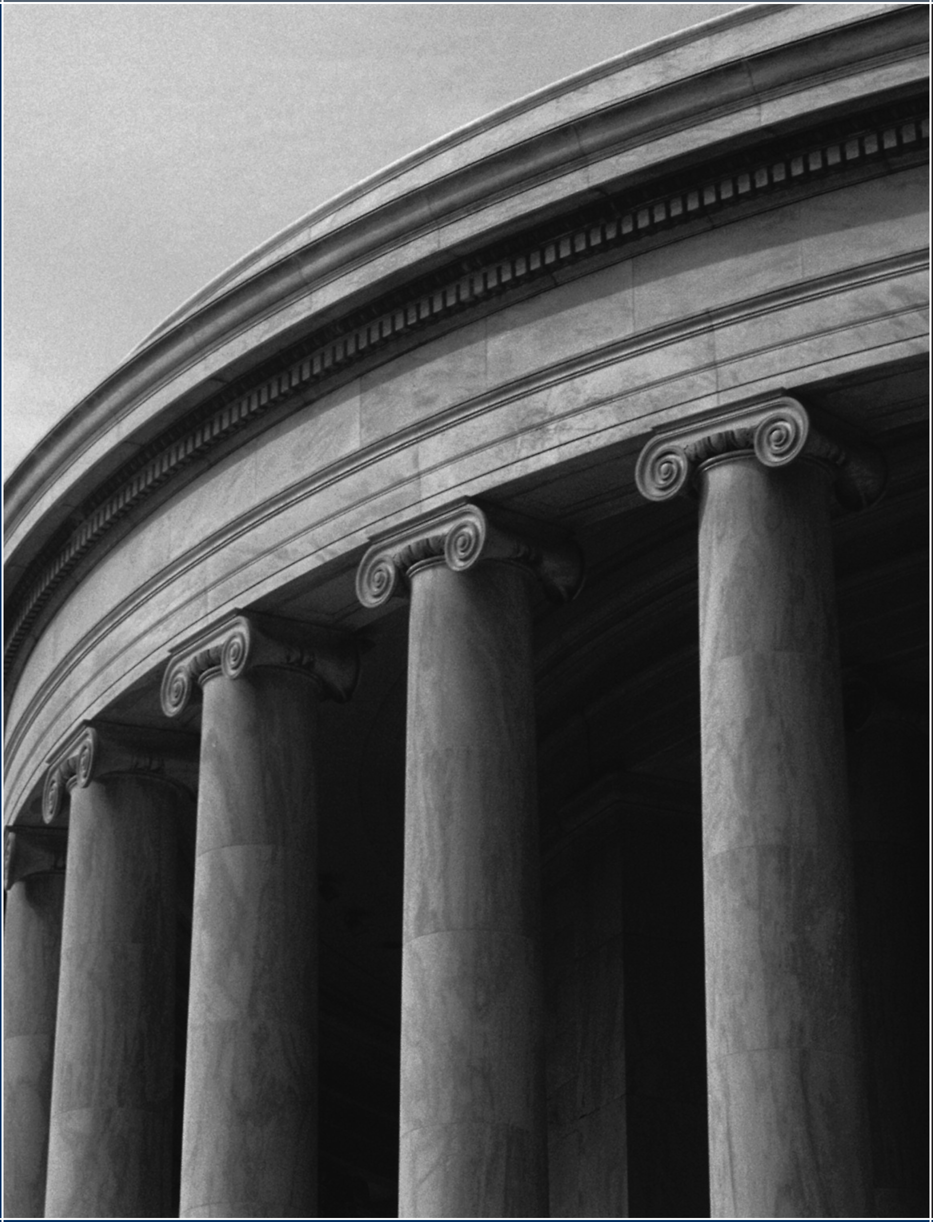
John Hancock
LIFE INSURANCE

Financial Strength



August 8, 2013 Update

Financial Strength

Manulife Financial is a leading Canada-based financial services group with principal operations in Asia, Canada and the United States. Clients look to Manulife for strong, reliable, trustworthy and forward-thinking solutions for their most significant financial decisions. Operating as Manulife Financial in Canada and Asia, and primarily through John Hancock in the United States, we offer a diverse range of financial protection and wealth management products and services through an extensive network of employees, agents and distribution partners.

