Manulife Investment Management

Factsheet
March 31, 2025

Dividend Income Strategy

Investment philosophy[1]

The Essential equity team analyzes all companies under the same fundamental proprietary lens, using a scalable and repeatable process. Our investment process is driven by our fundamental beliefs unchanged since our founding in 1997.

The Essential equity team believes that a portfolio that creates business value faster than a given benchmark and when assembled at a reasonable valuation will result in long-term outperformance.

† Active Share is a measure of the percentage of stock holdings in the strategy that differs from the benchmark index.

Strategy facts

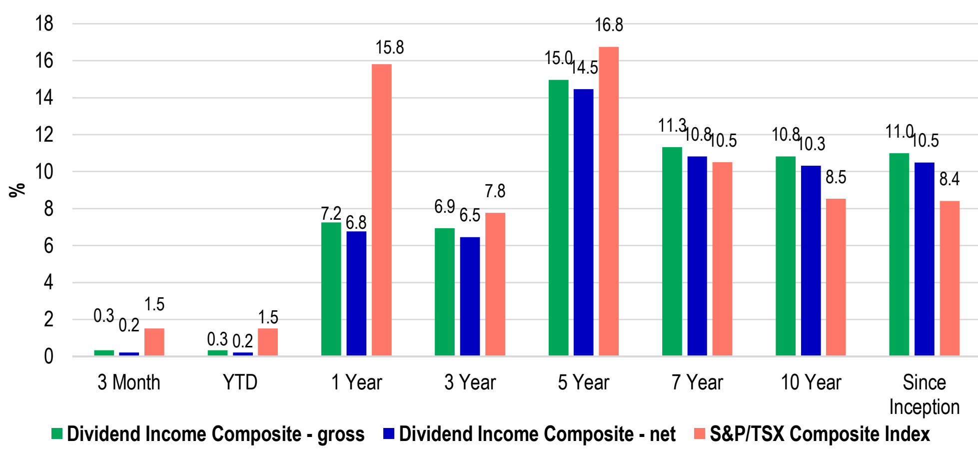
Style:	Value
Strategy inception:	September 2004
Benchmark:	S&P/TSX Composite Index
Active share†:	60%
Top 10 holdings	32.1% of portfolio

Investment process[2]

Assess business returns	Assess business risks	Proprietary company valuation	Portfolio management	Portfolio construction
• Evaluate historical level and stability of earnings power through multiple business cycles and environments.	• Develop a proprietary equity risk premium, by 'risking' the company	• Determine proprietary company valuation by combining assessment of business returns and risk	• Compare and rank buy and sell targets to the market price to determine risk/reward for each security • Consistently rebalance portfolio to maximize quality, valuation and business value creation	• Create a 'conglomerate' company which aims at maximizing business value creation and is properly diversified by unique business risks

Composite performance[3]

Returns as of March 31, 2025



Calendar year returns (%)

	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015
Dividend Income Composite — gross[3]	17.80	12.30	-15.44	23.15	23.90	25.36	-2.31	15.37	18.16	1.39
Dividend Income Composite — net[3]	17.27	11.80	-15.82	22.60	23.34	24.80	-2.77	14.85	17.63	0.94
S&P/TSX Composite Index	21.65	11.75	-5.84	25.09	5.60	22.88	-8.89	9.10	21.08	-8.32

Past performance is not indicative of future results. Returns greater than one year are annualized.
Composite Inception date, September, 2004. Performance shown is the Manulife Investment Management Limited Dividend Income composite as of March 31, 2025 in CAD.

Essential equity team highlights

- The Essential equity team has been providing strong risk-adjusted returns to its clients and partners for over 20 years.
- Today, the Essential equity team comprises of 11 members managing over C$26 billion** across multiple mandates that span the globe.

Investment team	Years of experience	Years on team
Conrad Dabiet, CFA	22	20

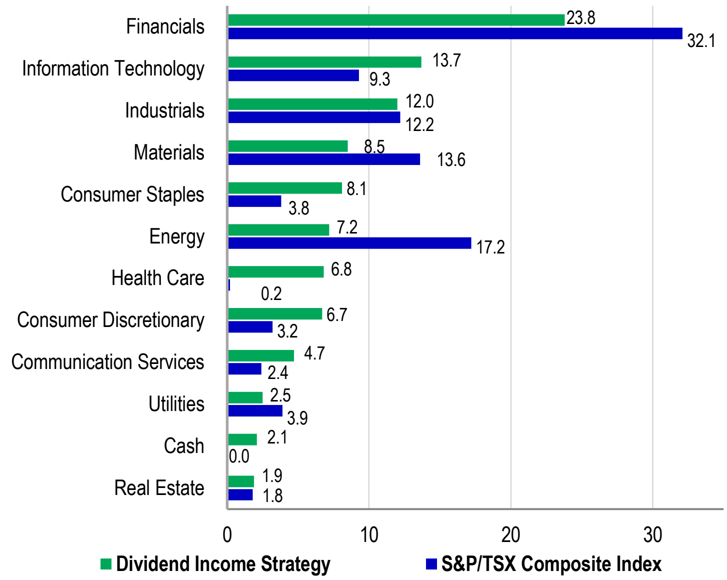
** AUM stated in Canadian dollars, as of March 31, 2025.

