

First quarter 2025

# US All Cap Core Strategy

Quarterly market and strategy review



For a discussion of the risks associated with this strategy, please see the Investment Considerations page at the end of the presentation. For Institutional/Investment Professional Use Only. Not for distribution to the public.

## Investment team

# Roles and expertise

## U.S. all cap core management team

#### Emory W. (Sandy) Sanders, Jr., CFA

Lead Portfolio Manager 28 years' experience

#### Jonathan T. White, CFA

Portfolio Manager 28 years' experience Consumer discretionary, staples

#### Michael J. Mattioli, CFA

20 years' experience Financials

#### Nicholas P. Renart

20 years' experience Industrials, technology

#### Michael Daley, CFA

19 years' experience Technology, staples, communication services

#### Michael Bokoff, CFA

15 years' experience Energy, materials, healthcare

#### Keith Kirkland, CFA

15 years' experience Healthcare, technology

## Kassiani Nacopoulos, CFA

9 years' experience Consumer discretionary, staples

#### Joshua R. Yafa

19 years' experience Client Portfolio Manager

#### Tatiana V. Johnson

15 years' experience Client Portfolio Manager

#### **Alyson Rando**

9 years' experience Client Service Analyst

# 1 Boutique structure

 Managers and analysts focused solely on this investment process

## 2 Experience

 Lead managers working together for over 20 years

## 3 Research culture

- Analysts all recruited specifically to drive our 7 step research and validation process
- 3 to 4 weeks of in-depth research to initiate on a company
- ~700 company visits a year
- Using a 5- to 20-year investment horizon to seek intrinsic value
- Focused on long-term fundamentals and stakeholder outcomes

As of March 31, 2025.



# Philosophy and process

We believe companies delivering compounding cash flow growth bought at the "right price" are likely to outperform through investment cycles. We run a portfolio of long-term holdings in companies with what we believe to be sustainable competitive advantages and cash flow generation bought at a significant discount to their intrinsic fair value.

### What we look for



## How we buy it

# What we aim to deliver

#### Compounding cash flows

- Significant competitive advantage and moat
- ROIC > WACC over a full market cycle
- Cash flows re-invested in the business/brand
- Focus on sustainable longterm business models

#### 70¢ on the dollar

Invest based on long-term value analysis (discounted cash flows)

- Range of Value Analysis\*: models fundamentals across best, base, bear and worst scenarios
- · Purchase discipline: buy at 70¢, sell at \$1 in base case

## **Consistent returns** across the cycle

- Flexibility to invest in growth and value ideas to drive repeatable outperformance in all market conditions
- Capital appreciation and improving stakeholder and **ESG** outcomes
- Distinct portfolio: 35-75 positions, high active share (>70%)

For illustrative purposes only. Figures shown in US Dollar (USD).

<sup>\*</sup>Range of values analysis is a proprietary, fundamental modeling process with four distinct scenarios described in the Investment Process.

## Investment process

Identifying companies that can outperform regardless of market and economic conditions to deliver consistent alpha across the business cycle

7 step research and Idea Inventory of 200+ stocks validation process generation Compounding cash flows Competitive advantage validation ROIC > WACC Universe\* **Portfolio Growth** Industry analysis ESG considerations Cross-cycle cash and value 35-75 3. Growth drivers flow generation best ideas Financial analysis stocks Sustainable business Management team assessment models he dollar: Range of values evaluation Proprietary research **Active engagement** 7. Risk and ESG analysis based on HOLT database

<sup>\*</sup> All Cap Universe is Russell 3000 For illustrative purposes only. Figures shown in US Dollar (USD).

