

A better  
financial  
future  
starts *here*

2019  
**Q2**







# Manulife Investment Management

Manulife Investment Management is the global wealth and asset management segment of Manulife Financial Corporation. We draw on more than 150 years of financial stewardship to partner with clients across our retail, institutional, and retirement businesses globally.

By combining our deep expertise and experience, we offer fully-integrated solutions spanning investment funds and pensions globally. These customised multi-format solutions are developed to meet the unique needs of different client groups, ranging from retail investors to institutions and pension groups.

## 17

Investment and client service operations in 17 countries and territories

## 450+

More than 450 investment professionals worldwide<sup>1</sup>

## 645<sup>B</sup>

More than US\$645 billion in assets under management and administration (AUMA) globally<sup>2</sup>

## 100+

Over 100 illustrious industry accolades to date<sup>3</sup>

<sup>1</sup> Total is comprised of investment professionals of Manulife Investment Management and of Manulife-TEDA. Includes Public Markets investment professionals (IP) and Private Markets investment professionals from Hancock Natural Resource Group (HNRG) and Real Estate. Does not include IPs from Renewable Energy, Oil & Gas, Private Equity & Private Credit, Commercial Mortgage Loans and Private Placement Debt.

<sup>2</sup> Source: MFC Statistics Information Package, Q2 2019, Manulife

<sup>3</sup> Past performance is not an indication of future results. The awards are for information purposes only and should not be construed as an endorsement of Manulife Investment Management, its affiliates or its products.

A diverse portfolio of complementary businesses globally

Manulife Investment Management comprises *three complementary business lines*, making us one of the largest money managers in the world<sup>4</sup>.

We partner with institutions, financial advisors, and retirement plan sponsors to help investors pursue their long-term financial goals by understanding and managing risks and by helping them make the most of the investment possibilities around them.



### **Retail**

Leveraging our asset management expertise and a managed architecture platform, we work with financial advisors and other intermediaries to help their clients pursue life's most important financial goals, from saving for college and wealth accumulation to decumulation in retirement.



### **Institutional**

We partner with clients to pursue a variety of investment goals, from risk management and liability matching strategies to highly differentiated private markets strategies.



### **Retirement**

We are a major player in the pension business in Canada, the US, Hong Kong and Indonesia where we have a strong track record in generating solid asset growth and earnings. Our consultative approach and innovative plan design are based on decades of experience working with large and small retirement plans globally.

- Broad product mix across group and individual pensions
- Strong partnership ties with governments and industry in shaping retirement and pension policies
- Objective-based asset allocation solutions backed by strong investment capabilities

<sup>4</sup> Source: Investment & Pensions Europe (IPE), 2019





**United States**

**No.1**

in Small & Mid Case Defined  
Contribution (DC) Plans<sup>5</sup>

**Canada**

**No.2**

in Group Retirement Plans<sup>6</sup>

**Hong Kong**

**No.1**

Mandatory Provident Fund  
(MPF) provider<sup>7</sup>

**Indonesia**

**No.2**

Defined Contribution (DC) Plans,  
by AUMA<sup>8</sup>

<sup>5</sup> Pro forma: includes New York Life RPS business acquired in April 2015; Small & Mid Size market includes all plans with less than US\$100 million in assets; Source (by plans): LIMRA, data as of 31 December 2016.

<sup>6</sup> Source: 2016 Fraser Group Universe Pension Report. Based on 31 December 2016 data, for capital accumulation plans.

<sup>7</sup> MPF market shares are measured by scheme sponsor share of asset under management and net cash flows. Source: Table on p.5 of Mercer MPF Market Shares Report as of 30 June 2019.

<sup>8</sup> Source: DPLK Association; Market rank by sales or cash flows is unavailable. Data as of December 2016.

130 years  
*deep-rooted*  
insurance culture

### **Our rich heritage means...**

Accessing to a wealth of experience

Our parent company, Manulife Financial Corporation, is a leading global financial services group, with a rich heritage and investment track record that dates back to the 1800s.

As one of the most trusted global brands, Manulife Financial Corporation manages **over C\$1.1 trillion (US\$877 billion)** in AUMA globally (as of 30 June 2019), with principal operations in Asia, Canada and the US.

This strong parentage enables Manulife Investment Management to benefit from the goodwill and strong relationships that come with being a part of an established financial titan – one that commands a solid global reputation in providing financial advice, insurance, as well as wealth and asset management solutions.

### **Our insurance pedigree means...**

Managing risks is our priority

We strongly value our beginnings as an insurance company more than 130 years ago. The resulting deep-rooted insurance culture over the years means that prudent risk management is very much part of our DNA. And it is this commitment in preserving our clients' wealth that makes us a trusted partner of many across the world.





MANUFACTURERS LIFE  
INSURANCE COMPANY

**Our unparalleled  
regional presence  
means...**

We understand  
Asia and offer  
strong *local  
insights*

With more than 120 years of operating history in Asia, we are deeply embedded in each of the 10 Asian markets where we operate.

We have over 170 on-the-ground professionals in the region who conduct proprietary research to provide our clients with unique local insights. These professionals form part of a wider network of more than 450 investment professionals located around the world, giving us unparalleled edge in investment management.

