

Title Slide: 100% ALL SET TO PROVE WE'RE DIFFERENT.

James: (laughter) I was just thinking about something out there for a second. Yah, I was thinking about why I missed that shot back then in 2000.

Question: Is there a backstory on why you became a Portfolio Manager?

Title: James Robertson, Senior Portfolio Manager, Manulife Asset Management

James: Well, I actually became a portfolio manager after having been a trader for many years, and I really discovered that what you really want to do is own equities, i.e. own businesses as opposed to trade securities around with a very short time horizon.

Question: So, what gets you out of bed every morning?

James: I get out of bed every morning at 5:30 and the first thing that I do, and I mean the first thing I do, is go down and check what the markets are doing. I have been basically been binge watching the capital markets for the last 30 years. And what I am really interested in is how the markets incorporate new information, how they price that information, what trends exist and what the narratives are in the marketplace. And what I am constantly trying to do is identify periods of time when the narrative might be changing, and that's what makes me very excited to get out of bed every single morning.

Question: What is your secret sauce?

James: The closest thing we have to a secret sauce is a fantastic group of dedicated professionals who are highly focused on asset allocation, a great process that is sensible, time tested and very scalable.

Question: Okay, James, tell us something we'd be surprised to learn about you.

James: I spent my entire teenage life on a golf course. When I wasn't in school, I was on the golf course. I was obsessed with golf and I got to be reasonably good at it – not great – but reasonably good. The thing that golf teaches you is that ultimately you have complete responsibility for your score and if you ever get into trouble there's only one way out and that is simply get out of trouble as fast as you possibly can. I think those are two lessons you take off a golf course that are ideally suited to managing portfolios on behalf of our clients.

Question: So, how do you think Manulife does investing different?

James: We do it different by focusing on outcome orientation. We have a number of portfolios with different risk parameters and risk tolerances and we are trying to create the optimal risk adjusted return for each of those portfolios.

Investing. Do it different.