

Discover
Manulife
Private
Wealth

A misty mountain landscape with a lake and a forested ridge. The scene is captured in a soft, ethereal light, with mist rising from the water and clinging to the slopes of the mountains. The sky is a pale, hazy blue, and the overall atmosphere is serene and quiet.

A history that
begins in

1887



Welcome

With a history that begins in 1887, Manulife draws on over a century of experience and offer that to advisors and investors alike. Helping over 30 million customers around the world with major financial decisions, Manulife provides financial advice, insurance and wealth and asset management solutions to support customers' lifestyles and secure their financial futures.

While rooted in history, we're driven by the idea of challenging the status quo, partnering with advisors, and delivering real value to our customers. This passion for creating solutions is guided by the belief that our success is measured by that of our clients.

In 2012, Manulife Private Wealth was launched to provide high-net-worth individuals access to the methodology Manulife developed to manage its own balance sheet. Taking a practical and personalized approach to discretionary money management we leverage an extensive network of industry experts to help our clients achieve their personal and financial goals.

Thus, backed by a century of financial stewardship and with over \$1.3 trillion in assets under management and administration*, we look forward to welcoming you to our tradition of prudent financial management.

*As at December 31, 2020

Leverage the framework and methodology

Manulife developed
to manage its own
balance sheet

Our transparent approach focuses on what is most important to you – your financial goals.

When speaking about Manulife Private Wealth's goals-based approach to investment management, Manulife CEO Roy Gori describes it as "investing for your goals, your dreams and your aspirations."

We appreciate that high-net-worth Canadians like you have a broad range of wealth management needs and require specialized expertise. Our approach to wealth management integrates investment management, private banking and tax and estate planning to help maximize the likelihood of meeting your financial goals.

Continuity of relationships and consistency in approach are fundamental to our business. We are committed to working closely with you and your professional advisors, as part of a cohesive team, to help define your savings goals and achieve them within established risk parameters and time frames.



Your relationship team



Private Investment Counsel

- Goals-based approach
- Personalized discretionary portfolio management
- Rigorous investment manager selection
- Disciplined asset allocation and re-balancing
- Global scale and reach
- Consolidated reporting



Private Bank

- Personalized service
- Deposits, loans and mortgages
- Simplified cash management through an all-in-one account
- Specialty financing, including investment lines of credit, insurance lending and real estate financing



Tax & Estate Planning Services

- Retirement income planning
- Tax and estate planning
- Private company advisory services

Investment services are offered by Manulife Investment Management Limited and/or Manulife Investment Management Distributors Inc. Banking services and products are offered by Manulife Bank of Canada. Wealth & Estate Services are offered by The Manufacturers Life Insurance Company.



Investment Management

An aerial photograph of a meticulously manicured garden with rows of green hedges. A person is lying on a lounge chair on a grassy path within the garden.

A portfolio designed *around you*

At Manulife Private Wealth, we measure our success based on our ability to help our clients reach their goals.

Your goals are as unique as you are, which is why we craft a unique investment strategy for you. We take the time to truly understand your short-term needs as well as your long-term objectives, such as estate planning and philanthropic aspirations. Working as a team, we take a 360-degree view of your personal situation and your investment assets.

We make sure your goals are clearly defined, as are your risk tolerance and time horizon for each. In a step that goes beyond most other investment managers, we then create and manage a distinct portfolio for each individual goal. Three different goals mean three different portfolios – managed and reported separately.

Personalized solutions

Manulife Private Wealth Investment Counsellors are licensed professionals who will look to use carefully selected institutional solutions to build personalized portfolios for you and your household. Our Investment Counsellors are located in major urban centers across Canada and have achieved either of the rigorous designations in the industry, the Chartered Financial Analyst (CFA) or Chartered Investment Manager (CIM).

Your dedicated Investment Counsellor will discuss each of your goals with you to gain an understanding of your tolerance for risk or volatility of annual returns and time horizon and then work to build the best possible risk-adjusted portfolio to help you achieve each objective. You benefit from the same disciplined investment process followed by pension plans as well as the models that leverage the framework and methodology Manulife developed to manage its own balance sheet.

The advantage of goals-based investing

Goals-based investing aims to yield positive results over the entire investing experience, moving it from account-centric to client-centric. That means our conversations begin with you and what really matters to you – now and in the future.

