



Wealth Management: A Growing Success Story In Canada

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Legal Disclaimer

Caution Regarding Forward-Looking Statements

This document contains forward-looking statements within the meaning of the “safe harbour” provisions of Canadian provincial securities laws and the U.S. *Private Securities Litigation Reform Act of 1995*. These forward-looking statements relate to, among other things, our objectives, goals, strategies, intentions, plans, beliefs, expectations and estimates, and can generally be identified by the use of words such as “may”, “will”, “could”, “should”, “would”, “suspect”, “outlook”, “expect”, “intend”, “estimate”, “anticipate”, “believe”, “plan”, “forecast”, “objective” and “continue” (or the negative thereof) and words and expressions of similar import, and include statements concerning possible or assumed future results. Although we believe that the expectations reflected in such forward-looking statements are reasonable, such statements involve risks and uncertainties, and undue reliance should not be placed on such statements. Certain material factors or assumptions are applied in making forward-looking statements, and actual results may differ materially from those expressed or implied in such statements. Important factors that could cause actual results to differ materially from expectations include but are not limited to: level of competition and consolidation, changes in laws and regulations, general business and economic conditions, currency rates and Company liquidity, accuracy of information received from counterparties and the ability of counterparties to meet their obligations, accuracy of accounting policies and actuarial methods used by the Company, ability to maintain the Company’s reputation, legal and regulatory proceedings, the disruption of or changes to key elements of the Company’s or to public infrastructure systems, the ability to attract and retain key executives, environmental concerns, the ability to complete acquisitions and execute strategic plans, and the ability to adapt products and services to the changing market. Additional information about material factors that could cause actual result to differ materially from expectations and about material factors or assumptions applied in making forward-looking statements may be found in the body of this document as well as under “Risk Factors” in our most recent Annual Information Form, under “Risk Management” and “Critical Accounting and Actuarial Policies” in the Management’s Discussion and Analysis in our most recent Annual Report, and elsewhere in our filings with Canadian and U.S. securities regulators. We do not undertake to update any forward-looking statements.



Topics

- Manulife Overview
- Wealth Management in Canada
- Current Highlights
- Opportunities / Summary



Our Vision

“To be the most professional life insurance company in the world: providing the very best financial protection and investment management services tailored to customers in every market where we do business.”



Our Competitive Strengths

- Strong, diversified businesses
- Innovative product offerings well-suited to changing demographics
- Excellence in distribution
- Recognized strength in risk management
- Conservative balance sheet
- Diversified, high quality investment portfolio
- Strong management team with considerable depth



Strong & Diversified Businesses

Canada

- Individual Insurance
- Individual Wealth Management
- Group Benefits
- Group Pensions

United States

- Insurance
- Long Term Care
- Annuities
- Group Pensions
- Mutual Funds
- College Savings

Investments

United States, Canada,
United Kingdom, Japan,
Australia, Hong Kong,
Southeast Asia

Asia

Hong Kong, Philippines, Singapore,
Indonesia, Vietnam, Malaysia, Thailand,
Taiwan, China

- Individual Life Insurance
- Group Life & Health Insurance
- Variable Annuities
- Pension Products
- Mutual Funds

