

Immediate Annuity Quotation



Personalized for:

Prepared by: Ivon T Hughes
Tel: 514-842-9001
Email: info@trustco.ca
Fax: 514-842-1085
Reference #: 186078.1
Date Prepared: November 1, 2012

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: Mr. Client 1
Birth Date: January 1, 1947
Sex: Male

SECONDARY ANNUITANT

Name: Mrs. Client 2
Birth Date: January 1, 1947
Sex: Female

PLAN DETAILS

| Annuity Type | Source of Funds | Tax Type | Type of Transfer |
|-------------------------|-----------------|------------|----------------------|
| Joint and Survivor Life | RRSP/RRIF | Registered | External to Manulife |

DEPOSIT DETAILS

| Premium Amount | Rate Effective Date | Purchase Date |
|----------------|---------------------|------------------|
| 100,000.00 | November 1, 2012 | November 1, 2012 |

INCOME DETAILS

| Income Amount | Payment Start Date | Return of Premium (if death occurs before Payment Start Date) |
|-----------------|--------------------|---|
| 407.41, Monthly | December 1, 2012 | Yes, with 0% annual interest |

GUARANTEE DETAILS

| Guarantee of Payments |
|------------------------------------|
| Principal Protection (Cash Refund) |

MULTI-QUOTE DETAILS - PAYMENT GUARANTEE

| | Payment Guarantee | Premium Amount | Monthly Income |
|------------------------|---|-----------------------|-----------------------|
| Requested Quote | Principal Protection (Cash Refund) | 100,000.00 | 407.41 |
| Alternate Quote #1 | 3 years | 100,000.00 | 428.87 |
| Alternate Quote #2 | 5 years | 100,000.00 | 428.79 |
| Alternate Quote #3 | 10 years | 100,000.00 | 427.86 |
| Alternate Quote #4 | 15 years | 100,000.00 | 424.29 |

Any quote or quotes involving a total premium of \$2,000,000 per client must be obtained from Head Office.

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 (\$) |
|------|--------------------------|---------------------|----------------------------------|---------------------------------------|
| 2012 | 65 | 407.41 | 407.41 | 407.41 |
| 2013 | 66 | 407.41 | 4,888.92 | 5,296.33 |
| 2014 | 67 | 407.41 | 4,888.92 | 10,185.25 |
| 2015 | 68 | 407.41 | 4,888.92 | 15,074.17 |
| 2016 | 69 | 407.41 | 4,888.92 | 19,963.09 |
| 2017 | 70 | 407.41 | 4,888.92 | 24,852.01 |
| 2018 | 71 | 407.41 | 4,888.92 | 29,740.93 |
| 2019 | 72 | 407.41 | 4,888.92 | 34,629.85 |
| 2020 | 73 | 407.41 | 4,888.92 | 39,518.77 |
| 2021 | 74 | 407.41 | 4,888.92 | 44,407.69 |
| 2022 | 75 | 407.41 | 4,888.92 | 49,296.61 |
| 2023 | 76 | 407.41 | 4,888.92 | 54,185.53 |
| 2024 | 77 | 407.41 | 4,888.92 | 59,074.45 |
| 2025 | 78 | 407.41 | 4,888.92 | 63,963.37 |
| 2026 | 79 | 407.41 | 4,888.92 | 68,852.29 |
| 2027 | 80 | 407.41 | 4,888.92 | 73,741.21 |
| 2028 | 81 | 407.41 | 4,888.92 | 78,630.13 |
| 2029 | 82 | 407.41 | 4,888.92 | 83,519.05 |
| 2030 | 83 | 407.41 | 4,888.92 | 88,407.97 |
| 2031 | 84 | 407.41 | 4,888.92 | 93,296.89 |
| 2032 | 85 | 407.41 | 4,888.92 | 98,185.81 |
| 2033 | 86 | 407.41 | 4,888.92 | 103,074.73 |
| 2034 | 87 | 407.41 | 4,888.92 | 107,963.65 |
| 2035 | 88 | 407.41 | 4,888.92 | 112,852.57 |
| 2036 | 89 | 407.41 | 4,888.92 | 117,741.49 |
| 2037 | 90 | 407.41 | 4,888.92 | 122,630.41 |

- Contracts cannot be changed or surrendered after issue.
- This quote assumes that all information provided to Manulife complies with any applicable pension legislation.
- If the annuitant dies before payments equaling the original premium \$100,000.00 have been paid, a lump sum payment equal to the difference between total payments made and \$100,000.00 paid will be payable to the beneficiary. Once the total payments made exceed the original premium, all future annuity payments will be contingent upon the survival of the annuitant.
- 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 Financial 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 Financial 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 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.

FOR MORE INFORMATION, PLEASE CONTACT YOUR ADVISOR OR VISIT [MANULIFE.CA/INVESTMENTS](https://www.manulife.ca/investments)

The Manufacturers Life Insurance Company is the issuer of all Manulife Annuity Contracts. Manulife, Manulife Investments, Manulife Principal Protected Annuity, the Manulife Investments For Your Future logo, the Block Design and Strong Reliable Trustworthy Forward-thinking are trademarks of The Manufacturers Life Insurance Company and are used by it, and by its affiliates under license.

TMK721E 06/11

 **Manulife Investments**

strong reliable trustworthy forward-thinking

For your future™