

Profile

Systematic Equity Beta

Manulife Investment Management Ltd.

Deep experience meets ETFs

For over 20 years, the team has built a reputation on delivering custom index-based solutions with a focus on research, discipline, and efficient execution. This focus has led to over \$60 billion in institutional assets under management for clients across Canada, the U.S., and Asia.

A focused perspective

Research and a rigorous process that drive core functions which lead to client-focused investment solutions.

- Quantitative research
- Equity market research
- Dividend screening
- Factor optimization
- Efficient trading

Professional roles and experience

Based in Toronto, ON, the team works closely with one another while they leverage the vast resources that the Manulife Investment Management global organization has to offer. This includes credit research, actuarial science, and environmental, social, and governance (ESG) reports.

Portfolio management team



Serge Lapierre, FSA, FCIA
Global Head, Liability-Driven Investments (LDI), Financial Engineering and Quantitative Research, 27 years' experience



Geoff Kelley, CFA
Senior Portfolio Manager
Head of Strategic Asset Allocation and Systematic Equity Beta, 27 years' experience



Brett Hryb, CFA
Senior Portfolio Manager
Head of Beta Management
27 years' experience



Ashikhusein Shahpurwala, CFA, PRM
Senior Portfolio Manager
21 years' experience

Research and client portfolio management



Sam Haidar, PhD
Director of Quantitative Research, Digital and DTC



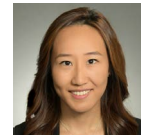
Yasho Jallan, PhD
Financial Engineer, Digital and DTC



Boncana Maiga, CFA, CIM
Portfolio Manager
16 years' experience



Allison Greenspan
Senior Analyst
12 years' experience



Jenny Kim, CFA
Senior Analyst
10 years' experience



Marco Leung, CFA
Senior Analyst
9 years' experience



Benjamin Forssell, CFA
Client Portfolio Manager



Chloe Lau, FSA, FCIA, CERA
Client portfolio management

Source for all team information is Manulife Investment Management as of June 30, 2021. This document is not complete without all three pages included.

Building Manulife Smart Dividend ETFs

The quality dividend screen is the foundation of the Manulife Smart Dividend ETFs. The criteria and metrics that are applied to each investment decision ensures that the ETFs maintain a consistent focus—to invest in companies with stable and growing dividends.

Posed as questions, below is the quality dividend screen the team uses when making buy, sell, or hold decisions within each ETF.

1. Is the stock liquid?
2. Is the dividend amount sustainable, based on business performance?
3. Compared to earnings, is the dividend payout sustainable?
4. Can the dividend grow over time?
5. Is the dividend yield attractive compared to competitors?

ETFs managed

Manulife Smart Dividend ETF

Ticker: **CDIV**

Manulife Smart U.S. Dividend ETF

Ticker: **UDIV**

Manulife Smart U.S. Dividend ETF (unhedged)