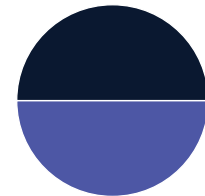
Traditional versus goals-based investing

■ Equity ■ Fixed income

Traditional approach

This is a static investment mix, with no clear investment objective.

Overall asset mix



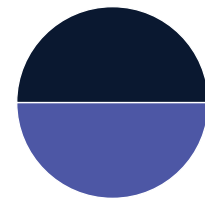
50%

50%

Goals-based approach

With a goals-based asset mix, progress can be monitored, increasing the likelihood of staying on track to reach objective.

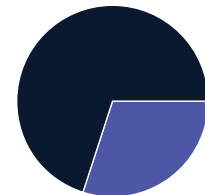
Retirement goal



50%

50%

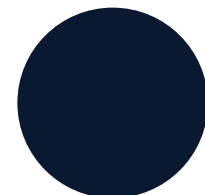
Cottage goal



70%

30%

Family goal



100%

Emphasizing transparency and risk management

Our investment management process starts with understanding your goals. Our clients typically have multiple goals and, therefore, multiple portfolios. Each portfolio benefits from professional money management, personalized strategies and regular oversight.

Our portfolio management process



Goals

Defined with your Investment Counsellor



Risk/Return

Determined with your Investment Counsellor



Asset mix

Designed by the Manulife Investment Management's multi-asset solutions team (MAST) using proprietary models



Portfolio

Personalized construction by your Investment Counsellor



Investment managers

Ongoing monitoring by Global Manager Research

We leverage the recognized institutional capabilities of Manulife Investment Management and its Multi-Asset Solutions Team (MAST) team to provide forward-looking asset allocation recommendations.

Your Manulife Private Wealth Investment Counsellor, together with Manulife's internal Global Manager Research (GMR) team, then chooses investment managers to deliver on the recommended asset allocations. GMR continually reviews performance and the broader market conditions to ensure that the investment managers are delivering as expected. Manulife Private Wealth monitors the performance of each of your portfolios and regularly re-balances them across the agreed asset classes to ensure they are on track to meeting your savings goals.

Multi-Asset Solutions Team (MAST)

Multi-Asset Solutions Team (MAST) has developed proprietary asset allocation models for Manulife Private Wealth. These models leverage the same framework and methodology Manulife uses to manage its own balance sheet. Historically available only to third-party institutional clients, this sophisticated investment process is now available to individual Canadians through Manulife Private Wealth.

Manulife's Global Manager Research (GMR)

Global Manager Research (GMR) is responsible for reviewing and recommending a platform of quality investment managers. GMR undertakes careful research and analysis of both the investment landscape and the needs of Manulife's Private Wealth clients.

The GMR team is staffed by an experienced group of investment analysts. GMR selects, analyzes and oversees each investment manager on Manulife Private Wealth's platform on a continual basis to ensure they meet Manulife's stringent requirements.

Manulife's Private Wealth Investment Committee (MPWIC)

With expertise in asset allocation models and investment-manager selection, Manulife's Private Wealth Investment Committee (MPWIC) works closely with MAST and GMR to deliver discretionary investment counselling services tailored to your needs. Using Manulife's disciplined investment process, MPWIC implements the strategies you've agreed on and provides guidance to your Investment Counsellor in allocating your wealth across asset classes, geographies and markets.

The expertise of MAST, GMR and MPWIC combines to provide a rigorous process of checks and balances for the management of your money which helps provide peace of mind for you.

An aerial photograph of a desert landscape, likely a sand dune area. The sand is light-colored and shows numerous tracks and ripples. There are several dark, winding paths or tracks across the dunes. In the upper right, there are some structures or equipment, possibly related to an event or activity. The overall scene is bright and open.

An *experienced* *team* of global investment professionals

Manulife Investment Management is the investment arm of Manulife. With investment management roots dating back over a century, Manulife Investment Management has deep local-market knowledge in Canada, the U.S., Europe and Asia.

Open architecture, exclusive solutions

Achieving financial goals in today's environment requires an active investment management approach and differentiated solutions. That is why Manulife Private Wealth's unique goals-based approach to investing is complemented with global institutional money managers, leveraging intellectual capital from both affiliated and unaffiliated around the globe, many of which are exclusive to us.

Global investment expertise delivered through *dedicated Investment Counsellors*



MAWER
Be Boring. Make Money.™

ARISTOTLE
CAPITAL MANAGEMENT

BrownADVISORY
Thoughtful Investing.

