



Statistical Information Package

Q3 2007

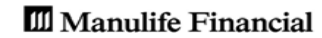
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Certain comparative amounts have been restated to conform to the current quarter's presentation

FINANCIAL REPORTING STRUCTURE



MFC

U.S. INSURANCE		U.S. WEALTH MANAGEMENT		CANADA		ASIA and JAPAN		REINSURANCE	CORPORATE & OTHER
Segment Component	Product Lines	Segment Component	Product Lines	Segment Component	Product Lines	Segment Component	Product Lines	Product Lines	Product Lines
JOHN HANCOCK LIFE	Variable Universal Life Universal Life Whole Life Term Life COLI	JOHN HANCOCK VARIABLE ANNUITIES	Variable Annuities	INDIVIDUAL INSURANCE	Universal Life Whole Life Term Life Critical Illness Affinity Markets	HONG KONG	Individual Insurance Group Life and Health Group Pensions Mutual Funds	Life Property and Casualty International Group Program: Group Life & Health Group Pensions	Investments Corporate & Other JHF Accident and Health Institutional Advisory Accounts
JOHN HANCOCK LONG TERM CARE (LTC)	Retail LTC Group LTC Federal LTC	JOHN HANCOCK RETIREMENT PLAN SERVICES	401 (k)	INDIVIDUAL WEALTH MANAGEMENT (IWM)	Annuities Fixed Rate Products Segregated Funds Manulife Bank Mutual Funds	OTHER ASIA TERRITORIES	Individual Insurance Group Life and Health Group Pensions Variable Annuities Mutual Funds		
		JOHN HANCOCK MUTUAL FUNDS	Mutual Funds Private Managed Accounts College Savings	GROUP BUSINESSES	Group Life & Health Group Savings and Retirement Solutions	JAPAN	Individual Insurance Variable Annuities		
		JOHN HANCOCK FIXED	Fixed Deferred Annuities Payout Annuities Guaranteed Investment Contracts (GICs) SignatureNotes Fee-based products						

Use of this document:

Information in the document is supplementary to the Company's third quarter Press Release, MD&A, Unaudited Financial Statements and the 2006 Annual Report and should be read in conjunction with those documents.

Changes in Accounting Policies**Financial Instruments**

Effective January 1, 2007, the Company adopted the Canadian Institute of Chartered Accountants ("CICA") Handbook sections 3855 "Financial Instruments – Recognition and Measurement," 3865 "Hedges," 1530 "Comprehensive Income" and 3251 "Equity" in addition to reissued section 4211 "Life Insurance Enterprises – Specific Items". Section 4211 replaced section 4210. As a result, all financial assets and liabilities, except for policy liabilities accounted for in accordance with section 4211, are accounted for under the new standards. Prior to January 1, 2007, life insurance enterprises followed handbook section 4210 which contained financial instrument accounting policies, including equity impairments, specific to life insurance enterprises. The changes in accounting policies were adopted prospectively.

In accordance with the new handbook sections, effective January 1, 2007 the Company designated all financial assets as either fair value, available-for-sale ("AFS") or loans and receivables. Financial instruments designated as fair value, derivatives and AFS securities except those that are not traded in an active market, are measured at fair value. Equities not traded in an active market are carried at cost. The Company has chosen to designate bond and stock securities which support policy liabilities as fair value in order to reduce a recognition inconsistency that would otherwise arise. Bond and stock securities which support surplus are, for the most part, designated AFS. Private debt not traded in an active market is classified as loans and carried at amortized cost.

Changes in the fair value of securities designated as fair value are reported in earnings, while changes in the fair value of AFS securities are reported within other comprehensive income ("OCI"), until the financial asset is disposed of or becomes other than temporarily impaired, at which time it will be recognized in income.

With the introduction of the financial instrument standards, the life insurance standard section 4210 was also updated. The revised standard, known as section 4211, removes the unique investment accounting for insurance enterprises, except for real estate. Realized gains and losses on debt and equity investments are no longer deferred and amortized and therefore the balance of the deferred realized net gains at December 31, 2006, for other than real estate, was eliminated through opening retained earnings. In addition, section 4211 removes the unique move-to-market accounting and impairment accounting for equities. Under section 4210, equity impairments were not recognized unless the entire equity portfolio was impaired. Under the new standards we recognize other than temporary impairments, on debt or equities classified as AFS, on an individual security basis.

All financial liabilities, other than actuarial liabilities, are measured at fair value when they are classified as held for trading, designated as fair value or are derivatives. Other financial liabilities are measured at amortized cost. As the assets supporting consumer notes are managed along with assets supporting policy liabilities, the Company has designated consumer notes under the fair value option in order to reduce any recognition inconsistency.

The determination of actuarial liabilities under section 4211 is dependent upon the carrying value of assets required to support the liabilities. Consequently, the carrying value of actuarial liabilities was updated to reflect the changes as a result of implementing the new investment accounting standards.

Derivatives are classified as fair value, unless they are specifically designated within an effective hedging relationship. For fair value hedges, the effective portion of the change in the fair value of a derivative instrument is offset by the changes in fair value attributed to the risk being hedged in the underlying asset or liability. For hedges, the effective portion of change in fair value of the derivative instrument is offset in accumulated OCI ("AOCI").

The changes in accounting policies for financial instruments resulted in a charge to opening retained earnings of \$176 million, an increase in opening participating policyholders' equity of \$13 million and an increase in opening AOCI of \$1,741 million. Amounts previously reported as Currency Translation Account have been reclassified to AOCI.

Accounting for Leveraged Leases

Effective January 1, 2007 we adopted amended Emerging Issues Committee 46, "Accounting for Leveraged Leases", which incorporates new U.S. Financial Accounting Standards Board Staff Position 13-2 guidance issued in July 2006. This guidance requires that changes in the projected timing of cash flows relating to income taxes generated by a leveraged lease be considered triggers requiring recalculation of the rate of return and allocation of lease income from the inception of the lease, with gain or loss recognition of any resulting change. Prior to this amendment, only changes to lease assumptions which affected the total amount of estimated net income were considered to be such triggers. Transition to the new standard resulted in a charge to opening retained earnings at January 1, 2007 of \$157 million.

Performance and Non-GAAP Measures

We use a number of non-GAAP financial measures to measure overall performance and to assess each of our businesses. Non-GAAP measures include return on common shareholders' equity, premiums and deposits, funds under management and new business embedded value. Return on equity is a profitability measure that presents the net income available to common shareholders as a percentage of the capital deployed to earn the income. The implementation of the new accounting standards for financial instruments resulted in unrealized gains and losses on AFS securities and cash flow hedges, which do not have an impact on reported income for the period, being reflected in a new component of shareholders' equity. Accordingly, the Company calculates return on equity using average common shareholders' equity excluding accumulated other comprehensive income on AFS securities and on cash flow hedges. Non-GAAP financial measures are not defined terms under GAAP and, therefore, are unlikely to be comparable to similar terms used by other issuers.

FINANCIAL HIGHLIGHTS

(Canadian \$ in millions unless otherwise stated and per share information, unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
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Shareholders' Net Income by Division

U.S. Insurance	138	179	142	168	169	-18%	459	454	1%	622
U.S. Wealth Management	268	234	335	300	280	-4%	837	836	0%	1,136
Canada	333	296	218	247	229	45%	847	734	15%	981
Asia and Japan	227	242	214	191	182	25%	683	543	26%	734
Reinsurance	59	70	69	68	86	-31%	198	226	-13%	294
Corporate and other	45	81	8	126	28	61%	134	92	46%	218
Net income attributed to shareholders	1,070	1,102	986	1,100	974	10%	3,158	2,885	9%	3,985
Preferred share dividends	(7)	(7)	(8)	(8)	(7)	0%	(22)	(22)	-	(30)
Net income available to common shareholders	1,063	1,095	978	1,092	967	10%	3,136	2,863	10%	3,955
Net income available to common shareholders on a constant currency basis	1,119	1,109	949	1,080	967	16%				

Selected Performance Measures

Basic earnings per common share ¹	\$0.70	\$0.72	\$0.63	\$0.71	\$0.62	13%	\$ 2.05	\$ 1.83	12%	\$ 2.53
Basic earnings per common share on a constant currency basis	\$0.74	\$0.72	\$0.61	\$0.70	\$0.62	19%				
Diluted earnings per common share ¹	\$0.70	\$0.71	\$0.63	\$0.70	\$0.62	13%	\$ 2.03	\$ 1.81	12%	\$ 2.51
Return on common shareholders' equity (annualized) ^{1,2}	18.9%	18.5%	16.1%	18.0%	16.6%	230 bps	17.8%	16.4%	140 bps	16.8%

¹ As a result of the new investment accounting standards which became effective January 1, 2007, the Company realigned its assets, resulting in a one-time charge to earnings of \$69 million in Q1 2007. Excluding this charge, basic earnings per share ("EPS") were \$2.10 for Q3 YTD 2007 and \$0.68 for Q1 2007, diluted EPS were \$2.08 for Q3 YTD 2007 and \$0.67 for Q1 2007 and return on common shareholders' equity was 18.2% for Q3 YTD 2007 and 17.3% for Q1 2007.

² Return on common shareholders' equity is net income available to common shareholders divided by average common shareholders' equity excluding accumulated other comprehensive income on available-for-sale securities and on cash flow hedges. See page 2 for discussion on non-GAAP measures.

Premiums and Deposits

Life and health insurance premiums	3,640	3,694	3,678	3,996	3,629	0%	11,012	10,774	2%	14,770
Annuity and pension premiums	1,242	1,138	1,053	1,084	1,049	18%	3,433	3,250	6%	4,334
Segregated fund deposits	8,888	8,545	10,751	7,879	7,705	15%	28,184	25,408	11%	33,287
Mutual fund deposits	2,304	2,305	2,468	2,063	2,177	6%	7,077	7,207	-2%	9,270
ASO premium equivalents	582	584	577	547	533	9%	1,743	1,678	4%	2,225
Other fund deposits ³	141	172	262	250	208	-32%	575	803	-28%	1,053
Total premiums and deposits	16,797	16,438	18,789	15,819	15,301	10%	52,024	49,120	6%	64,939
Total premiums and deposits on a constant currency basis	17,778	16,728	18,205	15,631	15,301	16%				

³ Other fund deposits consist of College Savings (529 plan) and Private Managed Accounts.

Funds Under Management

General fund ⁴	159,028	163,532	174,035	171,164	163,183	-3%	159,028	163,183	-3%	171,164
Segregated funds	174,301	176,648	178,583	172,048	153,863	13%	174,301	153,863	13%	172,048
Mutual funds	36,185	38,810	40,383	40,601	36,994	-2%	36,185	36,994	-2%	40,601
Other funds	29,506	31,240	33,321	30,204	26,830	10%	29,506	26,830	10%	30,204
Total funds under management	399,020	410,230	426,322	414,017	380,870	5%	399,020	380,870	5%	414,017
Total funds under management on a constant currency basis	435,142	426,493	414,990	399,726	380,870	14%				

⁴ As a result of the new investment accounting standards, general fund assets increased by \$4.4 billion on January 1, 2007 and are impacted subsequently by changes in interest rates, equity markets and currency.

Insurance Sales

U.S. Insurance	251	284	227	288	231	9%	762	741	3%	1,029
Canada	228	137	164	151	149	53%	529	401	32%	552
Asia and Japan	115	104	103	118	101	14%	322	286	13%	404
Total new annualized premium sales	594	525	494	557	481	23%	1,613	1,428	13%	1,985
Total new annualized premium sales on a constant currency basis	618	534	479	547	481	28%				

Wealth Management Sales

U.S. Wealth Management	6,503	6,721	7,127	6,408	6,228	4%	20,351	20,394	0%	26,802
Canada	2,038	2,080	3,396	1,884	1,591	28%	7,514	5,599	34%	7,483
Asia and Japan	2,213	1,262	1,328	987	688	222%	4,803	3,708	30%	4,695
Total wealth management sales	10,754	10,063	11,851	9,279	8,507	26%	32,668	29,701	10%	38,980
Total wealth management sales on a constant currency basis	11,395	10,245	11,498	9,168	8,507	34%				

FINANCIAL HIGHLIGHTS (CONT'D)


(Canadian \$ in millions unless otherwise stated and per share information, unaudited)

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
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Common Share Statistics

Share Price - Toronto (in Canadian \$)										
high	41.50	41.10	41.49	39.80	37.30	11%	41.50	37.56	10%	39.80
low	36.37	38.08	38.05	35.35	34.39	6%	36.37	33.83	8%	33.83
close	41.01	39.84	39.70	39.35	36.00	14%	41.01	36.00	14%	39.35
Share Price - New York (in U.S \$)										
high	41.35	37.79	35.45	34.48	33.27	24%	41.35	33.63	23%	34.48
low	33.69	34.37	32.43	31.12	29.95	12%	32.43	29.04	12%	29.04
close	41.26	37.32	34.45	33.79	32.26	28%	41.26	32.26	28%	33.79
Common shares outstanding (millions)										
- end of period	1,502	1,519	1,539	1,547	1,546	-3%	1,502	1,546	-3%	1,547
- weighted average	1,511	1,532	1,546	1,545	1,551	-3%	1,529	1,568	-2%	1,563
- diluted weighted average	1,525	1,546	1,562	1,561	1,566	-3%	1,544	1,584	-3%	1,579
Dividend per common share paid in the quarter ¹	0.22	0.22	0.20	0.20	0.18	26%	0.64	0.53	22%	0.73
Common share dividend payout ratio	31.1%	30.5%	31.5%	28.3%	28.0%	11%	30.7%	28.4%	8%	28.4%

¹ On November 6, 2007, the Board of Directors approved a quarterly shareholders' cash dividend of \$0.24 per share on the common shares of the Company, payable on or after December 19, 2007 to shareholders of record at the close of business on November 19, 2007.

Valuation Data

Book value per common share	\$ 15.48	\$ 16.21	\$ 17.15	\$ 16.08	\$ 15.01	3%	15.48	\$ 15.01	3%	\$ 16.08
Market value to book value ratio	2.65	2.46	2.31	2.45	2.40	10%	2.65	2.40	10%	2.45
Market capitalization (\$ billions)	61.6	60.5	61.1	60.9	55.7	11%	61.6	55.7	11%	60.9

Capital Information

Total capital ²	29,097	30,526	32,403	31,483	28,539	2%	29,097	28,539	2%	31,492
Capital ratios ³										
MCCSR - The Manufacturers Life Insurance Company	214%	226%	232%	243%	210%	2%	214%	210%	2%	243%
RBC - John Hancock Life Insurance Company	370%	370%	370%	370%	359%	3%	370%	359%	3%	370%

² Total capital includes total equity, long-term debt (including \$546 operational leverage), liabilities for preferred shares and capital instruments, and non-controlling interest in subsidiaries.

³ For The Manufacturers Life Insurance Company, the capital ratio has been determined in accordance with the Minimum Continuing Capital & Surplus Requirements (MCCSR) of the Office of the Superintendent of Financial Institutions (Canada). The MCCSR ratio is calculated and reported quarterly. For John Hancock Life Insurance Company, the capital ratio has been determined in accordance with the Risk-Based Capital (RBC) requirements of the National Association of Insurance Commissioners. The RBC ratio is calculated and reported on an annual basis.

Foreign Exchange Information ⁴

- Balance Sheets	(CDN to \$ 1 US)	0.9963	1.0634	1.1529	1.1653	1.1153	-11%
	(CDN to 1 YEN)	0.008665	0.008618	0.009806	0.009790	0.009452	-8%
- Statements of Operations	(CDN to \$ 1 US)	1.045479	1.097481	1.171636	1.138815	1.121131	-7%
	(CDN to 1 YEN)	0.008882	0.009088	0.009818	0.009676	0.009640	-8%

⁴ Unless otherwise indicated, information contained in this supplement is in Canadian dollars. These are exchange rates used for currency conversion from U.S. dollars and Japanese yen to Canadian dollars for financial statement purposes.

CONSOLIDATED STATEMENTS OF OPERATIONS

(Canadian \$ in millions, unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Revenue										
Premium income	4,882	4,832	4,731	5,080	4,678	4%	14,445	14,024	3%	19,104
Investment income ¹	2,283	2,408	2,420	2,709	2,533	-10%	7,111	7,484	-5%	10,193
Other revenue	1,359	1,356	1,340	1,247	1,140	19%	4,055	3,410	19%	4,657
Subtotal revenue	8,524	8,596	8,491	9,036	8,351	2%	25,611	24,918	3%	33,954
Realized/ unrealized gains (losses) on assets supporting policy liabilities and consumer notes ^{2,3}	834	(1,308)	129	154	60	nm	(345)	86	-	240
Total revenue	9,358	7,288	8,620	9,190	8,411	11%	25,266	25,004	1%	34,194
Policy benefits and expenses										
To policyholders and beneficiaries										
Death, disability and other claims	1,430	1,569	1,651	1,475	1,392	3%	4,650	4,474	4%	5,949
Maturity and surrender benefits	2,083	1,857	2,179	2,597	2,278	-9%	6,119	7,217	-15%	9,814
Annuity payments	741	727	842	897	781	-5%	2,310	2,419	-5%	3,316
Policyholder dividends and experience rating refunds	408	391	364	402	398	3%	1,163	1,126	3%	1,528
Net transfers to segregated funds	227	158	150	113	86	164%	535	319	68%	432
Change in actuarial liabilities ^{2,4}	565	(1,154)	(271)	(126)	12	nm	(860)	(1,001)	-14%	(1,127)
General expenses	828	833	837	902	787	5%	2,498	2,420	3%	3,322
Investment expenses	237	257	241	239	198	20%	735	602	22%	841
Commissions	1,009	944	912	929	825	22%	2,865	2,617	9%	3,546
Interest expense ³	299	191	307	263	255	17%	797	699	14%	962
Premium taxes	58	66	59	70	65	-11%	183	200	-9%	270
Non-controlling interest in subsidiaries	7	9	7	(11)	4	75%	23	16	44%	5
Total policy benefits and expenses	7,892	5,848	7,278	7,750	7,081	11%	21,018	21,108	0%	28,858
Income before income taxes	1,466	1,440	1,342	1,440	1,330	10%	4,248	3,896	9%	5,336
Income taxes	(397)	(341)	(355)	(332)	(362)	10%	(1,093)	(1,034)	6%	(1,366)
Net income	1,069	1,099	987	1,108	968	10%	3,155	2,862	10%	3,970
Income (loss) attributed to participating policyholders	(1)	(3)	1	8	(6)	-83%	(3)	(23)	-87%	(15)
Net income attributed to shareholders	1,070	1,102	986	1,100	974	10%	3,158	2,885	9%	3,985
Preferred share dividends	(7)	(7)	(8)	(8)	(7)	0%	(22)	(22)	0%	(30)
Net income available to common shareholders	1,063	1,095	978	1,092	967	10%	3,136	2,863	10%	3,955

U.S. \$ in millions - Summary Statements of Operations

Net income available to common shareholders	1,017	996	836	959	863	18%	2,849	2,529	13%	3,488
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¹ Investment income includes dividends, interest, rental income and realized gains on assets supporting surplus.