Ticker: **UDIV.B**

ETFs available in segregated funds

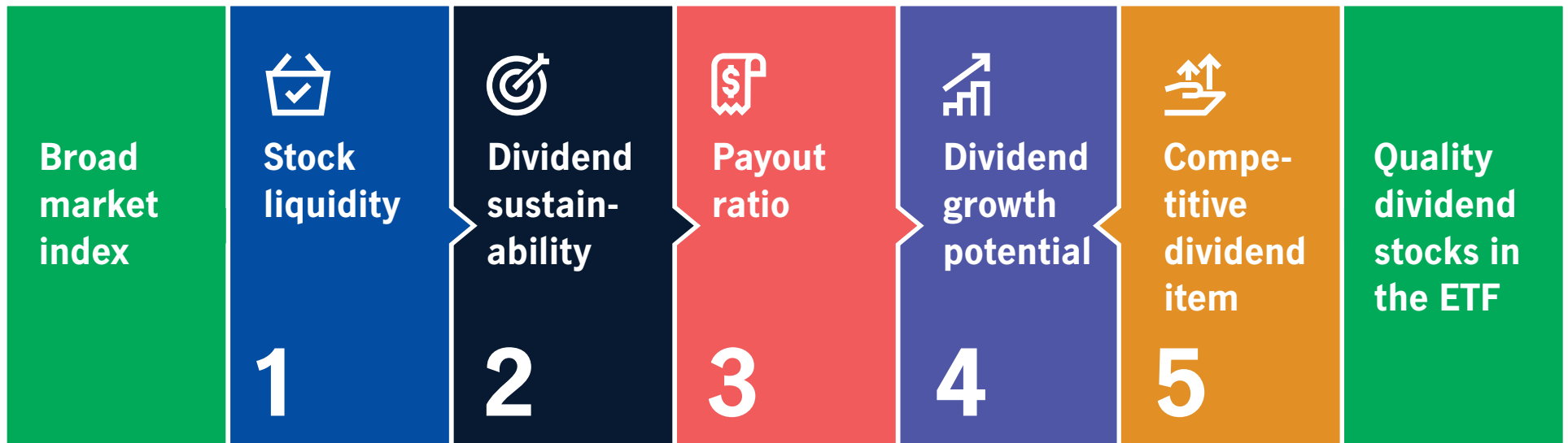
Manulife Smart Balanced

Dividend ETF Bundle

Manulife Smart Dividend ETF

Manulife Smart U.S. Dividend ETF

Available in both the **GIF Select InvestmentPlus** and **Manulife Private Investment Pools—MPIP Segregated Pools** contracts



To determine the allocation of the stocks in the ETF, the team considers four factors they believe drive better risk-adjusted returns. The four factors are: **Quality, Momentum, Value, and Yield**. Based on the outcome of their proprietary model, a weight is assigned to each stock in the ETF.

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The finishing touches

Three keys to efficient portfolio management:

- Keep trading costs low when buying and selling, e.g., bulk trading,
- Reduce turnover, when possible, e.g., avoid unnecessary trading,
- Put cash to use, e.g., when new money flows into the fund, put it to use.

To learn more, contact your advisor or visit manulifeim.ca/etfs.

Portfolio managers may use some or all of the techniques described herein. No investment strategy or risk management technique can guarantee returns or eliminate risk in any market environment.

Characteristics, guidelines, and constraints are for illustrative purposes only. They may change at any time and may differ for a specific account. Investing involves risks, including the potential loss of principal. There is no guarantee that a fund's investment strategy will be successful. Foreign investing has additional risks, such as currency and market volatility and political and social instability. Large company stocks could fall out of favor, and illiquid securities may be difficult to sell at a price approximating their value.

Shares may trade at a premium or discount to their NAV in the secondary market, and a fund's holdings and returns may deviate from those of its index. These variations may be greater when markets are volatile or subject to unusual conditions.

Errors in the construction or calculation of a fund's index may occur from time to time. Please see the fund's prospectus for additional risks. Manulife ETF shares are bought and sold at market price (not NAV), and are not individually redeemed from the fund. Brokerage commissions will reduce returns.

Commissions, management fees, and expenses may all be associated with exchange-traded funds (ETFs). Investment objectives, risks, fees, expenses, and other important information are in the ETF facts as well as the prospectus—please read before investing. ETFs are not guaranteed, their values change frequently and past performance may not be repeated.

Manulife ETFs are managed by Manulife Investment Management (formerly named Manulife Asset Management Limited). Manulife Investment Management is a trade name of Manulife Investment Management Limited.

Manulife Investment Management is a trade name of The Manufacturers Life Insurance Company. The Manufacturers Life Insurance Company (Manulife) is the issuer of Manulife Investment Management guaranteed interest accounts, the GIF Select insurance contract, and the Manulife Private Investment Pools – MPIP Segregated Pools (MPIP Segregated Pools) insurance contract and the guarantor of any guarantee provisions therein.

To speak with Manulife Investment Management about segregated funds, call 1-888-790-4387.

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