Brookfield

GALIBIER

PRESIMA

EST 1974
AUM C \$88 BB

EST 2010
AUM US \$54 BB

EST 1993
AUM US \$128 BB

EST 1899
AUM US \$625 BB

EST 2012
AUM C \$2.1 BB

EST 2004
AUM C \$1.6 BB

MPW Exclusive

1 Calgary

2 Los Angeles

3 Baltimore

4 Toronto
5 New York

4 Toronto

12 Montreal

As of June 2021. Cities shown encompass head offices only.



EST 1991
AUM C\$2.5 BB
MPW Exclusive

EST 1887
AUM C \$608 BB

EST 1986
AUM C \$30 BB
MPW Exclusive

EST 1805
AUM US \$274 BB

6 Moncton

3 Toronto 8 London
7 Boston 9 Hong Kong

10 Copenhagen

11 Geneva



Institutional
expertise
tailored to your
personal goals

Our Investment Solutions

Manulife Private Wealth knows and appreciates that our clients are multi-dimensional. We provide institutional equity and fixed income solutions along with investment strategies tailored to your unique situation, financial goals, time frame and risk tolerance.

Our investment management platform consists of Separately Managed Accounts, Institutional Pooled Funds and Private Market Investments.

Separately managed accounts

Separately managed accounts (SMAs) are a flexible solution for high-net-worth Canadians. With an SMA, you invest directly in a portfolio of stocks and/or bonds carefully selected by a professional investment manager according to specific criteria determined by Manulife's Investment Management Process. Your portfolio is monitored and re-balanced on a discretionary basis by Manulife Private Wealth. We offer SMAs from global institutional money managers in Canada, the U.S. and Europe across a wide variety of asset classes.

You benefit from:

- 01 Individual security ownership.** You invest directly in individual securities, not units of a mutual fund.
- 02 Transparency.** There are no hidden fees, and in many cases management fees may be tax-deductible.
- 03 Tax-efficiency.** Active management of individual securities allows for the strategic planning of taxable dispositions.

Institutional pooled funds

Pooled funds are professionally managed investment funds tailored to high-net-worth investors. While they typically require a higher minimum investment than retail mutual funds, the fees can be significantly lower and they are often more tax-efficient.

Private market investments*

Clients with larger investment portfolios have access to a selection of institutional investment vehicles that invest in private asset classes, such as commercial real estate, agriculture and timber. These vehicles are available only periodically, have higher minimum entry levels (\$500K and above) and require longer investment periods (invested assets are typically locked in for 5 to 10 years). These options are generally suitable for clients with larger portfolios and longer time horizons. Investors must be willing to accept the higher risk and lack of liquidity associated with such investments. Manulife typically invests alongside Manulife Private Wealth clients in these strategies.

*Investments subject to restrictions and availability

*A better
experience* to
help you
achieve your
financial goals

Our mandate is to provide our clients with a highly differentiated and tailored experience. With Manulife Private Wealth, you benefit from:



A dedicated **Investment Counsellor** and support team who truly understand your goals and are committed to helping you reach them.



Regular **portfolio reviews** to help ensure we are on track to your goals.



Simplified consolidated reporting at the household level for a full snapshot of how you are doing.



