

Identifying opportunities amid change and uncertainty



At Manulife Investment Management, we draw on more than 100 years of financial stewardship and the full resources of our parent company to serve the needs of the institutional investor.



Through a global investment footprint of more than 703 investment professionals across 20 geographies worldwide,¹ we provide flexible and customizable solutions to our clients.



We manage and administer over \$845 billion in assets, as of June 30, 2024, and serve more than 1,000 institutional investor accounts globally.



With a global set of capabilities across private markets, asset allocation, fixed income, alternative credit, and equity investing, we're able to capitalize on emerging trends anywhere in the world.

Source: Manulife Financial Corporation, as of June 30, 2024. Excludes subadvised assets under management. Manulife Investment Management's global investment professional team includes expertise from several Manulife Investment Management affiliates and joint ventures; not all entities represent all asset classes.

Combining a passion for providing solutions with a *specialist* approach

Our long history of investing across markets has helped us emerge as a leader in private and public markets investing and enables us to continually evolve our solutions and broaden our expertise to the benefit of our clients.

An overview of our comprehensive investment expertise

Fixed income

- Our leading core fixed-income expertise spans U.S. and global fixed-income and alternative credit strategies
- 9 investment teams globally
- 207 investment professionals
- \$184.7 billion in AUM¹

Equity

- Customizable, differentiated strategies pursuing specialized and durable sources of alpha
- 9 investment teams globally
- 159 investment professionals
- \$113.2 billion in AUM²

Multi-asset solutions

- Active allocation and deep diversification
- 25+ years of multi-asset investing experience
- 58 investment professionals
- \$148.3 billion in AUM³

Private markets

- Active investor in private markets segments, such as agriculture, timberland, real estate, private equity, private credit, and infrastructure
- 95+ years of experience⁴
- 242 investment professionals⁵
- \$71.4 billion in assets AUM⁶

Real assets

Investing in enduring and essential assets since 1925



Real estate equity

- 84.6 million square feet of commercial property globally⁷
- 90% global green building certification across our global real estate portfolio⁸
- \$19.2 billion in AUM⁷



Timber

- World's largest natural capital investment manager⁹
- 5.4 million acres of certified sustainable forests¹⁰
- \$11.6 billion in AUM¹¹



Infrastructure

- 40+ years of experience¹²
- \$3.9 billion in renewable energy investments¹²
- \$16.8 billion in AUM¹³



Agriculture

- Approximately 400,000 gross acres of farmland globally
- 100% of our U.S. eligible farmland is enrolled in the Leading Harvest Farmland Management Standard¹⁴
- \$4.2 billion in AUM¹⁵

Private equity and credit

\$25.3 billion in AUM¹⁶ and unfunded commitments, and 200+ sponsor partners drive deal flow



Private equity funds

- 361 fund commitments and 156 firms
- Committed \$15.9 billion since 2005¹⁷

Senior credit

- 198 issuers and 113 sponsors
- Invested \$5.6 billion since 2017

Junior credit¹⁸

- 128 investments and 56 sponsors
- Invested \$3.4 billion since 1998

Equity co-investments

- 167 co-investments and 79 sponsors
- Invested \$3.5 billion since 2006¹⁹

Secondaries

- Focused on general partner-led solutions
- Committed \$552 million since 2019²⁰



Let's talk about your needs



Michael Kotarski, CFA
Senior Managing Director,
Institutional Sales
Manulife Investment Management
mkotarski@manulifeam.com
857-343-7018



Richard Shusman, CFA
CAIA Managing Director,
Business Development
Private Equity and Credit
Manulife Investment Management
rshusman@manulife.com
617-816-2491



Our investment outlook

Building on the strength of our global footprint and diverse capabilities, our research and analysis are grounded in macro outlooks that contribute meaningfully to our expectations on asset class returns. Visit us at **manulifeim.com** to see our latest white papers.

Manulife Investment Management

All currency is shown in U.S. dollars. **1** Assets under management (AUM) excludes liability-driven investing assets and includes certain equity and fixed-income portions of balanced investments. **2** AUM includes certain equity and fixed-income portions of balanced investments. The methodologies used to compile the total AUM are subject to change. **3** AUM includes \$5.50 billion advised by the multi-asset solutions team, managed by other Manulife Investment Management investment teams, and \$34.94 billion allocated to investment strategies managed by other Manulife Investment Management investment teams, which are held within multi-asset solutions. The methodologies used to compile the total AUM are subject to change. **4** Includes significant experience investing on behalf of the Manulife general account. **5** Investment professionals include individuals who manage assets on behalf of both the Manulife general account and external third parties. **6** AUM managed by Manulife IM Private Markets. **7** Manulife IM PM (US) manages \$1.1 billion of real estate equity strategies on a discretionary basis and \$0.5 billion on a nondiscretionary basis, as of March 31, 2024. **8** Data is as of December 31, 2021. Based on square footage or building size of the gross floor area (GFA) of properties in the global portfolio. Totals from different certification standards do not sum as properties with multiple certifications are only counted once. Certifications are provided by LEED, ENERGY STAR Certification or BOMA BEST, GBCA Greenstar, BCA Green Mark, NABERS, Casbee, BOMA360, Fitwel. **9** IPE research, as of February 5, 2023. Ranking is based on total natural capital AUM, which includes forestry/timberland and agriculture/farmland AUM. **10** Data is as of December 31, 2022. 100% of our forests were certified under either the Sustainable Forestry Initiative® (SFI®) (3.2 million acres in the United States and Canada) or the Forest Stewardship Council® (FSC®) (2.2 million acres in Australia, New Zealand, Brazil, and Chile). Most current data is shown. **11** Aggregate fund-level market value, as of March 31, 2024. **12** Experience of North American corporate finance. The infrastructure team manages renewable energy-related private equity investments on behalf of external clients and the insurance business of Manulife. Total includes \$1.43 billion of assets managed on behalf of external clients. For reporting, renewable energy in our infrastructure equity AUM (third-party and general account) includes investments in solar power generation and transmission, wind power generation and transmission, hydroelectric generation, biofuel collection, biomass waste to energy, and battery energy storage systems. **13** AUM of infrastructure equity is as of March 31, 2024. This Q1 AUM figure is provisional and contingent on auditor's review. **14** 100% of U.S. and Australian farmland is certified by the Leading Harvest farmland management standard. See <https://www.leadingharvest.org> **15** Represents assets of Manulife Investment Management's agriculture group managed on a discretionary and nondiscretionary basis for the general account, its affiliates, and third-party clients. **16** AUM and administration (AUMA) of private equity and credit (PE&C) include funded committed capital as of March 31, 2024. The total value includes \$8.3 billion of unfunded commitments. **17** Represents fund investments made by the PE&C team on behalf of the Manulife investors and third parties since inception of the fund investment program in July 2005. **18** Represents junior credit investments made by the U.S.-based PE&C team on behalf of the Manulife investors and third parties since inception of the private credit program in 1998. **19** Represents equity co-investments made by the PE&C team on behalf of the Manulife investors and third parties since inception of the equity co-investment program in July 2006. **20** As of December 31, 2023. Represents investments made by the Secondaries Team on behalf of the Manulife Investors and managed third-party accounts since inception of the Secondaries Strategy in 2019. There can be no assurance that any such investments will be profitable.

© 2024 Manulife Investment Management. All rights reserved. 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. No investment strategy or risk management technique can guarantee returns or eliminate risk in any market environment.