

# **Fund Facts Addendum**

Manulife Segregated Fund Education Savings Plan (ESP)

**Segregated Fund Solutions** 

Effective on or about the date listed herein, the Manulife Segregated Fund Education Savings Plan (ESP) Fund Facts, forming part of the Manulife Segregated Fund Education Savings Plan (ESP) Information Folder, is amended to reflect the enclosed fund changes.

This Addendum forms part of your Information Folder containing important provisions that you should read prior to investing. The Information Folder provides general information for your investment options, including the potential risks of investing in segregated funds. All of the sections of the Information Folder which pertain to the existing funds apply to the funds noted in this Addendum, as applicable. This Addendum is not an insurance contract.

Management

# Manulife Segregated Fund ESP Additions

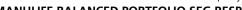
Effective Monday, May 4, 2020, the following new funds will be available to you:

		Expense Ratio (MER) <sup>1</sup>
Segregated Pool Name	Fund Objective	Front-end, Back-end, Low-load
Manulife Balanced Portfolio Seg RESP	This Global Equity Portfolio aims to provide a combination of long-term capital appreciation with a secondary focus on income generation. The Portfolio seeks to accomplish its objective by primarily investing in securities of Underlying Funds and/or ETFs. These Underlying Funds and/or ETFs generally invest in domestic and global equity securities and/or domestic and global fixed income securities.	2.70
Manulife Conservative Portfolio Seg RESP	This Fixed Income Portfolio seeks to primarily preserve capital with a secondary focus on income. The Portfolio seeks to accomplish its objective by primarily investing in securities of Underlying Funds and/or ETFs which invest in domestic and global fixed income securities and/or domestic and global equity securities.	2.23
Manulife Growth Portfolio Seg RESP	This Global Equity Portfolio aims to achieve long-term capital appreciation. The Portfolio seeks to accomplish its objective by primarily investing in securities of Underlying Funds and/or ETFs. These Underlying Funds and/or ETFs generally invest in domestic and global equity securities and/or domestic and global fixed income securities.	2.75
Manulife Moderate Portfolio Seg RESP	This Fixed Income Portfolio aims to primarily achieve long-term growth consistent with capital preservation along with a secondary focus on income. The Portfolio seeks to accomplish its objective by primarily investing in securities of Underlying Funds and/or ETFs. These Underlying Funds and/or ETFs generally invest in domestic and global fixed income securities and/or domestic and global equity securities.	2.50
Manulife Global Balanced Seg RESP	The Fund seeks to provide a combination of income and capital appreciation by investing primarily in a global diversified portfolio of equity and fixed income securities.	2.63
Manulife Yield Opportunities Seg RESP	This Balanced Fund's primary objective is to generate income and its secondary objective is long term capital appreciation. The Fund will seek to achieve its objective by investing directly in a diversified portfolio primarily consisting of Canadian and/or global fixed income and/or equity securities. The Fund may also indirectly invest in such securities through investments in other investment funds.	2.43

<sup>&</sup>lt;sup>1</sup> Management Expense Ratio (MER) includes all expenses of the Segregated Fund and, if applicable, any underlying fund(s), such as the management fee, insurance costs, operating costs and applicable sales tax. There is no duplication of fees from the underlying pooled fund, unit trust or mutual fund. The MER is an estimate for the current year and is subject to change.

Note: For complete fund information, refer to the applicable Fund Facts page within the Fund Facts booklet.

Performance as at December 31, 2019



# **Manulife** Investments

### MANULIFE BALANCED PORTFOLIO SEG RESP

**QUICK FACTS** 

Date Fund Available: May 2020 Date Fund Created: May 2017

**Underlying Fund Manager:** Manulife Investment Management

Limited

Total Units Outstanding: 18,655,104

Total Fund Value: \$206,327,537

Portfolio Turnover Rate: 2.80%

MINIMUM INVESTMENT (\$)	MER (%)	NET ASSET VALUE PER UNIT	UNITS OUTSTANDING
100	2.70	10.0000	10

# WHAT DOES THE FUND INVEST IN?

This Segregated Fund invests in the Manulife Balanced Portfolio mutual fund. The underlying fund invests primarily in securities of funds and/or ETFs which in turn invest in domestic and global equity securities and/or domestic and global fixed income securities.

Top 10 investments (of the underlying fund)	%
Manulife Dividend Income Fund	11.27
Manulife Strategic Income Fund	8.12
Manulife Global Unconstrained Bond Fund	7.94
Manulife Canadian Unconstrained Bond Fund	7.94
Manulife Bond Fund	7.66
Manulife Global Listed Infrastructure Fund	7.53
Manulife World Investment Fund	6.62
Manulife Fundamental Equity Fund	4.95
Manulife Money Market Fund	4.55
Manulife Emerging Markets Fund	4.49
Total	71.06

Total investments: 21

### **Investment Segmentation** % Assets U.S. EQUITIES 25.6 **GLOBAL EQUITIES CANADIAN BONDS & DEBENTURES CANADIAN EQUITIES** U.S. BONDS 11.6 **GLOBAL BONDS** 8.8 CASH AND EQUIVALENTS 8.2 OTHER 0.5

# **HOW HAS THE FUND PERFORMED?**

This section tells you how the Fund has performed over the past years. Returns are after the MER has been deducted.