Japan

- Individual Insurance
- Variable Annuities

Reinsurance

United States
Canada
Europe
Asia



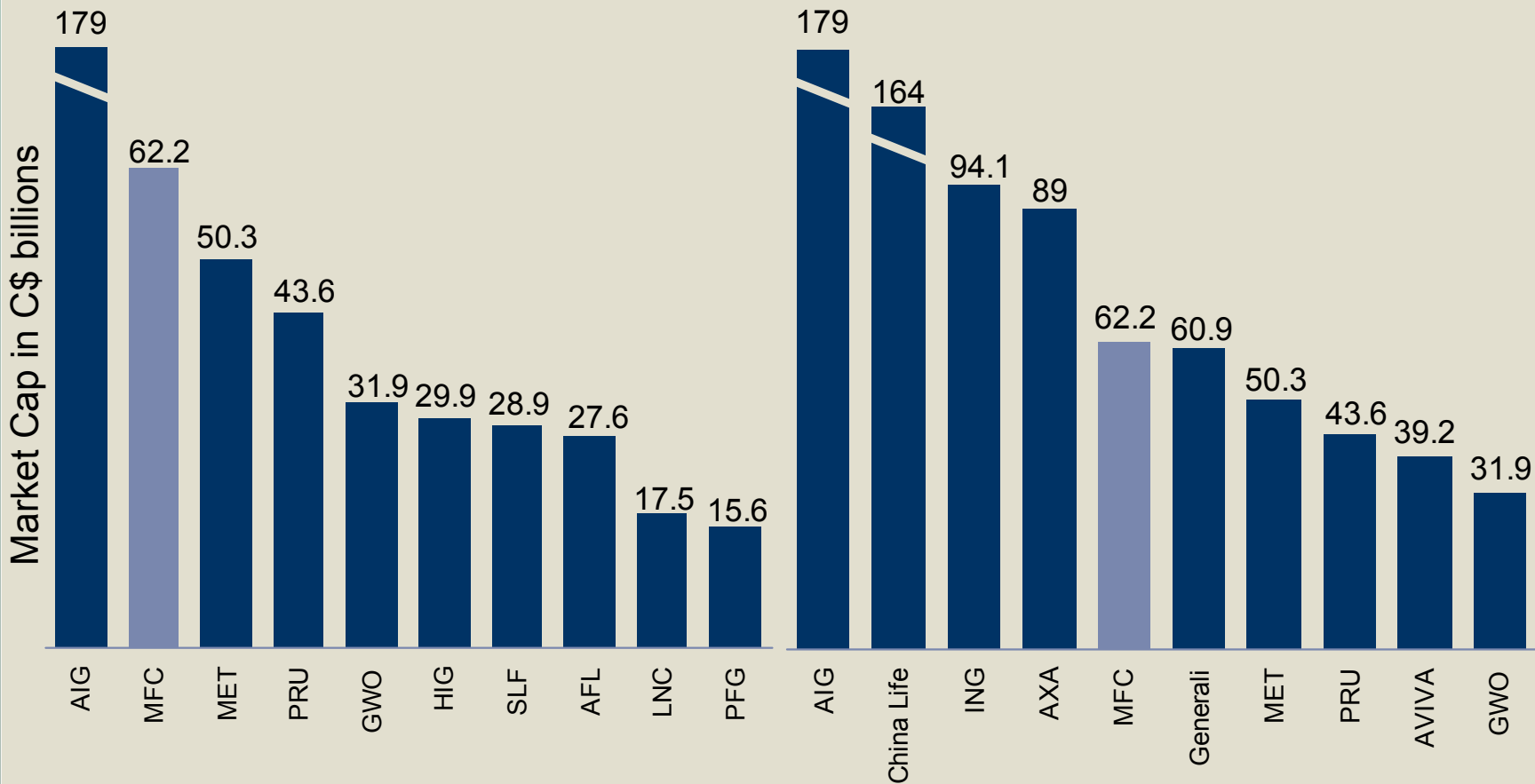
Industry Leading Practices

- Excellent financial strength
 - Industry leading credit ratings
 - 'AAA' rating from Standard & Poor's
- Rigorous risk management framework
 - Enterprise risk management described as 'Excellent' by S&P
