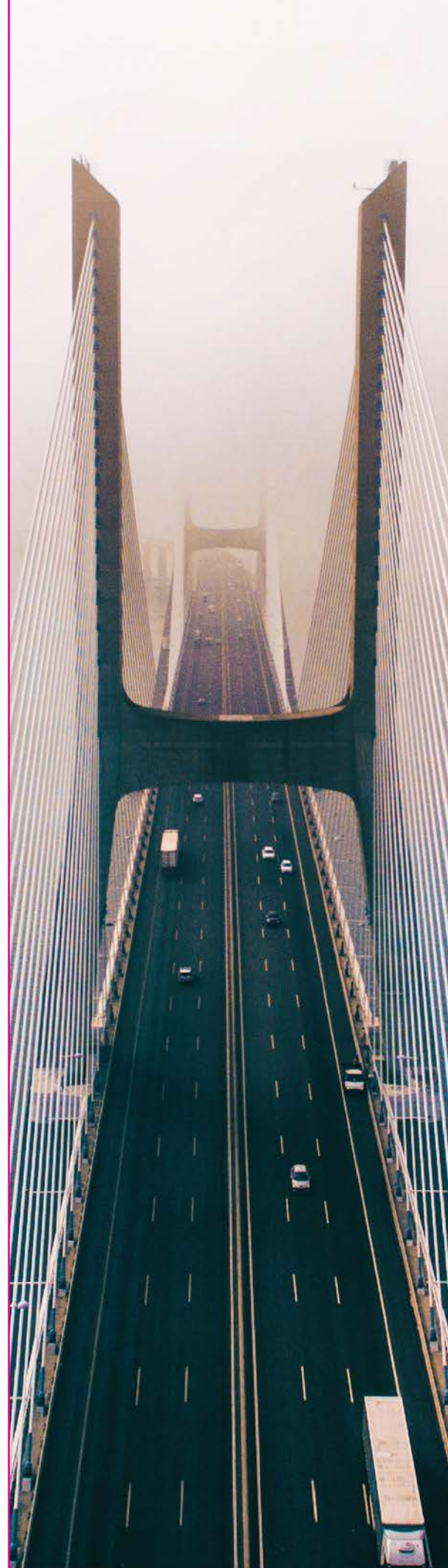


# Manulife Asset Allocation Portfolios

Sophisticated Investment Solutions Made Simple



# Getting The Big Decisions Right

**You want a simple yet effective way to invest and Manulife Asset Allocation Portfolios offer a solution that can help you get it right.**

Deciding how to invest is one of life's big decisions – in fact it's a series of decisions that can have a big impact on your financial future.

It can be complicated and overwhelming, leaving you feeling uncertain and anxious. The result? Many investors end up chasing fads, trends and short-term thinking, which can interfere with your ability to achieve long-term financial goals.

As an investor, you want to make the most of your investments. You want to feel confident you're receiving value for your money and reputable, professional advice.



## **Big life decisions**

"Am I making the right investment choices?"



## **Disappointing returns**

"Should I change my investing strategy?"



## **Confusion and guesswork**

"How can I choose the best investment for me?"

Manulife Asset Allocation Portfolios are managed by Manulife Investment Management Limited (formerly named Manulife Asset Management Limited). Manulife Asset Allocation Portfolios are available in the InvestmentPlus Series of the Manulife GIF Select, MPIP Segregated Pools and Manulife Segregated Fund Education Saving Plan insurance contracts offered by The Manufacturers Life Insurance Company.

# Why Invest?

The goal is to offset inflation and grow your wealth, while planning for important financial goals.



## Education

**\$66,000**

Current cost of a four-year post-secondary education<sup>1</sup>



## Raising a Child

**\$253,947**

The average cost of raising a child from birth to age 18<sup>3</sup>



## Retirement: Canadian Pension Plan (CPP)

**\$735.21**

Current average monthly payout for new beneficiaries. Maximum payout **\$1,175.83**<sup>2</sup>

<sup>1</sup> Source: [www.canada.ca/en/employment-social-development/programs/post-secondary/cost.html](http://www.canada.ca/en/employment-social-development/programs/post-secondary/cost.html)

<sup>2</sup> Source: [www.canada.ca/en/services/benefits/publicpensions/cpp/cpp-benefit/amount.html](http://www.canada.ca/en/services/benefits/publicpensions/cpp/cpp-benefit/amount.html)

<sup>3</sup> Source: [www.moneysense.ca/save/financial-planning/the-real-cost-of-raising-a-child/](http://www.moneysense.ca/save/financial-planning/the-real-cost-of-raising-a-child/)



# Diversification and Active Asset Allocation – Not the same

Diversification refers to how an investment portfolio is divided into various asset classes such as stocks, bonds, and cash.