² For assets supporting policy liabilities, the impact of realized/ unrealized gains (losses) on the assets is largely offset in the change in actuarial liabilities.

³ For assets supporting consumer notes, the impact of realized/ unrealized gains on the assets is offset in interest expense in the amount of \$34 million for Q3 2007.

⁴ The change in actuarial liabilities includes the impact of net redemptions in John Hancock Fixed institutional products of \$0.7 billion in Q3 2007, \$0.2 billion in Q2 2007, \$0.7 billion in Q1 2007, \$1.2 billion in Q4 2006, \$0.9 billion in Q3 2006 and \$4.4 billion in fiscal 2006.

CONSOLIDATED BALANCE SHEETS

(Canadian \$ in millions, unaudited)



	2007 Q3	2007 Q2	2007 Q1 ¹	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3
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ASSETS

Invested assets						
Cash and short-term securities	9,775	10,368	10,381	10,745	7,850	25%
Securities						
Bonds ²	73,008	74,453	80,860	78,085	77,102	-5%
Stocks ³	11,812	11,930	12,510	11,272	10,184	16%
Loans						
Mortgages	25,589	26,350	27,641	28,131	27,485	-7%
Private placements	21,877	22,937	24,406	25,074	23,702	-8%
Policy loans	5,770	6,052	6,417	6,413	6,076	-5%
Bank loans	2,160	2,106	2,081	2,009	1,978	9%
Real estate	5,660	5,826	6,118	5,905	5,294	7%
Other investments	3,377	3,510	3,621	3,530	3,512	-4%
Total invested assets	159,028	163,532	174,035	171,164	163,183	-3%
Other assets						
Accrued investment income	1,567	1,488	1,578	1,557	1,682	-7%
Outstanding premiums	608	670	638	669	648	-6%
Goodwill	6,769	6,977	7,409	7,461	7,247	-7%
Intangible assets	1,602	1,561	1,686	1,708	1,647	-3%
Derivatives ⁴	2,833	2,696	2,500	400	236	nm
Miscellaneous	3,478	3,013	3,447	3,201	3,175	10%
Total other assets	16,857	16,405	17,258	14,996	14,635	15%
Total assets	175,885	179,937	191,293	186,160	177,818	-1%

Segregated funds net assets	175,094	177,509	179,441	172,937	154,606	13%
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LIABILITIES AND EQUITY

Policy liabilities	123,856	128,368	137,367	130,819	126,597	-2%
Deferred realized net gains	110	115	121	4,442	4,248	-97%
Bank deposits	8,901	8,107	7,921	7,845	7,124	25%
Consumer notes	2,209	2,382	2,711	2,860	2,763	-20%
Future income tax liability, net	2,806	2,611	2,564	2,258	2,184	28%
Derivatives ⁴	2,523	2,575	2,251	910	425	494%
Other liabilities	6,383	5,253	5,955	5,543	5,938	7%
	146,788	149,411	158,890	154,677	149,279	-2%
Long-term debt	2,853	2,923	3,016	3,058	2,470	16%
Liabilities for preferred shares and capital instruments	1,990	1,990	1,990	2,567	1,886	6%
Non-controlling interest in subsidiaries	202	202	207	202	207	-2%
Equity						
Participating policyholders' equity	152	153	156	142	134	13%
Shareholders' equity						
Preferred shares	638	638	638	638	638	0%
Common shares	14,004	14,043	14,207	14,248	14,211	-1%
Contributed surplus	133	130	125	125	95	40%
Retained earnings	13,710	13,632	13,539	13,512	12,770	7%
Accumulated other comprehensive income (loss) ⁵						
on available-for-sale securities and cash flow hedges	1,550	1,713	1,846	-	-	-
on translation of net foreign operations	(6,135)	(4,898)	(3,321)	(3,009)	(3,872)	-58%
Total equity	24,052	25,411	27,190	25,656	23,976	0%
Total liabilities and equity	175,885	179,937	191,293	186,160	177,818	-1%

Segregated funds net liabilities	175,094	177,509	179,441	172,937	154,606	13%
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¹ Effective January 1, 2007 new accounting policies related to financial instruments, hedging derivatives and other comprehensive income were adopted.

² This item consists of Bonds classified as AFS of \$9.4 billion at Q3 2007 (Q2 2007 - \$9.4 billion) and as fair value option of \$63.6 billion at Q3 2007 (Q2 2007 - \$65.1 billion).

³ This item consists of Stocks classified as AFS of \$4.6 billion at Q3 2007 (Q2 2007 - \$4.8 billion) and as fair value option of \$7.2 billion at Q3 2007 (Q2 2007 - \$7.1 billion).

⁴ Prior to 2007, derivatives were at amortized cost with the exception of foreign exchange contracts which were carried at fair value.

⁵ Accumulated other comprehensive income (loss) was adopted on January 1, 2007 as a result of the introduction of new accounting standards. Historical amounts consist of the currency translation account, which was previously a separate category of shareholders' equity.

CONSOLIDATED STATEMENTS OF EQUITY

(Canadian \$ in millions, unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	YTD 2007	YTD 2006	Fiscal 2006
Participating policyholders' equity								
Balance, beginning of period	153	156	142	134	140	142	157	157
Cumulative effect of adopting new accounting policy for Financial instruments	-	-	13	-	-	13	-	-
Net (loss) income	(1)	(3)	1	8	(6)	(3)	(23)	(15)
Balance, end of period	152	153	156	142	134	152	134	142
Preferred shares								
Balance, beginning of period	638	638	638	638	638	638	344	344
Preferred shares issued	-	-	-	-	-	-	300	300
Issuance costs, net of tax	-	-	-	-	-	-	(6)	(6)
Balance, end of period	638	638	638	638	638	638	638	638
Common shares								
Balance, beginning of period	14,043	14,207	14,248	14,211	14,294	14,248	14,490	14,490
Issued on exercise of stock options and deferred share units and acquisition of a subsidiary	158	38	53	50	17	249	121	171
Purchase and cancellation	(197)	(202)	(94)	(13)	(100)	(493)	(400)	(413)
Balance, end of period	14,004	14,043	14,207	14,248	14,211	14,004	14,211	14,248
Contributed surplus								
Balance, beginning of period	130	125	125	95	92	125	93	93
Cumulative effect of new policy - Stock-based awards -at Jan. 1	-	-	-	-	-	-	7	7
Exercise of stock options	(4)	(7)	(8)	(7)	(3)	(19)	(25)	(32)
Stock option expense	4	5	7	6	6	16	20	26
Tax benefit of stock options exercised	3	7	1	31	-	11	-	31
Balance, end of period	133	130	125	125	95	133	95	125
Retained earnings								
Balance, beginning of period	13,632	13,539	13,512	12,770	12,363	13,512	11,918	11,918
Cumulative effect of adopting new accounting policies -at Jan. 1	-	-	(176)	-	-	(176)	-	-
Financial instruments	-	-	(157)	-	-	(157)	-	-
Leveraged leases	-	-	-	-	-	-	(10)	(10)
Stock-based awards	-	-	-	-	-	-	-	-
Net income attributed to shareholders	1,070	1,102	986	1,100	974	3,158	2,885	3,985
Preferred share dividends	(7)	(7)	(8)	(8)	(7)	(22)	(22)	(30)
Common share dividends	(333)	(337)	(310)	(309)	(271)	(980)	(824)	(1,133)
Purchase and cancellation of common shares	(652)	(665)	(308)	(41)	(289)	(1,625)	(1,177)	(1,218)
Balance, end of period	13,710	13,632	13,539	13,512	12,770	13,710	12,770	13,512
Accumulated other comprehensive (loss) income								
Balance, beginning of period	(3,185)	(1,475)	(3,009)	(3,872)	(3,821)	(3,009)	(3,215)	(3,215)
Cumulative effect of adopting new accounting policies at January 1, 2007	-	-	1,741	-	-	1,741	-	-
Other comprehensive income (loss)								
AFS securities unrealized (losses) gains, net of taxes of \$21	(69)	(74)	155	-	-	12	-	-
AFS securities realized (gains) losses and impairments (recoveries), net of taxes of \$28	(65)	(100)	(68)	-	-	(233)	-	-
Cash flow hedges unrealized, net of taxes of \$15	(28)	43	19	-	-	34	-	-
Cash flow hedges realized, net of taxes of \$1	(1)	(2)	(1)	-	-	(4)	-	-
Unrealized currency translation (loss) gain, net of derivatives and taxes of \$47	(1,237)	(1,577)	(312)	863	(51)	(3,126)	(657)	206
Balance, end of period	(4,585)	(3,185)	(1,475)	(3,009)	(3,872)	(4,585)	(3,872)	(3,009)
Total shareholders' equity	23,900	25,258	27,034	25,514	23,842	23,900	23,842	25,514
Total equity	24,052	25,411	27,190	25,656	23,976	24,052	23,976	25,656

CONSOLIDATED STATEMENTS OF CASH FLOWS

(Canadian \$ in millions, unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Operating activities										
Net income	1,069	1,099	987	1,108	968	10%	3,155	2,862	10%	3,970
Adjustments for non-cash items in net income:										
Increase (decrease) in actuarial liabilities, excluding John Hancock										
Fixed institutional products	1,217	(907)	390	1,033	891	37%	700	2,268	-69%	3,301
Amortization of net realized gains and move to market adjustments	(55)	(47)	(45)	(321)	(286)	-81%	(147)	(850)	-83%	(1,171)
Accretion of discount	(83)	(80)	(66)	(72)	(73)	14%	(229)	(174)	32%	(246)
Other amortization	65	68	80	60	53	23%	213	174	22%	234
Net realized and unrealized (gains) losses, including impairments ¹	(901)	1,238	(165)	(209)	(78)	nm	172	(132)	-	(341)
Change in fair value of consumer notes	34	(58)	21	-	-	-	(3)	-	-	-
Future income tax expense	289	176	254	229	267	8%	719	767	-6%	996
Stock-based compensation expense	4	5	7	6	6	-33%	16	20	-20%	26
Non-controlling interest in subsidiaries	6	8	5	(12)	3	100%	19	13	46%	1
Net income adjusted for non-cash items	1,645	1,502	1,468	1,822	1,751	-6%	4,615	4,948	-7%	6,770
Changes in policy related and operating receivables and payables	779	91	(376)	33	48	nm	494	(129)	-	(96)
Cash provided by operating activities	2,424	1,593	1,092	1,855	1,799	35%	5,109	4,819	6%	6,674
Investing activities										
Purchases and mortgage advances	(15,092)	(13,081)	(12,527)	(17,549)	(12,004)	26%	(40,700)	(48,144)	-15%	(65,693)
Disposals and repayments	13,411	13,205	12,546	17,914	11,336	18%	39,162	45,843	-15%	63,757
Amortization of premium	141	157	147	168	168	-16%	445	565	-21%	733
Changes in investment broker net receivables and payables	(54)	54	77	(107)	200	-	77	472	-84%	365
Net cash increase (decrease) from acquisitions and sales of subsidiaries	125	-	-	-	28	346%	125	(59)	-	(59)
Cash (used in) provided by investing activities	(1,469)	335	243	426	(272)	440%	(891)	(1,323)	-33%	(897)
Financing activities										
(Decrease) increase in securities sold but not yet purchased	(240)	20	179	34	42	-	(41)	(418)	-90%	(384)
(Repayment) issue of long-term debt, net	(1)	(1)	(1)	538	-	-	(3)	91	-	629
Issue of subordinated notes	-	-	-	645	-	-	-	-	-	645
Repayment of subordinated debt securities	-	-	(570)	-	-	-	(570)	-	-	-
Net redemptions in John Hancock Fixed institutional products	(652)	(247)	(661)	(1,159)	(879)	-26%	(1,560)	(3,269)	-52%	(4,428)
Bank deposits, net	792	190	74	718	231	243%	1,056	1,635	-35%	2,353
Capital from joint venture partner	-	-	-	-	-	-	-	7	-100%	7
Consumer notes matured, net	(88)	(96)	(85)	(62)	(47)	87%	(269)	(120)	124%	(182)
Preferred share dividends	(7)	(7)	(8)	(8)	(7)	0%	(22)	(22)	0%	(30)
Common share dividends	(333)	(337)	(310)	(309)	(271)	23%	(980)	(824)	19%	(1,133)
Funds (repaid) borrowed, net	(1)	(6)	(2)	(5)	3	-	(9)	(64)	-86%	(69)
Purchase and cancellation of common shares	(849)	(867)	(402)	(54)	(389)	118%	(2,118)	(1,577)	34%	(1,631)
Common shares issued on exercise of options	17	31	45	43	14	21%	93	96	-3%	139
Tax benefit of stock options exercised	3	7	1	59	-	-	11	-	-	59
Preferred shares issued, net	-	-	-	-	-	-	-	294	-100%	294
Cash (used in) provided by financing activities	(1,359)	(1,313)	(1,740)	440	(1,303)	4%	(4,412)	(4,171)	6%	(3,731)
Cash and short-term securities										
(Decrease) increase during the period	(404)	615	(405)	2,721	224	-	(194)	(675)	-71%	2,046
Currency impact on cash and short-term securities	(458)	(535)	(65)	213	(1)	nm	(1,058)	(190)	457%	23
Balance, beginning of period	9,938	9,858	10,328	7,397	7,174	39%	10,328	8,262	25%	8,262
Balance, end of period	9,076	9,938	9,858	10,331	7,397	23%	9,076	7,397	23%	10,331
Cash and short-term securities										
Beginning of period										
Gross cash and short-term securities	10,368	10,381	10,742	7,850	7,715	34%	10,745	8,723	23%	8,723
Fair value adjustment, January 1, 2007	-	-	(3)	-	-	-	(3)	-	-	-
Net payments in transit, included in other liabilities	(430)	(523)	(414)	(453)	(541)	-21%	(414)	(461)	-10%	(461)
Net cash and short-term securities, beginning of period	9,938	9,858	10,325	7,397	7,174	39%	10,328	8,262	25%	8,262
End of period										
Gross cash and short-term securities	9,775	10,368	10,381	10,745	7,850	25%	9,775	7,850	25%	10,745
Net payments in transit, included in other liabilities	(699)	(430)	(523)	(414)	(453)	54%	(699)	(453)	54%	(414)
Net cash and short-term securities, end of period	9,076	9,938	9,858	10,331	7,397	23%	9,076	7,397	23%	10,331

¹ This largely relates to the fair value impact of the new accounting standards. Prior to 2007, amounts related to mark-to-market adjustments on the assets backing the equity linked product in Canada and impairments, net of recoveries.

CONSOLIDATED STATEMENTS OF SEGREGATED FUNDS

(Canadian \$ in millions, unaudited)



	2007	2007	2007	2006	2006	2007 Q3	YTD	YTD	YTD 2007	Fiscal
	Q3	Q2	Q1	Q4	Q3	vs.	2007	2006	vs.	2006
						2006 Q3			YTD 2006	

Consolidated Statements of Segregated Funds Net Assets

Investments, at market value	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Cash and short-term investments	2,883	2,810	2,847	3,067	2,771	4%	2,883	2,771	4%	
Bonds	9,647	10,009	10,846	10,789	10,276	-6%	9,647	10,276	-6%	
Stocks and mutual funds	160,515	163,108	164,012	156,936	139,263	15%	160,515	139,263	15%	
Other investments	3,743	3,995	4,138	4,078	3,641	3%	3,743	3,641	3%	
Accrued investment income	62	68	72	86	68	-9%	62	68	-9%	
Other liabilities, net	(1,756)	(2,481)	(2,474)	(2,019)	(1,413)	24%	(1,756)	(1,413)	24%	
Total segregated funds net assets	175,094	177,509	179,441	172,937	154,606	13%	175,094	154,606	13%	

Composition of segregated funds net assets:

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Held by policyholders	174,301	176,648	178,583	172,048	153,863	13%	174,301	153,863	13%	
Held by the Company	484	526	561	571	447	8%	484	447	8%	
Held by other contract holders	309	335	297	318	296	4%	309	296	4%	
Total segregated funds net assets	175,094	177,509	179,441	172,937	154,606	13%	175,094	154,606	13%	

Consolidated Statements of Changes in Segregated Funds Net Assets

Additions	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Deposits from policyholders	8,888	8,545	10,751	7,879	7,705	15%	28,184	25,408	11%	33,287
Net realized and unrealized investment gains	2,028	6,055	2,375	6,125	3,986	-49%	10,458	5,738	82%	11,863
Interest and dividends	942	1,335	993	3,905	960	-2%	3,270	2,647	24%	6,552
Net transfers from general fund	227	158	150	113	86	164%	535	319	68%	432
Total additions	12,085	16,093	14,269	18,022	12,737	-5%	42,447	34,112	24%	52,134
Deductions	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Payments to policyholders	4,935	5,058	5,537	5,012	4,187	18%	15,530	12,662	23%	17,674
Management and administrative fees	679	662	654	693	586	16%	1,995	1,714	16%	2,407
Currency revaluation	8,886	12,305	1,574	(6,014)	262	nm	22,765	5,491	315%	(523)
Total deductions	14,500	18,025	7,765	(309)	5,035	188%	40,290	19,867	103%	19,558
Net (deduction) addition to segregated funds for the period	(2,415)	(1,932)	6,504	18,331	7,702	-	2,157	14,245	-85%	32,576
Segregated funds net assets, beginning of period	177,509	179,441	172,937	154,606	146,904	21%	172,937	140,361	23%	140,361
Segregated funds net assets, end of period	175,094	177,509	179,441	172,937	154,606	13%	175,094	154,606	13%	172,937

CONSOLIDATED SOURCE OF EARNINGS

(Canadian \$ in millions, unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Source of Earnings ¹										
Expected profit from in-force business	820	818	803	770	760	8%	2,441	2,254	8%	3,024
Impact of new business	(68)	(60)	(66)	(56)	(62)	10%	(194)	(162)	20%	(218)
Experience gains ²	488	339	345	379	384	27%	1,172	1,027	14%	1,406
Management actions and changes in assumptions	(31)	(36)	(56)	31	5	-	(123)	39	-	70
Earnings on surplus funds	283	367	305	265	238	19%	955	748	28%	1,013
Other	(25)	15	10	43	11	-	-	13	-100%	56
Income before income taxes	1,467	1,443	1,341	1,432	1,336	10%	4,251	3,919	8%	5,351
Income taxes	(397)	(341)	(355)	(332)	(362)	10%	(1,093)	(1,034)	6%	(1,366)
Net income attributed to shareholders	1,070	1,102	986	1,100	974	10%	3,158	2,885	9%	3,985

¹ Per OSFI instructions, the Source of Earnings amounts denominated in foreign currencies are translated at the prior quarter's balance sheet rate. 'Experience gains' includes the adjustment to get to the income statement rate.