- Leading Corporate Governance practices
 - Ranked #1 for Corporate Governance in Canada by Report on Business

Our Place in the World

N. American Life Insurers

Global Life Insurers





Our Financial Objectives

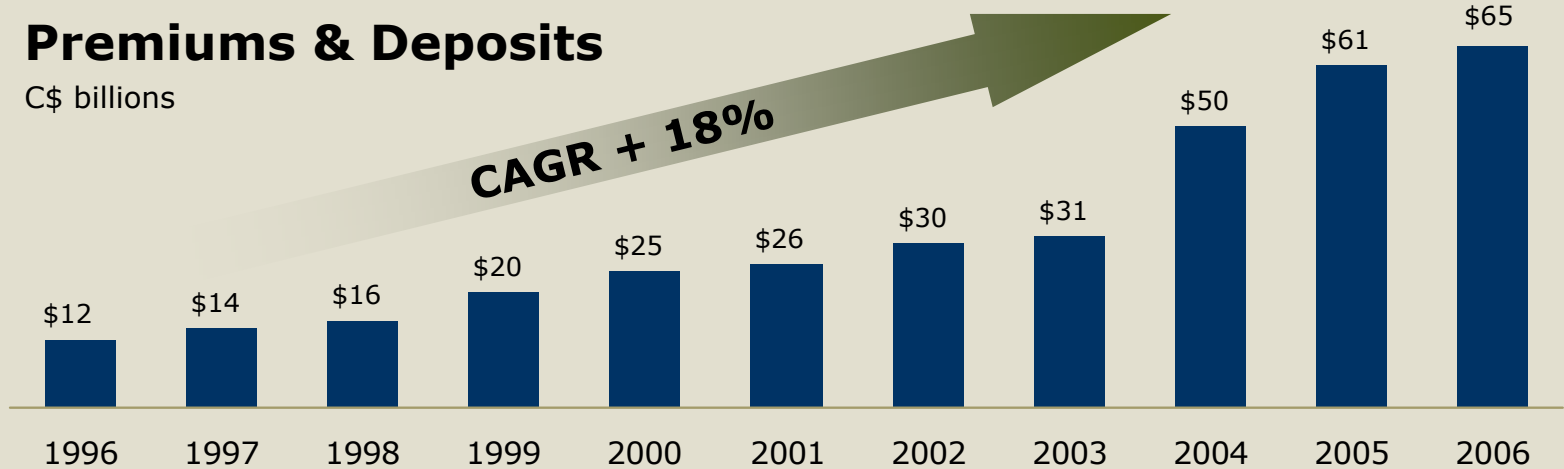
	Medium Term Target	
Return on Common Shareholders' Equity	16%	✓
Earnings per Share Growth	15%	✓