# Range of values analysis

Illustrative Example: Amazon.com (AMZN)

## Valuation scenario analysis, critical when determining "right price" to pay

- Financial models culminate in consistent Range of Values analysis (updated at least quarterly)
- Intrinsic value is compared to current price for reward/risk evaluation

Amazon — illustrative example as of February 2025

Assumption (CAP= 20 yrs)		Best Case	Base Case	Bear Case	Worst Case	3/5 Yr History	10 Yr History
Sales growth (%)	CAGR	12	9	8	5	13	22
North America (%)	CAGR	11	9	8	5	13	_
International (%)	CAGR	14	9	8	6	8	_
Amazon Web Services (%)	CAGR	12	10	8	6	24	_
AMZN share NA retail sales - GMV (%)	Terminal	29	25	20	15	10	_
AMZN share NA e-commerce - GMV (%)	Terminal	63	59	51	43	42	_
Operating margin (%)	AVG	20.3	17.7	14.6	12.2	6.2	4.9
Operating margin (%)	Terminal	21.7	19.6	16.1	12.9	_	_
EBIT growth	CAGR	15.7	12.8	10.1	6.3	31.6	46.3
Value range (DCF) (\$)		467	300	182	94		
Upside/Downside (%)		104	31	-21	-59		<b>7</b> 0 /
Price as of February 2025(\$)		AMZN	229			<b></b>	76¢

## Result: Reward/risk evaluation

- Industry dynamics, growth drivers, supply chain considerations, human capital strategy, capital allocation, governance, etc. all factor into four distinct scenarios
- ESG risks and opportunities are ultimately reflected in the RoV analysis
- Amazon has been a tremendous compounder of cash flow and shareholder returns over our 15-year holding period

Source: Manulife Investment Management proprietary assessment as of February 2025

RoV analysis establishes if a company is attractively priced relative to our estimate of intrinsic value. Remaining cases help us understand what the market is discounting when stocks are mispriced.

Illustrative example was the largest active weight in the representative portfolio as of 12/31/24. The specific investment identified and described is not representative of all of the investments purchased, sold, or recommended for the strategy. It should not be assumed that any investment identified has or will be profitable. There can be no quarantee that similar investment opportunities will be available in the future or that the strategy will be able to exploit similar investment opportunities should they arise.

This information is intended only to illustrate some of the investment methodologies and philosophies of the strategy team. The material does not constitute an offer or an invitation by or on behalf of Manulife Investment Management (US) to any person to buy or sell any security. This material should not be viewed as a current or past recommendation or solicitation of an offer to buy or sell any investment products or to adopt any investment strategy. The historical success, or the strategy team's belief in future success, of any of the strategies is not indicative of, and has no bearing on, future results. Risk controls and other proprietary technology do not promise any level of performance or guarantee against loss of principal. Past performance is not indicative of future results. The securities described do not represent all of the securities purchased, sold or recommended for the portfolio. It should not be assumed that an investment in these securities or sectors was or will be profitable.

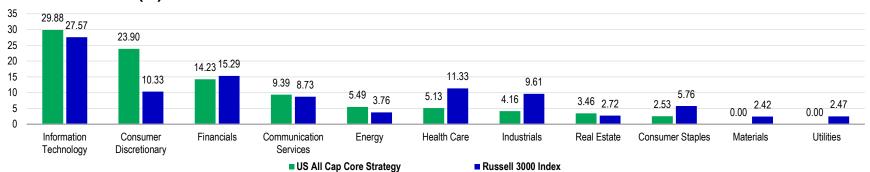


# Representative portfolio characteristics as of March 31, 2025

Characteristics	US All Cap Core Strategy	Russell 3000 Index
Wtd. Avg. Market Cap (\$M)	691,206	792,866
Median Market Cap (\$M)	48,181	2,022
Number of Holdings	47	2,936
Price/Book Ratio (x)	2.90	4.05
P/E Ratio (1 yr forward) (x)	18.15	19.67
Debt/Capital (%)	51.92	44.63
ROE (%)	13.62	16.58
Active Share (%)	79.02	-
5 Year Avg. Turnover (%)	20	-

Top ten holdings (%)	US All Cap Core Strategy
Amazon.com	8.85
NVIDIA	6.32
Alphabet	4.93
Lennar	4.78
Apple	4.60
Cheniere Energy	4.15
Workday	4.01
KKR & Co.	3.87
First Hawaiian	3.55
Morgan Stanley	2.97
Total	48.04

## Sector allocation (%)



#### In USD

Holdings, sector weightings, market capitalisation and portfolio characteristics are subject to change at any time and are for illustrative and reference purpose only. Holdings, sector weightings, market capitalisation and portfolio characteristics of individual client portfolios in the program may differ, sometimes significantly, from those shown. This information does not constitute, and should not be construed as, investment advice or recommendations with respect to the securities and sectors listed. This information is supplemental to the GIPS Report included as a part of this material. The specific investment identified and described is not representative of all of the investments purchased, sold, or recommended for the strategy. It should not be assumed that any investment identified has or will be profitable. There can be no guarantee that similar investment opportunities will be available in the future or that the strategy will be able to exploit similar investment opportunities should they arise.