It's important to note that this doesn't tell you how the fund will perform in the future.

# Average return

The fund is not old enough to show performance history.

Year-by-year returns Any values close to zero may not be visible.

The fund is not old enough to show performance history.

# ARE THERE ANY GUARANTEES?

This fund is being offered under an insurance contract. It comes with guarantees that may protect your investment if the markets go down. The MER includes a separate insurance fee that is charged for the guarantee. For details, please refer to the Information Folder and Contract.

# **HOW RISKY IS IT?**

The value of your investments can go down. Please see the Information Folder for further details.



### WHO IS THIS FUND FOR?

This fund may be right for people seeking a combination of growth and some income through a diversified portfolio of Canadian and global equity and fixed income securties. They prefer a low to medium level of investment risk.

The following tables show the fees and expenses you could pay to invest in or sell units of the fund, and will depend on the guarantee option and sales charge option you choose.

# 1. Sales Charges

SALES CHARGE OPTION	WHAT YOU PAY		HOW IT WORKS	
Front End Sales Charge	Up to 5% of the amount you invest		<ul><li>You and your advisor decide on the rate</li><li>The initial sales charge is deducted from the amount you invest. It is paid as a commission</li></ul>	
Deferred Sales Charge (DSC)	2 years of buying 5 3 years of buying 5 4 years of buying 4 5 years of buying 4 6 years of buying 3 7 years of buying 2	% 5.50 5.00 5.00 1.00 1.00 3.00 2.00 0.00	When you invest, Manulife pays a commission of 5.0%. Any sales charge you pay goes to Manulife.	<ul> <li>The sales charge is deducted from the amount you sell</li> <li>You can sell up to 10% of your units each year without paying a sales charge</li> <li>You can switch to units of other funds within the same guarantee option without paying any sales charge. The sales charge schedule will be based on the date you invest in your first fund</li> </ul>
Low Load Sales Charge	2 years of buying 2 3 years of buying 1	% 2.50 2.00 1.50 0.00	When you invest, Manulife pays a commission of 2.0%. Any sales charge you pay goes to Manulife.	

# 2. Ongoing Fund Expenses

The management expense ratio (MER) includes the management fee and operating expenses of the fund and, if applicable, any underlying fund(s). The MER includes the insurance cost for the guarantee. You don't pay these expenses directly. MERs and guarantee fees affect you because they reduce the return you get on your investment. For details about how the guarantees work, see your insurance contract.

# **Trailing commission**

Manulife pays a trailing commission of up to 1.00% of the value of your investments each year for as long as you own the fund. It is for the services and advice your advisor provides to you. The trailing commission is paid out of the management fee. You don't pay these expenses directly. The rate depends on the sales charge option you choose.

# 3. Other Fees

Trading Fees are paid to Manulife.

FEE	WHAT YOU PAY	
Frequent Trading Fee 2% of the value of units you trade for switches exceeding 5 per year.		
Early Withdrawal Fee 2% of the value of units you sell or transfer within 90 days of buying them.		

Performance as at December 31, 2019



# **Manulife** Investments

### MANULIFE CONSERVATIVE PORTFOLIO SEG RESP

# **QUICK FACTS**

Date Fund Available: May 2020 Date Fund Created: May 2017

**Underlying Fund Manager:** Manulife Investment Management

Limited

Total Fund Value: \$143,747,750 Portfolio Turnover Rate: 8.07%

Total Units Outstanding: 13,273,181

MINIMUM INVESTMENT (\$)	MER (%)	NET ASSET VALUE PER UNIT	UNITS OUTSTANDING
100	2.23	10.0000	10

# WHAT DOES THE FUND INVEST IN?

This Segregated Fund invests in the Manulife Conservative Portfolio mutual fund. The underlying fund invests primarily in securities of funds and/or ETFs which in turn invest in domestic and global equity securities and/or domestic and global fixed income securities.