² Management Basis SOE reporting used in this supplementary information package is consistent with OSFI SOE guidelines with the exception that 'experience gains' includes the full impact on reported income from changes to the segregated fund guarantee reserves due to investment market performance. Under OSFI SOE guidelines the component of this reserve change related to changes in CTE level would be reported as a valuation basis change.

Glossary

Expected profit from in-force business	Formula-driven release of PfADS (Provisions for Adverse Deviations) on the non-fee businesses and expected profit on fee businesses.
Impact of new business	For non-fee income businesses, the capitalized value of future profits less PfADS in respect of new business. For fee income businesses, the non-capitalized acquisition expenses.
Experience gains	Earnings impact of any differences between actual experience in the current period relative to expected experience implicit in the actuarial liabilities, and differences in current period fee income due to market performance.
Management actions and changes in assumptions	Earnings impact of: -management initiated actions in the period that generate a non-recurring current period impact -changes in methods and assumptions that impact actuarial liabilities or other liabilities -integration expenses from JHF acquisition that flow to income
Earnings on surplus funds	Actual investment returns on the Company's surplus (shareholders' equity).
Other	Earnings items not included in any other line of the SOE, including minority interests.
Income taxes	Tax charges to income, consistent with the amount on the statement of operations.

U.S. INSURANCE

(Unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
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Statements of Operations - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Revenue										
Premium income	1,238	1,184	1,117	1,335	1,181	5%	3,539	3,504	1%	4,839
Investment income	648	663	632	684	645	0%	1,943	1,946	0%	2,630
Other revenue	146	141	144	140	134	9%	431	402	7%	542
Subtotal revenue	2,032	1,988	1,893	2,159	1,960	4%	5,913	5,852	1%	8,011
Realized/ unrealized gains (losses) on invested assets supporting policy liabilities ¹	455	(564)	5	-	-	-	(104)	-	-	-
Total revenue	2,487	1,424	1,898	2,159	1,960	27%	5,809	5,852	-1%	8,011
Policy benefits and expenses										
Policyholder benefits ¹	1,803	704	1,297	1,434	1,298	39%	3,804	3,902	-3%	5,336
General expenses	143	142	135	147	130	10%	420	391	7%	538
Investment expenses	30	29	28	33	23	30%	87	76	14%	109
Commissions	283	267	226	283	250	13%	776	772	1%	1,055
Other	30	36	29	39	33	-9%	95	109	-13%	148
Total policy benefits and expenses	2,289	1,178	1,715	1,936	1,734	32%	5,182	5,250	-1%	7,186
Income before income taxes	198	246	183	223	226	-12%	627	602	4%	825
Income taxes	(66)	(83)	(62)	(75)	(75)	-12%	(211)	(201)	5%	(276)
Net income attributed to shareholders	132	163	121	148	151	-13%	416	401	4%	549

¹ For assets supporting policy liabilities, the impact of realized/ unrealized gains (losses) on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

Source of Earnings - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Expected profit from in-force business	130	125	127	121	125	4%	382	369	4%	490
Impact of new business	(9)	(4)	(17)	-	(5)	80%	(30)	(7)	329%	(7)
Experience gains	15	66	(22)	38	43	-65%	59	69	-14%	107
Management actions and changes in assumptions	12	-	22	5	(2)	-	34	1	nm	6
Earnings on surplus funds	67	67	68	57	57	18%	202	171	18%	228
Other	(17)	(8)	5	2	8	-	(20)	(1)	nm	1
Income before income taxes	198	246	183	223	226	-12%	627	602	4%	825
Income taxes	(66)	(83)	(62)	(75)	(75)	-12%	(211)	(201)	5%	(276)
Net income attributed to shareholders	132	163	121	148	151	-13%	416	401	4%	549

Premiums and Deposits - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Premiums	1,238	1,184	1,117	1,335	1,181	5%	3,539	3,504	1%	4,839
Segregated fund deposits	298	260	293	273	258	16%	851	807	5%	1,080
Total premiums and deposits	1,536	1,444	1,410	1,608	1,439	7%	4,390	4,311	2%	5,919

Funds Under Management - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
General fund	44,694	43,454	43,237	41,770	41,385	8%	44,694	41,385	8%	41,770
Segregated funds	11,699	11,446	11,005	10,798	10,320	13%	11,699	10,320	13%	10,798
Total funds under management	56,393	54,900	54,242	52,568	51,705	9%	56,393	51,705	9%	52,568

Canadian \$ in millions - Summary Statements of Operations and Key Metrics

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Revenue	2,599	1,565	2,222	2,458	2,198	18%	6,386	6,626	-4%	9,084
Total policy benefits and expenses	2,391	1,295	2,008	2,205	1,945	23%	5,694	5,944	-4%	8,149
Net income attributed to shareholders	138	179	142	168	169	-18%	459	454	1%	622
Total premiums and deposits	1,605	1,585	1,652	1,831	1,614	-1%	4,842	4,882	-1%	6,713
Total funds under management	56,184	58,380	62,537	61,258	57,665	-3%	56,184	57,665	-3%	61,258

U.S. INSURANCE - JOHN HANCOCK LIFE

(Unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
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Statements of Operations - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Revenue										
Premium income	886	840	791	997	867	2%	2,517	2,592	-3%	3,589
Investment income	531	526	514	540	525	1%	1,571	1,594	-1%	2,134
Other revenue	143	138	140	136	132	8%	421	394	7%	530
Subtotal revenue	1,560	1,504	1,445	1,673	1,524	2%	4,509	4,580	-2%	6,253
Realized/ unrealized gains (losses) on invested assets supporting policy liabilities ¹	253	(277)	59	-	-	-	35	-	-	-
Total revenue	1,813	1,227	1,504	1,673	1,524	19%	4,544	4,580	-1%	6,253
Policy benefits and expenses										
Policyholder benefits ¹	1,286	681	1,050	1,105	990	30%	3,017	3,017	0%	4,122
General expenses	103	99	96	104	94	10%	298	285	5%	389
Investment expenses	25	24	23	24	19	32%	72	63	14%	87
Commissions	226	213	171	230	199	14%	610	630	-3%	860
Other	23	28	23	32	25	-8%	74	86	-14%	118
Total policy benefits and expenses	1,663	1,045	1,363	1,495	1,327	25%	4,071	4,081	0%	5,576
Income before income taxes	150	182	141	178	197	-24%	473	499	-5%	677
Income taxes	(50)	(62)	(47)	(60)	(66)	-24%	(159)	(168)	-5%	(228)
Net income attributed to shareholders ²	100	120	94	118	131	-24%	314	331	-5%	449

¹ For assets supporting policy liabilities, the impact of realized/ unrealized gains (losses) on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

² Decrease year over year primarily driven by less favourable mortality gains and the impact of lower interest rates partially offset by favourable private equity and real estate investment performance.

Sales - U.S. \$ in millions

New annualized premiums	197	201	148	205	168	17%	546	543	1%	748
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Premiums and Deposits - U.S. \$ in millions

Premiums	886	840	791	997	867	2%	2,517	2,592	-3%	3,589
Segregated fund deposits	260	224	256	236	221	18%	740	698	6%	934
Total premiums and deposits	1,146	1,064	1,047	1,233	1,088	5%	3,257	3,290	-1%	4,523

Funds Under Management - U.S. \$ in millions

General fund	35,762	34,994	34,804	34,107	33,910	5%	35,762	33,910	5%	34,107
Segregated funds	11,163	10,952	10,540	10,367	9,922	13%	11,163	9,922	13%	10,367
Total funds under management	46,925	45,946	45,344	44,474	43,832	7%	46,925	43,832	7%	44,474

Changes in General and Segregated Funds Under Management - U.S. \$ in millions

Beginning balance	45,946	45,344	44,474	43,832	42,923	7%	44,474	42,730	4%	42,730
Fair value adjustment- January 1, 2007	-	-	217	-	-	-	217	-	-	-
Premiums and deposits	1,146	1,064	1,047	1,233	1,088	5%	3,257	3,290	-1%	4,523
Investment income ³	973	675	769	1,093	877	11%	2,417	2,192	10%	3,285
Benefits and withdrawals	(849)	(828)	(841)	(913)	(891)	-5%	(2,518)	(2,562)	-2%	(3,475)
Other ⁴	(291)	(309)	(322)	(771)	(165)	76%	(922)	(1,818)	-49%	(2,589)
Ending balance	46,925	45,946	45,344	44,474	43,832	7%	46,925	43,832	7%	44,474

³ Investment income consists of gross investment income for the general fund and interest, dividends and net realized and unrealized gains and losses for the segregated funds.

⁴ Other is comprised of all changes to the statement of operations and the balance sheet that are not specifically identified in the roll forward. These include general expenses, investment expenses, taxes, changes in receivables and payables, transfers to/from other Business Units and changes in allocated capital.

Canadian \$ in millions - Key Metrics

Net income attributed to shareholders	104	132	110	134	146	-29%	346	375	-8%	509
Sales	206	221	173	234	188	10%	600	615	-2%	849
Total premiums and deposits	1,198	1,165	1,228	1,404	1,221	-2%	3,591	3,727	-4%	5,131
Total funds under management	46,753	48,859	52,279	51,825	48,885	-4%	46,753	48,885	-4%	51,825

U.S. INSURANCE - JOHN HANCOCK LONG TERM CARE

(Unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
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Statements of Operations - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Revenue										
Premium income	352	344	326	338	314	12%	1,022	912	12%	1,250
Investment income	117	137	118	144	120	-3%	372	352	6%	496
Other revenue	3	3	4	4	2	50%	10	8	25%	12
Subtotal revenue	472	484	448	486	436	8%	1,404	1,272	10%	1,758
Realized/ unrealized gains (losses) on invested assets supporting policy liabilities ¹	202	(287)	(54)	-	-	-	(139)	-	-	-
Total revenue	674	197	394	486	436	55%	1,265	1,272	-1%	1,758
Policy benefits and expenses										
Policyholder benefits ¹	517	23	247	329	308	68%	787	885	-11%	1,214
General expenses	40	43	39	43	36	11%	122	106	15%	149
Investment expenses	5	5	5	9	4	25%	15	13	15%	22
Commissions	57	54	55	53	51	12%	166	142	17%	195
Other	7	8	6	7	8	-13%	21	23	-9%	30
Total policy benefits and expenses	626	133	352	441	407	54%	1,111	1,169	-5%	1,610
Income before income taxes	48	64	42	45	29	66%	154	103	50%	148
Income taxes	(16)	(21)	(15)	(15)	(9)	78%	(52)	(33)	58%	(48)
Net income attributed to shareholders²	32	43	27	30	20	60%	102	70	46%	100

¹ For assets supporting policy liabilities, the impact of realized/ unrealized gains (losses) on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

² Year over year increase due to favourable investment results from private equity and real estate performance, partially offset by the impact of lower interest rates and unfavourable claims experience.

Sales - U.S. \$ in millions

New annualized premiums	43	58	46	48	38	13%	147	111	32%	159
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Premiums and Deposits - U.S. \$ in millions

Premiums	352	344	326	338	314	12%	1,022	912	12%	1,250
Segregated fund deposits	38	36	37	37	37	3%	111	109	2%	146
Total premiums and deposits	390	380	363	375	351	11%	1,133	1,021	11%	1,396

Funds Under Management - U.S. \$ in millions

General fund	8,932	8,460	8,433	7,663	7,475	19%	8,932	7,475	19%	7,663
Segregated funds	536	494	465	431	398	35%	536	398	35%	431
Total funds under management	9,468	8,954	8,898	8,094	7,873	20%	9,468	7,873	20%	8,094

Changes in General and Segregated Funds Under Management - U.S. \$ in millions

Beginning balance	8,954	8,898	8,094	7,873	7,535	19%	8,094	6,914	17%	6,914
Fair value adjustment- January 1, 2007	-	-	514	-	-	-	514	-	-	-
Premiums and deposits	390	380	363	375	351	11%	1,133	1,021	11%	1,396
Investment income (loss) ³	330	(152)	71	150	134	146%	249	365	-32%	515
Benefits and withdrawals	(95)	(102)	(89)	(135)	(131)	-27%	(286)	(377)	-24%	(512)
Other ⁴	(111)	(70)	(55)	(169)	(16)	594%	(236)	(50)	372%	(219)
Ending balance	9,468	8,954	8,898	8,094	7,873	20%	9,468	7,873	20%	8,094

³ Investment income consists of gross investment income (loss) for the general fund and interest, dividends and net realized and unrealized gains and losses for the segregated funds.

⁴ Other is comprised of all changes to the statement of operations and the balance sheet that are not specifically identified in the roll forward. These include general expenses, investment expenses, taxes, changes in receivables and payables, transfers to/from other Business Units and changes in allocated capital.

Canadian \$ in millions - Key Metrics

Net income attributed to shareholders	34	47	32	34	23	48%	113	79	43%	113
Sales	45	63	54	54	43	5%	162	126	29%	180
Total premiums and deposits	407	420	424	427	393	4%	1,251	1,155	8%	1,582
Funds under management	9,431	9,521	10,258	9,433	8,780	7%	9,431	8,780	7%	9,433

U.S. WEALTH MANAGEMENT
(Unaudited)



	2007	2007	2007	2006	2006	2007 Q3	YTD	YTD	YTD 2007	Fiscal
	Q3	Q2	Q1	Q4	Q3	vs.	2007	2006	vs.	2006
						2006 Q3			YTD 2006	

Statements of Operations - U.S. \$ in millions

Revenue										
Premium income	1,028	900	762	829	798	29%	2,690	2,469	9%	3,298
Investment income	513	554	549	639	633	-19%	1,616	1,881	-14%	2,520
Other revenue	647	637	594	573	534	21%	1,878	1,554	21%	2,127
Subtotal revenue	2,188	2,091	1,905	2,041	1,965	11%	6,184	5,904	5%	7,945
Realized/ unrealized gains (losses) on invested assets supporting policy liabilities and consumer notes ^{1,2}	63	(176)	69	-	-	-	(44)	-	-	-
Total revenue	2,251	1,915	1,974	2,041	1,965	15%	6,140	5,904	4%	7,945
Policy benefits and expenses										
Policyholder benefits ¹	1,242	1,079	998	1,132	1,103	13%	3,319	3,302	1%	4,434
General expenses	186	185	177	183	165	13%	548	509	8%	692
Investment expenses	117	113	110	109	98	19%	340	291	17%	400
Commissions	288	266	235	225	213	35%	789	661	19%	886
Other ²	63	(21)	52	31	38	66%	94	108	-13%	139
Total policy benefits and expenses	1,896	1,622	1,572	1,680	1,617	17%	5,090	4,871	4%	6,551
Income before income taxes	355	293	402	361	348	2%	1,050	1,033	2%	1,394
Income taxes	(98)	(80)	(117)	(98)	(98)	0%	(295)	(294)	0%	(392)
Net income attributed to shareholders	257	213	285	263	250	3%	755	739	2%	1,002

¹ For assets supporting policy liabilities, the impact of realized/ unrealized gains (losses) on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

² For assets supporting consumer notes, the impact of realized/ unrealized gains (losses) on the assets is offset in interest expense, included in Other.

