

Monthly Return of Equity Issuer on Movements in Securities

| For the month ended (dd/mm/yyyy) | : 31/10/2011 | | |
|-------------------------------------|----------------------------------|---|--|
| To: Hong Kong Exchanges and Clear | ing Limited | | |
| Name of Issuer Date Submitted | Manulife 03/11/20 | Financial Co | rporation |
| I. Movements in Authorised Share Ca | pital | | |
| 1. Ordinary Shares | | | |
| (1) Stock code : <u>00945</u> Desc | ription : <u>Common</u> | Shares | |
| Balance at close of preceding month | No. of ordinary shares Unlimited | Par value (State currency) No par value | Authorised share capital (State currency) Unlimited |
| Increase/(decrease) | | | |
| Balance at close of the month | | | |
| (2) Stock code :Desc | ription: | | |
| | No. of ordinary shares | Par value (State currency) | Authorised share capital (State currency) |
| Balance at close of preceding month | | | |
| Increase/(decrease) | | | |
| Balance at close of the month | | | |

| 2. Preference Shares | | | | |
|--|--------------------------------|----------------------------------|---|--|
| Stock code: N/A Descri | ption : <u>Preference</u> | e Shares | | |
| | No. of preference shares | Par value (State currency) | Authorised share capital (State currency) | |
| Balance at close of preceding month Class 1 | 22,000,000 | No par value | Unlimited Unlimited Unlimited | |
| Class A | 58,000,000 | No par value No par | | |
| Class B | 0 | value | | |
| Increase Class 1 Preferred Shares | 0 | | | |
| Balance at close of the month | 80,000,000 | No par value | | |
| 3. Other Classes of Shares | | | | |
| Stock code :Descri | ption : | | | |
| | No. of other classes of shares | Par value (State currency) | Authorised share capital (State currency) | |
| Balance at close of preceding month | | | | |
| Increase/(decrease) | | | | |
| Balance at close of the month | | | | |

N/A

Total authorised share capital at the end of the month (State

currency):

II. Movements in Issued Share Capital

| | No. of ordinar | y shares | No of preference | No. of other classes |
|--|----------------|----------|------------------|----------------------|
| | Common Shares | (2) | shares | of shares |
| Balance at close of preceding month | 1,793,517,008 | | 80,000,000 | |
| Increase/ (decrease) during the month | 60,014 | | 0 | |
| Balance at close of the month | 1,793,577,022 | | 80,000,000 | |

III. Details of Movements in Issued Share Capital

Share Options (under Share Option Schemes of the Issuer)

| | a bhaic Option | 1 Schemes of the | 135uc1) | | | |
|----------------------|----------------|------------------|---------------|--------|----------------------|--------------------------|
| Particulars of share | | | | | No. of new shares of | No. of new shares of |
| option scheme | | | | | issuer issued during | issuer which may be |
| including EGM | | | | | the month pursuant | issued pursuant thereto |
| approval date | | Movement dur | ing the month | | thereto | as at close of the month |
| (dd/mm/yyyy) and | | 1VIO VEINENT GUI | ing the month | | _ | |
| class of shares | | | | | | |
| issuable | Granted | Exercised | Cancelled | Lapsed | | |
| 1. Executive | | | | • | | |
| Stock Option | | | | | | |
| Plan | | | | | | |
| <u>1 1411</u> | | | | | | |
| | | | | | | |
| , | | | | | | |
| | | | | | | |
| (04/05/2000) | | | | | | |
| Common | | | | | | |
| Shares | 0 | 0 | 86,822 | 72,862 | 0 | 35,809,119 |
| | - | · - | | | · | - |
| (Note 1) | | | | | | |
| 2. 1999 Long | | | | | | |
| Term Stock | | | | | | |
| Incentive Plan | | | | | | |
| Thechart I lan | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| (14/05/2001) | | | | | | |
| Common | | | | | | |
| Shares | | | | | | 0 |
| (Note 1) | • | · - | | | - | - |
| (Ivole 1) | | | | | | |
| 3. Director | | | | | | |
| Equity | | | | | | |
| Incentive Plan | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| (30/04/2002) | | | | | | |
| Common | | | 10.000 | | | 54,000 |
| Shares | | | 10,000 | | | 54,000 |