Top Line & Bottom Line Growth

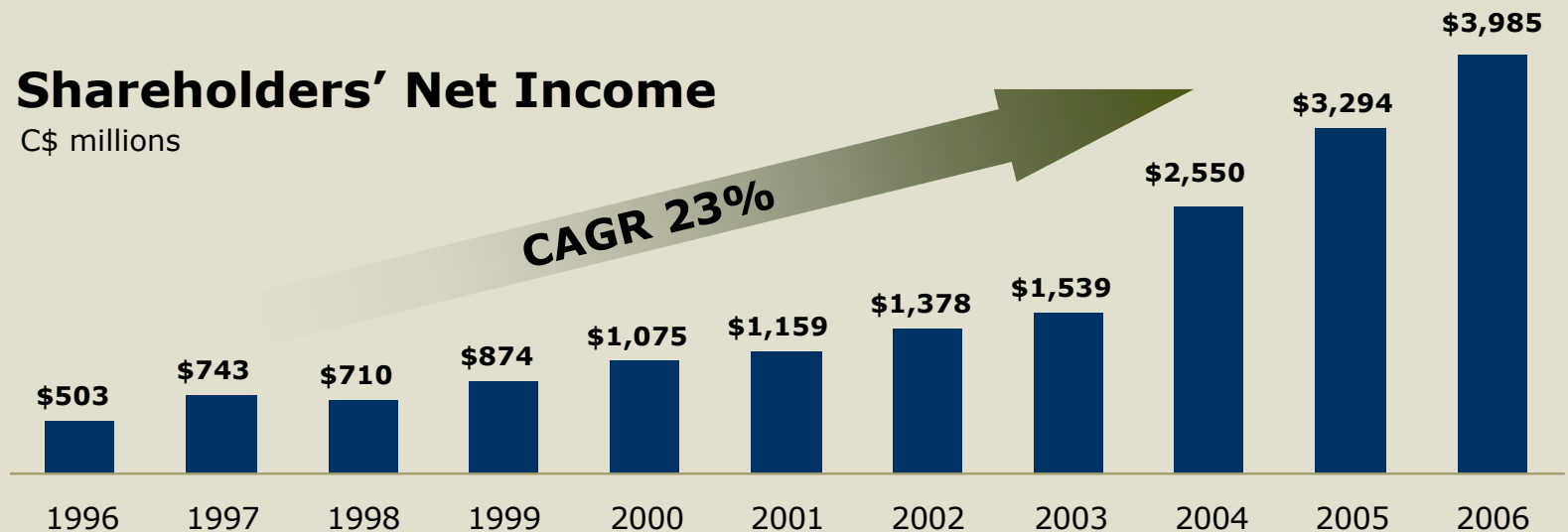
Premiums & Deposits

C\$ billions



Shareholders' Net Income