## **Market environment**

# Q1 2025: Tariff policy uncertainty drove market volatility

#### **Markets**

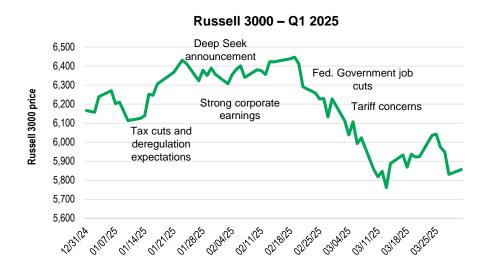
- The U.S. stock market declined in Q1.
- The year started strong fueled by post-election euphoria, better-than-expected corporate earnings and continued economic growth.
- Starting in mid-February volatility increased amid concerns around on-again, off-again import tariffs, sweeping Federal government workforce cuts, and the Fed's decision to hold its target interest rate steady.
- News that China-based Deep Seek had developed a competitive artificial intelligence (AI) model that could be trained at a much lower cost than existing AI offerings also shook investors.

#### **Sectors**

- Sector performance was mixed in Q1. Cyclicals underperformed defensives.
- Value stocks held up much better than growth stocks as recession fears and risk aversion increased.
- Energy was the best performing sector in the period.
- Defensive sectors such as utilities, consumer staples and healthcare outperformed.
- After performing well last year, consumer discretionary, information technology and communication services sectors led the market sell off in Q1.

In USD

Source: FactSet Research Systems, as of March 31, 2025
All economic and performance information is historical and not indicative of future results.





## Q1 2025 attribution

#### What helped?

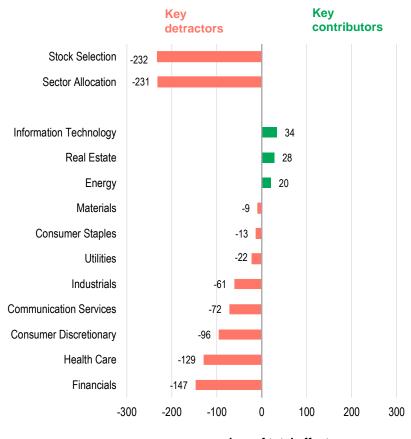
Stock selection in Real Estate and Information Technology sectors as well as overweight in **Energy** aided performance.

- **Crown Castle** rallied following news that it had reached a deal to sell its small cell and fiber assets.
- Chenière Energy stock rose amid expectations of increased LNG demand in the U.S. and Europe plus news that the company's expansion projects were on budget and ahead of schedule.

#### What hurt?

Stock selection in Financials and underweight and stock picks in Health Care and an overweight in the Consumer Discretionary **sector** detracted from the relative performance.

- KKR & Company share price fell amid concern that capital market softness would delay the monetization of some of the company's portfolio holdings.
- Amazon.com stock price pressured by news of its plans to invest heavily in artificial intelligence in 2025.



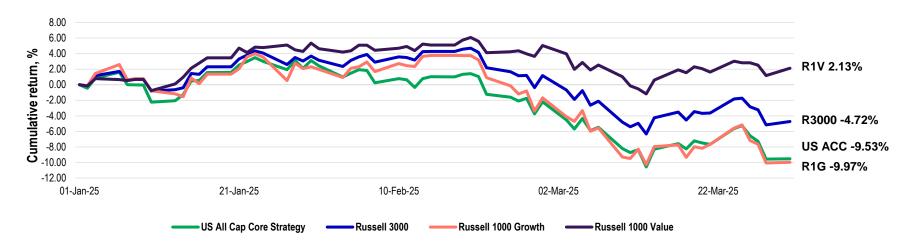
bps of total effect

In USD. Data as of March 31, 2025.