Top 10 investments (of the underlying fund)	%
Manulife Bond Fund	27.44
Manulife Strategic Income Fund	17.39
Manulife Global Unconstrained Bond Fund	9.05
Manulife Money Market Fund	8.73
Manulife Dividend Income Fund	6.68
Manulife Global Equity Class	5.76
Manulife Canadian Unconstrained Bond Fund	4.74
Vanguard Emerging Markets Government Bond Id Fund	4.69
Manulife U.S. Unconstrained Bond Fund	4.02
Manulife Multifactor Canadian Large Cap	3.43
Total	91.94

Total investments: 15

### **Investment Segmentation** % Assets **CANADIAN BONDS & DEBENTURES** 30.0 U.S. BONDS **GLOBAL BONDS** CASH AND EQUIVALENTS U.S. EQUITIES 11.1 **CANADIAN EQUITIES** 8.2 **GLOBAL EQUITIES** 4.5 OTHER 0.5

# ARE THERE ANY GUARANTEES?

This fund is being offered under an insurance contract. It comes with guarantees that may protect your investment if the markets go down. The MER includes a separate insurance fee that is charged for the guarantee. For details, please refer to the Information Folder and Contract.

# HOW HAS THE FUND PERFORMED?

This section tells you how the Fund has performed over the past years. Returns are after the MER has been deducted.

It's important to note that this doesn't tell you how the fund will perform in the future.

# Average return

The fund is not old enough to show performance history.

Year-by-year returns Any values close to zero may not be visible.

The fund is not old enough to show performance history.

# **HOW RISKY IS IT?**

The value of your investments can go down. Please see the Information Folder for further details.



# WHO IS THIS FUND FOR?

This fund may be right for people seeking capital preservation with a secondary emphasis on generating income and who prefer a low level of investment risk.

The following tables show the fees and expenses you could pay to invest in or sell units of the fund, and will depend on the guarantee option and sales charge option you choose.

# 1. Sales Charges

SALES CHARGE OPTION			HOW IT WORKS	
Front End Sales Charge	Up to 5% of the amount you invest		<ul> <li>You and your advisor decide on the rate</li> <li>The initial sales charge is deducted from the amount you invest. It is paid as a commission</li> </ul>	
Deferred Sales Charge (DSC)	2 years of buying 3 years of buying 4 years of buying 5 years of buying 6 years of buying 7 years of buying	% 5.50 5.00 4.00 4.00 3.00 2.00 0.00	When you invest, Manulife pays a commission of 5.0%. Any sales charge you pay goes to Manulife.	<ul> <li>The sales charge is deducted from the amount you sell</li> <li>You can sell up to 10% of your units each year without paying a sales charge</li> <li>You can switch to units of other funds within the same guarantee option without paying any sales charge. The sales charge schedule will be based on the date you invest in your first fund</li> </ul>
Low Load Sales Charge	2 years of buying 3 years of buying	% 2.50 2.00 1.50 0.00	When you invest, Manulife pays a commission of 2.0%. Any sales charge you pay goes to Manulife.	

# 2. Ongoing Fund Expenses

The management expense ratio (MER) includes the management fee and operating expenses of the fund and, if applicable, any underlying fund(s). The MER includes the insurance cost for the guarantee. You don't pay these expenses directly. MERs and guarantee fees affect you because they reduce the return you get on your investment. For details about how the guarantees work, see your insurance contract.

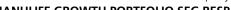
# **Trailing commission**

Manulife pays a trailing commission of up to 1.00% of the value of your investments each year for as long as you own the fund. It is for the services and advice your advisor provides to you. The trailing commission is paid out of the management fee. You don't pay these expenses directly. The rate depends on the sales charge option you choose.

# 3. Other Fees

Trading Fees are paid to Manulife.

FEE	WHAT YOU PAY	
Frequent Trading Fee 2% of the value of units you trade for switches exceeding 5 per year.		
Early Withdrawal Fee 2% of the value of units you sell or transfer within 90 days of buying them.		



### MANULIFE GROWTH PORTFOLIO SEG RESP

Performance as at December 31, 2019

# **QUICK FACTS**

Date Fund Available: May 2020 Date Fund Created: May 2017

**Manulife** 

Investments

**Underlying Fund Manager:** Manulife Investment Management

Limited

**Total Units Outstanding:** 7,575,715

**Total Fund Value:** \$84,216,334 Portfolio Turnover Rate: 9.71%

MINIMUM INVESTMENT (\$)	MER (%)	NET ASSET VALUE PER UNIT	UNITS OUTSTANDING
100	2.75	10.0000	10

# WHAT DOES THE FUND INVEST IN?

This Segregated Fund invests in the Manulife Growth Portfolio mutual fund. The underlying fund invests primarily in securities of funds and/or ETFs which in turn invest in domestic and global equity securities and/or domestic and global fixed income securities.