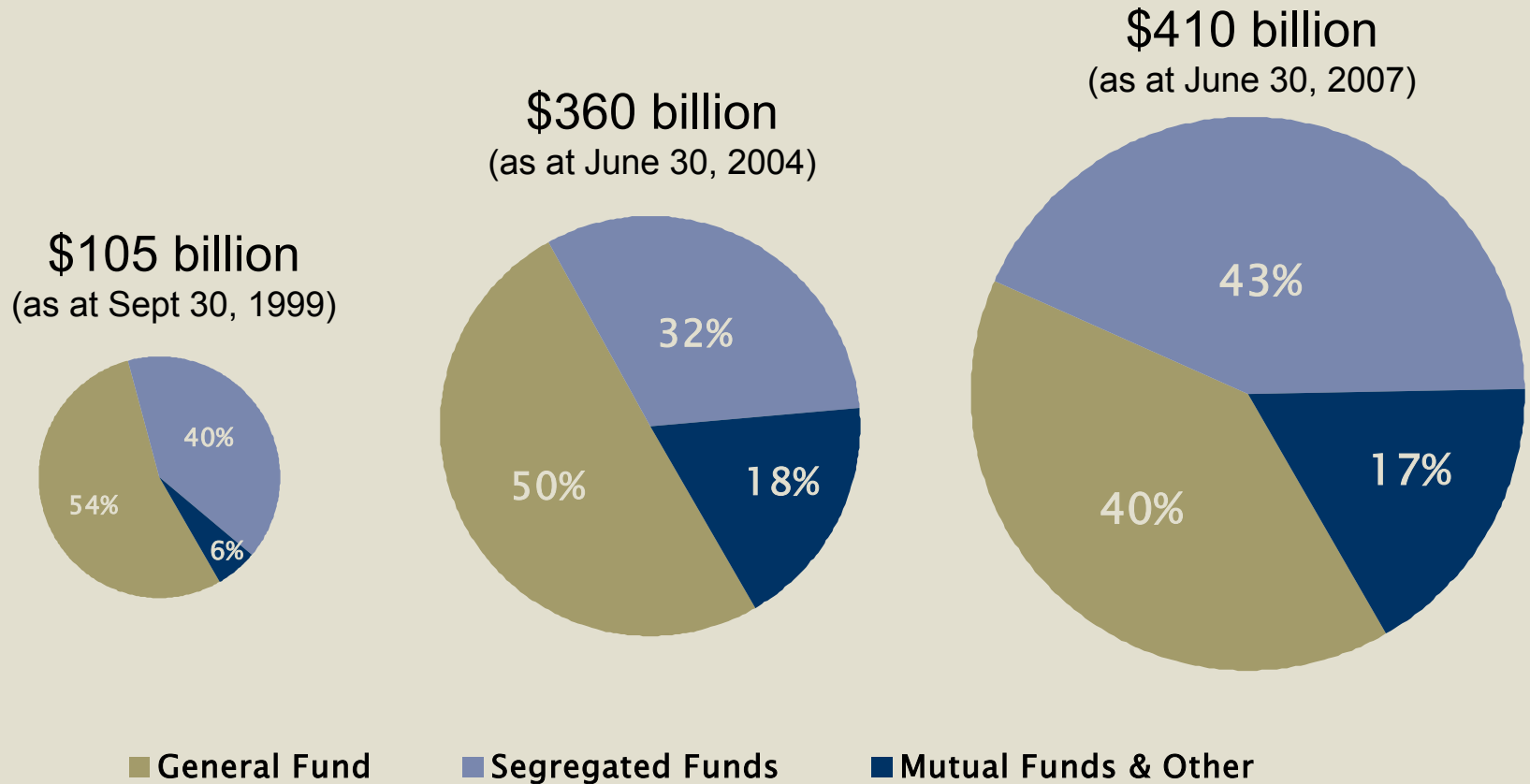
C\$ millions





Funds Under Management

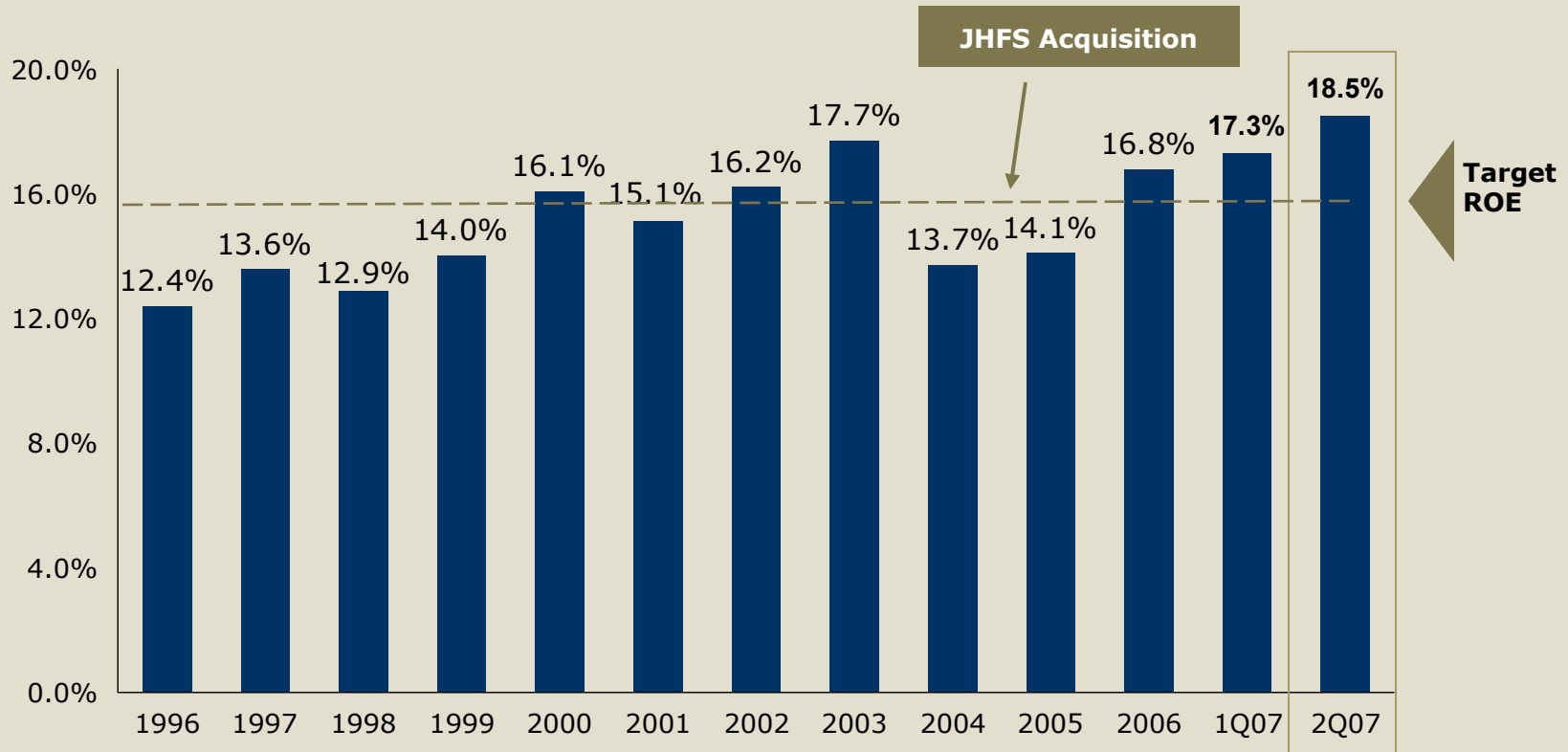
- *Strong growth and improved diversification*