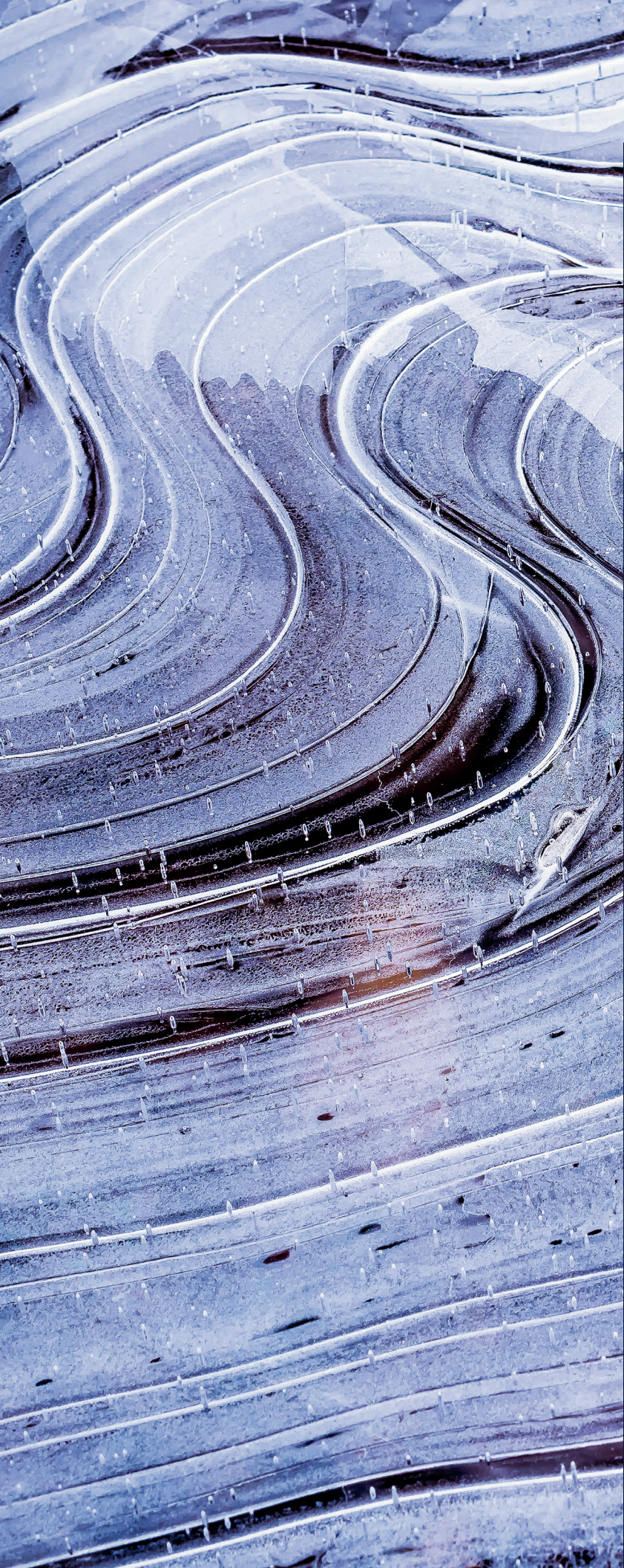
Reports and performance **tracking** against your individual goals and at an overall portfolio level.



Access to your current balance, transaction history, portfolio performance and consolidated reports through a **secure online client portal**.



Access to global institutional **money managers and solutions**.



We believe
that investing
in today's
world requires
teamwork,
global reach and
strict discipline.



Private
Banking



Meeting your needs for *today and the future*

As you pass through different stages of the wealth cycle, your cash management and credit needs are likely to change. A dedicated Private Banker will work with you and your other professional advisors to craft personalized solutions. Our goals-based approach takes a long-term relationship perspective, not a short-term transactional view, to best support both your current and future needs.

You benefit from:

- 01** Personalized solutions to help you achieve your long-term goals.
- 02** Consolidated “all-in-one” accounts that maximize convenience and cost savings.
- 03** Credit facilities structured to support your goals.

Addressing the specialized needs of business owners

Professionals and business owners often face unique challenges, ranging from growth and risk management to estate and succession planning. Our private bankers have deep knowledge in these areas and can provide expertise and relevant services to help you effectively manage your personal and professional assets.



Wealth
& Estate
Services



Goals-based wealth and estate planning

Wealth and Estate planning that works for you, your family and your business

High-net-worth individuals often require unique solutions to help with their complex wealth and estate planning needs. Manulife Private Wealth's seasoned professionals can provide the knowledge and expertise needed to handle even the most complex challenges.



Manulife Tax and Estate Group

Extensive experience developing wealth strategies for high-net-worth clients and their families



Manulife Capital Markets Private Company Advisory

Providing private company and entrepreneurial advisory services as required

Holistic wealth management backed by a century of financial stewardship

Manulife is a global financial services organization with deep roots in Canada. Our heritage has been one of prudent financial management since 1887. We have built our reputation on being there for our clients, consistently providing our clients with the right financial solutions for every stage of their lives.

Working with Manulife Private Wealth

Manulife Private Wealth provides consolidated, highly personalized investment management and private banking services with access to an integrated team of tax and estate planners, accountants and lawyers.

Take steps to protect, save and
grow your wealth.

Discover why
Manulife Private
Wealth clients
entrust us with
their money
each year.

To learn more about Manulife Private Wealth and how we can help you achieve your financial goals, speak to your advisor or call Manulife Private Wealth today.

Manulife Private Wealth

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For Advisors/Accredited Investors in Canada Only.

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