Selecting a financial partner requires detailed evaluation, especially when your needs involve a long-term obligation such as a life insurance policy, pension or annuity. We understand that financial strength is at the core of our clients' decision-making process. Our high quality investment portfolio, diverse business and prudent risk management practices are key reasons clients choose Manulife Financial and John Hancock. We are committed to delivering on obligations today, and for many years to come.

Well Recognized Brands with a History of Financial Stability

Manulife Financial and John Hancock are internationally recognized brands which have stood for financial strength and integrity for more than 100 years. Millions of customers have chosen Manulife and John Hancock to provide them with solutions for their financial needs. We continue to focus on our growth strategies and to improve efficiency and effectiveness to better serve clients.

Strong Claims Paying Ability/ Financial Strength Ratings

Ratings are a comprehensive measure of financial strength. Manulife and John Hancock have strong ratings from the following five rating agencies – A.M. Best, DBRS, Fitch, Moody's and Standard & Poor's.

Rating Agency	Rating		Outlook
A.M. Best	A+	(Superior – 2nd of 15 ratings)	Stable
Dominion Bond Rating Service	IC-1	(Superior – 1st of 6 ratings)	Stable
Fitch Ratings	AA-	(Very Strong – 4th of 19 ratings)	Negative
Moody's Investor Service	A1	(Low Credit Risk – 5th of 21 ratings)	Stable
Standard & Poor's	AA-	(Very Strong – 4th of 21 ratings)	Stable

Financial Strength Ratings apply to the main life operating companies of Manulife Financial Corporation including The Manufacturers Life Insurance Company, John Hancock Life Insurance Co. (U.S.A.), John Hancock Life & Health Insurance Co., and John Hancock Life Insurance Co. of New York. DBRS does not rate the U.S. insurance subsidiaries separately. All ratings current as of August 1, 2013.

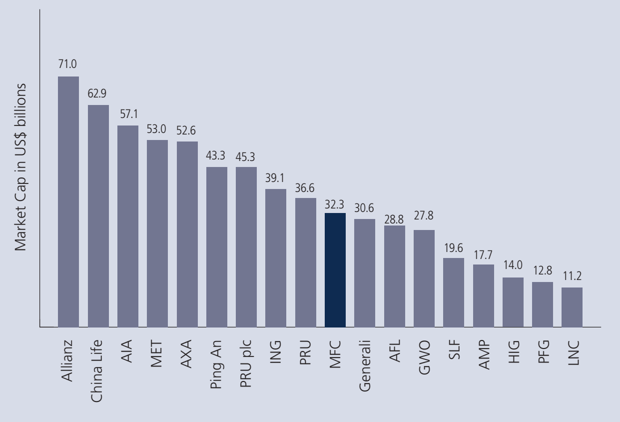
"The ratings reflect our view of the group's very strong business and financial risk profiles, based on its highly diverse franchise, leading market positions and very strong capital and earnings."

Standard & Poor's, May 22, 2013.

Significant Scale

Manulife's size and scale translate into a substantial capital base, a diversified operating platform and ample resources to fund growth opportunities – all factors indicative of our financial strength. As at July 31, 2013, our market capitalization was US$32.3 billion (C$33.2 billion), making Manulife one of the largest life insurance companies in the world.

Global Life Insurers



Market data as at July 31, 2013. Source: Thomson Reuters.