ROE Performance

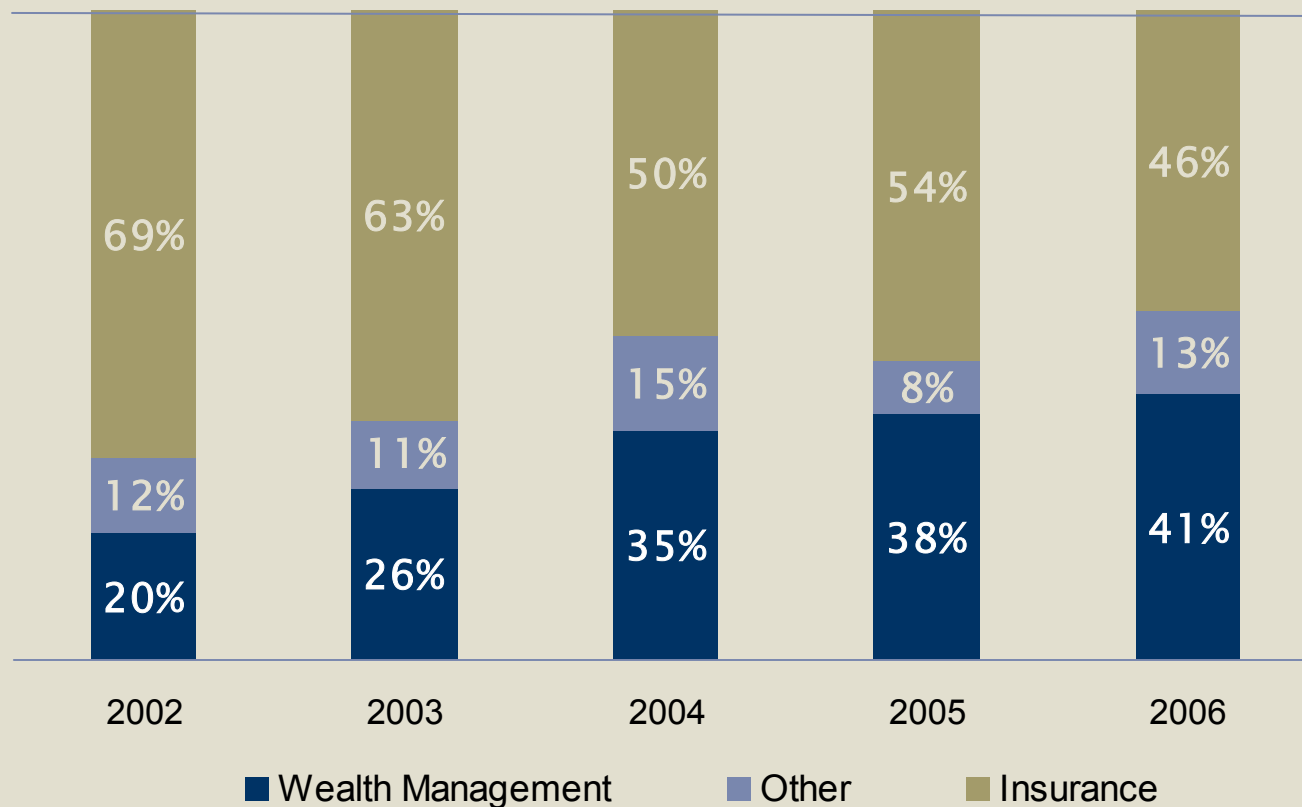
Return on Common Shareholders' Equity



* Adjusted 1Q07 and 2Q07 ROE excludes AOCI from shareholders' equity.

Growing Wealth Businesses

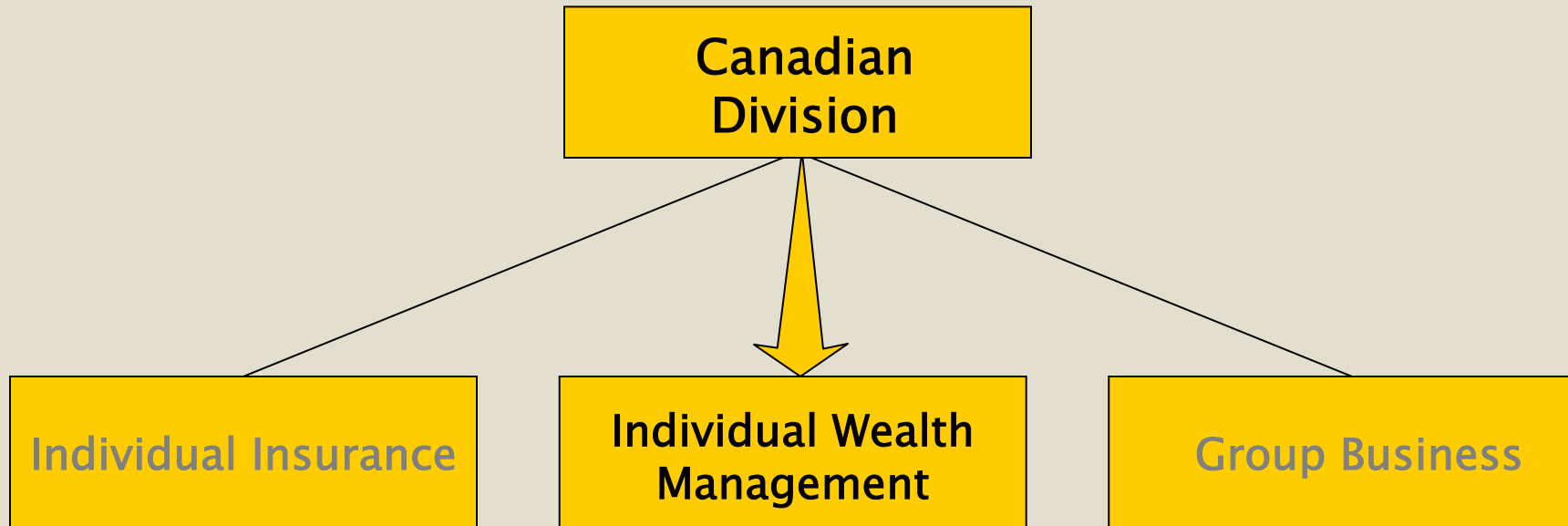
Manulife Earnings by Type of Business



Other represents earnings from Corporate & Other and Reinsurance.