Top 10 investments (of the underlying fund)	%
Manulife Dividend Income Fund	11.81
Manulife Global Listed Infrastructure Fund	9.87
Manulife Canadian Unconstrained Bond Fund	7.34
Manulife Fundamental Equity Fund	6.62
Manulife World Investment Fund	6.42
Manulife Emerging Markets Fund	6.22
Manulife Bond Fund	5.99
Manulife Global Unconstrained Bond Fund	5.12
Manulife U.S. All Cap Equity Fund	5.02
MIM Global Small Cap Equity Pooled Fund	4.30
Total	68.72

Total investments: 21

### **Investment Segmentation** % Assets U.S. EQUITIES 33.3 **GLOBAL EQUITIES CANADIAN EQUITIES CANADIAN BONDS & DEBENTURES** 11.0 CASH AND EQUIVALENTS 6.1 U.S. BONDS 5.8 **GLOBAL BONDS** 4.9 OTHER 0.4

# ARE THERE ANY GUARANTEES?

This fund is being offered under an insurance contract. It comes with guarantees that may protect your investment if the markets go down. The MER includes a separate insurance fee that is charged for the guarantee. For details, please refer to the Information Folder and Contract.

# HOW HAS THE FUND PERFORMED?

This section tells you how the Fund has performed over the past years. Returns are after the MER has been deducted.

It's important to note that this doesn't tell you how the fund will perform in the future.

# Average return

The fund is not old enough to show performance history.

Year-by-year returns Any values close to zero may not be visible.

The fund is not old enough to show performance history.

# **HOW RISKY IS IT?**

The value of your investments can go down. Please see the Information Folder for further details.



### WHO IS THIS FUND FOR?

This fund may be right for people seeking long-term growth potential with a greater emphasis on the equity portion of their portfolio through a diversified portfolio of Canadian and global equity and fixed income securities.

The following tables show the fees and expenses you could pay to invest in or sell units of the fund, and will depend on the guarantee option and sales charge option you choose.

# 1. Sales Charges

SALES CHARGE OPTION			HOW IT WORKS	
Front End Sales Charge	y y y		<ul><li>You and your advisor decide on the ra</li><li>The initial sales charge is deducted fro</li></ul>	te om the amount you invest. It is paid as a commission
Deferred Sales Charge (DSC)	2 years of buying 3 years of buying 4 years of buying 5 years of buying 6 years of buying 7 years of buying 2	% 5.50 5.00 4.00 4.00 3.00 2.00 0.00	When you invest, Manulife pays a commission of 5.0%. Any sales charge you pay goes to Manulife.	<ul> <li>The sales charge is deducted from the amount you sell</li> <li>You can sell up to 10% of your units each year without paying a sales charge</li> <li>You can switch to units of other funds within the same guarantee option without paying any sales charge. The sales charge schedule will be based on the date you invest in your first fund</li> </ul>
Low Load Sales Charge	2 years of buying 2 3 years of buying 1	% 2.50 2.00 1.50 0.00	When you invest, Manulife pays a commission of 2.0%. Any sales charge you pay goes to Manulife.	

# 2. Ongoing Fund Expenses

The management expense ratio (MER) includes the management fee and operating expenses of the fund and, if applicable, any underlying fund(s). The MER includes the insurance cost for the guarantee. You don't pay these expenses directly. MERs and guarantee fees affect you because they reduce the return you get on your investment. For details about how the guarantees work, see your insurance contract.

# **Trailing commission**

Manulife pays a trailing commission of up to 1.00% of the value of your investments each year for as long as you own the fund. It is for the services and advice your advisor provides to you. The trailing commission is paid out of the management fee. You don't pay these expenses directly. The rate depends on the sales charge option you choose.

# 3. Other Fees

Trading Fees are paid to Manulife.

FEE	WHAT YOU PAY
Frequent Trading Fee	2% of the value of units you trade for switches exceeding 5 per year.
Early Withdrawal Fee	2% of the value of units you sell or transfer within 90 days of buying them.

# MANULIFE MODERATE PORTFOLIO SEG RESP

Performance as at December 31, 2019

# **QUICK FACTS**

Date Fund Available: May 2020 Date Fund Created: May 2017

**Manulife** 

Investments

**Underlying Fund Manager:** Manulife Investment Management

Limited

**Total Fund Value:** \$115,745,576 Portfolio Turnover Rate: 6.08%

Total Units Outstanding: 10,668,028

MINIMUM INVESTMENT (\$)	MER (%)	NET ASSET VALUE PER UNIT	UNITS OUTSTANDING
100	2.50	10.0000	10

# WHAT DOES THE FUND INVEST IN?

This Segregated Fund invests in the Manulife Moderate Portfolio mutual fund. The underlying fund invests primarily in securities of funds and/or ETFs which in turn invest in domestic and global equity securities and/or domestic and global fixed income securities.

Top 10 investments (of the underlying fund)	%
Manulife Bond Fund	17.43
Manulife Strategic Income Fund	15.09
Manulife Canadian Unconstrained Bond Fund	8.22
Manulife Dividend Income Fund	7.68
Manulife Global Unconstrained Bond Fund	6.86
Manulife Money Market Fund	6.58
Manulife World Investment Fund	5.74
Manulife Global Listed Infrastructure Fund	4.99
Manulife Fundamental Equity Fund	4.28
Manulife U.S. Unconstrained Bond Fund	3.56
Total	80.43

Total investments: 19

# are after the MER has been deducted.

**HOW HAS THE FUND PERFORMED?** 

This section tells you how the Fund has performed over the past years. Returns

It's important to note that this doesn't tell you how the fund will perform in the future.