March 31, 2025

Top ten holdings (%)[4]

	Dividend Income Strategy	S&P/TSX Composite Index
Alimentation Couche-Tard Inc.	4.0	1.6
Waste Connections, Inc.	4.0	2
Constellation Software Inc.	4.0	2.5
Cisco Systems, Inc.	3.5	--
Brown & Brown, Inc.	3.1	--
Thermo Fisher Scientific Inc.	2.9	--
Intact Financial Corporation	2.7	1.5
Fidelity National Information Services, Inc.	2.7	--
Canadian Pacific Kansas City Limited	2.6	2.7
Linde plc	2.6	--
Total	**32.1**	**10.3**

Sector allocation (%)[4]



Portfolio characteristics – evaluating our conglomerate[4]

	Measure	Dividend Income Strategy	S&P/TSX Composite Index	% Difference
Higher business profitability	Return on Assets (%)	2.5	1.1	133%
Lower financial leverage	Return on Equity (%)	13.4	9.4	41%
Different from the benchmark	Active share (%)	60.3	0.0	60%
Sustainable dividend & high reinvestment rate	Payout ratio (%)	40.5	61.4	-33%
Attractive yield	Dividend yield (%)	1.7	2.8	-41%

Characteristics data source: Factset

About Manulife Wealth & Asset Management

As part of Manulife Financial Corporation, Manulife Wealth & Asset Management provides global investment, financial advice, and retirement plan services to 19 million individuals, institutions, and retirement plan members worldwide. Our mission is to make decisions easier and lives better by empowering people today to invest for a better tomorrow. As a committed partner to our clients and as a responsible steward of investor capital, we offer a heritage of risk management, deep expertise across public and private markets, and comprehensive retirement plan services. We seek to provide better investment and impact outcomes and to help people confidently save and invest for a more secure financial future. Not all offerings are available in all jurisdictions. For additional information, please visit manulifeim.com.

The S&P/TSX Composite is the headline index for the Canadian equity market. It is the broadest in the S&P/TSX family and is the basis for multiple sub-indices including but not limited to equity indices, Income Trust Indices, Capped Indices, GICS Indices and market cap based indices. The Toronto Stock Exchange (TSX) serves as the distributor of both real-time and historical data for this index. It is not possible to invest directly in an index. The indices referenced herein are broad-based securities market indices and used for illustrative purposes only. The indices cited are widely accepted benchmarks for investment performance within their relevant regions, sectors or asset classes, and represent non-managed investment portfolios

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Source for information shown is Manulife Investment Management, unless otherwise noted.

1 The material contains information regarding the investment approach described herein and is not a complete description of the investment objectives, risks, policies, guidelines or portfolio management and research that supports this investment approach. There is no guarantee investment objectives will be met. The investment process may change over time.

2 No investment strategy or risk management techniques can guarantee returns or eliminate risk in any market environment.

3 Gross performance results do not reflect the deduction of investment management fees which when deducted will reduce returns and are net of commissions and foreign withholding tax. Net performance results reflect the application of the highest incremental rate of the standard investment management fee schedule to gross performance results. Actual fees may vary depending on, among other things, the applicable fee schedule and portfolio size. Investment management fees are available upon request.

4 Portfolio characteristics — Holdings, sector weightings, market capitalization and portfolio characteristics are subject to change at any time and are based on a representative portfolio. Holdings, sector weightings, market capitalization and portfolio characteristics of individual client portfolios in the strategy may differ, sometimes significantly, from those shown. Top ten holdings information shown combines share listings from the same issuer, and related depositary receipts, into a singular holding to accurately present aggregate economic interest in the referenced company.

Manulife Investment Management claims compliance with the Global Investment Performance Standards (GIPS®). For purposes of compliance with the Global Investment Performance Standards (GIPS®), our firm Manulife Investment Management "Manulife IM" was created on January 1, 2018 as a result of a consolidation of six firms that claimed compliance with GIPS®. Manulife IM comprises Manulife Investment Management (US) LLC, Manulife Investment Management (North America) Limited, Manulife Investment Management (Europe) Limited, Manulife Investment Management (Japan), Manulife Investment Management (Hong Kong) Limited, Manulife Investment Management (Singapore) Pte. Ltd., Manulife Investment Management Limited, Manulife Investment Management Private Markets (Canada) Corp. and John Hancock Trust Company. Effective January 1, 2021, the firm includes assets managed under contract by Manulife Investment Management Private Markets (US) LLC ("Manulife IM PM US") and the unaffiliated managers SMA/Wrap business from John Hancock Investment Management LLC, a Manulife IM company. Effective January 1, 2023, the firm includes assets managed by Manulife Investment Management Timberland and Agriculture Inc ("MIMTA"). Effective June 30, 2024, the firm includes CQS, wholly owned by Manulife Investment Management (Europe) Limited acquired April 2, 2024. Investors interested in these strategies can access this information through their local Manulife IM affiliate. To receive a complete list and description of Manulife Investment Management's composites and/or a presentation that adheres to the GIPS standards, contact your local Institutional Sales representative on the Contact Us page at manulifeim.com/institutional. GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein.