

Company History



1887 The Manufacturers Life Insurance Company is Incorporated. Sir John A. Macdonald, Prime Minister of Canada, is elected first President of the Company. First policy is sold to George Gooderham (President 1891-1901).

1893 The first policy is sold outside Canada, in Bermuda.

1897 The Board of Directors approves expansion into Asia Pacific – including China and Hong Kong.

1901 Amalgamation with The Temperance and General Life Assurance results in new name – Manufacturers and Temperance and General Life Assurance Company (by the end of the year, the name reverts to Manufacturers Life Insurance Company). Sir George W. Ross, Premier of Ontario is elected President.

1903 Enters United States with license in Michigan, the Company's state of entry – office opened in Detroit.



Jubilee/60th Anniversary.

1907 License to conduct business in the Philippines is received.

1925 Official opening of the Company's current head office at 200 Bloor Street East, Toronto.

1939 – 1945 World War II causes disruption in Far East branches. Three hundred and seventy agents and staff members serve in the armed forces worldwide.

1947 Total business in force reaches \$1 billion. The Company's One- Millionth policy is sold. Manulife celebrates its Golden

1949 Investment office opens in the U.K. It will later develop into the Company's international investment office.



These meeting her April 1958. One for a billion from Vice-President and Chief Agency Officer R. G. Smith in pretty obscure history of our First Office Market Department. Looking on is Vice-President, Administration, A. T. Soudan, who, as a man who has played a major role in the Company's investment program, has special pride in the \$ billion in assets now on the books.

1958 Special Shareholders' meeting held to vote on mutualization, the conversion of the company from stock ownership to one in which par policyholders have an ownership interest. The vote is overwhelmingly passed and the process begins.

1961 Company assets reach \$1 billion.

1968 Mutualization is officially completed.

we're proud of our
BILLION DOLLAR COMPANY



- 1982** Acquisitions of National Liberty Life Insurance Company of America, whose name later changes to The Manufacturers Life Insurance Company of America; and Maine Fidelity Life Insurance Company, which becomes The Manufacturers Life Insurance Company (U.S.A.).
- 1983** New addition to Head Office (North Tower) is officially opened.
- 1984** Purchase of Dominion Life Assurance Company. Assets reach \$10 billion.
- 1985** Enter into joint venture in Indonesia with Dharmala Group and the International Finance Corporation (the private sector arm of the World Bank) to form P. T. Asuransi Jiwa Dharmala Manulife.
- 1987** Celebration of 100th Anniversary/Centennial. Manulife receives its Letters Patent.
- 1988** The new Canadian Operations building in Waterloo officially opens.
- 1990** To reflect the Company's diverse business, Manulife Financial becomes the new corporate identity.
- 1991** The Manulife office in Taiwan officially opens.
- 1993** The Company becomes the first Canadian insurance company to open a bank, the Manulife Bank of Canada.



1994 Representative office in Vietnam opens.

1996 Manulife Financial becomes Canada's largest life insurance company when it merges with North American Life Assurance Company. Through the merger the Company enters New York State, thus licensed in all 50 states. Manulife International Ltd. opens branch office in Macau.

1996 Manulife Financial signs an agreement with Sinochem Corp. to set up China's first joint venture life

insurance company – Zhong Hong Life Insurance Co (later renamed Manulife-Sinochem Ltd.). Subsequent licenses received for Guangzhou (2001) and Beijing (2003).

1997 Manulife Financial surpasses \$500 million in net operating income for year-end 1996, making the company the first Canadian life insurer to do so.

1998 The Board of Directors asks management to prepare a plan of demutualization – the conversion of the Manufacturers Life Insurance Company from a mutual company to a public company owned by shareholders.



1999 Manulife Century Insurance Company begins operations in Japan. Manulife Century is a joint venture between Manulife Financial and Daihyaku Mutual Life Insurance Company.

1999 The Board of Directors unanimously approves management's plan to demutualize, policyholders follow suit with 98.5% approving. September 24 – Manulife's Initial Public Offering has its first day of trading on the Toronto Stock Exchange. Company is also listed on the New York, Hong Kong and Philippines Stock Exchanges.

For more information on the history of Manulife Financial, please refer to our web page at: <http://www.manulife.com/corporate/corporate2.nsf/Public/history.html>

2000 PT Manulife Aset Manajem Indonesia (MAMI) has become the largest asset management company in Indonesia with assets under management of Rp.1.2 trillion.

2001 Manulife Financial reports 2000 year-end records earnings, surpassing \$1 billion, the first Canadian life insurer to do so. Life insurance and critical illness insurance business is purchased from Commercial Union Life Holdings Canada Ltd. In the U.S.A., Manulife Financial enters into the college savings market with Manulife College Savings, a Section 520 education savings plan.