### Average return

The fund is not old enough to show performance history.

Year-by-year returns Any values close to zero may not be visible.

The fund is not old enough to show performance history.



# ARE THERE ANY GUARANTEES?

This fund is being offered under an insurance contract. It comes with guarantees that may protect your investment if the markets go down. The MER includes a separate insurance fee that is charged for the guarantee. For details, please refer to the Information Folder and Contract.

# **HOW RISKY IS IT?**

The value of your investments can go down. Please see the Information Folder for further details.



# WHO IS THIS FUND FOR?

This fund may be right for people seeking long-term growth consistent with capital preservation and are looking for a greater emphasis on the fixed income portion of their portfolio.

The following tables show the fees and expenses you could pay to invest in or sell units of the fund, and will depend on the guarantee option and sales charge option you choose.

# 1. Sales Charges

SALES CHARGE OPTION	WHAT YOU PAY		HOW IT WORKS	
Front End Sales Charge	Up to 5% of the amount you invest		<ul><li>You and your advisor decide on the ra</li><li>The initial sales charge is deducted from</li></ul>	te m the amount you invest. It is paid as a commission
Deferred Sales Charge (DSC)	2 years of buying 3 years of buying 4 years of buying 5 years of buying 6 years of buying 7 years of buying	% 5.50 5.00 4.00 4.00 3.00 2.00 0.00	When you invest, Manulife pays a commission of 5.0%. Any sales charge you pay goes to Manulife.	<ul> <li>The sales charge is deducted from the amount you sell</li> <li>You can sell up to 10% of your units each year without paying a sales charge</li> <li>You can switch to units of other funds within the same guarantee option without paying any sales charge. The sales charge schedule will be based on the date you invest in your first fund</li> </ul>
Low Load Sales Charge	2 years of buying 3 years of buying	% 2.50 2.00 1.50 0.00	When you invest, Manulife pays a commission of 2.0%. Any sales charge you pay goes to Manulife.	

# 2. Ongoing Fund Expenses

The management expense ratio (MER) includes the management fee and operating expenses of the fund and, if applicable, any underlying fund(s). The MER includes the insurance cost for the guarantee. You don't pay these expenses directly. MERs and guarantee fees affect you because they reduce the return you get on your investment. For details about how the guarantees work, see your insurance contract.

# **Trailing commission**

Manulife pays a trailing commission of up to 1.00% of the value of your investments each year for as long as you own the fund. It is for the services and advice your advisor provides to you. The trailing commission is paid out of the management fee. You don't pay these expenses directly. The rate depends on the sales charge option you choose.

# 3. Other Fees

Trading Fees are paid to Manulife.

FEE	WHAT YOU PAY
Frequent Trading Fee	2% of the value of units you trade for switches exceeding 5 per year.
Early Withdrawal Fee	2% of the value of units you sell or transfer within 90 days of buying them.

### MANULIFE GLOBAL BALANCED SEG RESP

Performance as at December 31, 2019

# **QUICK FACTS**

Date Fund Available: May 2020 Date Fund Created: October 2013

Manulife

Investments

**Underlying Fund Manager:** Manulife Investment Management

Limited

Total Units Outstanding: 50,442,396

**Total Fund Value:** \$778,743,938 Portfolio Turnover Rate: 1.26%

MINIMUM INVESTMENT (\$)	MER (%)	NET ASSET VALUE PER UNIT	UNITS OUTSTANDING
100	2.63	10.0000	10

# WHAT DOES THE FUND INVEST IN?

This Segregated Fund invests in the Manulife Global Balanced mutual fund. The underlying fund invests in foreign equity and fixed income investments.

Top 10 investments (of the underlying fund)	%
Aon PLC	2.76
JPMorgan Chase & Co.	2.60
Gov. of Canada Treasury Bill, 3/19/2020	2.28
Wolters Kluwer N.V.	1.99
Microsoft Corp.	1.91
Alphabet Inc.	1.88
Visa Inc.	1.84
McGraw Hill Financial Inc	1.80
L'Air Liquide S.A.	1.79
Gov. of Canada Treasury Bill, 1/23/2020	1.73
Total	20.57

Total investments: 567

# HOW HAS THE FUND PERFORMED?

This section tells you how the Fund has performed over the past years. Returns are after the MER has been deducted.

It's important to note that this doesn't tell you how the fund will perform in the future.

### Average return

The fund is not old enough to show performance history.

Year-by-year returns Any values close to zero may not be visible.

The fund is not old enough to show performance history.



# ARE THERE ANY GUARANTEES?

This fund is being offered under an insurance contract. It comes with guarantees that may protect your investment if the markets go down. The MER includes a separate insurance fee that is charged for the guarantee. For details, please refer to the Information Folder and Contract.