Source of Earnings - U.S. \$ in millions

Expected profit from in-force business	249	236	229	213	201	24%	714	581	23%	794
Impact of new business	(30)	(33)	(30)	(50)	(32)	-6%	(93)	(95)	-2%	(145)
Experience gains	75	11	116	129	98	-23%	202	325	-38%	454
Management actions and changes in assumptions	-	18	9	-	-	-	27	-	-	-
Earnings on surplus funds	69	69	69	68	67	3%	207	201	3%	269
Other	(8)	(8)	9	1	14	-	(7)	21	-	22
Income before income taxes	355	293	402	361	348	2%	1,050	1,033	2%	1,394
Income taxes	(98)	(80)	(117)	(98)	(98)	0%	(295)	(294)	0%	(392)
Net income attributed to shareholders	257	213	285	263	250	3%	755	739	2%	1,002

Premiums and Deposits - U.S. \$ in millions

Premiums	1,028	900	762	829	798	29%	2,690	2,469	9%	3,298
Segregated fund deposits	5,250	5,231	5,525	4,676	5,098	3%	16,006	15,286	5%	19,962
Mutual fund deposits	1,712	1,766	1,722	1,488	1,728	-1%	5,200	5,415	-4%	6,903
Other fund deposits	135	157	223	221	185	-27%	515	706	-27%	927
Total premiums and deposits	8,125	8,054	8,232	7,214	7,809	4%	24,411	23,876	2%	31,090

Funds Under Management - U.S. \$ in millions

General fund	36,645	37,031	37,314	38,570	39,646	-8%	36,645	39,646	-8%	38,570
Segregated funds	110,529	106,757	100,250	96,344	89,366	24%	110,529	89,366	24%	96,344
Mutual funds	30,972	31,604	30,567	30,464	29,048	7%	30,972	29,048	7%	30,464
Other funds	3,750	3,754	3,480	3,396	3,162	19%	3,750	3,162	19%	3,396
Total funds under management	181,896	179,146	171,611	168,774	161,222	13%	181,896	161,222	13%	168,774

Canadian \$ in millions - Summary Statements of Operations and Key Metrics

Revenue	2,354	2,101	2,313	2,327	2,202	7%	6,768	6,684	1%	9,011
Total policy benefits and expenses	1,983	1,781	1,841	1,915	1,812	9%	5,604	5,516	2%	7,431
Net income attributed to shareholders	268	234	335	300	280	-4%	837	836	0%	1,136
Total premiums and deposits	8,494	8,839	9,646	8,213	8,756	-3%	26,979	27,054	0%	35,267
Total funds under management	181,222	190,505	197,853	196,672	179,810	1%	181,222	179,810	1%	196,672

U.S. WEALTH MANAGEMENT - JOHN HANCOCK VARIABLE ANNUITIES

(Unaudited)



	2007	2007	2007	2006	2006	2007 Q3	YTD	YTD	YTD 2007	Fiscal
	Q3	Q2	Q1	Q4	Q3	vs.	2007	2006	vs.	2006
						2006 Q3			YTD 2006	

Statements of Operations - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Revenue										
Premium income ¹	466	391	228	160	141	230%	1,085	416	161%	576
Investment income	19	16	12	10	12	58%	47	37	27%	47
Other revenue	348	337	311	304	277	26%	996	798	25%	1,102
Subtotal revenue	833	744	551	474	430	94%	2,128	1,251	70%	1,725
Realized/ unrealized (losses) gains on invested assets supporting policy liabilities ²	-	(3)	2	-	-	-	(1)	-	-	-
Total revenue	833	741	553	474	430	94%	2,127	1,251	70%	1,725
Policy benefits and expenses										
Policyholder benefits ²	379	313	193	141	123	208%	885	311	185%	452
General expenses	69	69	61	63	58	19%	199	184	8%	247
Investment expenses	38	37	34	34	31	23%	109	91	20%	125
Commissions	180	163	127	128	115	57%	470	371	27%	499
Other	-	-	1	1	-	-	1	-	-	1
Total policy benefits and expenses	666	582	416	367	327	104%	1,664	957	74%	1,324
Income before income taxes	167	159	137	107	103	62%	463	294	57%	401
Income taxes	(50)	(50)	(35)	(28)	(30)	67%	(135)	(84)	61%	(112)
Net income attributed to shareholders ³	117	109	102	79	73	60%	328	210	56%	289

¹ Premium increases are related to the segregated funds dollar cost averaging program.

² For assets supporting policy liabilities, the impact of realized/ unrealized (losses) gains on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

³ Increase year over year primarily attributable to higher fee income driven by the increase in average assets and the impact of updating acquisition cost amortization schedules.

Sales/Premiums and Deposits - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Premiums	466	391	228	160	141	230%	1,085	416	161%	576
Segregated fund deposits	2,513	2,414	1,929	2,052	1,900	32%	6,856	6,487	6%	8,539
Total premiums and deposits	2,979	2,805	2,157	2,212	2,041	46%	7,941	6,903	15%	9,115

Funds Under Management - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
General fund	1,055	823	569	532	280	277%	1,055	280	277%	532
Segregated funds	53,819	51,661	48,599	47,184	43,791	23%	53,819	43,791	23%	47,184
Total funds under management	54,874	52,484	49,168	47,716	44,071	25%	54,874	44,071	25%	47,716

Changes in General and Segregated Funds Under Management - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Beginning balance	52,484	49,168	47,716	44,071	41,869	25%	47,716	38,709	23%	38,709
Fair value adjustment- January 1, 2007	-	-	(4)	-	-	-	(4)	-	-	-
Premiums and deposits	2,979	2,805	2,157	2,212	2,041	46%	7,941	6,903	15%	9,115
Investment income ⁴	1,043	2,207	888	2,664	1,359	-23%	4,138	2,392	73%	5,056
Withdrawals	(1,474)	(1,528)	(1,309)	(1,281)	(1,097)	34%	(4,311)	(3,220)	34%	(4,501)
Other ⁵	(158)	(168)	(280)	50	(101)	56%	(606)	(713)	-15%	(663)
Ending balance	54,874	52,484	49,168	47,716	44,071	25%	54,874	44,071	25%	47,716

⁴ Investment income consists of gross investment income for the general fund and interest, dividends and net realized and unrealized gains and losses for the segregated funds.

⁵ Other is comprised of all changes to the statement of operations and the balance sheet that are not specifically identified in the roll forward. These include general expenses, investment expenses, taxes, changes in receivables and payables, transfers to/from other Business Units and changes in allocated capital.

Canadian \$ in millions - Key Metrics

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Net income attributed to shareholders	122	121	119	90	82	49%	362	238	52%	328
Total sales/premiums and deposits	3,115	3,078	2,528	2,518	2,289	36%	8,721	7,820	12%	10,338
Total funds under management	54,670	55,812	56,687	55,603	49,152	11%	54,670	49,152	11%	55,603

U.S. WEALTH MANAGEMENT - JOHN HANCOCK RETIREMENT PLAN SERVICES

(Unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
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Statements of Operations - U.S. \$ in millions

Revenue										
Premium income	31	33	42	34	39	-21%	106	125	-15%	159
Investment income	21	19	19	18	14	50%	59	39	51%	57
Other revenue	179	176	164	158	146	23%	519	426	22%	584
Subtotal revenue	231	228	225	210	199	16%	684	590	16%	800
Realized/ unrealized (losses) gains on invested assets supporting policy liabilities ¹	(1)	(2)	2	-	-	-	(1)	-	-	-
Total revenue	230	226	227	210	199	16%	683	590	16%	800
Policy benefits and expenses										
Policyholder benefits ¹	31	26	30	20	31	0%	87	82	6%	102
General expenses	55	53	55	55	50	10%	163	147	11%	202
Investment expenses	34	33	34	30	27	26%	101	83	22%	113
Commissions	55	54	55	51	47	17%	164	139	18%	190
Other	2	1	1	-	1	100%	4	3	33%	3
Total policy benefits and expenses	177	167	175	156	156	13%	519	454	14%	610
Income before income taxes	53	59	52	54	43	23%	164	136	21%	190
Income taxes	(11)	(16)	(10)	(12)	(11)	0%	(37)	(37)	0%	(49)
Net income attributed to shareholders ²	42	43	42	42	32	31%	127	99	28%	141

¹ For assets supporting policy liabilities, the impact of realized/ unrealized (losses) gains on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

² Increase year over year primarily attributable to higher fee income driven by the increase in average assets.

Sales - U.S. \$ in millions

New annualized premium sales	195	190	297	299	194	1%	682	683	0%	982
Single premium sales	800	835	1,281	962	957	-16%	2,916	2,879	1%	3,841

Premiums and Deposits - U.S. \$ in millions

Premiums	31	33	42	34	39	-21%	106	125	-15%	159
Segregated fund deposits	2,726	2,777	3,496	2,577	3,193	-15%	8,999	8,748	3%	11,325
Total premiums and deposits	2,757	2,810	3,538	2,611	3,232	-15%	9,105	8,873	3%	11,484

Funds Under Management - U.S. \$ in millions

General fund	1,212	1,131	1,062	1,086	1,024	18%	1,212	1,024	18%	1,086
Segregated funds	52,400	50,644	47,305	44,787	41,287	27%	52,400	41,287	27%	44,787
Total funds under management	53,612	51,775	48,367	45,873	42,311	27%	53,612	42,311	27%	45,873

Changes in General and Segregated Funds Under Management - U.S. \$ in millions

Beginning balance	51,775	48,367	45,873	42,311	39,371	32%	45,873	35,736	28%	35,736
Fair value adjustment- January 1, 2007	-	-	3	-	-	-	3	-	-	-
Premiums and deposits	2,757	2,810	3,538	2,611	3,232	-15%	9,105	8,873	3%	11,484
Investment income ³	1,007	2,371	981	2,729	1,159	-13%	4,359	2,255	93%	4,984
Withdrawals	(1,948)	(1,798)	(1,997)	(1,819)	(1,466)	33%	(5,743)	(4,437)	29%	(6,256)
Other ⁴	21	25	(31)	41	15	40%	15	(116)	-	(75)
Ending balance	53,612	51,775	48,367	45,873	42,311	27%	53,612	42,311	27%	45,873

³ Investment income consists of gross investment income for the general fund and interest, dividends and net realized and unrealized gains and losses for the segregated funds.

⁴ Other is comprised of all changes to the statement of operations and the balance sheet that are not specifically identified in the roll forward. These include general expenses, investment expenses, taxes, changes in receivables and payables, transfers to/from other Business Units and changes in allocated capital.

Canadian \$ in millions - Key Metrics

Net income attributed to shareholders	43	48	49	48	36	19%	140	112	25%	160
Sales - New annualized premiums	204	209	348	340	217	-6%	761	776	-2%	1,116
Sales - Single premiums	837	916	1,501	1,096	1,073	-22%	3,254	3,266	0%	4,362
Total premiums and deposits	2,882	3,084	4,145	2,974	3,622	-20%	10,111	10,055	1%	13,029
Total funds under management	53,415	55,059	55,763	53,455	47,191	13%	53,415	47,191	13%	53,455

U.S. WEALTH MANAGEMENT - JOHN HANCOCK MUTUAL FUNDS

(Unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
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Statements of Operations - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Revenue										
Investment income	2	1	2	2	3	-33%	5	7	-29%	9
Other revenue	111	114	110	106	100	11%	335	296	13%	402
Total revenue	113	115	112	108	103	10%	340	303	12%	411
Policy benefits and expenses										
General expenses	39	38	38	37	32	22%	115	100	15%	137
Investment expenses	24	23	21	19	19	26%	68	55	24%	74
Commissions	40	40	40	36	33	21%	120	101	19%	137
Total policy benefits and expenses	102	101	99	92	84	21%	302	256	18%	348
Income before income taxes	11	14	13	16	19	-42%	38	47	-19%	63
Income taxes	(4)	(5)	(5)	(6)	(7)	-43%	(14)	(17)	-18%	(23)
Net income attributed to shareholders¹	7	9	8	10	12	-42%	24	30	-20%	40

¹ Decrease year over year due to higher expenses including structuring fee on new closed fund.

Deposits - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Mutual fund deposits	1,712	1,766	1,722	1,488	1,728	-1%	5,200	5,415	-4%	6,903
Other fund deposits ²	135	149	213	178	135	0%	497	504	-1%	682
Total deposits	1,847	1,915	1,935	1,666	1,863	-1%	5,697	5,919	-4%	7,585

² Other fund deposits include College Savings (529 plan) and Private Managed Accounts.

Funds Under Management - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
General fund	45	41	39	82	67	-33%	45	67	-33%	82
Mutual funds	30,972	31,604	30,567	30,464	29,048	7%	30,972	29,048	7%	30,464
Other funds ³	3,750	3,754	3,480	3,396	3,162	19%	3,750	3,162	19%	3,396
Total funds under management	34,767	35,399	34,086	33,942	32,277	8%	34,767	32,277	8%	33,942

³ Other funds include College Savings (529 plan) and Private Managed Accounts.

Changes in General, Mutual and Other Funds Under Management - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Beginning balance	35,399	34,086	33,942	32,277	30,498	16%	33,942	29,010	17%	29,010
Deposits	1,847	1,915	1,935	1,666	1,863	-1%	5,697	5,919	-4%	7,585
Investment (loss) income ⁴	(466)	1,245	(58)	1,193	1,377	-	721	1,614	-55%	2,807
Withdrawals	(1,906)	(1,718)	(1,593)	(1,106)	(1,355)	41%	(5,217)	(3,913)	33%	(5,019)
Other ⁵	(107)	(129)	(140)	(88)	(106)	1%	(376)	(353)	7%	(441)
Ending balance	34,767	35,399	34,086	33,942	32,277	8%	34,767	32,277	8%	33,942

⁴ Investment income consists of gross investment income for the general fund and interest, dividends and net realized and unrealized gains and losses for the segregated funds.

⁵ Other is comprised of all changes to the statement of operations and the balance sheet that are not specifically identified in the roll forward. These include general expenses, investment expenses, taxes, changes in receivables and payables, transfers to/from other Business Units and changes in allocated capital.

Canadian \$ in millions - Key Metrics

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Net income attributed to shareholders	8	9	10	11	13	-38%	27	34	-21%	45
Sales ⁶	1,930	2,102	2,267	1,896	2,090	-8%	6,299	6,707	-6%	8,603
Total funds under management	34,638	37,644	39,299	39,551	36,000	-4%	34,638	36,000	-4%	39,551

⁶ Sales are measured by new premiums and deposits received.

U.S. WEALTH MANAGEMENT - JOHN HANCOCK FIXED

(Unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
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Statements of Operations - U.S. \$ in millions

Revenue										
Premium income	531	476	492	635	618	-14%	1,499	1,928	-22%	2,563
Investment income	471	518	516	609	604	-22%	1,505	1,798	-16%	2,407
Other revenue	9	10	9	5	11	-18%	28	34	-18%	39
Subtotal revenue	1,011	1,004	1,017	1,249	1,233	-18%	3,032	3,760	-19%	5,009
Realized/ unrealized gains (losses) on invested assets supporting policy liabilities and consumer notes ^{1,2}	64	(171)	65	-	-	-	(42)	-	-	-
Total revenue	1,075	833	1,082	1,249	1,233	-13%	2,990	3,760	-20%	5,009
Policy benefits and expenses										
Policyholder benefits ¹	832	740	775	971	949	-12%	2,347	2,909	-19%	3,880
General expenses	23	25	23	28	25	-8%	71	78	-9%	106
Investment expenses	21	20	21	26	21	0%	62	62	0%	88
Commissions	13	9	13	10	18	-28%	35	50	-30%	60
Other ²	61	(22)	50	30	37	65%	89	105	-15%	135
Total policy benefits and expenses	950	772	882	1,065	1,050	-10%	2,604	3,204	-19%	4,269
Income before income taxes	125	61	200	184	183	-32%	386	556	-31%	740
Income taxes	(33)	(9)	(67)	(52)	(50)	-34%	(109)	(156)	-30%	(208)
Net income attributed to shareholders ³	92	52	133	132	133	-31%	277	400	-31%	532

¹ For assets supporting policy liabilities, the impact of realized/ unrealized gains (losses) on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

² For assets supporting consumer notes (SignatureNotes), the impact of realized/ unrealized gains (losses) on the assets is offset in interest expense, included in Other.

³ Year over year decrease driven by non-recurrence of favourable investment related results reported in 2006.

Sales - U.S. \$ in millions
Spread-based Products

GICs	-	-	-	2	6	-100%	-	25	-100%	27
Payout annuities	187	198	146	228	130	44%	531	516	3%	744
Fixed deferred annuities	194	123	135	145	299	-35%	452	790	-43%	935
SignatureNotes	-	8	10	43	50	-100%	18	202	-91%	245
Total spread-based sales	381	329	291	418	485	-21%	1,001	1,533	-35%	1,951

Fee-based Products

Pension participating	11	7	17	15	10	10%	35	27	30%	42
Separate accounts	6	43	104	56	5	20%	153	50	206%	106
Total fee-based sales	17	50	121	71	15	13%	188	77	144%	148

Total sales

	398	379	412	489	500	-20%	1,189	1,610	-26%	2,099
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Premiums and Deposits - U.S. \$ in millions

Premiums	531	476	492	635	618	-14%	1,499	1,928	-22%	2,563
Segregated fund deposits	11	40	100	47	5	120%	151	51	196%	98
Other fund deposits - SignatureNotes ⁴	-	8	10	43	50	-100%	18	202	-91%	245
Total premiums and deposits	542	524	602	725	673	-19%	1,668	2,181	-24%	2,906

⁴SignatureNotes is measured by sales.

Funds Under Management - U.S. \$ in millions

General fund	34,333	35,036	35,644	36,870	38,275	-10%	34,333	38,275	-10%	36,870
Segregated funds	4,310	4,452	4,346	4,373	4,288	1%	4,310	4,288	1%	4,373
Total funds under management	38,643	39,488	39,990	41,243	42,563	-9%	38,643	42,563	-9%	41,243

U.S. WEALTH MANAGEMENT - JOHN HANCOCK FIXED (CONT'D)

(Unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
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Changes in General and Segregated Funds Under Management - U.S. \$ in millions

Beginning balance	39,488	39,990	41,243	42,563	43,514	-9%	41,243	47,273	-13%	47,273
Fair value adjustment- January 1, 2007	-	-	231	-	-	-	231	-	-	-
Premiums and segregated fund deposits	542	516	592	682	623	-13%	1,650	1,979	-17%	2,661
Investment income ¹	645	424	662	759	796	-19%	1,731	2,041	-15%	2,800
Withdrawals	(1,951)	(1,374)	(1,869)	(2,121)	(1,974)	-1%	(5,194)	(5,826)	-11%	(7,947)
Other ²	(81)	(68)	(869)	(640)	(396)	-80%	(1,018)	(2,904)	-65%	(3,544)
Ending balance	38,643	39,488	39,990	41,243	42,563	-9%	38,643	42,563	-9%	41,243

¹ Investment income consists of gross investment income for the general fund and interest, dividends and net realized and unrealized gains and losses for the segregated funds.

² Other is comprised of all changes to the statement of operations and the balance sheet that are not specifically identified in the roll forward. These include general expenses, investment expenses, taxes, changes in receivables and payables, transfers to/ from other Business Units and changes in allocated capital.