2002 An agreement to acquire the outstanding shares of Zurich Life Insurance Company of Canada is signed. The Company acquires Overseas Union Bank's 50 percent interest in OUB Manulife, which becomes Manulife (Singapore) Pte Limited. Manulife Philippines acquires the life insurance and pension & education operations of CMG Philippines from Commonwealth Bank of Australia.

2003 Manulife announces its intention to merge with John Hancock Financial Services Inc., which includes the acquisition of Maritime Life, creating a leading global insurance franchise valued at \$34.7 billion that would be the largest life insurance company in Canada and second largest in North America.

2003 Manulife Indonesia enters into agreements to acquire Zurich Financial group business and ING-Aetna Life Indonesia, subject to regulatory approvals.

2004 Manulife Life Insurance Company (Manulife Japan) and the Bank of Tokyo-Mitsubishi (BTM) enter into a strategic alliance under which Manulife Japan's individual annuity insurance product will be distributed through the BTM network. At the same time, the Bank of Tokyo-Mitsubishi is investing five billion yen in the preferred stock of Manulife Japan.

2004 Manulife Financial Corporation and John Hancock Financial Services, Inc., including its Canadian subsidiary, The Maritime Life Assurance Company, complete their merger. Manulife operates under the trade name John Hancock in the United States.

2004 Manulife Financial becomes the Official Worldwide Life Insurance Partner of the Olympic Games. Manulife's exclusive sponsorship will continue through the end of 2008 and is effective across the Company's operations in Canada, Asia and Japan.

2004 The Manufacturers Life Insurance Company, The Maritime Life Assurance Company and MFC Insurance receive the approval of their respective voting policyholders to combine their current operations into a single Canadian life insurance organization under the name "The Manufacturers Life Insurance Company," effective December 30.

2004 Dominic D'Alessandro, President and CEO of Manulife Financial Corporation is recognized as Canada's "Most Respected CEO" of 2004 by a majority of his peers in Corporate Canada.

2005 Dominic D'Alessandro, President and Chief Executive Officer of Manulife Financial receives the 2005 International Horatio Alger Award from The Horatio Alger Association of Distinguished Americans, Inc.

2005 John Hancock announced that its executive headquarters will now be located at the recently completed 601 Congress Street building in South Boston's waterfront district.





2005 Manulife Financial welcomed His Excellency Phan Van Khai, Prime Minister of the Socialist Republic of Vietnam to its Corporate Head Office in Toronto. The Prime Minister joined Dominic D'Alessandro, President and CEO of Manulife Financial to unveil plans for the development of a new headquarters building in Ho Chi Minh City.

2005 Manulife-Sinochem Life Insurance Co. Ltd, launches its group insurance business in China.

2005 MFC Global Investment Management (Japan) acquires license to operate as an Investment Advisor in Japan. Company will offer a full range of equity and fixed income products to institutional investors.

2005 Manulife Vietnam introduces Phuc An Thanh Tai, an innovative education endowment package that provides a university education fund and comprehensive insurance protection for children.

2005 Manulife Vietnam breaks ground for Headquarters building in new Saigon South Urban Area

2006 Manulife Life Insurance Company announces that it will commence sales nationwide of a new investment-type annuity product, "*Matta nashi*," through Resona Bank, Limited and Saitama Resona Bank, Limited. This new product will be sold nationwide in Japan beginning March 1, 2006.

2006 Manulife Financial Corporation common shareholders in North America can now enroll in either the Canadian Dividend Reinvestment and Share Purchase Plan ("DRIP") or the Direct Share Purchase Program for U.S. Shareholders ("DSPP"). These plans enable them to automatically reinvest dividends paid on Manulife common shares in additional shares, or to purchase additional Manulife shares.

2006 The Manufacturers Life Insurance Company has completed its purchase of The Pramerica Life Insurance Company, Inc. in the Philippines from Prudential International Insurance Holdings, Ltd., first announced on May 15, 2006.

2006 Manulife Investments launches a first-of-its-kind financial product into the Canadian marketplace. *IncomePlus* is Canada's first offering in the Guaranteed Minimum Withdrawal Benefit (GMWB) category designed to help baby boomers navigate the "retirement risk zone."

2006 Manulife-Sinochem Life Insurance Co., Ltd. celebrates its 10th year of successful operations as China's first foreign joint-venture life insurance company. The Company is now licensed to operate in more cities than any other foreign life insure

2007 Manulife (International) Limited introduces Hong Kong's first investment-linked product with GWB feature, "Manulife Secure IncomePlus", which is designed specially for the territory's post-war ageing 'baby boomers' generation.

2007 Manulife Financial Corporation reports record shareholders' net income of \$3,985 million for 2006, an increase of 21 per cent over the full year 2005.

2007 Manulife Financial celebrates 100 Years of operation in the Philippines

2007 John Hancock Retirement Plan Services finished 2006 as the #1 overall seller to plans according to the 2006 LIMRA International 401(k) Scorecard.

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