# **HOW RISKY IS IT?**

The value of your investments can go down. Please see the Information Folder for further details.



### WHO IS THIS FUND FOR?

This fund may be right for a person seeking a balance of growth and interest income and who is comfortable with the ups and downs of the equity and bond markets.

The following tables show the fees and expenses you could pay to invest in or sell units of the fund, and will depend on the guarantee option and sales charge option you choose.

# 1. Sales Charges

SALES CHARGE OPTION	WHAT YOU PAY		HOW IT WORKS	
Front End Sales Charge	Up to 5% of the amount you invest		<ul><li>You and your advisor decide on the ra</li><li>The initial sales charge is deducted from</li></ul>	te m the amount you invest. It is paid as a commission
Deferred Sales Charge (DSC)	2 years of buying 3 years of buying 4 years of buying 5 years of buying 6 years of buying 7 years of buying	% 5.50 5.00 4.00 4.00 3.00 2.00 0.00	When you invest, Manulife pays a commission of 5.0%. Any sales charge you pay goes to Manulife.	<ul> <li>The sales charge is deducted from the amount you sell</li> <li>You can sell up to 10% of your units each year without paying a sales charge</li> <li>You can switch to units of other funds within the same guarantee option without paying any sales charge. The sales charge schedule will be based on the date you invest in your first fund</li> </ul>
Low Load Sales Charge	2 years of buying 3 years of buying	% 2.50 2.00 1.50 0.00	When you invest, Manulife pays a commission of 2.0%. Any sales charge you pay goes to Manulife.	

# 2. Ongoing Fund Expenses

The management expense ratio (MER) includes the management fee and operating expenses of the fund and, if applicable, any underlying fund(s). The MER includes the insurance cost for the guarantee. You don't pay these expenses directly. MERs and guarantee fees affect you because they reduce the return you get on your investment. For details about how the guarantees work, see your insurance contract.

# **Trailing commission**

Manulife pays a trailing commission of up to 1.00% of the value of your investments each year for as long as you own the fund. It is for the services and advice your advisor provides to you. The trailing commission is paid out of the management fee. You don't pay these expenses directly. The rate depends on the sales charge option you choose.

# 3. Other Fees

Trading Fees are paid to Manulife.

FEE	WHAT YOU PAY
Frequent Trading Fee	2% of the value of units you trade for switches exceeding 5 per year.
Early Withdrawal Fee	2% of the value of units you sell or transfer within 90 days of buying them.



# Investments

Performance as at December 31, 2019

# **QUICK FACTS**

Date Fund Available: May 2020 Date Fund Created: October 2010

**Manulife** 

**Underlying Fund Manager:** Manulife Investment Management

Limited

Total Fund Value: \$302,168,928 Portfolio Turnover Rate: 5.58%

Total Units Outstanding: 21,076,623

MINIMUM INVESTMENT (\$)	MER (%)	NET ASSET VALUE PER UNIT	UNITS OUTSTANDING
100	2.43	10.0000	10

# WHAT DOES THE FUND INVEST IN?

This Segregated Fund invests in the Manulife Yield Opportunities mutual fund. The underlying fund invests primarily in Canadian and/or global equities and fixed income investments.

Top 10 investments (of the underlying fund)	%
Gov. of Canada Treasury Bill, 4/16/2020	2.40
Boeing Co., 5/22/2020	1.89
Gov. of Canada Treasury Bill, 4/2/2020	1.62
Merit Trust 02/01/2020 DN	1.50
Gov. of Canada, 3.5%, 12/1/2045	1.50
Gov. of Canada, 2.75%, 12/1/2048	1.37
Province of Ontario, 2.8%, 6/2/2048	1.00
Bank of Nova Scotia, 4.5%, 12/16/2025	0.99
United States Treasury Bill, 3%, 2/15/2049	0.91
Gov. of Canada Treasury Bill, 1/23/2020	0.89
Total	14.08

Total investments: 479

### **Investment Segmentation** % Assets U.S. BONDS 37.0 **CANADIAN BONDS & DEBENTURES** 26.2 CASH AND EQUIVALENTS 10.9 **CANADIAN EQUITIES** 7.0 U.S. EQUITIES 7.0 **GLOBAL EQUITIES** 5.8 **GLOBAL BONDS** 5.6 **OTHER** 0.8

# ARE THERE ANY GUARANTEES?

This fund is being offered under an insurance contract. It comes with guarantees that may protect your investment if the markets go down. The MER includes a separate insurance fee that is charged for the guarantee. For details, please refer to the Information Folder and Contract.

# HOW HAS THE FUND PERFORMED?

This section tells you how the Fund has performed over the past years. Returns are after the MER has been deducted.

It's important to note that this doesn't tell you how the fund will perform in the future.

# Average return

The fund is not old enough to show performance history.