Canadian \$ in millions - Key Metrics

Net income attributed to shareholders	96	56	156	150	150	-36%	308	453	-32%	603
Sales	417	416	483	558	559	-25%	1,316	1,824	-28%	2,382
Total premiums and deposits	567	575	706	824	755	-25%	1,848	2,472	-25%	3,296
Total funds under management	38,499	41,990	46,104	48,063	47,467	-19%	38,499	47,467	-19%	48,063

CANADIAN DIVISION

(Canadian \$ in millions, unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
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Statements of Operations

Revenue										
Premium income	1,522	1,556	1,506	1,523	1,472	3%	4,584	4,409	4%	5,932
Investment income	710	659	687	773	735	-3%	2,056	2,150	-4%	2,923
Other revenue	252	236	238	214	200	26%	726	584	24%	798
Subtotal revenue	2,484	2,451	2,431	2,510	2,407	3%	7,366	7,143	3%	9,653
Realized/ unrealized gains (losses) on invested assets supporting policy liabilities ¹	17	(554)	(37)	154	60	-72%	(574)	87	-	241
Total revenue	2,501	1,897	2,394	2,664	2,467	1%	6,792	7,230	-6%	9,894
Policy benefits and expenses										
Policyholder benefits ¹	1,364	852	1,466	1,754	1,603	-15%	3,682	4,648	-21%	6,402
General expenses	247	236	231	241	229	8%	714	685	4%	926
Investment expenses	67	66	65	59	51	31%	198	155	28%	214
Commissions	225	218	218	218	183	23%	661	553	20%	771
Other	131	121	120	114	110	19%	372	297	25%	411
Total policy benefits and expenses	2,034	1,493	2,100	2,386	2,176	-7%	5,627	6,338	-11%	8,724
Income before income taxes	467	404	294	278	291	60%	1,165	892	31%	1,170
Income taxes	(135)	(111)	(79)	(62)	(71)	90%	(325)	(188)	73%	(250)
Net income	332	293	215	216	220	51%	840	704	19%	920
Loss attributed to participating policyholders ²	(1)	(3)	(3)	(31)	(9)	-89%	(7)	(30)	-77%	(61)
Net income attributed to shareholders	333	296	218	247	229	45%	847	734	15%	981

¹ For assets supporting policy liabilities, the impact of realized/ unrealized gains (losses) on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

² Fiscal 2006 loss attributed to participating policyholders is primarily due to changes in actuarial methods and assumptions in Q4 and a special dividend to Manulife Canada Limited policyholders in Q2.

Source of Earnings

Expected profit from in-force business	195	170	161	177	182	7%	526	514	2%	691
Impact of new business	(16)	(5)	(2)	2	(9)	78%	(23)	(27)	-15%	(25)
Experience gains	204	125	35	49	40	410%	364	193	89%	242
Management actions and changes in assumptions	-	-	23	(8)	9	-100%	23	10	130%	2
Earnings on surplus funds	88	88	88	81	82	7%	264	245	8%	326
Other	(3)	29	(9)	8	(4)	-25%	17	(13)	-	(5)
Income before income taxes	468	407	296	309	300	56%	1,171	922	27%	1,231
Income taxes	(135)	(111)	(78)	(62)	(71)	90%	(324)	(188)	72%	(250)
Net income attributed to shareholders	333	296	218	247	229	45%	847	734	15%	981

Premiums and Deposits

Premiums	1,522	1,556	1,506	1,523	1,472	3%	4,584	4,409	4%	5,932
Segregated fund deposits	1,121	1,299	2,633	1,254	921	22%	5,053	3,365	50%	4,619
Mutual fund deposits	122	130	177	136	150	-19%	429	625	-31%	761
ASO premium equivalents	582	584	577	547	533	9%	1,743	1,678	4%	2,225
Total premiums and deposits	3,347	3,569	4,893	3,460	3,076	9%	11,809	10,077	17%	13,537

Funds Under Management

General fund	49,360	48,476	48,359	46,509	44,683	10%	49,360	44,683	10%	46,509
Segregated funds	30,829	30,692	29,631	27,448	25,210	22%	30,829	25,210	22%	27,448
Mutual funds	3,386	3,451	3,413	3,441	3,293	3%	3,386	3,293	3%	3,441
Total funds under management	83,575	82,619	81,403	77,398	73,186	14%	83,575	73,186	14%	77,398

CANADA - INDIVIDUAL INSURANCE

(Canadian \$ in millions, unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
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Statements of Operations

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Revenue										
Premium income	524	559	537	561	528	-1%	1,620	1,577	3%	2,138
Investment income	273	232	266	319	283	-4%	771	841	-8%	1,160
Other revenue	6	4	7	5	4	50%	17	14	21%	19
Subtotal revenue	803	795	810	885	815	-1%	2,408	2,432	-1%	3,317
Realized/ unrealized gains (losses) on invested assets supporting policy liabilities ¹	56	(231)	2	154	60	-7%	(173)	87	-	241
Total revenue	859	564	812	1,039	875	-2%	2,235	2,519	-11%	3,558
Policy benefits and expenses										
Policyholder benefits ¹	439	170	506	733	571	-23%	1,115	1,646	-32%	2,379
General expenses	78	76	73	79	79	-1%	227	226	0%	305
Investment expenses	18	18	18	12	14	29%	54	42	29%	54
Commissions	101	99	85	103	90	12%	285	252	13%	355
Other	18	17	18	19	17	6%	53	50	6%	69
Total policy benefits and expenses	654	380	700	946	771	-15%	1,734	2,216	-22%	3,162
Income before income taxes	205	184	112	93	104	97%	501	303	65%	396
Income taxes	(60)	(49)	(27)	(16)	(22)	173%	(136)	(47)	189%	(63)
Net income	145	135	85	77	82	77%	365	256	43%	333
Loss attributed to participating policyholders ²	(1)	(3)	(3)	(31)	(9)	-89%	(7)	(30)	-77%	(61)
Net income attributed to shareholders ³	146	138	88	108	91	60%	372	286	30%	394

¹ For assets supporting policy liabilities, the impact of realized/ unrealized gains (losses) on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

² Fiscal 2006 loss attributed to participating policyholders is primarily due to changes in actuarial methods and assumptions in Q4 and a special dividend to Manulife Canada Limited policyholders in Q2.

³ Year over year increase due to the positive impact of real estate investment performance.

Sales

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
New annualized premium sales										
Individual life	50	57	44	55	49	2%	151	133	14%	188
Affinity markets	18	18	16	17	15	20%	52	44	18%	61
Total new annualized premium sales	68	75	60	72	64	6%	203	177	15%	249
Single premium sales										
Affinity markets	44	28	33	39	36	22%	105	88	19%	127

Premiums and Deposits

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Premiums	524	559	537	561	528	-1%	1,620	1,577	3%	2,138
Segregated fund deposits	2	2	2	2	3	-33%	6	7	-14%	9
ASO premium equivalents	11	10	10	10	10	10%	31	27	15%	37
Total premiums and deposits	537	571	549	573	541	-1%	1,657	1,611	3%	2,184

Funds Under Management

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
General fund	20,047	19,690	19,636	18,397	17,785	13%	20,047	17,785	13%	18,397
Segregated funds	296	297	285	284	263	13%	296	263	13%	284
Total funds under management	20,343	19,987	19,921	18,681	18,048	13%	20,343	18,048	13%	18,681

Changes in General and Segregated Funds Under Management

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Beginning balance										
Fair value adjustment- January 1, 2007	-	-	989	-	-	-	989	-	-	-
Premiums and deposits	526	561	539	563	531	-1%	1,626	1,584	3%	2,147
Investment income ⁴	336	19	274	499	346	-3%	629	939	-33%	1,438
Benefits and withdrawals	(240)	(258)	(272)	(251)	(227)	6%	(770)	(728)	6%	(979)
Other ⁵	(266)	(256)	(290)	(178)	(179)	49%	(812)	(568)	43%	(746)
Ending balance	20,343	19,987	19,921	18,681	18,048	13%	20,343	18,048	13%	18,681

⁴ Investment income consists of gross investment income for the general fund and interest, dividends and net realized and unrealized gains and losses for the segregated funds.

⁵ Other is comprised of all changes to the statement of operations and the balance sheet that are not specifically identified in the roll forward. These include general expenses, investment expenses, taxes, changes in receivables and payables, transfers to/from other Business Units and changes in allocated capital.

CANADA - INDIVIDUAL WEALTH MANAGEMENT

(Canadian \$ in millions, unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
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Statements of Operations

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Revenue										
Premium income	109	98	78	75	92	18%	285	260	10%	335
Investment income	298	287	283	308	302	-1%	868	867	0%	1,175
Other revenue	183	172	163	156	145	26%	518	418	24%	574
Subtotal revenue	590	557	524	539	539	9%	1,671	1,545	8%	2,084
Realized/ unrealized losses on invested assets supporting policy liabilities ¹	(27)	(222)	(29)	-	-	-	(278)	-	-	-
Total revenue	563	335	495	539	539	4%	1,393	1,545	-10%	2,084
Policy benefits and expenses										
Policyholder benefits ¹	164	(49)	108	177	235	-30%	223	633	-65%	810
General expenses	58	55	53	57	49	18%	166	149	11%	206
Investment expenses	37	36	37	39	28	32%	110	86	28%	125
Commissions	91	84	99	82	60	52%	274	202	36%	284
Other	91	82	81	76	73	25%	254	187	36%	263
Total policy benefits and expenses	441	208	378	431	445	-1%	1,027	1,257	-18%	1,688
Income before income taxes	122	127	117	108	94	30%	366	288	27%	396
Income taxes	(35)	(36)	(34)	(28)	(24)	46%	(105)	(61)	72%	(89)
Net income attributed to shareholders²	87	91	83	80	70	24%	261	227	15%	307

¹ For assets supporting policy liabilities, the impact of realized/ unrealized losses on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

² Year over year increase attributable to business growth.

Sales

Sales ³	1,936	1,950	2,061	1,768	1,349	44%	5,947	4,838	23%	6,606
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³ Sales for Individual Wealth Management are measured by premiums, segregated fund deposits, mutual fund deposits and authorized bank loans and mortgages.

Premiums and Deposits

Premiums	109	98	78	75	92	18%	285	260	10%	335
Segregated fund deposits	746	830	1,054	917	487	53%	2,630	1,973	33%	2,890
Mutual fund deposits	122	130	177	136	150	-19%	429	625	-31%	761
Total premiums and deposits	977	1,058	1,309	1,128	729	34%	3,344	2,858	17%	3,986

Funds Under Management

General fund	20,147	19,459	19,397	18,982	17,848	13%	20,147	17,848	13%	18,982
Segregated funds	19,568	19,486	18,835	18,140	16,648	18%	19,568	16,648	18%	18,140
Mutual funds	3,386	3,451	3,413	3,441	3,293	3%	3,386	3,293	3%	3,441
Total funds under management	43,101	42,396	41,645	40,563	37,789	14%	43,101	37,789	14%	40,563

CANADA - INDIVIDUAL WEALTH MANAGEMENT (CONT'D)

(Canadian \$ in millions, unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
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Changes in Funds Under Management

General Fund										
Beginning balance	19,459	19,397	18,982	17,848	17,615	10%	18,982	16,814	13%	16,814
Fair value adjustment- January 1, 2007	-	-	893	-	-	-	893	-	-	-
Premiums	109	98	78	75	92	18%	285	260	10%	335
Investment income	271	65	254	308	302	-10%	590	867	-32%	1,175
Benefits and withdrawals	(275)	(324)	(326)	(334)	(290)	-5%	(925)	(924)	0%	(1,258)
Bank deposits	794	186	76	721	238	234%	1,056	1,652	-36%	2,373
Other ¹	(211)	37	(560)	364	(109)	94%	(734)	(821)	-11%	(457)
Ending balance	20,147	19,459	19,397	18,982	17,848	13%	20,147	17,848	13%	18,982

¹ Other for the general fund is comprised of all changes to the statements of operations and balance sheet that are not specifically identified in the roll forward. This includes general expenses, investment expenses, taxes, changes in receivables and payables and changes in allocated capital.

Segregated Funds										
Beginning balance	19,486	18,835	18,140	16,648	16,229	20%	18,140	16,017	13%	16,017
Deposits	746	830	1,054	917	487	53%	2,630	1,973	33%	2,890
Investment income ²	(66)	564	420	1,273	570	-	918	837	10%	2,110
Withdrawals	(455)	(598)	(652)	(560)	(515)	-12%	(1,705)	(1,813)	-6%	(2,373)
Other ³	(143)	(145)	(127)	(138)	(123)	16%	(415)	(366)	13%	(504)
Ending balance	19,568	19,486	18,835	18,140	16,648	18%	19,568	16,648	18%	18,140

Mutual Funds										
Beginning balance	3,451	3,413	3,441	3,293	3,234	7%	3,441	3,152	9%	3,152
Deposits	122	130	177	136	150	-19%	429	625	-31%	761
Investment income ²	(4)	120	56	210	67	-	172	92	87%	302
Withdrawals	(167)	(195)	(245)	(183)	(143)	17%	(607)	(531)	14%	(714)
Other ³	(16)	(17)	(16)	(15)	(15)	7%	(49)	(45)	9%	(60)
Ending balance	3,386	3,451	3,413	3,441	3,293	3%	3,386	3,293	3%	3,441

² Investment income for segregated and mutual funds includes net realized and unrealized investment gains and losses, interest and dividend revenue.

³ Other for segregated and mutual funds includes expenses and transfers to/from other Business Units.

CANADA - GROUP BUSINESSES

(Canadian \$ in millions, unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
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Statements of Operations

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Revenue										
Premium income	889	899	891	887	852	4%	2,679	2,572	4%	3,459
Investment income	139	140	138	146	150	-7%	417	442	-6%	588
Other revenue	63	60	68	53	51	24%	191	152	26%	205
Subtotal revenue	1,091	1,099	1,097	1,086	1,053	4%	3,287	3,166	4%	4,252
Realized/ unrealized losses on invested assets supporting policy liabilities ¹	(12)	(101)	(10)	-	-	-	(123)	-	-	-
Total revenue	1,079	998	1,087	1,086	1,053	2%	3,164	3,166	0%	4,252
Policy benefits and expenses										
Policyholder benefits ¹	761	731	852	844	797	-5%	2,344	2,369	-1%	3,213
General expenses	111	105	105	105	101	10%	321	310	4%	415
Investment expenses	12	12	10	8	9	33%	34	27	26%	35
Commissions	33	35	34	33	33	0%	102	99	3%	132
Other	22	22	21	19	20	10%	65	60	8%	79
Total policy benefits and expenses	939	905	1,022	1,009	960	-2%	2,866	2,865	0%	3,874
Income before income taxes										
Income taxes	(40)	(26)	(18)	(18)	(25)	60%	(84)	(80)	5%	(98)
Net income attributed to shareholders ²	100	67	47	59	68	47%	214	221	-3%	280

¹ For assets supporting policy liabilities, the impact of realized/ unrealized losses on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

² Year over year increase primarily attributable to the positive impact of real estate investment performance.

Sales

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Group Benefits ³	179	62	104	83	85	111%	345	239	44%	322
Group Savings and Retirement Solutions - new annualized premium sales	31	22	122	53	39	-21%	175	112	56%	165
Group Savings and Retirement Solutions - single premium sales	71	108	1,213	63	203	-65%	1,392	649	114%	712
Total sales	281	192	1,439	199	327	-14%	1,912	1,000	91%	1,199

³ Sales for the Group Benefits business are measured by new annualized and single premium sales, including ASO premium equivalents.

Premiums and Deposits

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Premiums	889	899	891	887	852	4%	2,679	2,572	4%	3,459
Segregated fund deposits	373	467	1,577	335	431	-13%	2,417	1,385	75%	1,720
ASO premium equivalents	571	574	567	537	523	9%	1,712	1,651	4%	2,188
Total premiums and deposits	1,833	1,940	3,035	1,759	1,806	1%	6,808	5,608	21%	7,367

Funds Under Management

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
General funds	9,166	9,327	9,326	9,130	9,050	1%	9,166	9,050	1%	9,130
Segregated funds	10,965	10,909	10,511	9,024	8,299	32%	10,965	8,299	32%	9,024
Total funds under management	20,131	20,236	19,837	18,154	17,349	16%	20,131	17,349	16%	18,154

Changes in General and Segregated Funds Under Management

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Beginning balance	20,236	19,837	18,154	17,349	16,734	21%	18,154	16,215	12%	16,215
Fair value adjustment- January 1, 2007	-	-	303	-	-	-	303	-	-	-
Premiums and deposits	1,262	1,366	2,468	1,222	1,283	-2%	5,096	3,957	29%	5,179
Investment income ⁴	69	269	300	770	463	-85%	638	848	-25%	1,618
Benefits and withdrawals	(1,006)	(1,058)	(1,058)	(981)	(933)	8%	(3,122)	(2,826)	10%	(3,807)
Other ⁵	(430)	(178)	(330)	(206)	(198)	117%	(938)	(845)	11%	(1,051)
Ending balance	20,131	20,236	19,837	18,154	17,349	16%	20,131	17,349	16%	18,154

⁴ Investment income consists of gross investment income for the general fund and interest, dividends and net realized and unrealized gains and losses for the segregated funds.

⁵ Other is comprised of all changes to the statement of operations and the balance sheet that are not specifically identified in the roll forward. These includes general expenses, investment expenses, taxes, changes in receivables and payables, transfers to/from other Business Units and changes in allocated capital.

