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For immediate release

## **Manulife Receives Certificate of Authority to Operate Trust Business in the Philippines**

*The nation's first trust corporation backed by a leading multinational financial services group to offer world-class investment solutions to a broad range of clients*

**MANILA** - Manulife today announced that Manulife Asset Management and Trust Corporation received its Certificate of Authority to engage in trust and other fiduciary business in the Philippines from the Bangko Sentral ng Pilipinas (BSP). It is the first trust corporation backed by the resources of a leading multinational financial services group in the Philippines, following the liberalization measures initiated by the BSP. This is part of Manulife's strategic plan to strengthen its business offerings in the Philippines and demonstrates the company's commitment to deepening its relationships in Asia.

The Philippines is a fast growing asset management market in Southeast Asia. Manulife Asset Management and Trust Corporation will be able to leverage its global investment capabilities to offer a wide array of solutions to different types of clients in the Philippines. Aira Gaspar is appointed Chief Executive Officer, Manulife Asset Management and Trust Corporation, following her success in growing the company's asset under management (AUM) over the recent years as Manulife Philippines' Chief Investment Officer.

Michael Dommermuth, Head of Wealth and Asset Management, Asia, for Manulife, commented: "The Philippines is a promising market for the asset management industry given the rapid growth of the middle class population. We have, over time, already built a strong book of business in the Philippines through our investment-linked products. With the launch of the trust corporation here, we now have the broadest ASEAN footprint of any asset management company, which is strategically important as we anticipate accelerated economic growth within the ASEAN region."

Ryan Charland, President and Chief Executive Officer of Manulife Philippines, said: "We have built a strong foothold in the investment-linked insurance products segment, and the launch of our asset management and trust business will allow us to offer an expanded suite of solutions that cater to the full range of our clients' financial needs."

Aira Gaspar, Chief Executive Officer, Manulife Asset Management and Trust Corporation, added: "We have seen great interest in a wider range of investment solutions among Filipinos. With our global investment expertise and our deep local market knowledge, we are uniquely positioned to service individual and institutional investors in the Philippines."

Manulife Asset Management and Trust Corporation will bring an initial offering of Unit Investment Trust Funds (UITF) to investors in the third quarter of 2017. In the institutional space, a suite of dedicated

and customized solutions covering pension accounts, bespoke institutional mandates and segregated accounts in the Philippines will also be offered.

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### **About Manulife**

Manulife Financial Corporation is a leading international financial services group that helps people achieve their dreams and aspirations by putting customers' needs first and providing the right advice and solutions. We operate as John Hancock in the United States and Manulife elsewhere. We provide financial advice, insurance, as well as wealth and asset management solutions for individuals, groups and institutions. At the end of 2016, we had approximately 35,000 employees, 70,000 agents, and thousands of distribution partners, serving more than 22 million customers. As of March 31, 2017, we had \$1 trillion (US\$754 billion) in assets under management and administration, and in the previous 12 months we made almost \$26.3 billion in payments to our customers. Our principal operations are in Asia, Canada and the United States where we have served customers for more than 100 years. With our global headquarters in Toronto, Canada, we trade as 'MFC' on the Toronto, New York, and the Philippine stock exchanges and under '945' in Hong Kong.

### **About Manulife Asset Management**

Manulife Asset Management is the global asset management arm of Manulife, providing comprehensive asset management solutions for investors. This investment expertise extends across a broad range of public and private asset classes, as well as asset allocation solutions. As at March 31, 2017, assets under management for Manulife Asset Management were approximately C\$477 billion (US\$358 billion, GBP£286 billion, EUR€335 billion).

Manulife Asset Management's public markets units have investment expertise across a broad range of asset classes including public equity and fixed income, and asset allocation strategies. Offices with full investment capabilities are located in the United States, Canada, the United Kingdom, Japan, Hong Kong, Singapore, Taiwan, Indonesia, Thailand, Vietnam, Malaysia, and the Philippines. In addition, Manulife Asset Management has a joint venture asset management business in China, Manulife TEDA. The public markets units of Manulife Asset Management also provide investment management services to affiliates' retail clients through product offerings of Manulife and John Hancock. John Hancock Asset Management is a division of Manulife Asset Management. Additional information about Manulife Asset Management may be found at [www.ManulifeAM.com](http://www.ManulifeAM.com).

### **About Manulife Philippines**

The Manufacturers Life Insurance Company opened its doors for business in the Philippines in 1907. Since then, Manulife's Philippine Branch and later The Manufacturers Life Insurance Co. (Phils.), Inc. (Manulife Philippines) has grown to become one of the leading life insurance companies in the country. Manulife Philippines is a wholly-owned domestic subsidiary of Manulife Financial Corporation, among the world's largest life insurance companies by market capitalization. Learn more about Manulife Philippines by visiting their website [www.manulife.com.ph](http://www.manulife.com.ph) and following them on Facebook ([www.facebook.com/ManulifePH](http://www.facebook.com/ManulifePH)), Twitter (@ManulifePH), and Instagram (@manulifeph).

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