Year-by-year returns Any values close to zero may not be visible.

The fund is not old enough to show performance history.

### **HOW RISKY IS IT?**

The value of your investments can go down. Please see the Information Folder for further details.



### WHO IS THIS FUND FOR?

This fund may be right for a person seeking a balance of growth and interest income and who is comfortable with the ups and downs of the equity and bond markets.

The following tables show the fees and expenses you could pay to invest in or sell units of the fund, and will depend on the guarantee option and sales charge option you choose.

# 1. Sales Charges

SALES CHARGE OPTION	WHAT YOU PAY		HOW IT WORKS	
Front End Sales Charge	Up to 5% of the amount you invest		<ul><li>You and your advisor decide on the ra</li><li>The initial sales charge is deducted from</li></ul>	te m the amount you invest. It is paid as a commission
Deferred Sales Charge (DSC)	2 years of buying 5 3 years of buying 5 4 years of buying 4 5 years of buying 4 6 years of buying 3 7 years of buying 2	% 5.50 5.00 5.00 1.00 1.00 3.00 2.00 0.00	When you invest, Manulife pays a commission of 5.0%. Any sales charge you pay goes to Manulife.	<ul> <li>The sales charge is deducted from the amount you sell</li> <li>You can sell up to 10% of your units each year without paying a sales charge</li> <li>You can switch to units of other funds within the same guarantee option without paying any sales charge. The sales charge schedule will be based on the date you invest in your first fund</li> </ul>
Low Load Sales Charge	2 years of buying 2 3 years of buying 1	% 2.50 2.00 1.50 0.00	When you invest, Manulife pays a commission of 2.0%. Any sales charge you pay goes to Manulife.	

# 2. Ongoing Fund Expenses

The management expense ratio (MER) includes the management fee and operating expenses of the fund and, if applicable, any underlying fund(s). The MER includes the insurance cost for the guarantee. You don't pay these expenses directly. MERs and guarantee fees affect you because they reduce the return you get on your investment. For details about how the guarantees work, see your insurance contract.

# **Trailing commission**

Manulife pays a trailing commission of up to 1.00% of the value of your investments each year for as long as you own the fund. It is for the services and advice your advisor provides to you. The trailing commission is paid out of the management fee. You don't pay these expenses directly. The rate depends on the sales charge option you choose.

# 3. Other Fees

Trading Fees are paid to Manulife.

FEE	WHAT YOU PAY	
Frequent Trading Fee	2% of the value of units you trade for switches exceeding 5 per year.	
Early Withdrawal Fee	2% of the value of units you sell or transfer within 90 days of buying them.	

Effective on or about October 7, 2019, the Manulife Segregated Fund Education Savings Plan (ESP) Fund Facts, forming part of the Manulife Segregated Fund Education Savings Plan (ESP) Information Folder, is amended to reflect the enclosed fund changes.

This Addendum forms part of your Information Folder containing important provisions that you should read prior to investing. The Information Folder provides general information for your investment options, including the potential risks of investing in segregated funds. All of the sections of the Information Folder which pertain to the existing funds apply to the funds noted in this Addendum as applicable. This Addendum is not an insurance contract.

# MANULIFE SEGREGATED FUND EDUCATION SAVINGS PLAN (ESP) FUND ADDITION

Effective Monday, October 7, 2019, the following new fund will be available to you:

		MANAGEMENT EXPENSE RATIO (MER) <sup>1</sup>
SEGREGATED FUND NAME	FUND OBJECTIVE	FRONT-END/BACK-END/LOW-LOAD
Manulife Dollar-Cost Averaging Program Seg RESP	To provide investors with interest income by generally holding all of its portfolio assets on deposit in a demand deposit (cashable) account with an administered interest rate at its affiliate, Manulife Bank of Canada.	0.00

<sup>&</sup>lt;sup>1</sup> Management Expense Ratio (MER) includes all expenses of the segregated fund such as the management fee, insurance costs, operating costs and applicable sales tax. There is no duplication of fees from the underlying pooled fund, unit trust or mutual fund. The MER is an estimate for the current year and is subject to change.

Note: For complete fund information, refer to the applicable Fund Facts page within the Fund Facts booklet.

2 Fund Facts



# Manulife Segregated Fund Education Savings Plan (ESP) Fund Facts and Information Folder & Contract Addendum

Below you will find information related to this new fund that should be included in your Manulife Segregated Fund Education Savings Plan (ESP) Information Folder and Contract.

Under **Key Facts** section **What can I do after I purchase this contract** deposit minimum added as follows

 Minimum \$2000 for Dollar-Cost Averaging Program Seg RESP

Under 4 Fund Switches section 4.4 Dollar-Cost Averaging Program (DCAP) Seg RESP is added as follows.

