

 **Manulife Investments**

| ANNUITIES



Manulife Annuities
Income solutions for life

Income Solutions For Life

Canadians today are enjoying a healthier and more active retirement. We are living longer and in some cases, may spend as much time in retirement as working.

How you turn your savings into retirement income is a significant financial decision. For those who prefer a one-step solution that can guarantee a secure income for life, or a specific period of time, annuities are a popular choice.

Annuities provide a number of advantages since they are simple and don't expose a lifetime of savings to the volatile nature of the financial markets.

Manulife offers a choice of annuity income solutions. Your particular income needs will determine which solution is right for you.

WHAT IS AN ANNUITY?

In exchange for a single lump sum deposit, a financial institution makes guaranteed regular income payments to a client that contain both interest and a return of principal. Annuity payments can continue for a chosen period of time or for the lifetime(s) of one or two people.

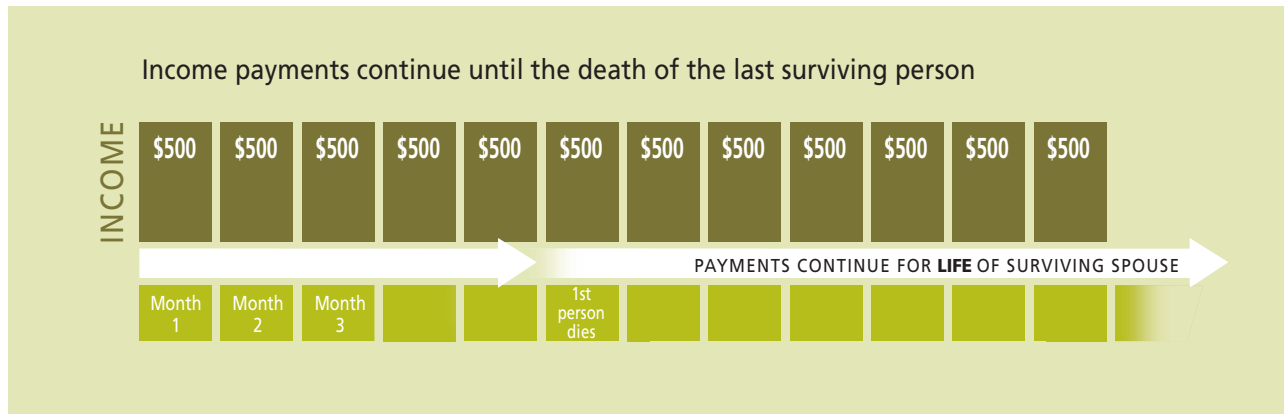


If you are interested in a guaranteed income for your retirement, you will want to consider a Life Annuity. With one up-front investment, a Life Annuity can provide income to you and your spouse (if selected) for the rest of your life, no matter how long you live.

EXAMPLE

Bert and Barbara are retiring this year and want to ensure they have regular income from their investments for the rest of their lives to cover

the majority of their fixed living expenses. After discussing this situation with their Advisor, they decide to invest a portion of their RRSP savings in a Joint and Survivor Life Annuity. By purchasing this type of Life Annuity, they have guaranteed a retirement income until the last spouse dies. Now Bert and Barbara have the added comfort of knowing they will receive a dependable income for the rest of their lives, no matter what happens.



Payment amounts will vary

Life Annuities from Manulife provide the following benefits:

- A secure source of income that you can never outlive
 - A simple income strategy without ongoing investment decisions
 - A regular investment income that is not dependent on the performance of stock or bond markets
 - A way to cover fixed expenses in retirement which allows you to invest the rest of your retirement portfolio more aggressively if desired
 - Optional automatic payment increases that can help offset the effects of inflation
- Preferential tax treatment when the annuity is purchased with non-registered funds (some conditions apply)
 - The ability to use part of your guaranteed income to support your favourite charity on an ongoing basis

GUARANTEE OPTIONS

With a Life Annuity from Manulife, you can choose from various payment guarantee options that ensure your beneficiaries continue to receive income payments in the event you die during the guarantee period. Payment guarantee periods can range from 3 to 30 years.

To learn more about Life Annuity options, speak with your Advisor.