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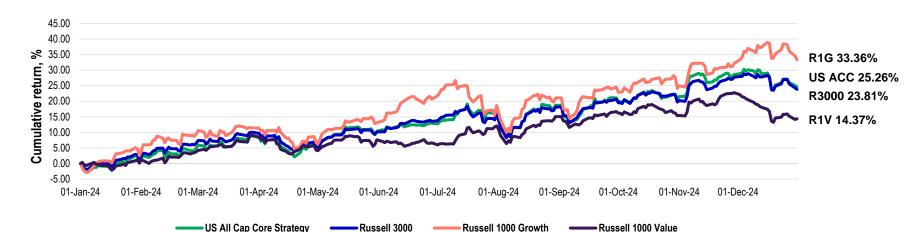
# Barbell strategy in 2025



Jai	nuary	Febi	uary	Marc	ch
BUY/ ADD	SELL/TRIM	BUY/ ADD	SELL/ TRIM	BUY/ ADD	SELL/ TRIM
ADBE LEN	PH	MRP AVTR ADBE LEN	<u>PII</u> <u>MRNA</u> <u>AXTA</u>	KKR	GOOGL ADI

Source: Factset, Manulife Investment Management, March 31, 2025. Information shown represents all trading activity in the portfolio from December 31, 2024- March 31, 2025, inclusive. Underlined positions were newly initiated or eliminated. The specific investment identified and described is not representative of all of the investments purchased, sold, or recommended for the strategy. It should not be assumed that any investment identified has or will be profitable. There can be no guarantee that similar investment opportunities will be available in the future or that the strategy will be able to exploit similar investment opportunities should they arise. The holdings shown are those of a representative account and do not represent all of the securities purchased, sold or recommended for Manulife IM clients. The material does not constitute an offer or an invitation by or on behalf of Manulife IM to any person to buy or sell any security. This material should not be viewed as a current or past recommendation or solicitation of an offer to buy or sell any investment products or to adopt any investment strategy. Past performance does not guarantee future results. Contact your Manulife IM representative to obtain a list of every holding's contribution to the representative account's performance during the period and/or the methodology used to calculate such contributions.

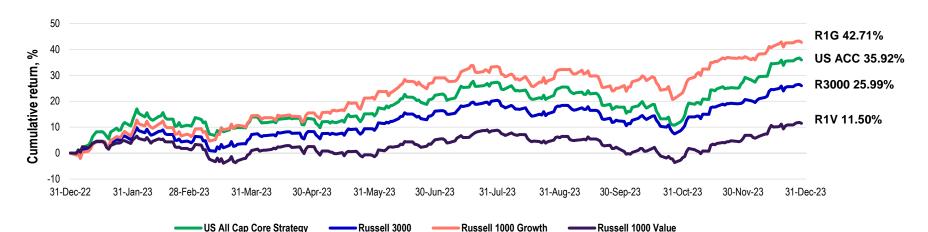
# Barbell strategy in 2024



Jan	uary	Febr	uary	Ma	rch	A	oril	M	ay	Ju	ine	Jı	ıly	Aug	just	Septe	mber	Octo	ober	Nove	mber	Dece	mber
BUY/	SELL/	BUY/	SELL/	BUY/	SELL/	BUY/	SELL/	BUY/	SELL/	BUY/	SELL/	BUY/	SELL/	BUY/	SELL/	BUY/	SELL/	BUY/	SELL/	BUY/	SELL/	BUY/	SELL/
ADD	TRIM	ADD	TRIM	ADD	TRIM	ADD	TRIM	ADD	TRIM	ADD	TRIM	ADD	TRIM	ADD	TRIM	ADD	TRIM	ADD	TRIM	ADD	TRIM	ADD	TRIM
-	- 1	WMT	-	-	-	<u>MTN</u>	<u>HAIN</u>	WDAY	NVDA	LVS	<u>WMT</u>	<u>AVTR</u>	CARG	GOOS	<u>ALNY</u>	MBLY	<u>AMT</u>	-	-	<u>FOXF</u>	GOOGL	<u>ADBE</u>	<u>ST</u>
		MS				MS				LNG	KKR	MBLY	AMZN	AMZN	KKR					<u>POST</u>	ROP	MTN	LNG
										MBLY	GS									WDAY	KKR	AVTR	ADSK
										MTN											PH		GS
																					ORCL		MS
																					FWONK		
																					MS		
																					URI		