Since different asset classes rarely perform in lockstep, the goal of diversification is to reduce investment risk since positive returns from one asset class can be used to offset the returns from another that's underperforming.

Active asset allocation takes diversification a step further. By determining which combination of assets can provide the highest return potential for a certain level of risk, it attempts to forecast the performance potential of a portfolio and reduce the chance of negative returns. Ongoing monitoring helps ensure the portfolio's asset mix can adapt quickly to take advantage of changes in the financial markets.

Active asset allocation is the same approach taken by large financial institutions and pension plans and is considered a best practice for wealth management.

## Benefits of Active Asset Allocation



### Expertise

Access to sophisticated pension-style asset management



### Confidence

Active asset allocation provides the confidence to stay invested over time

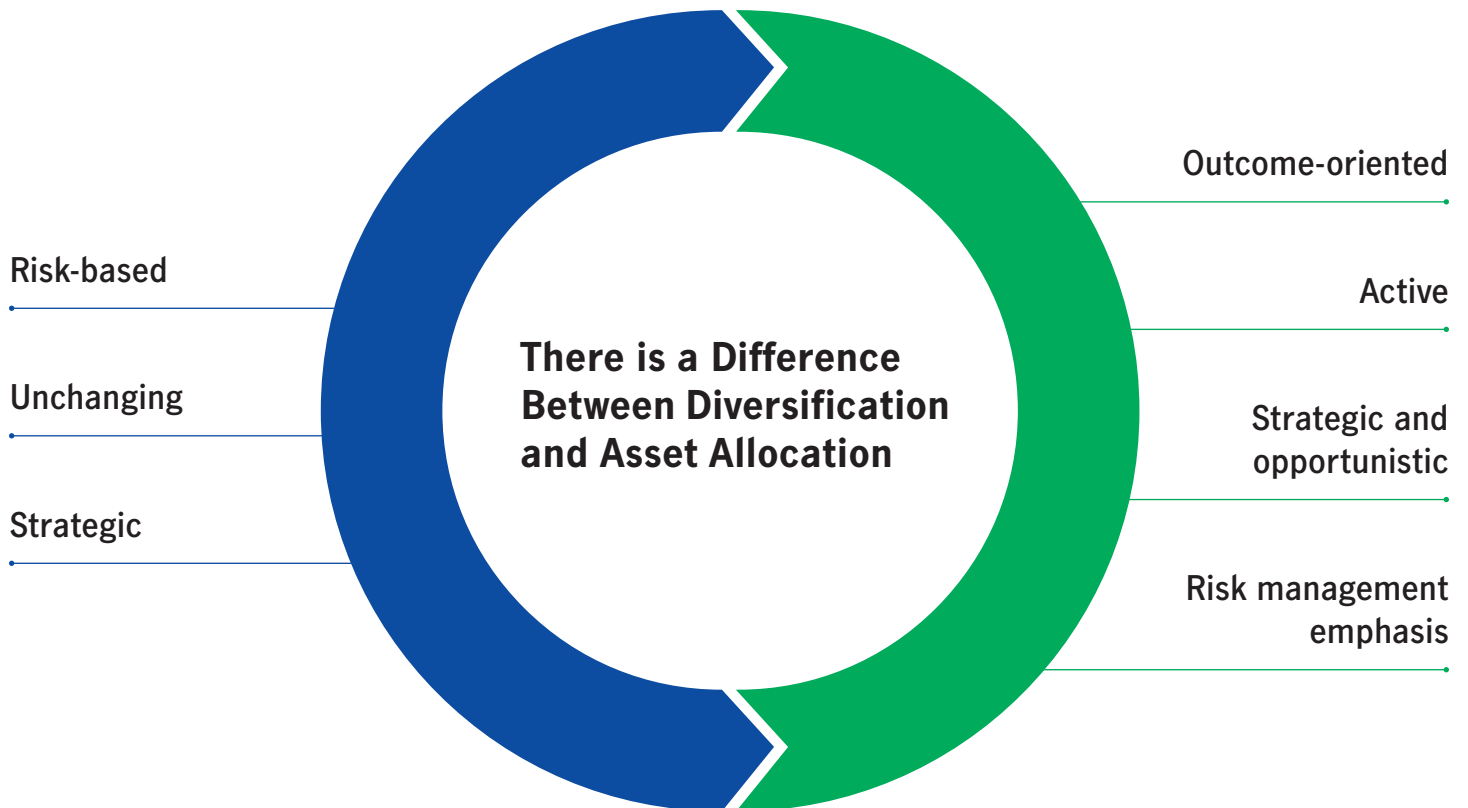


### Simple decision

A highly efficient approach to investing that's difficult and costly to reproduce on your own