ASIA AND JAPAN DIVISION

(Unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
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Statements of Operations - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Revenue										
Premium income	710	662	639	690	662	7%	2,011	1,898	6%	2,588
Investment income	180	173	155	204	192	-6%	508	557	-9%	761
Other revenue	198	172	130	124	112	77%	500	330	52%	454
Subtotal revenue	1,088	1,007	924	1,018	966	13%	3,019	2,785	8%	3,803
Realized/ unrealized gains on invested assets supporting policy liabilities ¹	241	81	68	-	-	-	390	-	-	-
Total revenue	1,329	1,088	992	1,018	966	38%	3,409	2,785	22%	3,803
Policy benefits and expenses										
Policyholder benefits ¹	723	520	472	496	517	40%	1,715	1,343	28%	1,839
General expenses	142	131	123	137	125	14%	396	361	10%	498
Investment expenses	9	27	8	10	7	29%	44	29	52%	39
Commissions	179	127	130	116	105	70%	436	382	14%	498
Other	23	25	19	18	16	44%	67	55	22%	73
Total policy benefits and expenses	1,076	830	752	777	770	40%	2,658	2,170	22%	2,947
Income before income taxes	253	258	240	241	196	29%	751	615	23%	856
Income taxes	(37)	(38)	(54)	(39)	(32)	16%	(129)	(129)	0%	(168)
Net income	216	220	186	202	164	32%	622	486	28%	688
Less: net income attributed to participating policyholders	-	-	3	35	3	-100%	3	6	-50%	41
Net income attributed to shareholders	216	220	183	167	161	34%	619	480	29%	647

¹ For assets supporting policy liabilities, the impact of realized/ unrealized gains on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

Source of Earnings - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Expected profit from in-force business	143	133	128	126	121	18%	404	350	15%	476
Impact of new business	(8)	(5)	(8)	2	(2)	300%	(21)	(3)	600%	(1)
Experience gains	60	86	77	35	42	43%	223	175	27%	210
Management actions and changes in assumptions	16	-	(1)	-	-	-	15	-	-	-
Earnings on surplus funds	38	43	38	29	28	36%	119	83	43%	112
Other	4	1	3	14	4	0%	8	4	100%	18
Income before income taxes	253	258	237	206	193	31%	748	609	23%	815
Income taxes	(37)	(38)	(54)	(39)	(32)	16%	(129)	(129)	0%	(168)
Net income attributed to shareholders	216	220	183	167	161	34%	619	480	29%	647

Premiums and Deposits - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Premiums	710	662	639	690	662	7%	2,011	1,898	6%	2,588
Segregated fund deposits	1,880	1,111	1,083	825	695	171%	4,074	3,352	22%	4,177
Mutual fund deposits	375	216	233	203	81	363%	824	395	109%	598
Total premiums and deposits	2,965	1,989	1,955	1,718	1,438	106%	6,909	5,645	22%	7,363

Funds Under Management - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
General fund	16,456	15,396	14,916	14,212	13,705	20%	16,456	13,705	20%	14,212
Segregated funds	19,569	16,829	15,766	14,787	13,598	44%	19,569	13,598	44%	14,787
Mutual funds	1,950	1,646	1,499	1,426	1,169	67%	1,950	1,169	67%	1,426
Other funds	3,805	3,031	2,764	1,787	1,562	144%	3,805	1,562	144%	1,787
Total funds under management	41,780	36,902	34,945	32,212	30,034	39%	41,780	30,034	39%	32,212

Canadian \$ in millions - Summary Statements of Operations and Key Metrics

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Revenue	1,391	1,191	1,164	1,156	1,086	28%	3,746	3,155	19%	4,311
Total policy benefits and expenses	1,126	908	883	882	865	30%	2,917	2,459	19%	3,341
Net income attributed to shareholders	227	242	214	191	182	25%	683	543	26%	734
Total premiums and deposits	3,102	2,182	2,291	1,957	1,611	93%	7,575	6,404	18%	8,361
Total funds under management	41,629	39,241	40,290	37,536	33,496	24%	41,629	33,496	24%	37,536

ASIA AND JAPAN - HONG KONG

(Unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
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Statements of Operations - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Revenue										
Premium income	283	265	268	281	271	4%	816	768	6%	1,049
Investment income	79	83	68	90	82	-4%	230	236	-3%	326
Other revenue	63	80	44	45	50	26%	187	129	45%	174
Subtotal revenue	425	428	380	416	403	5%	1,233	1,133	9%	1,549
Realized/ unrealized gains (losses) on invested assets supporting policy liabilities ¹	209	13	(25)	-	-	-	197	-	-	-
Total revenue	634	441	355	416	403	57%	1,430	1,133	26%	1,549
Policy benefits and expenses										
Policyholder benefits ¹	407	204	193	239	236	72%	804	649	24%	888
General expenses	38	37	37	39	32	19%	112	92	22%	131
Investment expenses	4	22	3	4	3	33%	29	17	71%	21
Commissions	45	43	42	40	38	18%	130	121	7%	161
Other	10	10	9	9	9	11%	29	27	7%	36
Total policy benefits and expenses	504	316	284	331	318	58%	1,104	906	22%	1,237
Income before income taxes	131	125	71	85	85	54%	327	227	44%	312
Income taxes	(7)	(9)	(5)	(4)	(7)	0%	(21)	(17)	24%	(21)
Net income attributed to shareholders²	124	116	66	81	78	58%	306	210	45%	291

¹ For assets supporting policy liabilities, the impact of realized/ unrealized gains (losses) on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

² Year over year increase was primarily a result of the positive impact of rising equity markets on investment income and fee income across the pension and wealth management businesses.

Sales - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Insurance										
New annualized premiums	35	34	29	38	35	0%	98	95	3%	133
Wealth Management										
Group pensions - new annualized premium sales	16	14	15	13	17	-6%	45	47	-4%	60
Group pensions - single premium sales	135	100	98	88	92	47%	333	213	56%	301
Individual Wealth Management ³	379	229	234	147	113	235%	842	616	37%	763

³ Sales for Individual Wealth Management are measured by premiums and deposits, and include mutual fund deposits, investment linked and variable annuities sales.

Premiums and Deposits - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Premiums	283	265	268	281	271	4%	816	768	6%	1,049
Segregated fund deposits	525	478	438	337	326	61%	1,441	1,056	36%	1,393
Mutual fund deposits	170	29	72	50	40	325%	271	256	6%	306
Total premiums and deposits	978	772	778	668	637	54%	2,528	2,080	22%	2,748

Funds Under Management - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
General fund	6,574	6,149	5,944	5,574	5,281	24%	6,574	5,281	24%	5,574
Segregated funds	8,029	7,030	6,267	5,892	5,239	53%	8,029	5,239	53%	5,892
Mutual funds	1,278	1,028	989	1,030	926	38%	1,278	926	38%	1,030
Other funds	3,805	3,031	2,764	1,787	1,562	144%	3,805	1,562	144%	1,787
Total funds under management	19,686	17,238	15,964	14,283	13,008	51%	19,686	13,008	51%	14,283

Number of Agents

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Number of Agents	3,444	3,364	3,416	3,547	3,426	1%	3,444	3,426	1%	3,547

ASIA AND JAPAN - HONG KONG (CONT'D)

(Unaudited)



2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
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Changes in General, Segregated, Mutual and Other Funds Under Management - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Beginning balance	17,238	15,964	14,283	13,008	12,548	37%	14,283	11,563	24%	11,563
Fair value adjustment- January 1, 2007	-	-	316	-	-	-	316	-	-	-
Premiums and deposits	978	772	778	668	637	54%	2,528	2,080	22%	2,748
Investment income ¹	1,886	955	134	904	442	327%	2,975	1,057	181%	1,961
Benefits and withdrawals	(386)	(391)	(359)	(300)	(559)	-31%	(1,136)	(1,327)	-14%	(1,627)
Other ²	(31)	(62)	812	3	(60)	-49%	720	(365)	-	(362)
Ending balance	19,686	17,238	15,964	14,283	13,008	51%	19,686	13,008	51%	14,283

¹ Investment income consists of gross investment income for the general fund and interest, dividends and net realized and unrealized gains and losses for the segregated funds.

² Other is comprised of all changes to the statement of operations and the balance sheet that are not specifically identified in the roll forward. These include general expenses, investment expenses, taxes, changes in receivables and payables, transfers to/from other Business Units and changes in allocated capital. For Q1 2007, this includes deposits on an externally managed fund which have not been included in premiums and deposits.

Canadian \$ in millions - Key Metrics

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Net income attributed to shareholders	129	127	78	93	88	47%	334	237	41%	330
Sales - Insurance	34	39	33	43	41	-17%	106	108	-2%	151
Sales - Wealth Management	554	376	407	283	249	122%	1,337	993	35%	1,276
Total premiums and deposits	1,023	847	912	762	712	44%	2,782	2,356	18%	3,118
Total funds under management	19,612	18,332	18,408	16,647	14,505	35%	19,612	14,505	35%	16,647

ASIA AND JAPAN - OTHER ASIA TERRITORIES

(Unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
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Statements of Operations - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Revenue										
Premium income	244	217	189	219	205	19%	650	563	15%	782
Investment income	71	63	57	69	65	9%	191	182	5%	251
Other revenue	26	27	26	23	16	63%	79	51	55%	74
Subtotal revenue	341	307	272	311	286	19%	920	796	16%	1,107
Realized/ unrealized gains on invested assets supporting policy liabilities ¹	35	89	83	-	-	-	207	-	-	-
Total revenue	376	396	355	311	286	31%	1,127	796	42%	1,107
Policy benefits and expenses										
Policyholder benefits ¹	223	243	224	142	174	28%	690	482	43%	624
General expenses	47	41	39	45	41	15%	127	115	10%	160
Investment expenses	3	2	2	3	2	50%	7	5	40%	8
Commissions	50	42	41	40	34	47%	133	94	41%	134
Other	9	12	8	6	6	50%	29	20	45%	26
Total policy benefits and expenses	332	340	314	236	257	29%	986	716	38%	952
Income before income taxes	45	56	41	75	29	53%	142	80	77%	155
Income taxes	(11)	(14)	(11)	(14)	(5)	120%	(35)	(23)	52%	(37)
Net income	34	43	31	61	24	40%	107	57	87%	118
Less: net income attributed to participating policyholders ²	-	-	3	35	3	-100%	3	6	-50%	41
Net income attributed to shareholders³	34	43	28	26	21	60%	104	51	103%	77

¹ For assets supporting policy liabilities, the impact of realized/ unrealized gains on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

² Q4 2006 net income attributed to participating policyholders is primarily due to changes in actuarial methods and assumptions.

³ Year over year increase was a result of positive impact of rising equity markets on investment income and fee income as well as the impact of new product launches and higher margins on repriced riders.

Sales - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Insurance										
New annualized premiums	55	44	37	41	37	49%	136	98	39%	139
Single premiums	32	31	31	28	32	0%	94	101	-7%	129
Wealth Management⁴	358	322	271	271	106	238%	951	304	213%	575

⁴ Sales for Wealth Management businesses are measured by premiums and deposits, and include mutual fund deposits, pension sales, investment linked and variable annuities sales.

Premiums and Deposits - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Premiums	244	217	189	219	205	19%	650	563	15%	782
Segregated fund deposits	176	158	140	144	84	110%	474	233	103%	377
Mutual fund deposits	205	187	161	153	41	400%	553	139	298%	292
Total premiums and deposits	625	562	490	516	330	89%	1,677	935	79%	1,451

Funds Under Management - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
General fund	5,061	4,810	4,499	3,998	3,681	37%	5,061	3,681	37%	3,998
Segregated funds	1,701	1,476	1,268	1,173	969	76%	1,701	969	76%	1,173
Mutual funds	672	618	510	396	243	177%	672	243	177%	396
Total funds under management	7,434	6,904	6,277	5,567	4,893	52%	7,434	4,893	52%	5,567

ASIA AND JAPAN - OTHER ASIA TERRITORIES

(Unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
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Changes in General, Segregated and Mutual Funds Under Management - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Beginning balance	6,904	6,277	5,567	4,893	4,607	50%	5,567	4,213	32%	4,213
Fair value adjustment- January 1, 2007	-	-	333	-	-	-	333	-	-	-
Premiums and deposits	625	562	490	516	330	89%	1,677	935	79%	1,451
Investment income ¹	268	323	218	193	136	97%	809	303	167%	496
Benefits and withdrawals	(364)	(341)	(210)	(190)	(145)	151%	(915)	(578)	58%	(768)
Other ²	1	83	(121)	155	(35)	-	(38)	20	-	175
Ending balance	7,434	6,904	6,277	5,567	4,893	52%	7,434	4,893	52%	5,567

¹ Investment income consists of gross investment income for the general fund and interest, dividends and net realized and unrealized gains and losses for the segregated funds.

² Other is comprised of all changes to the statement of operations and the balance sheet that are not specifically identified in the roll forward. These includes general expenses, investment expenses, taxes, changes in receivables and payables, receivables and payables, transfers to/from other Business Units, impact of currency changes and changes in allocated capital.

Number of Agents

	20,216	18,815	17,442	17,533	17,072	18%	20,216	17,072	18%	17,533
Number of Agents										

Canadian \$ in millions - Key Metrics

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Net income attributed to shareholders	36	47	31	30	25	44%	114	58	97%	88
Sales - Insurance	91	82	82	79	74	23%	255	225	13%	304
Sales - Wealth management	373	354	318	306	119	213%	1,045	344	204%	650
Total premiums and deposits	654	616	575	588	370	77%	1,845	1,058	74%	1,646
Total funds under management	7,410	7,341	7,238	6,483	5,458	36%	7,410	5,458	36%	6,483

ASIA AND JAPAN - JAPAN

(Unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
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Statements of Operations - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Revenue										
Premium income	183	180	182	190	186	-2%	545	567	-4%	757
Investment income	30	27	30	45	45	-33%	87	139	-37%	184
Other revenue	109	65	60	56	46	137%	234	150	56%	206
Subtotal revenue	322	272	272	291	277	16%	866	856	1%	1,147
Realized/ unrealized (losses) gains on invested assets supporting policy liabilities ¹	(3)	(21)	10	-	-	-	(14)	-	-	-
Total revenue	319	251	282	291	277	15%	852	856	0%	1,147
Policy benefits and expenses										
Policyholder benefits ¹	94	73	55	115	107	-12%	222	212	5%	327
General expenses	57	53	47	53	52	10%	157	154	2%	207
Investment expenses	2	3	3	3	2	0%	8	7	14%	10
Commissions	84	42	47	36	33	155%	173	167	4%	203
Other	4	3	2	3	1	300%	9	8	13%	11
Total policy benefits and expenses	241	174	154	210	195	24%	569	548	4%	758
Income before income taxes	78	77	128	81	82	-5%	283	308	-8%	389
Income taxes	(19)	(15)	(38)	(21)	(20)	-5%	(72)	(89)	-19%	(110)
Net income attributed to shareholders ²	59	62	90	60	62	-5%	211	219	-4%	279

¹ For assets supporting policy liabilities, the impact of realized/ unrealized (losses) gains on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

² Year over year decrease primarily due to reduced investment income arising from turbulent equity markets offset by higher margins on the repriced medical riders.

Sales - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Individual Insurance - New annualized premiums	25	20	22	28	20	25%	67	66	2%	94
Wealth Management - Variable Annuities ³	1,230	486	514	349	286	330%	2,230	2,084	7%	2,433

³ New business sales for variable annuities are measured by segregated fund deposits before front end loads.

Premiums and Deposits - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Premiums	183	180	182	190	186	-2%	545	567	-4%	757
Segregated fund deposits	1,179	475	505	344	285	314%	2,159	2,063	5%	2,407
Total premiums and deposits	1,362	655	687	534	471	189%	2,704	2,630	3%	3,164

Funds Under Management - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
General fund	4,821	4,437	4,473	4,640	4,743	2%	4,821	4,743	2%	4,640
Segregated funds	9,839	8,323	8,231	7,722	7,390	33%	9,839	7,390	33%	7,722
Total funds under management	14,660	12,760	12,704	12,362	12,133	21%	14,660	12,133	21%	12,362

ASIA AND JAPAN - JAPAN (CONT'D)

(Unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
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Changes in Funds Under Management - U.S. \$ in millions
General Fund

Beginning balance	4,437	4,473	4,640	4,743	4,869	-9%	4,640	5,759	-19%	5,759
Fair value adjustment- January 1, 2007	-	-	114	-	-	-	114	-	-	-
Premiums and deposits	183	180	182	190	186	-2%	545	567	-4%	757
Investment income	27	6	40	45	45	-40%	73	139	-47%	184
Benefits and withdrawals	(188)	(204)	(186)	(206)	(177)	6%	(578)	(661)	-13%	(867)
Other ¹	362	(18)	(317)	(132)	(180)	-	27	(1,061)	-	(1,193)
Ending balance	4,821	4,437	4,473	4,640	4,743	2%	4,821	4,743	2%	4,640

¹ Other for the general fund is comprised of all changes to the statements of operations and balance sheet that are not specifically identified in the roll forward. This includes general expenses, investment expenses, taxes, impact of currency changes, changes in receivables and payables and changes in allocated capital.

Segregated Funds

Beginning balance	8,323	8,231	7,722	7,390	7,194	16%	7,722	5,651	37%	5,651
Premiums and deposits	1,179	475	505	344	285	314%	2,159	2,063	5%	2,407
Investment income ²	(148)	196	69	217	253	-	117	123	-5%	340
Withdrawals	(93)	(129)	(121)	(114)	(76)	22%	(343)	(247)	39%	(361)
Other ³	578	(450)	56	(115)	(266)	-	184	(200)	-	(315)
Ending balance	9,839	8,323	8,231	7,722	7,390	33%	9,839	7,390	33%	7,722

² Investment income for segregated funds includes net realized and unrealized investment gains and losses, interest and dividend revenue.

³ Other for segregated funds includes expenses and the impact of currency changes.

