



MFC Global Investment Management

Darryl Aw

Regional Head, Channel Distribution SE Asia

April 2010

Manulife Asset Management (Singapore)
Pte Ltd Reg. No. 200709952G

Total Pension Assets Globally

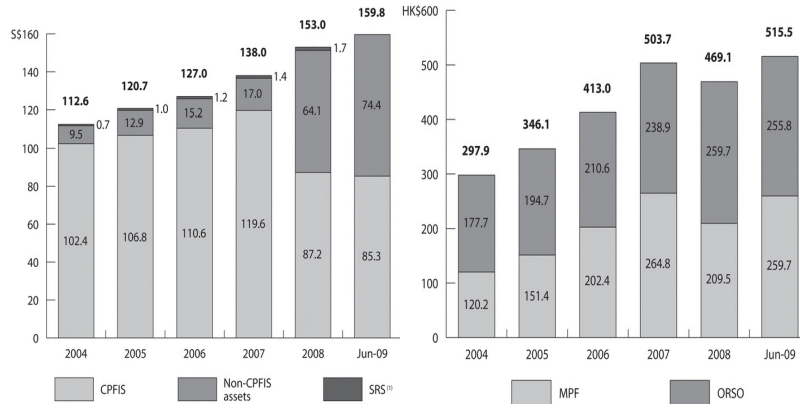
Market	Total assets (USD billion)		Country	End 1999	End 2009e
	Year-end 1999	Year-end 2009e			
Australia	271	996	Australia	1.7%	↑ 4.3%
Brazil	70	392	Brazil	0.4%	↑ 1.7%
Canada	652	1,213	Canada	4.0%	↑ 5.2%
France	70	178	France	0.4%	↑ 0.8%
Germany	188	411	Germany	1.2%	↑ 1.8%
Hong Kong	23	85	Hong Kong	0.1%	↑ 0.4%
Ireland	49	102	Ireland	0.3%	↑ 0.4%
Japan	2,630	3,152	Japan	16.1%	↓ 13.5%
Netherlands	400	990	Netherlands	2.5%	↑ 4.2%
South Africa	76	201	South Africa	0.5%	↑ 0.9%
Switzerland	310	583	Switzerland	1.9%	↑ 2.5%
UK ¹	1,385	1,791	UK ¹	8.5%	↓ 7.7%
US ²	10,195	13,196	US ²	62.5%	↓ 56.7%
Total (USD)	16,318	23,290	P13	100%	100%

Source: Towers Watson and various secondary sources

¹ Excludes Personal and Stakeholder Defined Contribution (DC) assets ² Includes Individual Retirement Accounts (IRAs)

- Global institutional pension fund assets in the 13 major markets increased by 15% during 2009, from US\$20 trillion to over US\$23 trillion
- Global pension assets (measured in local currency) grew by over 16% in 2009, improving the ten-year average growth rate to almost 7%

Singapore vs Hong Kong Pension Assets 2004-2009



Sources: Central Provident Fund Board, Ministry of Finance, Cerulli Associates
Note: (1) SRS assets not available for June 2009.

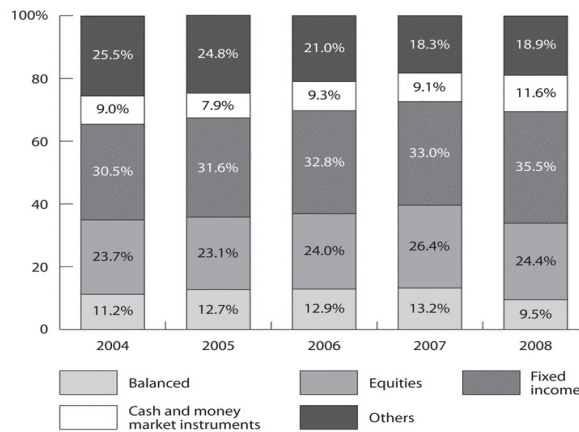
Sources: Mandatory Provident Fund Authority, Cerulli Associates

- As of 2009, HK has US\$85 billion while Singapore has US\$100 billion pension assets
- About 86% of HK's workforce is covered under MPF, ORSO or provident funds

MFC Global
Investment Management.