## Diversification

## Asset Allocation



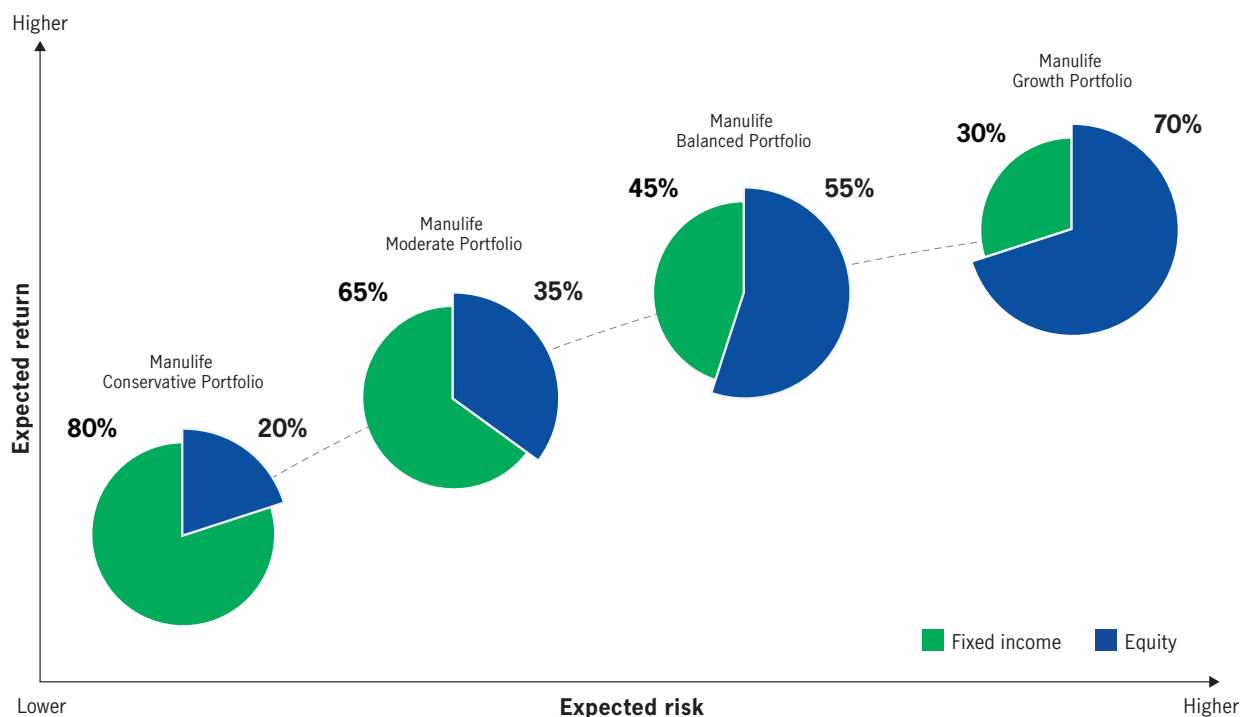
# Manulife Asset Allocation Portfolios – Maximum Coverage For Every Dollar Invested

Today's markets require investment solutions that are strategic and opportunistic. Investment success depends not only on the choice of investments, but on how skilled an investor is when assessing opportunities and risks.

Manulife Asset Allocation Portfolios are designed and monitored with this in mind. The program consists of four fully optimized, actively managed “fund-of-funds” investment portfolios, that include exchange-traded funds (ETFs).

Each portfolio is designed for a specific risk tolerance and return objective. They're simple to understand, easy to use, and provide access to some of the most popular investment strategies that Manulife Investments offers in a single solution.

They're designed for those who want a sophisticated approach to investing, and the comfort of knowing professionals are working to help manage risk.



For illustrative purposes only. Breakdowns shown are based on target allocations.



## Simple Yet Sophisticated

Manulife Asset Allocation Portfolios offer clear and simple solutions to your investing needs.