| Description of warrants (Date of expiry - dd/mm/yyyy) | Currency of Nominal value at nominal close of value preceding month | Exercised during the month | Nominal value at close of the month | No. of new shares of issuer issued during the month pursuant thereto | No. of new shares of issuer which may be issued pursuant thereto as at close of the month |
|---|---|----------------------------------|---|--|--|
| 1. | - | | | | |
| | - | | | | |
| (/ /) Stock code (if listed) Class of shares issuable (Note 1) | | | | | |
| Subscription price EGM approval date (if applicable) (dd/mm/yyyy) 2. | (/ /) | | | | |
| | - - | | | | |
| (/ /) Stock code (if listed) Class of shares issuable (Note 1) | | | | | |
| Subscription price EGM approval date (if applicable) (dd/mm/yyyy) 3. | (/ /) | | | | |
| | - | | | | |
| (/ /) Stock code (if listed) Class of shares issuable (Note 1) | | | | | |
| | | | | | |
| EGM approval date (if applicable) (dd/mm/yyyy) | (/ /) | | | | |
| 4. | | | | | |
| | | | | | |
| C(++1-++1-('C1'+++1) | | | | | |
| issuable (Note 1) | | | | | |
| Subscription price EGM approval date (if applicable) (dd/mm/yyyy) | (/ /) | | | | |
| | Total | B. (Ordin | nary shares) 0 | | - |
| | | (Prefere | Other class) | | - |
| | | (| Other class) | | - |

| Class and description | | Amount at close of preceding month | Converted during the month | Amount at close of the month | No. of new shares of issuer issued during the month pursuant thereto | No. of new shares of issuer which may be issued pursuant thereto as at close of the month |
|---|--------------|------------------------------------|----------------------------|---|--|--|
| 1. | S | | | | | |
| | | | | | | |
| Stock code (if listed) | <u> </u> | | _ | | | - |
| Class of shares issuable (<i>Note 1</i>) | | | | | | |
| Subscription price EGM approval date | | | | | | |
| (if applicable) (dd/mm/yyyy)) | (/ /) | | | | | |
| <u>2.</u> | <u> </u> | | | | | |
| | | | | | | |
| Stock code (if listed) Class of shares issuable (<i>Note 1</i>) | | | | | | |
| Subscription price EGM approval date (if applicable) | | | | | | |
| (dd/mm/yyyy) 3. | (/ /) | | | | | |
| | _ | | | | | |
| | _ | | | | | |
| Stock code (if listed) Class of shares | | | | | | |
| issuable (Note 1) | | | | | | |
| Subscription price EGM approval date | | | | | | |
| (if applicable) (dd/mm/yyyy) | (/ /) | | | | | |
| 4. | | | | | | |
| | <u> </u> | | | | | |
| Stock code (if listed) | | | | | | |
| Class of shares issuable (Note 1) | | | | | | |
| Subscription price EGM approval date | | | | | | |
| (if applicable) (dd/mm/yyyy) | (/ /) | | | | | |
| | | | (Prefere | nary shares) 0 ence shares) Other class) | | |

For Main Board and GEM listed issuers
Any other Agreements or Arrangements to Issue Shares of the Issuer which are to be Listed, including Options (other than under Share Option Schemes)

| uran | under Share Option Schemes) | | |
|------|--|--|---|
| if a | ll particulars including EGM approval date (dd/mm/yyyy), pplicable, and class of shares issuable: | No. of new shares of issuer issued during the month pursuant thereto | No. of new shares of issuer which may be issued pursuant thereto as at close of the month |
| 1. | Stock Plan for Non-Employee Directors | | |
| | Deferred Share Units settled in Common Shares | 0 | 0 |
| | | _ | _ |
| | 04/05/2000) | | |
| | shares (Note 1) | | |
| | shares (Note 1) | | |
| 2. | Executive Stock Option Plan | | |
| ۷. | Deferred Share Units settled in Common Shares | 60,014 | 0 |
| | Deferred Share Units settled in Common Shares | 60,014 | Ü |
| | (0.4.10.5.10.000) | | |
| | (04/05/2000) | | |
| | shares (Note 1) | | |
| 3. | Dividend Reinvestment and Share Purchase Plan Dividends reinvested in Common Shares and Common Share purchases | 0 | 0 |
| | | | |
| | (07/05/2009) | | |
| | shares (Note 1) | | |
| | | | |
| | Total D. (Ordinary shares) | 60,014 | 0 |
| | (Preference shares) | | |
| | (Other class) | | |
| | , | | |
| | | l . | |