3

Asia ex Japan Pension Assets by Investment Objective, 2004-2008

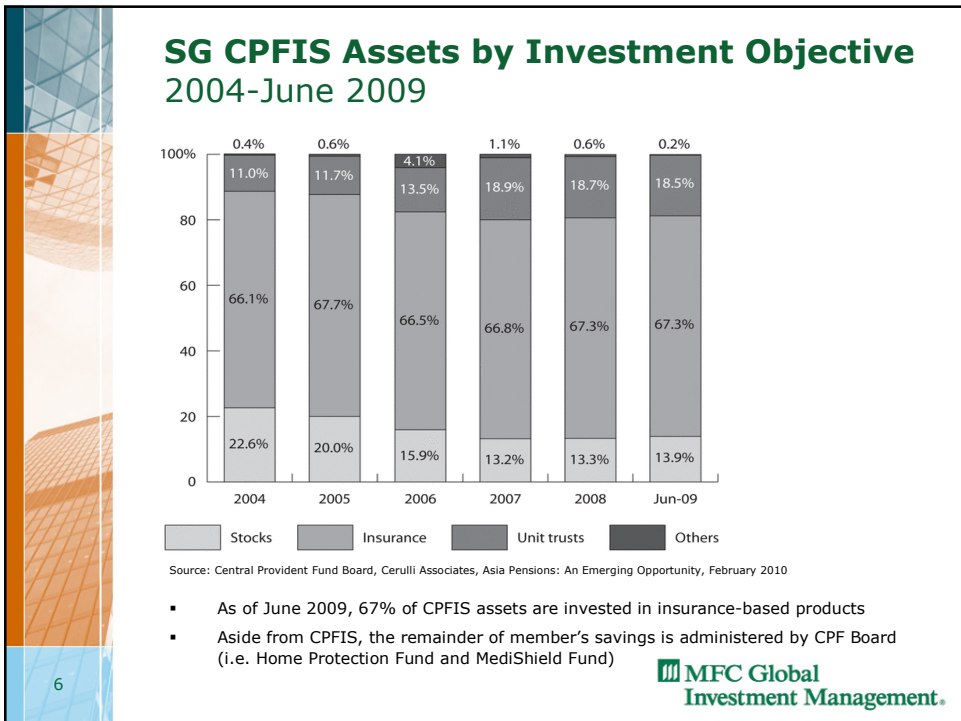
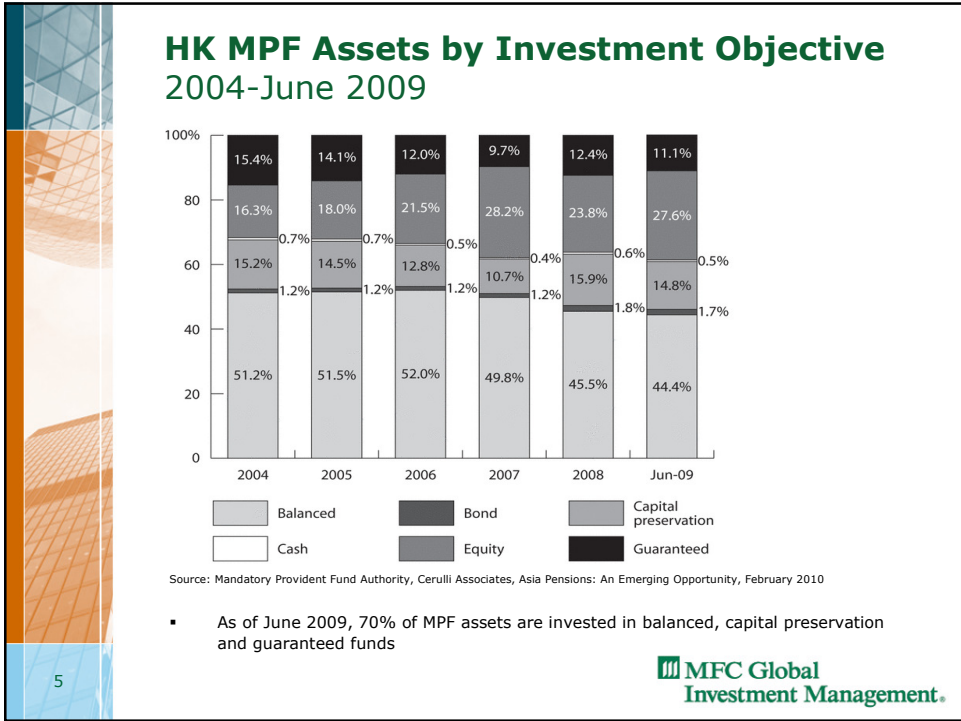