**147**

**United States**



**111**

**Canada**



**162**

**Asia ex-Japan**



**19**

**Europe**



**14**

**Japan**





**Our strong footprint in  
10 Asian markets means...**

Flexibility in creating  
*unique solutions*  
for you

We are deeply entrenched in the markets we operate in, with local platforms that offer greater flexibility in customising solutions for every client.

**North Asia**

China, Hong Kong, Japan, Taiwan

**Southeast Asia**

Indonesia, Malaysia, Philippines,  
Singapore, Thailand, Vietnam



**Our proven  
investment  
philosophy means...**

You get *results*

Our team-focused investment philosophy combines local-level expertise with extensive global resources. Each specialist investment team holds its own distinct investment process, backed by multi-faceted risk management. Interconnected local teams also feed real-time information into regional and global strategies.

This unique collaboration-focused approach to responsible investing has translated to the ability to deliver solid investment results across public and private markets, that meet our client needs.

## Public assets

- 1** Alpha-focused active management
- 2** Differentiated investment process with intrinsic value orientation
- 3** Proprietary fundamental research supported by global intellectual capital in macroeconomics and analytical resources

## Private assets

- 1** Driven by in-house sector expertise
- 2** Broad access to private market strategies
- 3** Fully-integrated operational platforms in real asset strategies

# Public asset capabilities



## Equities

- 1** Strong Asian footprint of over 75 experts across 10 markets
- 2** Extensive proprietary research network to identify unique opportunities
- 3** Focus on delivering alpha via a proprietary investment process, supported by rigorous fundamental bottom-up research
  - Global Equity
  - US Core Value Equity
  - Canadian Value Equity
  - Asian Equity
  - EAFE Equity
  - Emerging Market Equity



## Fixed income

- 1** Long track record of expertise underpinned by fundamental research-driven investment approach
- 2** Well-resourced Asian team of over 60 experts across 10 markets
- 3** Strong and robust risk management process
  - Global Multi-Sector
  - US Core and Core Plus
  - Canadian Fixed Income
  - Asia ex-Japan Fixed Income
  - Japan Fixed Income
  - Emerging Market Debt



## Multi assets

- 1** Offer diversified exposure across a variety of asset classes and markets globally
- 2** Dynamic asset allocation strategy maximises risk-return potential
- 3** Focus on downside risk through rigorous in-house risk management process



Our deep private  
asset capabilities  
mean...

A greater  
*opportunity*  
set for you

## Private asset capabilities

# 30+

years of experience of

### Timber

We are the world's largest manager of timberland investments for private equity investors<sup>9</sup>.

Our active and disciplined investment encompasses acquisitions, portfolio management and dispositions.

# 25+

years of experience of

### Agriculture

We are the global owner of farmland for institutional investors.

Our farmland capabilities include providing investment management, property management oversight, and direct operating client asset management.

# 30+

years of experience<sup>10</sup> of

### Infrastructure equity

We have significant market presence, deep networks and long standing relationships, which enable a wide range of opportunities to source deals in competitive markets.

# 20+

years of experience of

### Private equity & private credit

We boast a long-tenured team with deep industry knowledge leveraging a disciplined sourcing, pricing and monitoring process.

Source: [www.htrg.com](http://www.htrg.com)

Experience in North American Corporate Finance

Private market products are not authorized by the Securities and Futures Commissions (SFC) in Hong Kong and are not available for retail investors in Singapore. Affiliates of Manulife Investment Management include: Manulife Real Estate, John Hancock Real Estate Finance Group, North American Corporate Finance Group, Hancock Timber Resource Group, Hancock Agriculture Investment Group, Hancock Natural Resource Group, Regional Power, Hancock Renewable Energy Group, NAL Resources, Hancock Capital Management and Manulife Capital.

Fair market value

Our extensive investment experience is not just limited to traditional asset classes such as equities and fixed income; we have an equally strong track record in private markets<sup>11</sup>, managing over US\$102 billion of AUM<sup>12</sup>. This means you can tap into a diverse group of assets that allows the potential for strong risk-adjusted returns. Alongside our ability to customise solutions for our clients, we offer access to a full spectrum of options to meet your investment needs.

# 80+

years of experience of

## Real estate equity

Our fully-integrated real estate operational platform encompasses investment, asset and property management.

# 70+

years of experience of

## Real estate debt

Deal sourcing and management through 14 regional offices across North America.



**Our solid wealth management capabilities mean...**

We offer  
*well-rounded*  
expertise

Our wealth and asset management capabilities extend beyond investment management to cover total wealth management solutions.

By combining our expertise and experience in both investment and pension across an open managed-architecture platform, we customise multi-faceted, outcome-orientated solutions that address each and every of our client's unique wealth needs.

Recognition of  
excellence in Asia



### **Hong Kong**

Manulife Investment Management powers Hong Kong's largest Mandatory Provident Fund (MPF) provider – Manulife<sup>7</sup>



### **China**

The 1<sup>st</sup> financial institution to receive Investment Company Wholly Foreign Owned Entity (WFOE) license



### **Philippines**

The nation's 1<sup>st</sup> trust corporation backed by a leading multinational financial services group



### **Indonesia**

Awarded the Top Fund House in Indonesia<sup>13</sup>

<sup>13</sup> Source: AsianInvestor, April 2019



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Issued by Manulife Investment Management (Asia) —  
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unless otherwise stated.

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