Other Movements in Issued Share Capital No. of new No. of new shares of shares of issuer issued issuer which during the may be issued month pursuant thereto as at pursuant thereto close of the month Type of Issue Class of shares issuable (*Note 1*) (/ /) At price : State currency Issue and allotment 1. Rights issue date: (dd/mm/yyyy) (/ /) EGM approval date: (dd/mm/yyyy) Class of shares issuable _ (*Note 1*) At price : State currency (/ /) Issue and allotment 2. Open offer date: (dd/mm/yyyy) (/ /) EGM approval date: (dd/mm/yyyy) Class of shares issuable _ (*Note 1*) (/ /) At price : State currency Issue and allotment 3. Placing date: (dd/mm/yyyy) (/ /) EGM approval date: (dd/mm/yyyy) Class of shares issuable _ (*Note 1*) (/ /) Issue and allotment Bonus issue date: (dd/mm/yyyy) (/ /) EGM approval date: (dd/mm/yyyy)

For Main Board and GEM listed issuers

| | | | • | <u> </u> | | No. of new shares of issuer issued during the month pursuant thereto | No. of new shares of issuer which may be issued pursuant thereto as at close of the month |
|----|----------------------|---------------------------|--|----------|-----|--|--|
| | Type of Issue | | | | | | |
| 5. | Scrip dividend | At price : State | Class of shares issuable (Note 1) Issue and allotment | (/ / | ·) | | |
| | Zong Great | currency — | date: (dd/mm/yyyy) EGM approval date: (dd/mm/yyyy) | (/ / | ′) | | _ |
| | | | Class of shares repurchased (Note 1) | | | | |
| 6. | Repurchase of shares | | Cancellation date : (dd/mm/yyyy) | (/ / | ′) | | |
| | | | EGM approval date: (dd/mm/yyyy) | (/ / | ′) | | |
| | | | | | | | |
| | | | Class of shares redeemed (Note 1) | | | | |
| 7. | Redemption of shares | | Redemption date : (dd/mm/yyyy) | (/ / | ′) | | |
| | | | EGM approval date: (dd/mm/yyyy) | (/ , | ′) | | |
| | | | Character 1 | | | | |
| | | _ | Class of shares issuable (Note 1) | | | | |
| 8. | Consideration issue | At price : State currency | Issue and allotment date : (dd/mm/yyyy) | | | | |
| | | | EGM approval date: (dd/mm/yyyy) | | | | _ |
| | | | | | | | |

For Main Board and GEM listed issuers No. of new No. of new shares of shares of issuer which issuer issued during the may be issued pursuant month pursuant thereto as at thereto close of the month Type of Issue Class of shares issuable -(*Note 1*) (/ /) 9. Capital Issue and allotment reorganisation date: (dd/mm/yyyy) (/ /) EGM approval date: (dd/mm/yyyy) Common Class of shares issuable (*Note 1*) 10. Other At price: State (/ / currency Issue and allotment date: (dd/mm/yyyy) (/ /) EGM approval date: (dd/mm/yyyy) (Ordinary shares) 0 Total E. (Preference shares) (Other class) Total increase / (decrease) in ordinary shares during the month (i.e. Total of A to E): (1) 60,014 (2) 0 Total increase / (decrease) in preference shares during the month (i.e. Total of A to E):

Total increase / (decrease) in other classes of shares during the month (i.e. Total of A to E):

(These figures should be the same as the relevant figures under II above ("Movements in Issued Share Capital").)

| For | M | ain | R | nard | and | GFM | lister | l issuer: |
|-----|---|-----|---|------|-----|-----|--------|-----------|
| | | | | | | | | |

| Remarks (if any): |
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| |
| Submitted by: David Kerr |
| Title: AVP, Senior Counsel and Assistant Corporate Secretary (Director, Secretary or other duly authorised officer) |
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Notes:

- 1. State the class of shares (e.g. ordinary, preference or other).
- 2. If there is insufficient space, please append the prescribed continuation sheet.