Source: Cerulli Associates, Asia Pensions: An Emerging Opportunity, February 2010

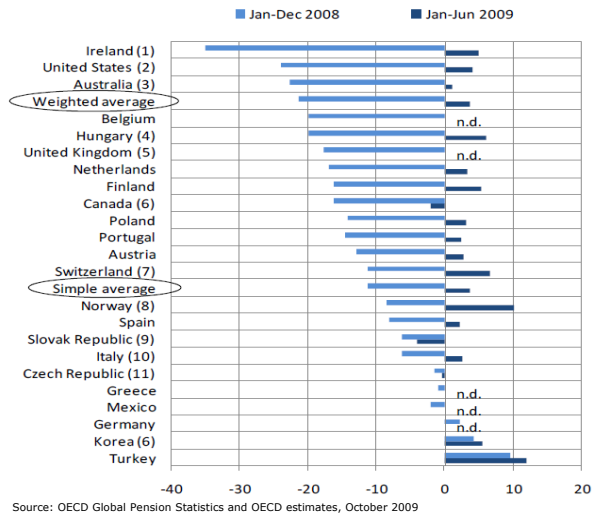
- In 2008, 93.3% of pension assets are invested locally; 6.7% are invested overseas

MFC Global
Investment Management.

4



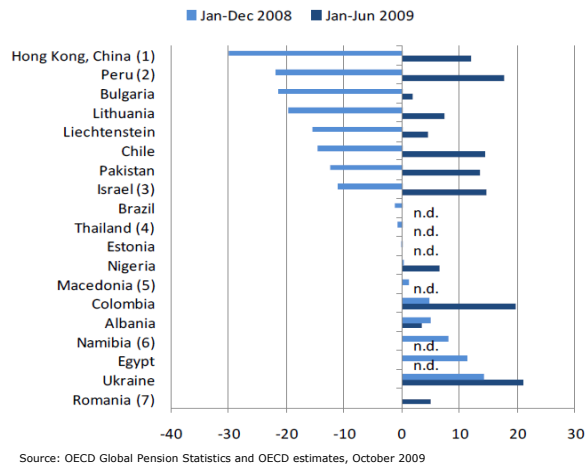
Pension funds' nominal investment rate of return in selected OECD countries



7

MFC Global Investment Management

Pension funds' nominal investment rate of return in selected non-OECD countries



- Between January and June 2009, the average pension fund investment return in Hong Kong was 12%

8

MFC Global Investment Management

Sample Pension Portfolio Choices in HK

Mandate Type	Capital Preservation	Short Term HKD Bond	HKD Bond
Portfolio Characteristics	Very short end focus on deposits and short end credit papers	Focusing mainly on short end credit and government bonds in HKD	Invest in full range of tenors in bonds available in HKD Fixed income market
Average Maturity	0.25 yrs	2.3 Yrs	5 Yrs
Current Yield	0.62%	1.35%	2.00%
Benchmark	Savings rate	Composite of Market Key Rates	HSBC HKD Bond Index
Average Credit Rating	AA	AA/A	AA/A

9

MFC Global Investment Management.

About MFC Global Investment Management

- MFC Global Investment Management® (MFC GIM) is the asset management arm of Manulife Financial with over 120 years of investment management experience.
- A global leader in wealth management services with a strong "A+" rating by Standard & Poor's as at April 2010.
- We manage institutional assets on behalf of pension plans, endowment funds, and financial services companies.
- We also manage retail funds through Manulife Financial and John Hancock distribution networks as well as for other financial institutions offering mutual funds, separately managed accounts and closed-end funds.



10

MFC Global Investment Management.