1 For policyholders with John Hancock Life Insurance Company of New York:

Financial Information (in US $) as of 06/30/13

Total Net Admitted Assets:	$16,707,312,169
Reserves:	$4,253,899,951
Total Liabilities (excluding reserves):	$11,262,924,551
Surplus to Policyholders:	$1,190,487,667
Total Liabilities:	$16,707,312,169

Prudent Risk Management Practices

Risk management is a core strength and focus of our business – from the roots of the design of every individual product we sell, through the direct oversight of the Company's senior management.

Recognized Enterprise Risk Management

Manulife Financial has a rigorous risk management framework that is applied globally. This framework requires each product in every market to meet strict enterprise-wide risk management criteria on its own merit. Manulife's "Strong" enterprise risk management rating was reaffirmed in May 2013 by Standard & Poor's Ratings Services based on the success of Manulife's efforts to reduce its risk profile, its strong risk management culture, risk controls, risk models and strategic risk management.

Reducing Equity Market and Interest Rate Risk Exposures

We continue to implement strategic changes to our product offerings and product mix in order to manage risk, and produce higher risk adjusted return products. The Company takes actions where necessary to manage its equity market and interest rate sensitivities[1]. We continue to maintain our 2014 interest rate and equity market risk reduction goals. Approximately 81% of the underlying earnings sensitivity to equity markets was estimated to be offset by hedges as at June 30, 2013[2]. Our objective is to maintain our equity risk within target levels and continue to hedge opportunistically. We also continue to operate within our 2014 target for reducing interest rate sensitivity to below $1.1 billion for a one per cent parallel decline in interest rates. Our earnings sensitivity to interest rates was approximately $500 million as at June 30, 2013. In addition, we took advantage of favourable economic conditions to reduce our run rate hedge costs by $30 million.

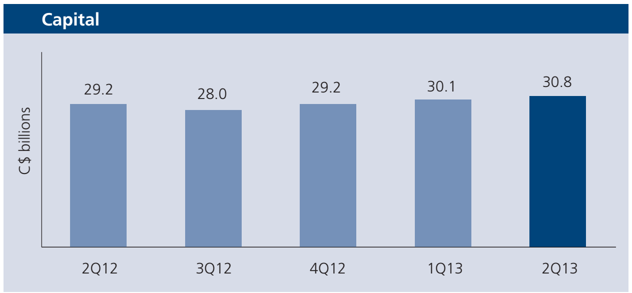
Significant Liquidity

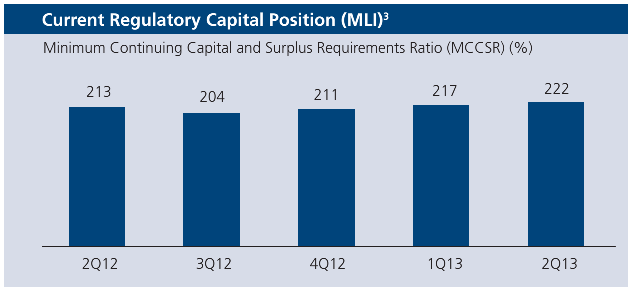
In today's changing economic climate, liquidity is critical to any financial institution. Manulife Financial is fully self-funded, meaning our businesses generate enough cash flow to sustain our operations without being dependent on the commercial paper markets or other short-term funding arrangements. We have consciously avoided businesses that give rise to immediate liquidity needs and this allows us to maintain high levels of liquidity. Manulife Financial has consistently retained a high level of cash and high grade short-term assets, which totaled C$13.6 billion as at June 30, 2013.

Strong Capital Levels

Strong and stable capital levels are also a good measure of financial strength. Having a large capital base enables us to sustain strong credit ratings, finance new opportunities, and most importantly, maintain our commitments to our policyholders.

Our consolidated capital levels totaled C$30.8 billion as at June 30, 2013. Additionally, The Manufacturers Life Insurance Company ended the second quarter 2013 with a Minimum Continuing Capital and Surplus Requirements (MCCSR) ratio of 222%, well above the supervisory target of 150%.





1 Earnings sensitivity to equity markets is defined by the impact of a 10% decline in the market value of equity funds on the net income attributed to shareholders. Earnings sensitivity to interest rates is defined as the impact of a 1% parallel decline in interest rates on the net income attributed to shareholders. See "Caution related to sensitivities" in our press release announcing our 2013 second quarter results.

2 Percentage of underlying earnings sensitivity to movements in equity markets that is offset by hedges if dynamic hedge assets completely offset the change in the dynamically hedged variable annuity guarantee liability.

3 The Manufacturers Life Insurance Company.

A Diverse Business Plan

At Manulife Financial, we have successfully built a diverse business platform that offers a range of financial products in both developed and developing markets around the world. Through our principal operations in Asia, Canada and the United States, we address the needs of millions of clients with a mix of products and services that are relevant and tailored to their diverse needs. Diversity in geography, product, and distribution are key contributors to our financial strength.

Geographic Diversity

Manulife Financial has market leading positions in Asia, Canada and the United States. Our diverse international operations allow us to leverage our people, products, technology and expertise across markets while helping provide natural hedges that ensure our risks and opportunities are effectively diversified. Our geographic footprint enables us to extend our brand, gain synergies, and benefit from economies of scale. This in turn provides operating earnings stability and a broadly diversified balance sheet, all of which help maintain our long-term financial strength.

Product Diversity

Manulife Financial is a market leader in both financial protection and wealth management businesses. We provide a suite of products and services to meet the current and future needs of individual and group customers. Financial protection products and services include individual life insurance, group life, health and disability insurance, and long-term care. Wealth management products and services include pensions, annuities, mutual funds and banking. We pride ourselves in providing the very best financial protection and investment management services, tailored to customers in every market where we do business.

Multiple Distribution Channels

Manulife Financial has a strong, well diversified distribution platform which includes independent advisors, contracted agents, financial planners, brokers, broker-dealers and other distribution partners. We have deep and growing relationships across multiple channels worldwide. This allows us to meet the varying needs of our international base of customers, regardless of their chosen distribution channel.

Sales Rank

CANADA	
#1	Defined Contribution Group Pensions
#1	Group Benefits
#2	Individual Segregated Funds
#3	Individual Life and Living Benefits
#8	Mutual Funds[1]

UNITED STATES	
#1	Core Market (<$10M) 401(k) plans
#5	Retail Long-Term Care Insurance
#8	Individual Life Insurance
#14	Mutual Funds[2]

ASIA	
#2	Hong Kong MPF[3]
#3	China Insurance[4]
#3	Vietnam Insurance
#5	Philippines Insurance[5]
#6	Indonesia Insurance[5]
#7	Singapore Insurance
#8	Hong Kong Insurance

Sources:
Most recent market data available (based on 1Q13 figures unless otherwise specified) from various independent market surveys including LIMRA, Tillinghast, Fraser, IFIC and other sources.

1 Based on Investor Economics Aggregates plus IFIC unsupressed quarterly results including IFIC's estimates of CI Investments and Invesco Trimark determined by publicly available information.

2 Net sales market rank per Strategic Insight based on Intermediary-Sold Market.

3 Based on MPF assets under management.

4 Represents the market rank among Foreign Invested Insurance Companies, based on agency produced business, for Manulife-Sinochem Life Insurance Co. Ltd.

5 Based on 4Q12 YTD figure.

"Both the core earnings and our outlook are strong, and while not a forecast or guidance, we continue to believe that our 2016 financial objectives are achievable."

