in-force policies)	Approximately 155,000
<b>AUM</b>	US\$2.2 Billion
<b>Number of offices</b>	35

All information current as of September 30, 2011 unless otherwise indicated

## About Manulife Financial

Manulife Financial is a leading Canada-based financial services group operating in 21 countries and territories worldwide. For more than 120 years, clients have looked to Manulife for strong, reliable, trustworthy and forward-thinking solutions for their most significant financial decisions. Our international network of employees, agents and distribution partners offers financial protection and wealth management products and services to millions of clients. We provide asset management services to institutional customers worldwide as well as reinsurance solutions, specializing in property and casualty retrocession. Funds under management by Manulife Financial and its subsidiaries were C\$492billion (US\$473 billion) as at September 30, 2011. The Company operates as Manulife Financial in Canada and Asia and primarily as John Hancock in the United States.

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 [manulife.com](http://manulife.com).

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