Source: Factset, Manulife Investment Management, December 31, 2024. Information shown represents all trading activity in the portfolio from December 31, 2023- December 31, 2024, inclusive. Underlined positions were newly initiated or eliminated. The specific investment identified and described is not representative of all of the investments purchased, sold, or recommended for the strategy. It should not be assumed that any investment identified has or will be profitable. There can be no guarantee that similar investment opportunities will be available in the future or that the strategy will be able to exploit similar investment opportunities should they arise. The holdings shown are those of a representative account and do not represent all of the securities purchased, sold or recommended for Manulife IM clients. The material does not constitute an offer or an invitation by or on behalf of Manulife IM to any person to buy or sell any security. This material should not be viewed as a current or past recommendation or solicitation of an offer to buy or sell any investment products or to adopt any investment strategy. Past performance does not guarantee future results. Contact your Manulife IM representative to obtain a list of every holding's contribution to the representative account's performance during the period and/or the methodology used to calculate such contributions.

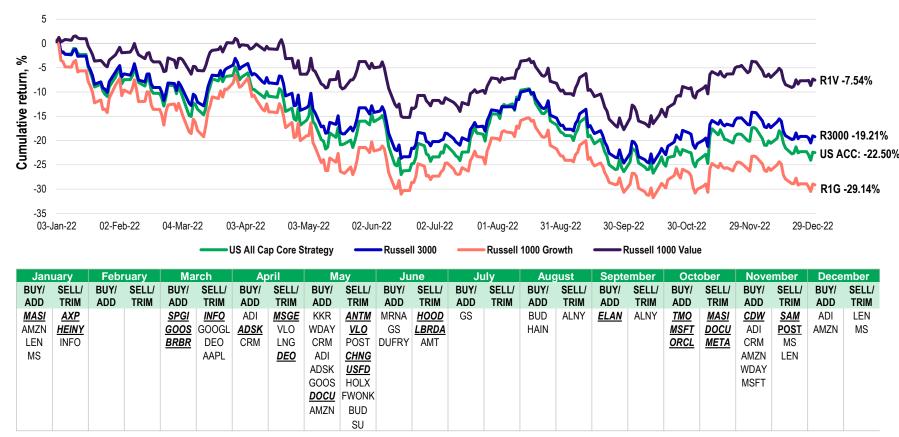
# Barbell strategy in 2023



										_													
Jar	nuary	Febi	ruary	Ma	rch	Α	pril	M	ay	Jı	ıne	Ju	ıly	Aug	gust	Septe	ember	Oct	ober	Nove	mber	Dece	mber
BUY/	SELL/	BUY/	SELL/	BUY/	SELL/	BUY/	SELL/	BUY/	SELL/	BUY/	SELL/	BUY/	SELL/	BUY/	SELL/	BUY/	SELL/	BUY/	SELL/	BUY/	SELL/	BUY/	SELL/
ADD	TRIM	ADD	TRIM	ADD	TRIM	ADD	TRIM	ADD	TRIM	ADD	TRIM	ADD	TRIM	ADD	TRIM	ADD	TRIM	ADD	TRIM	ADD	TRIM	ADD	TRIM
	DUFRY			<u>ELV</u>	NVDA	FHB	FWONK	FHB	SYF	<u>WMT</u>	AAPL	<b>BATRK</b>	AMT	CCI	<b>BATRK</b>	MBLY	<u>BRBR</u>			<u>TXN</u>	<u>CDW</u>	HOLX	CRM
					WDAY	HAIN	NVDA	BUD		<u>WBD</u>	GOOGL	CCI		LLYVK	LLYVK					RRX	AMZN	MS	KKR
						MS	WDAY			CCI	ADI				BRBR					WBD	GPI		WDAY
										GOOS	NVDA												
											CRM												
									:		KKR												
											AMZN												
											GS												
											LEN												
											MS												
											WDAY												