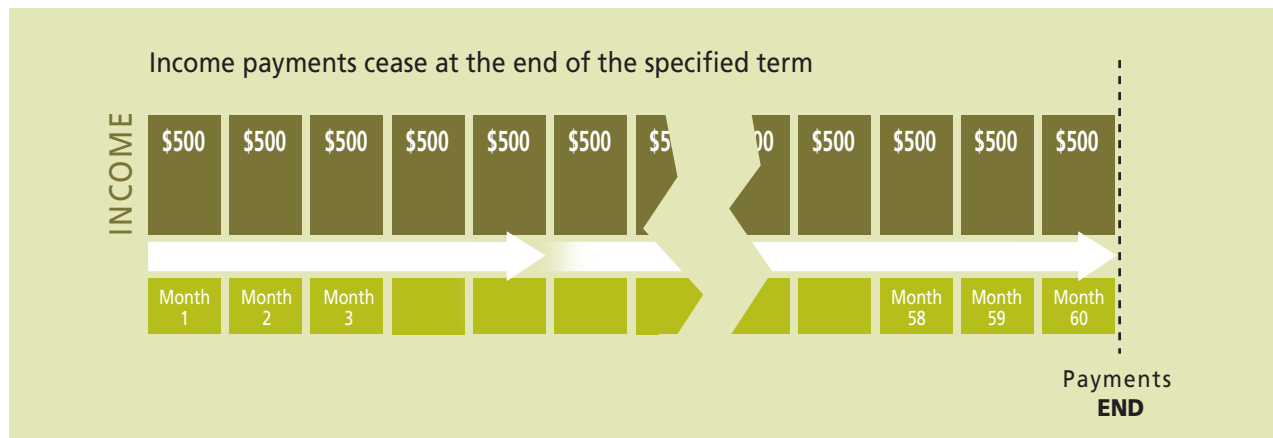


Term Certain Annuities provide a guaranteed, regular income for a pre-selected period of time. Once this period is over, income payments cease and the annuity contract ends. If you happen to die before your payments are scheduled to end, Manulife will continue to make payments to your beneficiaries until the specified period has expired.

EXAMPLE

John and Janet's daughter was 35 years old when she went through a divorce. Now a single mom

with two daughters, she wants to go back to school to upgrade her qualifications for a new career. Her divorce settlement provided enough income to cover all child-related expenses, but she needs additional income to pay for her education and some out-of-pocket expenses. John and Janet decide to help. By making a single lump-sum investment in a 5-year Manulife Term Certain Annuity, their daughter now receives a monthly income for the next 5 years without having to face a large debt upon graduation.



Payment amounts will vary

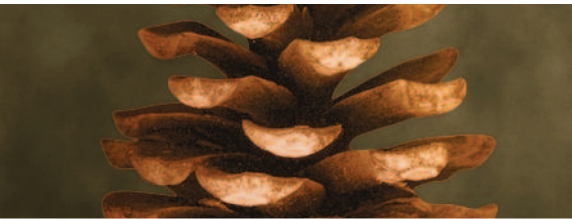
A Manulife Term Certain Annuity provides the following benefits:

- A simple income strategy without ongoing investment decisions
- A regular investment income that is not dependent on the performance of stock or bond markets
- A guaranteed method for funding fixed period obligations like a child's education or sabbatical
- Optional automatic payment increases that can help offset the effects of inflation

- Preferential tax treatment if the annuity is purchased with non-registered funds (some conditions apply)

GUARANTEE OPTIONS

With a Manulife Term Certain Annuity, you will gain comfort knowing that by naming a beneficiary, your investment will continue to generate income payments in the event you die during the guarantee period. Guaranteed payment periods for Term Certain Annuities can range from 3 to 30 years.

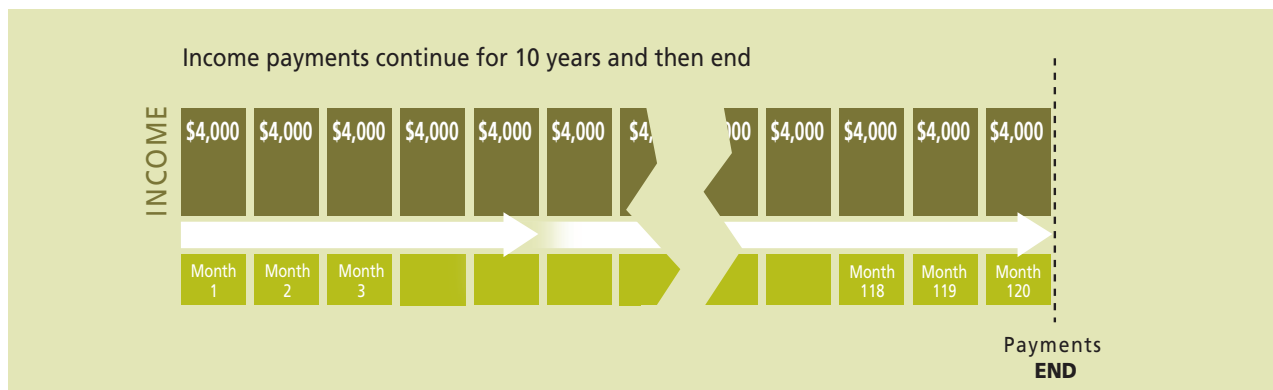


Depending on your circumstances, you may want to transfer an inheritance to your spouse or children gradually, as opposed to one lump sum payment after your death. An Annuity Settlement Option can be added to a Manulife Investments Guaranteed Interest Contract (GIC), any of Manulife's Segregated Fund Contracts, or a Manulife Financial life insurance policy to help you achieve this goal.

The Annuity Settlement Option can automatically transfer the proceeds of your Manulife contract upon death, into a Term Certain Annuity or a Life Annuity that will make periodic payments to your beneficiaries over a specific time period, or their lifetime. This option is available at no additional charge.

