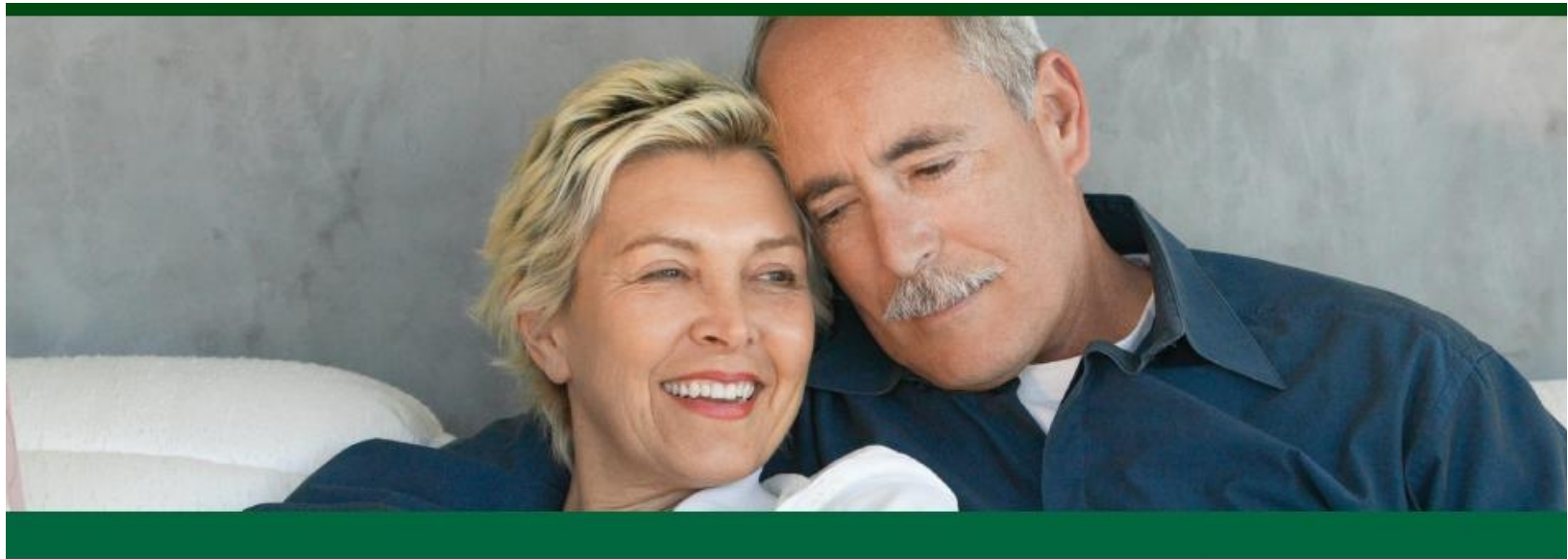


## Immediate Annuity Quotation



Personalized for: Prime Annuitant

Prepared by:

Quote No: AZVH4E

Date Prepared: April 5, 2017

Manulife Investments Annuities can assist with your income needs through guaranteed payments for the rest of your life or for a specific period of time. An annuity from Manulife Investments can form an important part of your income portfolio by taking the guesswork out of investing for income.

## WHAT IS AN ANNUITY?

For those who want guaranteed income, annuities are a popular choice. In exchange for a single lump sum investment, an insurer makes guaranteed regular income payments to an investor that contain both interest and a return of capital.

In addition, annuity payments aren't affected by market volatility or fluctuations in interest rates. They can offer protection against inflation through indexing, which provides yearly payment increases. They're also a potential source of tax-efficient income because only a portion of an annuity payment is taxable.

Best of all, annuities are simple. It's a one-time purchase with no on-going investment decisions to be made. Annuities are perfect for investors who are not interested in managing investments as they age.

The amount of income provided through an annuity is generally determined by the:

- Type of annuity selected
- Amount of money invested
- Current interest rates
- Age
- Sex
- Payment guarantee selected

## TYPES OF ANNUITIES

A **Single Life Annuity** provides an income as long as the annuitant is living.

A **Joint and Survivor Life Annuity** provides an income for the lifetime of two individuals - a primary annuitant and a secondary annuitant (usually a husband and wife). Upon the death of one annuitant, the surviving annuitant can continue to receive an income.

A **Term Certain Annuity** provides guaranteed income for a specified period of time.

## IMMEDIATE ANNUITY

This quotation is based on the information provided. Any changes to the information in this quotation may result in a change to the final income amount. The Purchase Date will be determined when the premium is received at Head Office.

The following is a personalized quotation showing the income that would be generated based on the premium provided.

### PRIMARY ANNUITANT

Name: Prime Annuitant  
Birth Date: August 28, 1956  
Sex: Male

### PLAN DETAILS

Annuity Type	Source of Funds	Tax Type
Single Life	Non-registered	Prescribed

### DEPOSIT DETAILS

Premium Amount	Rate Effective Date	Purchase Date
300,000.00	April 5, 2017	April 15, 2017

### INCOME DETAILS

Income Amount	Payment Start Date	Return of Premium (if death occurs before Payment Start Date)	Annual Taxable Portion
1,226.54, Monthly	May 15, 2017	Yes, with 0% annual interest	2,270.28

### GUARANTEE DETAILS

Guarantee of Payments	Last Guaranteed Payment Date	Sum of All Guaranteed Payments
15 Years	April 15, 2032	220,777.20

## DETAILED PAYMENT SUMMARY

For illustration purposes only, this table displays, based on the type of annuity chosen, payment details for up to 26 years. For life annuities, income is payable for life and can continue beyond the last year shown.