Access to a sophisticated pension style investment process



Fully-optimized portfolios of mutual funds enhanced by ETFs



Continuous reviews with the aim of delivering for investors

## Two Ways To Purchase

Manulife Asset Allocation Portfolios are available in two distinct investment options – **mutual fund trusts and segregated fund solutions**. Work with your advisor to help identify which option is right for you.

## Exchange-Traded Funds For Added Flexibility

Exchange-traded funds (ETFs) are funds that track indexes like the S&P/TSX Composite Index in Canada or the S&P 500 Index in the U.S., a commodity, or a portfolio of investments. Including ETFs in an asset allocation portfolio provides the flexibility to act immediately, tactically and cost-effectively on investment opportunities and further diversify your portfolio.

# The Team Behind Manulife Asset Allocation Portfolios

Applying active asset allocation successfully takes a proven team. Manulife Investment Management's asset allocation team has built its reputation and global wealth management credentials on its asset allocation expertise. With over CAD \$140 billion in assets under management<sup>4</sup>, the group manages a wide variety of investment solutions designed to meet investor goals.

## Investment Process

Manulife Investment Management's asset allocation team apply a rigorous three-step process:

### Step 1

#### Build expected return forecasts

- Five-year investment returns forecast for 140 asset classes.
- Reviewed quarterly

### Step 2

#### Asset class and strategy selection

- Asset allocation is the primary driver of returns
- Selection of complementary strategies with an emphasis on consistent results
- Annual reviews

### Step 3

#### Portfolio construction

- Four-pillar approach to ongoing active management
- Emphasis on managing risk
- Short-term opportunities reviewed weekly

<sup>4</sup> as of December 31, 2019



# The Manulife Advantage

Manulife Investment Management's asset allocation team is responsible for the day-to-day management of Manulife's active asset allocation portfolios in the U.S., Canada, and Asia. Their investment process is amongst the most comprehensive in the industry and ensures every portfolio is optimized by asset class, investment style, and geographic region.