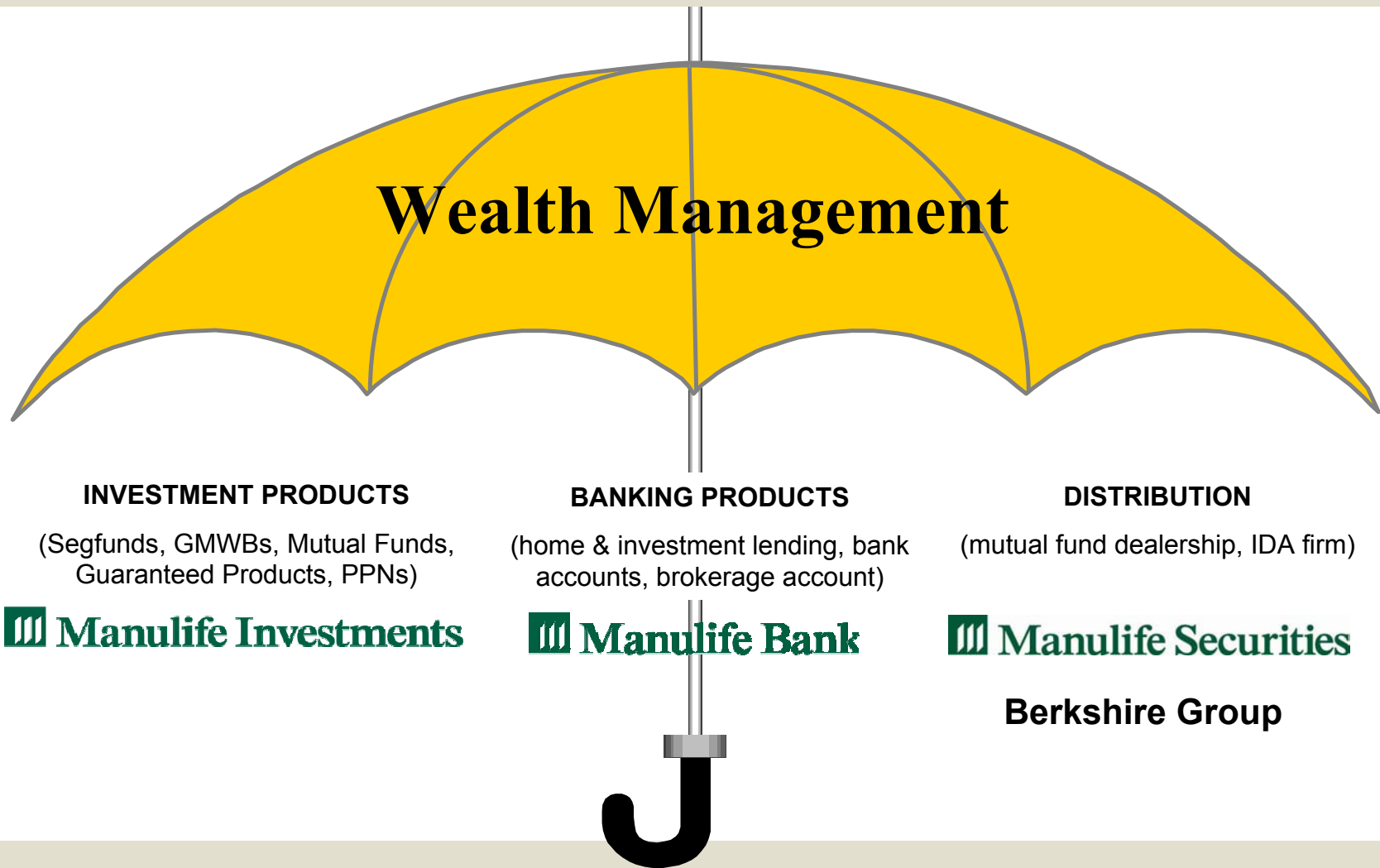


Wealth Management In Canada





Manulife's Wealth Offerings





Wealth Management Select Financial Results

(\$ millions)	Q2 2007	Q2 2006	Change
Sales	\$1,950	\$1,567	+24%
Shareholders' Earnings	91	76	+20%
Funds Under Management	42,396	37,078	+14%

- 1,100 employees
- Award-winning service (mutual fund dealership, client statements)
- Multi-manager platform (i-Watch)



Wealth Management IFIC Investment Fund Ranking

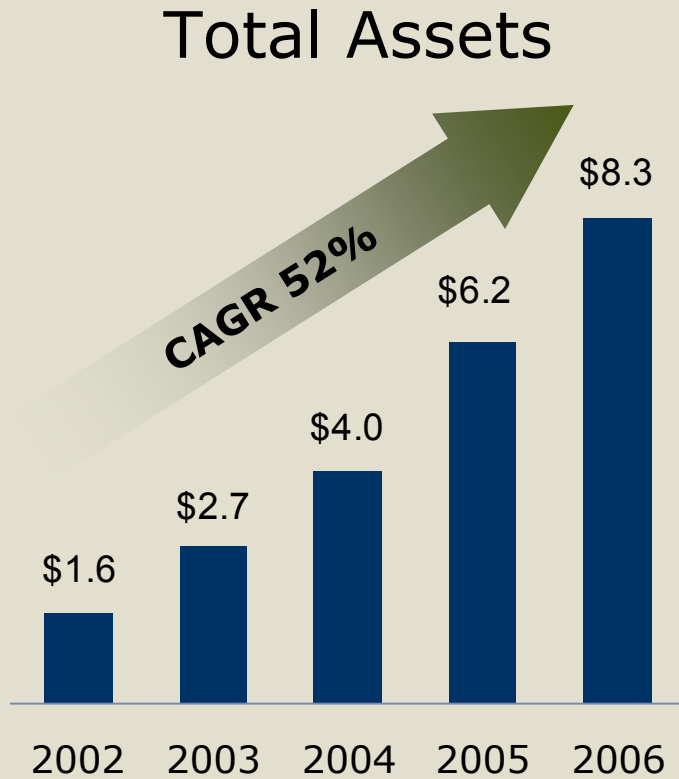
Rank	Company	Mutual	Seg & Other	Total	Mkt Share
1	IGM Financial	110.5	1.1	111.6	14.9%
2	RBC Asset Mgt	78.7	0.2	78.9	10.5%
3	C.I. Investments¹	63.1	4.0	67.1	8.9%
4	TD Asset Mgt	55.1	0.3	55.4	7.4%
5	CIBC Asset Mgt	51.0	0.1	51.1	6.8%
6	AIM Trimark	50.0	1.1	51.1	6.8%
7	Fidelity	41.6	0.2	41.8	5.6%
8	BMO Investments	38.1	0.1	38.2	5.1%
9	AGF Management	30.5	0.0	30.5	4.1%
10	Manulife Investments²	9.4	20.6	30.0	4.0%