Donald Guloien
President and Chief Executive Officer

See Caution regarding looking-forward-looking statements in our press release announcing our second quarter 2013 results

A High Quality Investment Portfolio

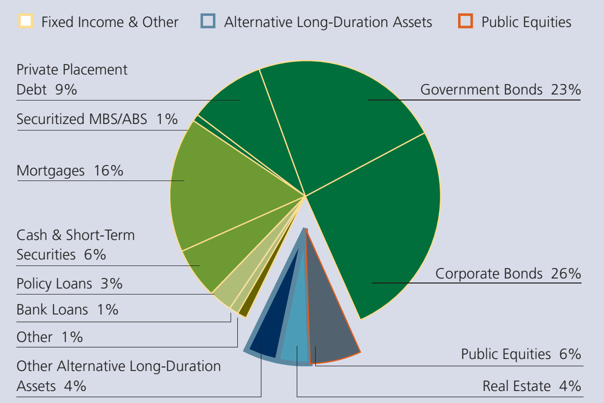
The quality of a company's investment portfolio is a strong indicator of financial strength. At Manulife Financial, our investment philosophy employs a bottom-up approach which combines our strong asset management skills with an in-depth understanding of the characteristics of each investment. We are not limited to fixed income investments but rather have a diversified blend of assets, including a variety of alternative long-duration asset classes, which provides a unique competitive advantage. We use a disciplined approach across all asset classes, and we do not chase yield in the riskier end of the fixed income market. This philosophy has resulted in a well-diversified, high quality investment portfolio, with excellent credit experience.

A Disciplined Investment Philosophy

Manulife Financial has always followed a prudent investment approach – avoiding complexity, setting limits, diversifying, and applying a healthy dose of skepticism in all our credit decisions. This philosophy serves us as well today as it has in the past.

Our invested assets totaled C$231.9 billion as at June 30, 2013 and include a variety of asset classes that are highly diversified by geography and sector. This diversification has historically produced superior returns while reducing overall risk.

Highly Diversified Asset Mix
C$231.9 billion



- 86% of the total portfolio is Fixed Income, of which 96% is Investment Grade
- 8% Alternative Long-Duration Assets including Real Estate; well diversified by asset class and geography; majority of assets are managed in-house
- 6% Public Equities, diversified by industry and geography, primarily backing participating or pass-through liabilities

For additional details on our investment portfolio, please refer to our Investment Fact Sheet available on manulife.com.

All figures in accordance with International Financial Reporting Standards "IFRS" carrying value; quoted as at June 30, 2013 unless otherwise noted.

1 Excludes par and pass-thru and reflects the cumulative impact of downgrades on reserves.

2 Presented based on location of issuer.

3 Moody's "US Life Insurers' Credit Losses Return to Long-Term Historical Levels in 2012," June 28, 2013.

Limited Net Exposure[1] to Notable Items

Our exposure to notable items is very limited in the context of our total invested assets, which totaled C$231.9 billion as at June 30, 2013.

- Financials fixed income net exposure[1] of C$14.1 billion is well diversified by geography, sub-sector and name
- Gross unrealized losses limited to C$2.4 billion or 1.8% of our fixed income portfolio
  - Gross unrealized losses for Fixed Income securities trading at less than 80% of cost for greater than 6 months of only C$0.1 billion or 0.1% of fixed income portfolio
  - The potential future impact to shareholders' pre-tax earnings for Fixed Income securities trading at less than 80% of cost for greater than 6 months is limited to C$63 million[1]
- Monoline insurance net exposure[1] of C$452 million in wrapped bonds but we place no reliance on the guarantees
- Limited net exposure[1] to:
  - RMBS (C$490 million)
  - European bank hybrids (C$202 million)[2]
  - Greece, Italy, Ireland, Portugal, and Spain[2]:
    - No direct sovereign or financial sector debt exposure to Greece, Portugal, or Spain
    - Bank, financial and sovereign debt (C$31 million)
- Limited exposure to credit default swaps ("CDS"), with C$310 million notional outstanding of CDS protection sold, of which 100% is rated A or higher
- Our credit experience has been excellent, with US credit losses 37% lower than the average US insurer from 2008–2012 according to a Moody's study[3]
- We never add credit or liquidity risk to our securities lending programs
- We avoided sophisticated and complex instruments that performed poorly during the financial crisis (SIV, CPDO, HELOC, Synthetic Securities, etc.)