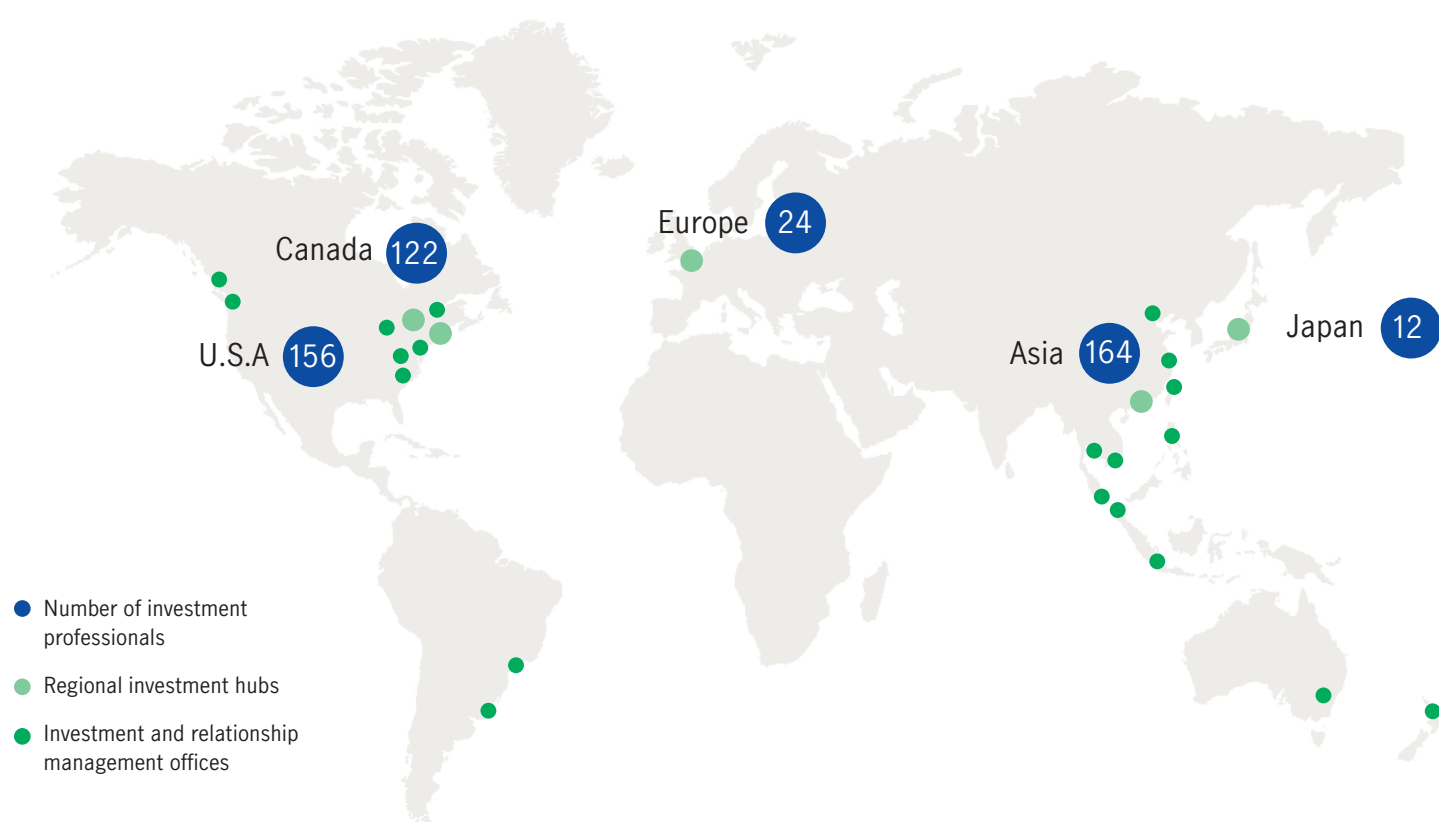
# A passion for providing solutions

We draw on more than a century of experience and offer that to advisors and investors alike.

Although rooted in history, we're driven by the idea of challenging the status quo, partnering with advisors, and delivering real value to our customers. This passion for creating solutions is guided by the belief that our success is measured by that of our clients.

For more than 130+ years, Canadians have turned to Manulife for the big financial decisions in their lives.

## Where We Operate\*



\*Data as of December 31, 2019

## The Strength Of Manulife



A leader in financial solutions for more than  
**130 years**



Part of a global financial institution **\$1.2 trillion<sup>1</sup>**  
**in assets under management and**  
**administration globally**



A leading provider of investment solutions  
in Canada **Top 10 in terms of assets**  
**under management<sup>2</sup>**

With Manulife, you can  
feel confident that when  
it comes to investing  
your trust is well placed.

<sup>1</sup>Source: Manulife Global Company Fact Sheet, as of December 31, 2019. Global Wealth and Asset Management assets under management and administration includes \$195.4B CAD of assets managed on behalf of other segments and \$138.9B of assets under administration.

<sup>2</sup>Source: Mutual funds - \$61.2 billion CAD - Rank #9 in the Industry, IFIC, March 2020. Segregated Funds – assets under management \$33.4 billion CAD – Rank #1 in the industry, Investor Economics– Canada, April 2020

Get Manulife Asset Allocation Portfolios working for you. Speak with your advisor or visit **manulifeim.ca** and complete our investor profile questionnaire to discover which portfolio may be right for you.

Commissions, trailing commissions, management fees and expenses all may be associated with mutual fund investments and the use of an asset allocation service. Please read the fund facts as well as the prospectus of the mutual funds in which investment may be made under the asset allocation service before investing. The indicated rates of return are the historical annual compounded total returns assuming the investment strategy recommended by the asset allocation service is used and after deduction of the fees and charges in respect of the service. The returns are based on the historical annual compounded total returns of the participating funds including changes in unit value and reinvestment of all distributions and do not take into account sales, redemption, distribution or optional charges or income taxes payable by any securityholder in respect of a participating fund that would have reduced returns. Mutual funds are not guaranteed, their values change frequently and past performance may not be repeated.

Manulife Asset Allocation Portfolios are managed by Manulife Investment Management Limited (formerly named Manulife Asset Management Limited). Manulife Investment Management is a trade name of Manulife Investment Management Limited. Manulife, Manulife Investment Management, the Stylized M Design, InvestmentPlus, and Manulife Investment Management & Stylized M Design are trademarks of The Manufacturers Life Insurance Company and are used by it and by its affiliates under license.

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The Manufacturers Life Insurance Company (Manulife) is the issuer of insurance contracts containing Manulife segregated funds and the guarantor of any guarantee provisions therein. Manulife Investment Management is a trade name of The Manufacturers Life Insurance Company.

Any amount that is allocated to a segregated fund is invested at the risk of the contractholder and may increase or decrease in value. Age restrictions and other conditions may apply.