Source: IFIC as of July 2007. Canadian \$ billions.

¹ Estimated

² Includes proprietary segregated funds.

Manulife Bank's Success Story



- Low cost structure
- Industry leading efficiency ratios
- Dedicated banking consultants
- Strategic fit for advisors

C\$ Billions



Product Innovation

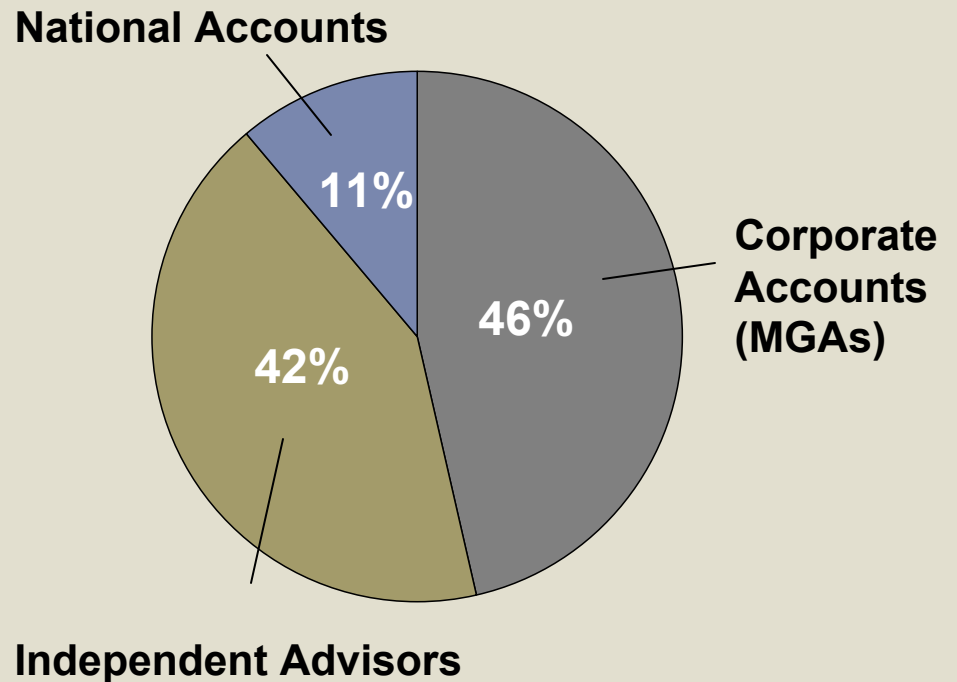
- Build brand recognition through innovative solutions
- Targeted solutions for affluent markets (\$100K+ investor)
- Manulife One
 - Canada's first flexible mortgage account
- 'IncomePlus'
 - Canada's first Guaranteed Minimum Withdrawal Benefit product
 - Sales of \$2 billion in less than 10 months
 - Tremendous growth potential



Manulife's Distribution in Canada

Wealth Sales By Channel

- Multi-channel approach
- 10,000+ advisors
- Integrated wholesaling
- Recently added Berkshire





The Berkshire Opportunity

- Mutual fund dealer / securities dealer (IDA) / managing general agency
- \$12.5 billion assets under management
- 700 advisors and 237 branches across Canada
- Excellent fit for Berkshire advisors
- Excellent fit for Manulife Securities



Opportunities and Summary

- Targeted product innovation combining wealth, insurance and banking
- Build on strong presence among affluent households
- Leverage and further expand distribution
- Strong commitment to service
 - 'Easy to do business with'
- Well-positioned for future growth



Questions & Answers