MFC Global Investment Management

Managers and analysts around the world provide a global perspective on companies, industries and securities

MFC Global Investment Management®

Other Advisor Affiliates

Manulife Financial

- Private Equity, Real Estate, Mortgages

Manulife Asset Management



- Oil & Gas



Hancock
Timber
Resource
Group®

- Private Equity
Timberland



- Private Equity
Farmland



Declaration

Specialty Fixed Income &
Portable Alpha



- Bond & Corporate Finance Group

MFC Global Investment Management®

11

Comprehensive Suite of Strategy Offerings

FIXED INCOME

U.S. Fixed Income	Global Fixed Income
Core	Global
Core Plus	International
Strategic	Other Regional
High Yield	
TIPS	

ALTERNATIVE ASSETS

Global Timberland
Global Farmland

EQUITY

U.S. Equity	Global Equity
Large Cap Core	Global Core
Small Cap Core	International
Mid Cap Growth	Emerging Markets
Small-Mid Cap Growth	Global Growth
Small Cap Growth	China/Other Regional
Quantitative Large Cap Value	Passive
Quantitative All Cap	
Passive	

MFC Global Investment Management®

12

MFC GIM (Asia) Value Proposition

We Believe

Our broad and deep local coverage provides unique market insights, resulting in competitive advantages that lead to superior performance through:

- Superior Information: **Local presence allows more company visits and access to information faster than offshore competitors**
- In-depth Knowledge: **Better access to information allow us to spot trends before they are well disseminated**
- Effective Execution: **We are part of a large global organization, whose scale gives us better treatment by local brokers and other counterparties**

These competitive advantages are sustainable through our deep infrastructure:


- Asia offices in 10 locations – **broader geographic coverage than any of our competitors**
- Over 60 equity and fixed income professionals – **more on-the-ground talent than many of our competitors**
- Idea sharing across all territories – **unmatched by many of our competitors**
- Our Insurance Co heritage **produces a unique operating model in Asia with high barriers to entry, which other investment managers are unable to replicate**

13


Asian Footprint

MFC Global Investment Management's broad Asian footprint allows us to uncover and exploit the market inefficiencies inherent in the developing Asian markets.

Research Capability	Geographical Coverage	Experience	Performance
Risk Control Mindset	Team Approach	Proven Investment Process	Client Service

14


Awards and Achievements

Asia Asset Management
THE JOURNAL OF INVESTMENTS & PENSIONS
BEST OF THE BEST AWARDS

Leadership in Fund Management 2009 – MFC GIM Asia
Most Innovative Product (Vietnam) 2009 - Manulife Vietnam Progressive Fund
Regional CEO of the Year 2010 – Michael Dommermuth, MFC GIM
Most Innovative Product (Taiwan) 2010 – Manulife Asset Management (Taiwan) Asia Pacific Bond fund



LIPPER
FUND AWARDS 2009
HONG KONG

Manulife Global Fund - Japan Growth Fund - Recognized by Lipper as the best 10-year fund for Japanese Large Cap equities 2009



LIPPER
FUND AWARDS 2009
CANADA

Manulife China Opportunities Fund - Recognized by Lipper as the best 1-year fund for Chinese equities 2009



Manulife Asset Management Indonesia – winners of one year equity fund award and one year balanced fund awards at Investor Magazine's Best Mutual Funds 2010 awards



Best Onshore Fund House for Indonesia 2009



Most Astute Investors in Local Currency Bonds 2007, 2008, 2009

15

MFC Global Investment Management.

Disclaimer

The information and views expressed herein are those of Manulife Asset Management (Singapore) Pte Ltd and its affiliates (“**Manulife**”) as of 19 April 2010 and are subject to change based on market and other conditions. Manulife expressly disclaims any responsibility for the accuracy and completeness of, and the requirement to update, such information. Any opinion, management forecast or estimate contained herein is based on information available as at the date of publication and is subject to changes at any time without notice. Opinions, forecasts and estimates, as well as the information contained herein relating to the historical performance of any Fund are for information only and are not indicative of the future or likely performance of any Fund.

The information set out in this presentation has been provided for general informational purposes only. Nothing in this presentation constitutes or should be construed to constitute any (i) offer, advice, invitation or solicitation from Manulife to buy or sell any investments, securities or other financial products, (ii) invitation or inducement to engage in investment activities or financial promotions of any kind or (iii) investment advice or recommendation.

This presentation is for training use only and not meant for external distribution. Distribution to other parties requires prior approval from Manulife Asset Management (Singapore) Pte Ltd.

16

MFC Global Investment Management.