



TIBURON STRATEGIC ADVISORS

Strategy Consultants to Financial Institutions

Financial Institutions Profiles Series

Manulife Financial:
A Leading Canadian Financial Services Company

(Table of Contents)



July 29, 2014

TABLE OF CONTENTS

History.....	
Early Phase.....	
Initial Acquisitions & Divestures Phase.....	
Unsuccessful Acquisitions Phase.....	
John Hancock Financial Services Acquisition Phase.....	
Statistics.....	
Countries.....	
Employees.....	
Policy Holders.....	
Life Insurance in Force.....	
Assets Under Management.....	
Revenues.....	
Net Profits.....	
Businesses.....	
Manulife Canada.....	
Statistics.....	
Employees.....	
Financial Advisors.....	
Clients.....	
Life Insurance in Force.....	
Assets Under Administration.....	
Revenues.....	
Net Profits.....	
Businesses.....	
Individual Life Insurance & Living Benefit Products.....	
Statistics.....	
Revenues.....	
Businesses.....	
Individual Life Insurance.....	
Statistics.....	
Revenues.....	
Services.....	
Service One.....	
Service Two.....	
Living Benefit Products.....	
Statistics.....	
Revenues.....	
Services.....	
Service One.....	
Service Two.....	
Group Life & Health Benefits.....	
Statistics.....	
Institutional Clients.....	
Revenues.....	
Services.....	
Group Life.....	
Statistics.....	
Revenues.....	

- Services
 - Service One
 - Service Two
- Group Health
 - Statistics.....
 - Revenues
 - Services
 - Service One
 - Service Two
- Group Retirement Savings Solutions.....
 - Statistics
 - Revenues
 - Services.....
 - Defined Contribution Plans
 - Defined Profit Sharing Plans.....
 - Non-Registered Savings Plans
 - Employee Share Ownership Plans
 - Group Annuities.....
- International Employee Benefits
 - Statistics
 - Revenues
 - Services.....
 - Service One.....
 - Service Two.....
- Affinity Organizations
 - Statistics
 - Revenues
 - Services.....
 - Individual Life Insurance
 - Health Insurance
 - Travel Insurance.....
 - Other Soecalized Products
- Manulife Bank of Canada
 - Statistics
 - Revenues
 - Services.....
 - Deposit Products
 - Statistics.....
 - Revenues
 - Services
 - Service One
 - Service Two
 - Lending Products.....
 - Statistics.....
 - Revenues
 - Services
 - Service One
 - Service Two
- Manulife Investments
 - Statistics
 - Revenues

- Services.....
- Service One.....
- Service Two.....
- Manulife Private Wealth
- Statistics
- Revenues
- Services.....
- Service One.....
- Service Two.....
- John Hancock Financial Network.....
- Statistics
- Employees
- Policy Holders
- Life Insurance in Force.....
- Assets Under Management.....
- Revenues.....
- Net Profits
- Businesses.....
- Life Insurance.....
- Statistics
- Life Insurance in Force
- Revenues
- Services.....
- Service One.....
- Service Two.....
- Long-Term Care Insurance
- Statistics
- Policies Sold.....
- Sales
- Individuals Covered
- Insurance In-Force
- Revenues
- Services
- Individual
- Group
- Annuities
- Statistics
- Sales
- Accounts.....
- Assets Under Administration.....
- Revenues
- Services.....
- Guaranteed Principal Annuity
- GPA Care
- Revolution
- Mutual Funds
- Statistics
- Mutual Funds.....
- Shareholders
- Assets Under Management
- Net Flows

- Revenues
- Services.....
 - Class A.....
 - Class I
- 529 College Savings Plans.....
 - Statistics
 - Accounts.....
 - Assets Under Management
 - Revenues
 - Services.....
 - Service One.....
 - Service Two.....
- 401K & Other Group Retirement Plans.....
 - Statistics
 - Institutional Clients
 - Accounts.....
 - Assets Under Management
 - Revenues
 - Services.....
 - Service One.....
 - Service Two.....
- Real Estate & Other Alternative Investments.....
 - Statistics
 - Assets Under Management
 - Revenues
 - Businesses
 - Real Estate Investment Group.....
 - Statistics.....
 - Employees
 - Assets Under Management
 - Revenues
 - Services
 - Commercial Mortgage Investments
 - Statistics.....
 - Assets Under Management
 - Revenues
 - Equity Real Estate Investments.....
 - Statistics.....
 - Assets Under Management
 - Revenues
 - Other Alternative Investment Group.....
 - Statistics.....
 - Assets Under Management
 - Revenues
 - Services
 - Mezzanine Partners
 - Statistics.....
 - Professionals
 - Assets Under Management
 - Investments

	Revenues
Timber Resource Group	
Statistics.....	
Institutional Clients	
Assets Under Management	
Revenues	
Agricultural Investment Group	
Statistics.....	
Institutional Clients	
Assets Under Management	
Acres	
Revenues	
Energy Investors Funds Group	
Statistics.....	
Offices	
Funds	
Assets Under Management	
Revenues	
Asia & Other International Operations	
Statistics	
Employees	
Contracted Agents	
Bank Partnerships.....	
Dealers, Independent Agents, & Brokers.....	
Clients.....	
Life Insurance in Force.....	
Revenues.....	
Net Profits	
Businesses.....	
Hong Kong.....	
Statistics	
Revenues	
Services.....	
Service One.....	
Service Two.....	
Japan.....	
Statistics	
Revenues	
Services.....	
Service One.....	
Service Two.....	
Cambodia.....	
Statistics	
Revenues	
Services.....	
Service One.....	
Service Two.....	
China.....	
Statistics	
Revenues	
Services.....	

Service One.....	
Service Two.....	
Indonesia.....	
Statistics	
Revenues	
Services.....	
Service One.....	
Service Two.....	
Malaysia.....	
Statistics	
Revenues	
Services.....	
Service One.....	
Service Two.....	
Philippines.....	
Statistics	
Revenues	
Services.....	
Service One.....	
Service Two.....	
Singapore.....	
Statistics	
Revenues	
Services.....	
Service One.....	
Service Two.....	
Taiwan.....	
Statistics	
Revenues	
Services.....	
Service One.....	
Service Two.....	
Thailand.....	
Statistics	
Revenues	
Services.....	
Service One.....	
Service Two.....	
Vietnam.....	
Statistics	
Revenues	
Services.....	
Service One.....	
Service Two.....	
Organization & Ownership.....	
Organizational Structure.....	
Organizational Chart	
Board of Directors	
Ownership.....	
Publicly Owned	
Liabilities	

Equity.....
Signator Financial Services Net Excess Capital....
Earnings Per Share.....
Dividends Per Share
Dividend Yield
Stock Price.....
Shares Outstanding
Market Capitalization.....
Ownership by Owner.....
Stock Analyst Coverage
Stock Volume.....