- All deposits to the DCAP Fund will be administered in accordance with current administrative rules.
- Upon receipt of the deposit and any documentation that we may require, we will deposit the amount to the Fund.
- You must select a day of the month that you would like the monthly switch to occur. If the day of the monthly switch falls on a non-Valuation Date, the monthly switch will use the Unit Values as of the next Valuation Date.
- You may choose a maximum of 12 monthly switches from the DCAP Fund.
- Beginning on the day of the first monthly switch, and for the number of monthly switches you have selected, an equal number of Units purchased in the DCAP Fund will be switched to the Fund(s) you have selected. You must provide instructions within 90 calendar days of deposit to the DCAP Fund and you must allocate the

- money to the funds within a 12 month period from the deposit date.
- If instructions to switch your Fund(s) from the DCAP
   Fund are not received within 90 days of the deposit
   date we reserve the right to move the funds to the High
   Interest Savings Seg RESP, or a substantially similar fund,
   in accordance with our administrative rules in place at
   the time.

# Example:

Deposit of \$10,000 into the DCAP Fund with a unit value of \$10, gives 1,000 Units.

At the time of deposit, you choose 10 monthly switches, giving 100 units a month to Fund switch into the Fund(s) you have selected.

- You may request to switch to another Fund within the Contract, request to withdraw amounts in cash, or transfer to another financial institution at any time.
- Following a withdrawal or an unscheduled Fund switch out of the DCAP Fund, the monthly switches will continue unchanged if there are sufficient units in the Fund.
- If there are insufficient units remaining in the DCAP
   Fund at the time of a monthly switch, the amount of
   Units remaining will be switched that month based on

- the proportional allocation of Funds you have requested to switch into.
- At the time of deposit, you choose 10 monthly switches, giving 100 units a month to Fund switch into the Fund(s) you have selected.
- You may request to switch to another Fund within the Contract, request to withdraw amounts in cash, or transfer to another financial institution at any time.
- Following a withdrawal or an unscheduled Fund switch out of the DCAP Fund, the monthly switches will continue unchanged if there are sufficient units in the Fund.
- If there are insufficient units remaining in the DCAP
  Fund at the time of a monthly switch, the amount of
  Units remaining will be switched that month based on
  the proportional allocation of Funds you have requested
  to switch into.

- Immediately following the last Fund switch from the DCAP Fund, the balance in the DCAP Fund will be zero.
- At the time of an additional deposit to the DCAP
  Fund, you must select the number of monthly switches
  (maximum of 12) and indicate the Funds you would like
  to switch to. The new Fund allocations will override any
  previous Fund selections.
- There is no administrative fee for monthly switches from the DCAP Fund and they do not count towards the maximum number of free Fund switches. You are not permitted to switch from any Funds within the Contract to the DCAP Fund.
- We reserve the right to close the DCAP Fund to new deposits, limit the number of Funds you may switch into or restrict the Funds you may switch into and/ or limit the length of time deposits may remain in the DCAP Fund without instruction according to our administrative rules in place at the time.

# **Important Contract Information** (Please file with your contract provisions)

# Amendment to the Manulife Segregated Fund Education Savings Plan (ESP) contract.

Effective on or about October 7, 2019, the new Dollar-Cost Averaging Program (DCAP) Seg RESP is available to you for new deposits. Below you will find information related to this new fund and should be included in your Manulife Segregated Fund Education Savings Plan (ESP) Information Folder and Contract.

1. Under **3. Deposit provisions**, section **3.5 Dollar-Cost Averaging** is added as follows.

The Dollar-Cost Averaging Program Fund (DCAP Fund) is similar to Funds where you establish regular Fund switches, except you may request a reallocation of the Fund switch out of the DCAP Fund over a specified period. You cannot switch monies into the DCAP Fund. All deposits to the DCAP Fund will be administered in accordance with our administrative rules in place at the time. You must provide instructions within 90 calendar days of deposit to the DCAP Fund and you must allocate the money to the funds within a 12 month period from the deposit date. If instructions to switch your funds from the DCAP Fund are not received within 90 days of the deposit date we reserve the right to move the funds to the High Interest Savings Seg RESP, or a substantially similar fund, in accordance with our administrative rules in place at the time.

2. Under **Objective and Strategy** Dollar-Cost Averaging Program added as follows;

# Manulife Dollar Cost Averaging Program Seg RESP

To provide investors with interest income by generally holding all of its portfolio assets on deposit in a demand deposit (cashable) account with an administered interest rate at its affiliate, Manulife Bank of Canada.

# Strategy

Upon request, the strategy for this fund is available through the Investment Policy Statement (IPS).



If you have any questions about these changes, please contact:

Your advisor
Manulife Investment Management at www.manulifeim.ca
Call the Customer Service Centre:
English business: 1-888-790-4387

Quebec and French business: 1-800-355-6776

Manulife Investment Management is a trade name of The Manufacturers Life Insurance Company. 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, Manulife Investment Management, the Stylized M Design, 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.