Number of Agents

Number of agents	3,735	3,692	3,616	3,604	3,630	3%	3,735	3,630	3%	3,604
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Yen in millions - Key Metrics

Net income attributed to shareholders	6,913	7,500	10,741	7,026	7,239	-5%	25,154	25,400	-1%	32,426
Sales - Individual Insurance	2,865	2,508	2,572	3,195	2,394	20%	7,945	7,687	3%	10,882
Sales - Wealth Management	144,765	58,604	61,395	41,077	33,241	336%	264,764	241,431	10%	282,508
Total premiums and deposits	160,303	79,113	81,957	62,701	54,898	192%	321,373	304,769	5%	367,470
Total funds under management	1,685,644	1,574,526	1,493,401	1,471,453	1,431,880	18%	1,685,644	1,431,880	18%	1,471,453

REINSURANCE DIVISION

(Unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
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Statements of Operations - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Revenue										
Premium income	238	238	235	269	218	9%	711	621	14%	890
Investment income	45	43	42	46	46	-2%	130	138	-6%	184
Other revenue	5	4	5	5	4	25%	14	12	17%	17
Subtotal revenue	288	285	282	320	268	7%	855	771	11%	1,091
Realized/ unrealized gains (losses) on invested assets supporting policy liabilities ¹	25	(23)	1	-	-	-	3	-	-	-
Total revenue	313	262	283	320	268	17%	858	771	11%	1,091
Policy benefits and expenses										
Policyholder benefits ¹	213	159	183	223	152	40%	555	452	23%	675
General expenses	12	12	11	11	11	9%	35	34	3%	45
Investment expenses	-	1	1	1	-	-	2	2	0%	3
Commissions	1	1	1	-	2	-50%	3	5	-40%	5
Other	1	2	2	3	1	0%	5	5	0%	8
Total policy benefits and expenses	227	175	198	238	166	37%	600	498	20%	736
Income before income taxes	86	87	85	82	102	-16%	258	273	-5%	355
Income taxes	(28)	(24)	(26)	(22)	(26)	8%	(78)	(74)	5%	(96)
Net income attributed to shareholders²	58	63	59	60	76	-24%	180	199	-10%	259

¹ For assets supporting policy liabilities, the impact of realized/ unrealized gains (losses) on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

² Year over year decrease due to unfavourable claims experience in Life Reinsurance and Property and Casualty compared with very favourable claims experience in Q3 2006, partially offset by strong investment results.

Source of Earnings - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Expected profit from in-force business	50	49	49	54	51	-2%	148	159	-7%	213
Impact of new business	(2)	(5)	-	(5)	(8)	-75%	(7)	(12)	-42%	(17)
Experience gains	20	27	19	16	40	-50%	66	74	-11%	90
Management actions and changes in assumptions	-	-	-	-	1	-100%	-	1	-100%	1
Earnings on surplus funds	18	16	17	18	18	0%	51	52	-2%	70
Other	-	-	-	(1)	-	-	-	(1)	-	(2)
Income before income taxes	86	87	85	82	102	-16%	258	273	-5%	355
Income taxes	(28)	(24)	(26)	(22)	(26)	8%	(78)	(74)	5%	(96)
Net income attributed to shareholders	58	63	59	60	76	-24%	180	199	-10%	259

Premiums - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Life reinsurance	113	123	123	125	106	7%	359	294	22%	419
Property and Casualty reinsurance	16	15	17	19	20	-20%	48	67	-28%	86
International Group Program	109	100	95	125	92	18%	304	260	17%	385
Total premiums	238	238	235	269	218	9%	711	621	14%	890

Funds Under Management - U.S. \$ in millions

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
General fund	2,630	2,448	2,429	2,582	2,551	3%	2,630	2,551	3%	2,582

Canadian \$ in millions - Key Metrics

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Net income attributed to shareholders	59	70	69	68	86	-31%	198	226	-13%	294
Total premiums	249	262	275	307	244	2%	786	703	12%	1,010
Total funds under management	2,622	2,602	2,798	3,009	2,846	-8%	2,622	2,846	-8%	3,009

CORPORATE & OTHER

(Canadian \$ in millions, unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
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Statements of Operations

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2007 Q3 vs. 2006 Q3	YTD 2007	YTD 2006	YTD 2007 vs. YTD 2006	Fiscal 2006
Revenue										
Investment income ¹	12	37	28	145	95	-87%	77	213	-64%	358
Other revenue	66	72	80	74	62	6%	218	225	-3%	299
Realized gains on invested assets	109	135	89	-	-	-	333	-	-	-
Total revenue	187	244	197	219	157	19%	628	438	43%	657
Policy benefits and expenses										
General expenses	75	82	83	119	73	3%	240	267	-10%	386
Investment expenses	7	4	4	3	2	250%	15	(2)	-	1
Commissions	1	-	-	3	1	0%	1	2	-50%	5
Other	36	93	129	(36)	21	71%	258	23	nm	(13)
Total policy benefits and expenses	119	179	216	89	97	23%	514	290	77%	379
Income (loss) before income taxes	68	65	(19)	130	60	13%	114	148	-23%	278
Income taxes	(23)	16	27	(4)	(32)	-28%	20	(56)	-	(60)
Net income attributed to shareholders ²	45	81	8	126	28	61%	134	92	46%	218

¹ Investment income in 2006 includes amortization of deferred net realized gains.

² Year over year increase due to favourable claims experience in JH Accident and Health and gains realized on public equity holdings, partially offset by changes in actuarial methods and assumptions.

Deposits

Segregated fund deposits	-	1	32	51	-	-	33	-	-	51
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Funds Under Management

General fund	9,611	10,495	12,809	11,464	9,998	-4%	9,611	9,998	-4%	11,464
Segregated funds	2,198	2,365	2,510	2,516	2,309	-5%	2,198	2,309	-5%	2,516
Other funds	21,979	24,023	26,122	24,164	21,560	2%	21,979	21,560	2%	24,164
Total funds under management	33,788	36,883	41,441	38,144	33,867	0%	33,788	33,867	0%	38,144

Asset Information

ASSET COMPOSITION AND QUALITY - PORTFOLIO COMPOSITION


(Canadian \$ in millions, unaudited)

Invested assets	As at Q3 2007		As at Q2 2007		As at Q1 2007		As at Q4 2006		As at Q3 2006	
		%		%		%		%		%
Carrying value										
Cash and short-term securities	9,775	6 %	10,368	6 %	10,381	6 %	10,745	6 %	7,850	5 %
Bonds										
Canadian government & agency	10,809	7 %	10,959	7 %	11,325	6 %	9,965	6 %	10,092	6 %
US government & agency	7,053	4 %	7,586	5 %	8,570	5 %	8,442	5 %	8,659	5 %
Foreign governments & agency	4,621	3 %	4,805	3 %	4,903	3 %	4,684	3 %	3,818	2 %
Subtotal government bonds	22,483	14 %	23,350	15 %	24,798	14 %	23,091	14 %	22,569	13 %
Corporate	41,306	26 %	41,320	25 %	45,142	26 %	43,907	26 %	43,729	27 %
Mortgage/asset-backed securities	9,219	6 %	9,783	6 %	10,920	6 %	11,087	6 %	10,804	7 %
Subtotal bonds	73,008	46 %	74,453	46 %	80,860	46 %	78,085	46 %	77,102	47 %
Stocks	11,812	7 %	11,930	7 %	12,510	7 %	11,272	7 %	10,184	6 %
Mortgages	25,589	16 %	26,350	16 %	27,641	16 %	28,131	16 %	27,485	17 %
Private placements	21,877	14 %	22,937	14 %	24,406	14 %	25,074	15 %	23,702	15 %
Policy loans	5,770	4 %	6,052	4 %	6,417	4 %	6,413	4 %	6,076	4 %
Bank loans	2,160	1 %	2,106	1 %	2,081	1 %	2,009	1 %	1,978	1 %
Real estate	5,660	4 %	5,826	4 %	6,118	4 %	5,905	3 %	5,294	3 %
Other investments	3,377	2 %	3,510	2 %	3,621	2 %	3,530	2 %	3,512	2 %
Total invested assets	159,028	100 %	163,532	100 %	174,035	100 %	171,164	100 %	163,183	100 %
Fair value										
Cash and short-term securities	9,775	6 %	10,368	6 %	10,381	6 %	10,742	6 %	7,849	5 %
Bonds (fixed maturity)										
Canadian government & agency	10,809	7 %	10,959	7 %	11,325	6 %	11,221	6 %	11,513	7 %
US government & agency	7,053	4 %	7,586	5 %	8,570	5 %	8,442	5 %	8,717	5 %
Foreign governments & agency	4,621	3 %	4,805	3 %	4,903	3 %	4,845	3 %	3,973	2 %
Subtotal government bonds	22,483	14 %	23,350	15 %	24,798	14 %	24,508	14 %	24,203	14 %
Corporate	41,306	26 %	41,320	25 %	45,142	26 %	45,202	25 %	44,911	27 %
Mortgage/asset-backed securities	9,219	6 %	9,783	6 %	10,920	6 %	10,997	6 %	10,711	6 %
Subtotal bonds	73,008	46 %	74,453	46 %	80,860	46 %	80,707	45 %	79,825	47 %
Stocks	11,812	7 %	11,930	7 %	12,510	7 %	13,232	8 %	11,569	7 %
Mortgages	25,480	16 %	26,196	16 %	28,024	16 %	28,403	16 %	27,756	16 %
Private placements	21,752	13 %	22,626	14 %	24,369	14 %	24,877	14 %	23,413	14 %
Policy loans	5,770	4 %	6,052	4 %	6,417	4 %	6,413	4 %	6,076	4 %
Bank loans	2,197	1 %	2,167	1 %	2,173	1 %	2,094	1 %	2,003	1 %
Real estate	7,245	4 %	7,161	4 %	7,442	4 %	7,212	4 %	6,542	4 %
Other investments	4,110	3 %	4,126	2 %	4,204	2 %	4,130	2 %	4,100	2 %
Total invested assets	161,149	100 %	165,079	100 %	176,380	100 %	177,810	100 %	169,133	100 %
Deferred realized net gains										
Bonds (fixed maturity)										
Canadian government & agency	-	- %	-	- %	-	0 %	247	6 %	256	6 %
US government & agency	-	- %	-	- %	-	0 %	210	5 %	250	6 %
Foreign governments & agency	-	- %	-	- %	-	0 %	116	3 %	151	3 %
Subtotal government bonds	-	- %	-	- %	-	0 %	573	14 %	657	15 %
Corporate	-	- %	-	- %	-	0 %	1,711	38 %	1,539	36 %
Mortgage/asset-backed securities	-	- %	-	- %	-	0 %	275	6 %	289	7 %
Subtotal bonds	-	- %	-	- %	-	0 %	2,559	58 %	2,485	58 %
Stocks	-	- %	-	- %	-	0 %	1,253	28 %	1,170	28 %
Mortgages	-	- %	-	- %	-	0 %	92	2 %	96	2 %
Real estate	110	100 %	115	100 %	121	100 %	125	3 %	117	3 %
Other investments	-	- %	-	- %	-	0 %	413	9 %	380	9 %
Total invested assets	110	100 %	115	100 %	121	100 %	4,442	100 %	4,248	100 %

ASSET COMPOSITION AND QUALITY - FIXED INTEREST INVESTMENTS

(Canadian \$ in millions, unaudited)


Bond and Private Placement Portfolio Credit Quality (at carrying value)

NAIC designation	As at											
	2007 Q3		2007 Q2		2007 Q1		2006 Q4		2006 Q3			
		%		%		%		%		%		
AAA	1		21,541	23%	22,239	23%	23,213	22%	22,656	22%	23,141	23%
AA	1		20,352	21%	20,453	21%	22,490	22%	20,586	20%	18,701	19%
A	1		26,829	28%	27,399	28%	29,811	28%	29,350	29%	29,132	29%
BBB	2		22,327	24%	23,388	24%	25,566	24%	26,095	25%	25,378	25%
BB	3		2,833	3%	2,759	3%	2,927	3%	2,952	3%	2,947	3%
B & lower, and unrated	4 & below		1,003	1%	1,152	1%	1,259	1%	1,520	1%	1,505	1%
Total			94,885	100%	97,390	100%	105,266	100%	103,159	100%	100,804	100%

Bond and Private Placement Portfolio by Sector / Industry Holdings (at fair value)

	As at Q3 2007			As at Q2 2007			As at Q3 2006		
	Fair value	Investment %	grade %	Fair value	Investment %	grade %	Fair value	Investment %	grade %
Government and agency	26,062	28%	96%	27,129	28%	96%	28,208	28%	97%
Financial	19,761	21%	99%	19,724	20%	99%	20,891	20%	98%
Telecommunications	2,526	3%	91%	2,658	3%	99%	3,165	3%	96%
Utilities	12,673	13%	94%	12,716	13%	93%	13,169	13%	92%
Energy	5,718	6%	97%	5,749	6%	97%	6,266	6%	95%
Industrial	5,308	6%	96%	5,282	6%	96%	5,986	6%	94%
Securitized (ABS/MBS)	9,997	11%	99%	10,611	11%	99%	11,638	11%	99%
Consumer (non-cyclical)	5,005	5%	95%	5,228	5%	96%	5,434	5%	96%
Consumer (cyclical)	2,789	3%	90%	2,912	3%	87%	2,973	3%	83%
Basic materials	3,033	3%	83%	3,005	3%	82%	3,020	3%	85%
Technology	285	0%	100%	301	0%	100%	359	0%	100%
Media & internet	1,338	1%	95%	1,470	2%	96%	1,771	2%	89%
Diversified & miscellaneous	265	0%	98%	294	0%	98%	358	0%	99%
Total	94,760	100%	96%	97,079	100%	96%	103,238	100%	96%

Mortgage Portfolio Composition (at carrying value)

	As at 2007 Q3		As at 2007 Q2		As at 2007 Q1		As at 2006 Q4		As at 2006 Q3	
		%		%		%		%		%
Commercial										
Residential ¹	4,097	16%	4,222	16%	4,501	16%	4,471	16%	4,261	16%
Retail	5,671	22%	6,051	23%	6,392	23%	6,688	24%	6,615	24%
Office	3,806	15%	4,108	15%	4,556	16%	4,788	17%	4,842	18%
Industrial	3,201	13%	3,310	13%	3,511	13%	3,574	13%	3,500	13%
Other commercial	2,275	9%	2,292	9%	2,205	8%	2,287	8%	2,375	9%
Other mortgages	6,539	25%	6,367	24%	6,476	24%	6,323	22%	5,892	20%
Total ²	25,589	100%	26,350	100%	27,641	100%	28,131	100%	27,485	100%

¹ Includes multi-unit residential properties, such as condominiums.

² Includes government insured mortgages (\$5,618 or 22% as at September 30, 2007).

ASSET COMPOSITION AND QUALITY - IMPAIRED ASSETS AND PROVISIONS

(Canadian \$ in millions, unaudited)

Net Impaired Assets

	As at Q3 2007			As at Q2 2007			As at Q1 2007			As at Q4 2006			As at Q3 2006		
	Gross amount	Provisions	Carrying value	Gross amount	Provisions	Carrying value	Gross amount	Provisions	Carrying value	Gross amount	Provisions	Carrying value	Gross amount	Provisions	Carrying value
Loans:															
Mortgages and Other	66	30	36	111	41	70	199	65	134	187	61	126	200	48	152
Private placements	198	59	139	226	76	150	225	76	149	241	73	168	326	93	233
Sub-total	264	89	175	337	117	220	424	141	283	428	134	294	526	141	385
Other:															
Bonds	4	-	4	4	-	4	4	-	4	-	-	-	-	-	-
Other	113	-	113	80	-	80	84	-	84	99	52	47	120	61	59
Sub-total	117	-	117	84	-	84	88	-	88	99	52	47	120	61	59
Total	381	89	292	421	117	304	512	141	371	527	186	341	646	202	444

Effective January 1, 2007, as a result of changes to financial instrument accounting policies, provisions are only applicable to loans.

Net Provisions (Recoveries) and Impairments (Gains) during the Period¹

	For the three months ended					Fiscal 2006
	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	
Net impairment (recovery) during the period						
Par ²						
- Loans	(1)	(8)	4	(1)	(3)	(14)
- Other	-	-	-	(4)	10	9
Non-par ²						
- Loans	(12)	(13)	17	(9)	9	(19)
- Other ³	31	5	(6)	(18)	1	25
Total net impairment (recovery)	18	(16)	15	(32)	17	1

¹ Net impairment (recovery) includes net new provisions (recoveries) on loans and net impairments (gains on sale) on other invested assets, including those held at fair value.

² Par refers to assets backing participating policyholder liabilities.

³ 2006 Q4 includes proceeds of \$34 million from bankruptcy proceeding on WorldCom assets disposed of in prior years. The proceeds are shown as a recovery and an adjustment to disposals in 2006 Q4.

