

ETF Facts — CDEF

Manulife Investment Management Limited

Manulife Smart Defensive Equity ETF

This document contains key information you should know about Manulife Smart Defensive Equity ETF. You can find more details about this exchange-traded fund (ETF) in its prospectus. Ask your representative for a copy, contact Manulife Investment Management Limited at 1-888-588-7999 or manulifemutualfunds@manulife.com or visit www.manulifeim.com/retail/ca/en/regulatory/etf-facts.

Before you invest, consider how the ETF would work with your other investments and your tolerance for risk.

Quick Facts

Date ETF started: October 25, 2021

Total value on August 31, 2021 *: n/a

Management expense ratio (MER) *: n/a

Fund manager: Manulife Investment Management Limited

Portfolio manager: Manulife Investment Management Limited

Sub-advisor: Manulife Investment Management (US) LLC

Distributions: semi-annual, if any

* This information is not available because the ETF is new.

Trading Information (12 months ending August 31, 2021)

Ticker symbol: CDEF

Average daily volume *: n/a

Exchange: TSX

Number of days traded *: n/a

Currency: Canadian dollars

* This information is not available because the ETF is new.

Pricing Information (12 months ending August 31, 2021)

Market price *: n/a

Net asset value (NAV) *: n/a

Average bid-ask spread *: n/a

For more updated Quick Facts, Trading Information and Pricing Information, visit <https://www.manulifeim.com/retail/ca/en/regulatory/etf-facts>.

What does the ETF invest in?

The ETF seeks to achieve long-term capital appreciation by investing primarily in a diversified portfolio of Canadian securities while also seeking to reduce overall market sensitivity.

The charts below give you a snapshot of the ETF's investments on August 31, 2021. The ETF's investments will change.

Top 10 investments (August 31, 2021)

This information is not available because this ETF is new.

Investment mix (%) (August 31, 2021)

This information is not available because this ETF is new.

How risky is it?

The value of the ETF can go down as well as up. You could lose money. One way to gauge risk is to look at how much an ETF's returns change over time. This is called "volatility". In general, ETFs with higher volatility will have returns that change more over time. They typically have a greater chance of losing money and may have a greater chance of higher returns. ETFs with lower volatility tend to have returns that change less over time. They typically have lower returns and may have a lower chance of losing money.

No guarantees

ETFs do not have any guarantees. You may not get back the amount of money you invest.

How has the ETF performed?

This section tells you how units of the ETF have performed, with returns calculated using the ETF's net asset value (NAV). However, this information is not available because the ETF is new.

Risk rating

Manulife Investment Management has rated the volatility of this ETF as **Medium**.

Because this is a new ETF, the risk rating is only an estimate by Manulife Investment Management. Generally, the rating is based on how much the ETF's returns have changed from year to year. It doesn't tell you how volatile the ETF will be in the future. The rating can change over time. An ETF with a low risk rating can still lose money.



For more information about the risk rating and specific risks that can affect the ETF's returns, see the "Risk Factors" section of the ETF's prospectus.

Year-by-year returns

This section tells you how units of the ETF have performed in past calendar years. However, this information is not available because the ETF is new.

Best and worst 3-month returns

This section shows the best and worst returns for units of the ETF in a 3-month period. However, this information is not available because the ETF is new.

Average returns

This section shows the value and annual compounded rate of return of a hypothetical \$1,000 investment in units of the ETF. However, this information is not available because the ETF is new.

Trading ETFs

ETFs hold a basket of investments, like mutual funds, but trade on exchanges like stocks. Here are a few things to keep in mind when trading ETFs:

Pricing

ETFs have two sets of prices: market price and net asset value (NAV).

Market price

ETFs are bought and sold on exchanges at the market price. The market price can change throughout the trading day. Factors like supply, demand, and changes in the value of an ETF's investments can affect the market price.

You can get price quotes any time during the trading day. Quotes have two parts: **bid** and **ask**.

The bid is the highest price a buyer is willing to pay if you want to sell your ETF units. The ask is the lowest price a seller is willing to accept if you want to buy ETF units. The difference between the two is called the **bid-ask spread**.

In general, a smaller bid-ask spread means the ETF is more liquid. That means you are more likely to get the price you expect.

Net asset value (NAV)

Like mutual funds, ETFs have a NAV. It is calculated after the close of each trading day and reflects the value of an ETF's investments at that point in time.

NAV is used to calculate financial information for reporting purposes—like the returns shown in this document.

Orders

There are two main options for placing trades: market orders and limit orders. A market order lets you buy or sell units at the current market price. A limit order lets you set the price at which you are willing to buy or sell units.

Timing

In general, market prices of ETFs can be more volatile around the start and end of the trading day. Consider using a limit order or placing a trade at another time during the trading day.

Who is this ETF for?

Investors who:

- are investing for the medium to long term
- want to invest primarily in a diversified portfolio of Canadian securities while also seeking to reduce overall market sensitivity
- are comfortable with medium investment risk (i.e. are willing and able to accept fluctuations in the market value of their investment)

A word about tax

In general, you'll have to pay income tax on any money you make on an ETF. How much you pay depends on the tax laws where you live and whether or not you hold the ETF in a registered plan, such as a Registered Retirement Savings Plan or a Tax-Free Savings Account.

Keep in mind that if you hold your ETF in a non-registered account, distributions from the ETF are included in your taxable income, whether you get them in cash or have them reinvested.

How much does it cost?

This section shows the fees and expenses you could pay to buy, own and sell units of the ETF. Fees and expenses – including trailing commissions – can vary among ETFs. Higher commissions can influence representatives to recommend one investment over another. Ask about other ETFs and investments that may be suitable for you at a lower cost.

1. Brokerage commissions

You may have to pay a commission to your brokerage firm every time you buy and sell units of the ETF. Commissions may vary by brokerage firm. Some brokerage firms may offer commission-free ETFs or require a minimum purchase amount.

2. ETF expenses

You don't pay these expenses directly. They affect you because they reduce the ETF's returns. The ETF's expenses are made up of the management fee, certain operating expenses and trading costs. The ETF's annual management fee is 0.25% of the ETF's value. As this ETF is new, operating expenses and trading costs are not yet available.

Trailing commission

The trailing commission is an ongoing commission. It is paid for as long as you own the ETF. It is for the services and advice that your representative and their firm provide to you.

This ETF doesn't have a trailing commission.

3. Other fees

Fee	What you pay
Administrative Fee	An amount as may be agreed to between the Manager and the Designated Broker or a Dealer of the ETF may be charged by Manulife Investment Management, on behalf of the ETF, to offset certain transaction costs associated with an issue, exchange or redemption of the units. This charge does not apply to unitholders who buy and sell their units through the facilities of the TSX.

What if I change my mind?

Under securities law in some provinces and territories, you have the right to cancel your purchase within 48 hours after you receive confirmation of the purchase.

In some provinces and territories, you also have the right to cancel a purchase, or in some jurisdictions, claim damages, if the prospectus, ETF Facts or financial statements contain a misrepresentation. You must act within the time limit set by the securities law in your province or territory.

For more information, see the securities law of your province or territory or ask a lawyer.

For more information

Contact Manulife Investment Management or your representative for a copy of the ETF's prospectus and other disclosure documents. These documents and the ETF Facts make up the ETF's legal documents.

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