EXAMPLE

Richard and Joan own a large Manulife Investments GIC, which they want to leave to their 20-year-old son, Scott, in the event of their deaths. But Richard and Joan are concerned about Scott's ability to manage this money and would prefer to have their investment paid out to Scott over a period of time. After discussing the situation with their advisor, Richard and Joan select a 10-Year Term Certain Annuity Settlement Option on their Manulife Investments GIC. Now, Richard and Joan have the added comfort in knowing that a portion of their estates will pass to their son gradually over a 10-year period after their deaths.



Payment amounts will vary

A Manulife Annuity Settlement Option provides the following benefits:

- Allows you to control the manner in which assets within your estate are allocated to beneficiaries upon death
- Ensures that younger beneficiaries, such as children or grandchildren, receive a controlled income stream, rather than a large lump sum amount
- Provides parents with disabled children a comprehensive estate-planning tool

- Eliminates the need and cost associated with setting up a formal trust
- Provides an increased level of privacy while avoiding costly probate and estate administration fees

GUARANTEE OPTIONS

The guarantee options available for the Annuity Settlement Option will depend upon which annuity you choose. Please speak with your Advisor to select which annuity may best suit your beneficiaries' income needs.



YOUR ADVISOR IS HERE TO HELP WITH A WEALTH OF EXPERTISE AND SOUND ADVICE

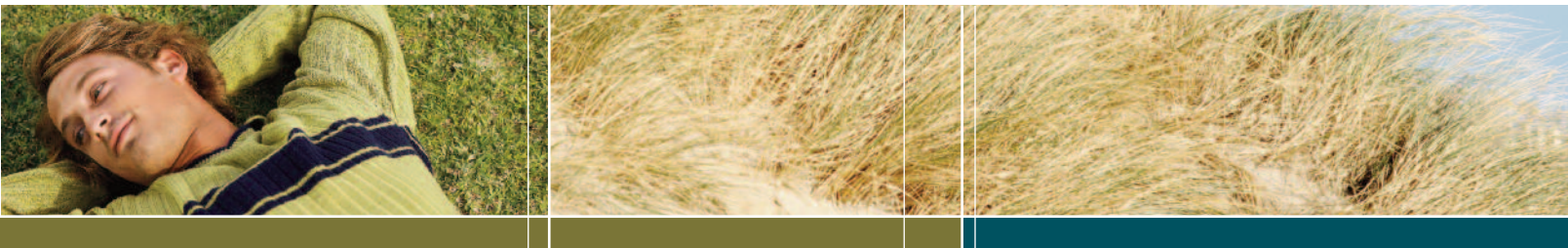
When it's time to convert your savings into income, your Advisor can:

- Search for the best product options to meet your income needs
- Illustrate how different options will affect the amount of income you receive
- Clarify the tax advantages of different income options
- Provide alternatives for inheritance transfers

Together with Manulife Investments, your advisor will help you find the financial solutions that work best for you – and help you get the most out of life.

FINANCIAL STRENGTH

The purchase of an annuity marks the beginning of a long-term financial commitment between the annuity provider and you. The Manufacturers Life Insurance Company is consistently ranked in the highest ranges for financial strength, claims paying ability, and credit ratings, positioning the company among the strongest in the life insurance industry. To view Manulife's current financial ratings, visit www.manulife.com, under the "Investor Relations" section.



A GUARANTEED STREAM OF INCOME MEANS PEACE OF MIND FOR YOU



AN ANNUITY CAN PROVIDE IMPORTANT BENEFITS YOU'RE LOOKING FOR:

- **Dependable, guaranteed income** – your income can last for life, or a chosen period of time
- **Income protection for your spouse** – your income can be based on two people's lives to guarantee income for both you and your spouse
- **Payment guarantees** – ensure a specific amount is paid to you or your beneficiaries, no matter what happens
- **Tax advantages** – for non-registered funds, partial tax-deferral is available for your income
- **Simplicity** – a single lump sum investment can provide financial security without the need for ongoing investment decisions
- **Confidence** – you'll rest assured knowing that your income source will not be exposed to volatile financial markets

For more information, please contact your financial advisor or visit our website at:

www.manulife.ca/investments

 **Manulife Investments**
With you every step of the way[®]

This brochure describes immediate annuities that are used for income purposes. Deferred annuities, such as guaranteed interest contracts and segregated fund contracts, are also available from insurance companies for wealth accumulation purposes. Manulife Investments is the brand name identifying the personal wealth management lines of business offered by The Manufacturers Life Insurance Company (Manulife Financial) and its subsidiaries in Canada. As one of Canada's largest integrated financial services providers, Manulife Investments offers a variety of products and services including: segregated fund contracts, mutual funds, annuities and guaranteed interest contracts. Manulife and the block design are registered service marks and trademarks of The Manufacturers Life Insurance Company and are used by it and its affiliates including Manulife Financial Corporation.