	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3
Net impaired assets as a percentage of total invested assets	0.18%	0.19%	0.21%	0.20%	0.27%

INVESTMENT INCOME
(Canadian \$ in millions, unaudited)



	Q3 2007		Q2 2007		Q1 2007		Q4 2006		Q3 2006	
	Amount	Yield	Amount	Yield	Amount	Yield	Amount	Yield	Amount	Yield
Cash and short-term securities										
Investment income	129	n/a	133	n/a	139	n/a	116	n/a	97	n/a
Bonds										
Interest income	978	5.4%	1,000	5.4%	1,028	5.3%	1,031	5.4%	1,037	5.4%
(Impairments) recoveries, net	-		-		-		32		-	
Realized gains and losses on AFS securities	3		(1)		5		-		-	
Amortization of net deferred realized gains	-		-		-		92		86	
Total	981	5.4%	999	5.4%	1,033	5.2%	1,155	6.2%	1,123	6.0%
Stock securities										
Dividend income	64	2.2%	82	2.7%	73	2.3%	75	2.9%	66	2.6%
(Impairments) recoveries, net	(9)		(3)		(4)		-		-	
Realized gains and losses on AFS securities	99		118		79		-		-	
Amortization of realized net deferred gains and move to market	-		-		-		167		139	
Total	154	5.5%	197	6.7%	148	4.6%	242	11.0%	205	9.7%
Loans										
Mortgage loans	381	6.0%	403	6.2%	400	5.8%	394	5.8%	418	6.2%
Private placements	337	6.0%	335	5.8%	352	5.8%	405	6.9%	350	6.1%
Policy loans	104	6.9%	104	6.8%	106	6.6%	106	6.7%	99	6.5%
Bank loans	38	7.5%	37	7.4%	36	7.3%	36	7.5%	36	7.4%
Total	860	6.2%	879	6.1%	894	5.9%	941	6.4%	903	6.3%
Real estate										
Rental income	90	6.4%	99	6.9%	109	7.5%	95	7.3%	90	7.2%
Amortization of realized net gains and move to market	55		47		45		43		43	
Total	145	10.8%	146	10.7%	154	11.1%	138	10.9%	133	10.9%
Other investments										
Investment income	23	n/a	84	n/a	59	n/a	117	n/a	72	n/a
Derivatives										
Investment income (loss)	(9)	n/a	(30)	n/a	(7)	n/a	0	n/a	0	n/a
Investment Income ¹	2,283	5.7%	2,408	5.7%	2,420	5.6%	2,709	6.8%	2,533	6.5%
¹ Investment income includes dividends, interest, rental income and realized gains on assets supporting surplus.										
Realized/ unrealized gains (losses) on assets supporting policy liabilities and consumer notes										
Bonds	438		(1,553)		41		-		-	
Stocks ²	194		394		145		145		50	
Loans	30		49		36		-		-	
Other investments	6		10		18		-		-	
Derivatives	166		(208)		(111)		9		10	
Total	834	n/a	(1,308)	n/a	129	n/a	154	n/a	60	n/a
² Gains (losses) on trading assets in 2006 relates to assets supporting the Canadian Equity Linked product. Q3 2007 includes (\$28) million related to these assets (Q2 2007 - \$38 million, Q1 2007 - \$25 million).										
Total investment income	3,117	7.9%	1,100	2.6%	2,549	5.9%	2,863	7.1%	2,593	6.6%
Investment expenses related to invested assets	(91)	n/a	(90)	n/a	(95)	n/a	(99)	n/a	(80)	n/a
Investment income less investment expenses	3,026	7.7%	1,010	2.4%	2,454	5.7%	2,764	6.9%	2,513	6.4%

Actuarial Liabilities Information

ACTUARIAL LIABILITIES - SEGREGATED FUND AND VARIABLE ANNUITY PRODUCT GUARANTEES

(Canadian \$, unaudited)



	\$ in billions		\$ in millions			%	
	Fund value, net of amounts reinsured ¹	Amount at risk, net of amounts reinsured ¹	Present value of guarantee fees over expected guarantee costs (A)	Actuarial liabilities ³ (B)	Recoverability margin (A+B)	CTE level ⁴	Confidence level ⁵
As at Q3 2007							
Maturity / Income Benefits	58.4	0.5					
Death Benefits ²	11.4	1.0					
Balance	69.8	1.5	2,028	425	2,453	74	93
As at Q2 2007							
Maturity / Income Benefits	56.3	0.4					
Death Benefits ²	12.2	1.0					
Balance	68.5	1.4	1,879	454	2,333	76	94
As at Q1 2007							
Maturity / Income Benefits	55.0	0.4					
Death Benefits ²	12.8	1.1					
Balance	67.8	1.5	1,788	552	2,340	77	93
As at Q4 2006							
Maturity / Income Benefits	51.2	0.4					
Death Benefits ²	12.9	1.1					
Balance	64.1	1.5	1,623	546	2,169	78	92
As at Q3 2006							
Maturity / Income Benefits	45.4	0.6					
Death Benefits ²	11.9	1.3					
Balance	57.3	1.9	1,632	472	2,104	73	92

¹ Amounts reinsured include amounts covered under stop loss treaties as well as first dollar treaties. Certain of the treaties include deductibles and claims limits.

² Death benefits include stand-alone guarantees and guarantees in excess of maturity or income guarantees where both are provided on one policy.

³ The \$29 million decrease in actuarial liabilities in Q3 2007 is due to a \$9 million decrease related to normal market movement of reserves (\$21 million strengthening before the change in the CTE level) and a \$20 million reduction related to currency.

⁴ Canadian GAAP requires that the reserve for segregated fund and variable products have a Conditional Tail Expectation ("CTE") of between 60 and 80. A reserve at the CTE (60) level covers the average cost of the top 40% of the scenarios tested with the highest net cost. A reserve at the CTE (80) level covers the average cost of the top 20% of the scenarios tested with the highest net cost. The CTE level varies across businesses and the CTE level shown is the average across all businesses.

⁵ The confidence level represents the percentage of the scenarios tested that the booked reserve covers (e.g., a 90th percentile confidence level means that the booked reserve equals or exceeds the scenario cost for 90% of the scenarios tested). The confidence level varies across businesses and the confidence level shown is the average across all businesses.

The net amount at risk is not currently payable. Guaranteed death benefits are contingent and only payable upon the eventual death of policyholders if fund values remain below guaranteed values. Maturity and income benefits are also contingent and only payable at scheduled maturity in the future, if the policyholders are still living and have not terminated their policies and fund values remain below guaranteed values.

Guaranteed benefits in a single contract are frequently a combination of death benefit and maturity or income benefits. Actuarial liabilities reflect the combined impact of the death and maturity/income benefit guarantees taking into account that, in practice, only one of the benefits will be payable.

Segregated fund guarantees are valued as U.S insurance contracts under section 4211 with the exception of certain reinsurance ceded contracts in U.S Wealth Management and reinsurance assumed contracts in Reinsurance Division that are valued as financial instruments.

ACTUARIAL LIABILITIES - WEALTH MANAGEMENT DAC BALANCES

(Canadian \$ in millions, unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3
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Change in Deferred Acquisition Costs (DAC)

Opening balance	4,498	4,659	4,538	4,274	4,221
Amount capitalized	375	366	362	316	260
Amount amortized	(207)	(207)	(203)	(208)	(195)
Currency	(218)	(320)	(38)	156	(12)
Ending balance	4,448	4,498	4,659	4,538	4,274

DAC Balances

John Hancock Variable Annuities	2,034	2,064	2,136	2,093	1,966
John Hancock Retirement Plan Services	1,027	1,072	1,137	1,114	1,037
John Hancock Mutual Funds	26	29	32	33	34
Canadian Individual Wealth Management	774	757	736	697	665
Hong Kong	206	207	212	204	188
Japan	318	310	351	346	337
Other	63	59	55	51	47
Total DAC	4,448	4,498	4,659	4,538	4,274

Funds Under Management

John Hancock Variable Annuities	54,670	55,812	56,687	55,603	49,152
John Hancock Retirement Plan Services	53,415	55,059	55,763	53,455	47,191
John Hancock Mutual Funds	34,638	37,644	39,299	39,551	36,000
Canadian Individual Wealth Management ¹	30,233	29,788	28,736	27,704	25,616
Hong Kong	13,041	11,815	11,632	10,255	8,689
Japan	9,763	8,811	9,443	8,953	8,199
Other	15,242	15,396	15,058	13,211	12,315
Total Funds Under Management	211,002	214,325	216,618	208,732	187,162

DAC as a % of Funds Under Management

John Hancock Variable Annuities	3.7%	3.7%	3.8%	3.8%	4.0%
John Hancock Retirement Plan Services	1.9%	1.9%	2.0%	2.1%	2.2%
John Hancock Mutual Funds	0.1%	0.1%	0.1%	0.1%	0.1%
Canadian Individual Wealth Management	2.6%	2.5%	2.6%	2.5%	2.6%
Hong Kong	1.6%	1.8%	1.8%	2.0%	2.2%
Japan	3.3%	3.5%	3.7%	3.9%	4.1%
Other	0.4%	0.4%	0.4%	0.4%	0.4%
Total DAC as a % of Funds Under Management	2.1%	2.1%	2.2%	2.2%	2.3%

DAC balances are classified as other assets on the balance sheet for the mutual fund businesses and are classified as reductions in actuarial liabilities for annuities, pensions and other wealth product lines. Recoverability is tested quarterly.

¹ Funds under management has been adjusted to show only the assets with applicable DAC balances.

New Business Embedded Value Adjusted to Current (2007) Basis

Quarter	Insurance	Wealth Management	Total
Q3 2007	194	362	556
Q2 2007	230	310	540
Q1 2007	170	312	482
Total 2007 Q3 YTD	594	984	1,578
Q4 2006	215	261	476
Q3 2006	162	222	384
Q2 2006	189	289	478
Q1 2006	185	335	520
Total 2006 YTD	751	1,107	1,858
Total 2006 Q3 YTD	536	846	1,382

Current (2007) Basis numbers all use 2007 year start exchange rates and discount rates. The year start exchange rate was 1.1653 for the U.S., 0.1498 for Hong Kong, and 0.0098 for Japan.

The year start discount rate was 8.25% for Canada, 8.75% for the U.S., 9.5% for Hong Kong and 6.75% for Japan.

Capital Information

REGULATORY CAPITAL

(Canadian \$ in millions, unaudited)



	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3
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The Manufacturers Life Insurance Company's MCCR**Capital available:**

Tier 1 capital

Common shares	3,433	3,294	3,294	3,294	3,294
Retained earnings	10,829	10,431	10,090	9,717	10,446
Qualifying non-controlling interests	88	87	88	88	104
Innovative instruments	1,000	1,000	1,000	1,000	1,000
Other	591	586	578	1,240	1,162
Gross Tier 1 capital	15,941	15,398	15,050	15,339	16,006
Deductions:					
Goodwill & intangibles in excess of limit	(2,594)	(2,521)	(2,577)	(2,578)	(2,557)
Other	(1,423)	(1,479)	(1,515)	(1,553)	(1,318)
Net Tier 1 capital - A	11,924	11,398	10,958	11,208	12,131

Tier 2 Capital ¹

Tier 2A	1,531	1,655	1,816	565	541
Tier 2B allowed	1,985	1,985	1,985	1,985	1,335
Tier 2C	1,641	1,699	1,746	2,257	1,822
Total Tier 2 capital allowed	5,157	5,339	5,547	4,807	3,698

Total Tier 1 and Tier 2 capital	17,081	16,737	16,505	16,015	15,829
Less Adjustments	(3,960)	(2,777)	(1,731)	(925)	(2,379)
Total Capital Available - B	13,121	13,960	14,774	15,090	13,450

Capital Required:

Asset default & market risk	3,104	3,096	3,180	3,323	3,742
Insurance risks	1,804	1,826	1,889	1,717	1,555
Interest rate risks	1,233	1,247	1,296	1,159	1,097
Total Capital Required - C	6,141	6,169	6,365	6,199	6,394

MCCR Ratio: Total (B/C) x 100	214%	226%	232%	243%	210%
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¹ Tier 2 capital includes after-tax unrealized gains on Available for Sale stocks and bonds (2A), qualifying capital instruments (2A or 2B) and other available capital components (2C). The definition and classification between various components of Tier 2 changed in 2007 due to the introduction of new accounting standards.

John Hancock Life Insurance Company's RBC

Risk-Based Capital Ratio ²	370%	370%	370%	370%	359%
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² Ratios are calculated and reported on an annual basis.

Accumulated Other Comprehensive Income: A separate component of shareholders' equity and includes net unrealized gains on available-for-sale securities, net unrealized gains on derivative instruments designated within an effective cash flow hedge, and unrealized foreign currency translation gains and losses. These items have been recognized in comprehensive income, but excluded from net income.

Adjusted Return on Common Shareholders' Equity: Net income available to common shareholders divided by average common equity excluding accumulated other comprehensive income (loss) on available-for-sale securities and on cash flow hedges.

Annuity: A contract which allows the contract holder to either i) accumulate funds for retirement planning, or ii) receive scheduled payments, either periodically for a specified period of time or until death.

- **Fixed Annuity:** The return to the contract holder is specified in the contract i.e. the Company bears the investment risk.
- **Variable Annuity:** Funds are invested in segregated funds (also called separate accounts in the U.S.) and the return to the contract holder fluctuates according to the earnings of the underlying investments. In some instances, guarantees are provided.

Available-for-sale Financial Assets: Non-derivative financial assets that are designated as available-for-sale or that are not classified as loans and receivables, held-to-maturity investments, or held for trading.

Book Value per Share: Ratio obtained by dividing total equity by the number of common shares outstanding at the end of the period.

Cash Flow Hedges: A hedge of the exposure to variability in cash flows associated with a recognized asset or liability, a forecasted transaction or a foreign currency risk in an unrecognized firm commitment that is attributable to a particular risk and could affect reported net income.

Consumer Notes: Investment products sold through *Signature* Notes program via broker-dealer network to retail customers in the form of publicly traded fixed and/or floating rate securities.

Corporate Owned Life Insurance (COLI): Life insurance purchased by organizations, predominantly to finance non-qualified executive deferred compensation plans.

Deferred Acquisition Costs (DAC): Costs directly attributable to the acquisition of new business, principally agents' compensation, which are capitalized on the Company's balance sheet and amortized into income over a specified period.

Fair Value: Amount of consideration that would be agreed upon in an arm's length transaction between knowledgeable, willing parties who are under no compulsion to act.

Funds Under Management (FUM): Include general fund assets, segregated fund assets, mutual fund assets and other funds.

- **General Fund Assets:** Total invested assets as presented on the Company's balance sheet.
- **Segregated Fund Assets:** Net assets held by policyholders in segregated funds related to insurance, annuity and pension products. These funds are maintained separately from the Company's general account and the policyholder / contract holder bears the investment risk of the underlying fund.
- **Mutual Fund Assets:** Net assets held in proprietary mutual funds.
- **Other Funds:** Funds managed or administered by the Company other than those associated with a contract issued by the Company.

Impaired Assets: Mortgages, bonds and other investment securities in default where there is no longer reasonable assurance of collection.

Leveraged Leases: In these leases the financing provided by the long-term creditor is nonrecourse as to the general credit of the lessor. The amount of the financing is sufficient to provide the lessor with substantial "leverage" in the transaction. Here, lessor's net investment declines during the early years once the investment has been completed and rises during the later years of the lease before its final elimination. Such decreases and increases in the net investment balance may occur more than once.

Long-Term Care (LTC): Insurance coverage available on an individual or group basis to provide reimbursement for medical and other services to the chronically ill, disabled or mentally challenged.

Minimum Continuing Capital and Surplus Requirements (MCCSR): The ratio of the available capital of a life insurance company to its required capital, each as calculated under the Office of the Superintendent of Financial Institutions' (OSFI) published guidelines.

Premiums and Deposits: Include general fund premiums, segregated fund deposits, mutual fund deposits, other fund deposits and ASO premium equivalents.

- **General Fund Premiums:** Premiums earned on insurance and fixed annuity contracts as reflected in the Company's statement of operations.
- **Segregated Fund Deposits:** Deposits related to insurance, annuity and pension products which are invested in segregated funds.
- **Mutual Fund Deposits:** Deposits received in proprietary mutual funds.
- **Other Fund Deposits:** Deposits received from customers related to non-proprietary funds for Manulife-branded products.
- **ASO Premium Equivalents:** ASO ("administrative services only") contracts are group insurance contracts administered by the Company on behalf of the client on which the Company earns a fee for its services but the client retains all risks inherent in the group insurance. ASO premium equivalents are a measure of the business volume calculated as expected claims plus administrative fees charged.

Sales: Sales are measured according to product type.

- **Individual Insurance:** New annualized premiums reflect the annualized premium expected in the first year of a policy that requires premium payments for more than one year. Sales are reported gross before the impact of reinsurance. Single premiums – lump sum premium from the sale of a single premium product e.g. travel insurance.
- **Group Insurance:** Sales include new annualized premiums and ASO premium equivalents on new cases, as well as the addition of new coverages and amendments to contracts, excluding rate increases.
- **Individual Wealth Management:** All new deposits are reported as sales. This includes individual annuities, both fixed and variable; segregated fund products; mutual funds; college savings 529 plans; and authorized bank loans and mortgages.
- **Group Pensions:** New regular premiums reflect an estimate of expected deposits in the first year of the plan with the Company. Single premium sales reflect the assets transferred from the previous plan provider. Sales include the impact of the addition of a new division or a new product to an existing client as well as increases in the contribution rate for an existing plan.

Risk-Based Capital (RBC): Risk-based capital is a method developed by the National Association of Insurance Commissioners in the U.S. (NAIC) to measure the minimum amount of capital that an insurance company needs to support its overall business operations.

Total Capital (Balance Sheet): Includes total equity, long-term debt, liabilities for preferred shares and capital instruments and non-controlling interest in subsidiaries.

Universal Life Insurance: A form of permanent life insurance with flexible premiums. The customer may vary the premium payment and death benefit within certain restrictions. The contract is credited with a rate of interest based on the return of a portfolio of assets held by the Company, possibly with a minimum rate guarantee, which may be reset periodically at the discretion of the Company.

Variable Universal Life Insurance: A form of permanent life insurance with flexible premiums in which the cash value and possibly the death benefit of the policy fluctuate according to the investment performance of segregated funds (or separate accounts).

GENERAL INFORMATION

MANULIFE FINANCIAL CORPORATION HEAD OFFICE

200 Bloor Street East
 Toronto, Ontario
 Canada M4W 1E5
 Web Site: www.manulife.com

TRANSFER AGENT

Canada
 CIBC Mellon Trust Company
 1-800-783-9495
www.cibcmellon.com/investor

United States
 Mellon Investor Services
 1-800-249-7702
www.melloninvestor.com

COMMON STOCK

Common Stock of Manulife Financial is traded on:

<u>Stock Exchange</u>	<u>Symbol</u>
Toronto	MFC
New York	MFC
Hong Kong	0945
Philippines	MFC

INVESTOR INFORMATION

Patricia Kelly, Assistant Vice President, Investor Relations
 1-800-795-9767
 E-mail: investor_relations@manulife.com

INDUSTRY RATING INFORMATION

The following rating agencies each assign The Manufacturers Life Insurance Company and John Hancock Life Insurance Company ratings within their highest range of categories, thereby recognizing the companies as among the strongest in the life insurance industry.

The Manufacturers Life Insurance Company

<u>Purpose</u>	<u>Rating agency</u>	<u>Rating</u>
Claims paying/	A.M. Best	A++
Financial strength	Dominion Bond Rating Service	IC-1
	FitchRatings	AA+
	Moody's	Aa1
	Standard & Poor's	AAA

John Hancock Life Insurance Company

<u>Purpose</u>	<u>Rating agency</u>	<u>Rating</u>
Claims paying/	A.M. Best	A++
Financial strength	Dominion Bond Rating Service	not rated
	FitchRatings	AA+
	Moody's	Aa1
	Standard & Poor's	AAA