Year	Age of Primary Annuitant	Monthly Income (\$)	Annual Calendar Year Income (\$)	Accumulated Calendar Year Income (\$)	Prescribed Annual Taxable Portion (\$)
2017	60	1,226.54	9,812.32	9,812.32	1,513.53
2018	61	1,226.54	14,718.48	24,530.80	2,270.30
2019	62	1,226.54	14,718.48	39,249.28	2,270.30
2020	63	1,226.54	14,718.48	53,967.76	2,270.30
2021	64	1,226.54	14,718.48	68,686.24	2,270.30
2022	65	1,226.54	14,718.48	83,404.72	2,270.30
2023	66	1,226.54	14,718.48	98,123.20	2,270.30
2024	67	1,226.54	14,718.48	112,841.68	2,270.30
2025	68	1,226.54	14,718.48	127,560.16	2,270.30
2026	69	1,226.54	14,718.48	142,278.64	2,270.30
2027	70	1,226.54	14,718.48	156,997.12	2,270.30
2028	71	1,226.54	14,718.48	171,715.60	2,270.30
2029	72	1,226.54	14,718.48	186,434.08	2,270.30
2030	73	1,226.54	14,718.48	201,152.56	2,270.30
2031	74	1,226.54	14,718.48	215,871.04	2,270.30
2032	75	1,226.54	14,718.48	230,589.52	2,270.30
2033	76	1,226.54	14,718.48	245,308.00	2,270.30
2034	77	1,226.54	14,718.48	260,026.48	2,270.30
2035	78	1,226.54	14,718.48	274,744.96	2,270.30
2036	79	1,226.54	14,718.48	289,463.44	2,270.30
2037	80	1,226.54	14,718.48	304,181.92	2,270.30
2038	81	1,226.54	14,718.48	318,900.40	2,270.30
2039	82	1,226.54	14,718.48	333,618.88	2,270.30
2040	83	1,226.54	14,718.48	348,337.36	2,270.30
2041	84	1,226.54	14,718.48	363,055.84	2,270.30
2042	85	1,226.54	14,718.48	377,774.32	2,270.30

- Contracts cannot be changed or surrendered after issue.
- This quote assumes that all information provided to Manulife complies with any applicable pension legislation.
- Any annual taxable portion illustrated is based on our understanding of the current income tax law and may be subject to change. The annual taxable portion amount shown for prescribed annuities assume the annuity qualifies for prescribed status. The actual annuity purchased may not qualify for the tax treatment that is illustrated.
- Payments are guaranteed until April 15, 2032. Total sum of all guaranteed payments equal \$220,777.20. Once the last payment guarantee date has been reached, any future annuity payments will be made contingent upon the survival of the annuitant or joint annuitants.
- User generated quotes are only valid when the total premium(s) per annuitant does not exceed \$2 million. This applies to multiple quotes based on the same life.

## ADVANTAGES OF A MANULIFE ANNUITY

### GUARANTEE OPTIONS

**Return of Premium** - This option can guarantee a return of the original premium (with or without interest, as selected at the time of application) if the annuitant(s) pass away before the first payment date. A return of premium guarantee is automatically included in annuity quotes for registered money or quotes that include principal protection.

**Guarantee Period** - If a guarantee period is chosen, payments are guaranteed to be paid for the selected period. If all annuitants should pass away after payments have started and before the end of the chosen guarantee period, then remaining guaranteed payments may continue to a beneficiary.\*

**Principal protection** - This option (also known as a cash refund guarantee) ensures that, in the event that all annuitants pass away on or after the payment start date, a beneficiary will receive a lump sum payment. This lump sum payment is equal to the difference between the total payments made by us and the original investment. Selecting principal protection provides you with the Manulife Principal Protected Annuity™.

### PAYMENT FREQUENCY

Choose from monthly, quarterly, semi-annual or annual payments on any annuity type (subject to minimum payment amounts).

### TAX ADVANTAGES

Many non-registered annuities may meet specific Income Tax Act (Canada) requirements and can qualify for "Prescribed" taxation. Prescribed Annuities offer

tax advantages, including level taxation throughout the duration of the contract. Non-prescribed annuity taxation is higher in the early years and decreases over time as principal is reduced. With prescribed taxation, the recipient receives an element of tax deferral and also pays less tax over the life of the contract.

Further, for those 65 or older, income from an annuity will qualify for the pension income tax credit and pension income splitting, which offer additional tax relief.

### INFLATION PROTECTION

To help guard against the effects of inflation, annuities can be purchased with an annual percentage increase in income.

### FINANCIAL STRENGTH

Manulife is one of the largest life insurance companies in Canada and a leading financial services company in North America. We consistently earn superior ratings from acknowledged industry experts including Standard and Poor's and A.M. Best. In addition, Manulife is a member of Assuris. Assuris is a not for profit corporation, funded by the life insurance industry, that protects Canadian policyholders against loss of benefits due to the financial failure of a member company. Details about the extent of Assuris' protection are available at [assuris.ca](http://assuris.ca) and in their brochure, which can be obtained from your financial advisor or Assuris by calling 1 800 268 8099.

\*Or may be commuted in certain circumstances.

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For more information, please contact your financial advisor or visit [manulife.ca/investments](http://manulife.ca/investments)

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