Source: Factset, Manulife Investment Management, September 30, 2023. Information shown represents all trading activity in the portfolio from December 31, 2022- December 31, 2023, inclusive. Underlined positions were newly initiated or eliminated. The specific investment identified and described is not representative of all of the investments purchased, sold, or recommended for the strategy. It should not be assumed that any investment identified has or will be profitable. There can be no guarantee that similar investment opportunities will be available in the future or that the strategy will be able to exploit similar investment opportunities should they arise. The holdings shown are those of a representative account and do not represent all of the securities purchased, sold or recommended for Manulife IM clients. The material does not constitute an offer or an invitation by or on behalf of Manulife IM to any person to buy or sell any security. This material should not be viewed as a current or past recommendation or solicitation of an offer to buy or sell any investment products or to adopt any investment strategy. Past performance does not guarantee future results. Contact your Manulife IM representative to obtain a list of every holding's contribution to the representative account's performance during the period and/or the methodology used to calculate such contributions.

# Barbell strategy in 2022



Source: Factset, Manulife Investment Management, December 31, 2022. Information shown represents all trading activity in the portfolio from December 31, 2021- December 31, 2022, inclusive. Underlined positions were newly initiated or eliminated. The specific investment identified and described is not representative of all of the investments purchased, sold, or recommended for the strategy. It should not be assumed that any investment identified has or will be profitable. There can be no guarantee that similar investment opportunities will be available in the future or that the strategy will be able to exploit similar investment opportunities should they arise. The holdings shown are those of a representative account and do not represent all of the securities purchased, sold or recommended for Manulife IM clients. The material does not constitute an offer or an invitation by or on behalf of Manulife IM to any person to buy or sell any security. This material should not be viewed as a current or past recommendation or solicitation of an offer to buy or sell any investment products or to adopt any investment strategy. Past performance does not guarantee future results. Contact your Manulife IM representative to obtain a list of every holding's contribution to the representative account's performance during the period and/or the methodology used to calculate such contributions.

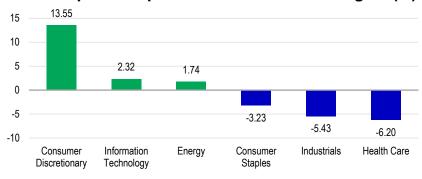
## Outlook

# Focus on attractively priced wide-moat businesses

## **Current positioning**

- Typically balance investments having cyclical, stable and secular growth characteristics: currently more cyclical.
- Eliminated three holdings in consumer discretionary, healthcare, materials and took profits in multiple holdings in industrials, information technology and communication services that appreciated nicely in the period.
- Directed proceeds to existing attractively valued positions in consumer discretionary, healthcare and information technology.
- Growth-Value barbell: the team sees opportunity across the style spectrum and seeks to remain relatively balanced: the team has been adding modestly to value.

### **US All Cap Core representative over/underweights (%)**



Source: FactSet. March 31, 2025

#### Outlook as of March 31, 2025

- Thus far in 2025 equity market volatility and tariff-related uncertainty have not impacted domestic economic fundamentals. At this point, what is clear is the range of potential outcomes has widened. For example, while it would benefit both the U.S. and China to come to the negotiating table there are many factors at play, most of which are not easy to forecast.
- The good news is that whatever happens, at least we are starting from a strong position in terms of consumer balance sheets, banking system integrity, and what has historically been the most innovative country in the world. Quality prevails in uncertain times and our process is heavily skewed toward investing wide moat, high-quality businesses.
- In the short-term we are watching a combination of hard data to include company earnings, jobs, and inflation plus the direction of sentiment's travel. In the medium-term, however, it's important to zoom out and consider through-cycle company prospects. Businesses with dominant competitive advantages, significant free cash flow generation, and legitimate growth prospects have historically weathered macro uncertainty. In fact, they often emerge from difficult economies even better positioned as weaker competitors fold, leaving opportunities to over earn. We ask ourselves, in a temporarily soft economy would there still be an endless rotation of Amazon trucks in our neighborhood delivering toothpaste, diapers, and paper towels? Would we still use Microsoft Office every day at work? Would the U.S. still be several million homes short of current demand, leaving a long runway for Lennar? For these reasons we remain committed to controlling the controllable, which has served investors well over reasonable time periods.

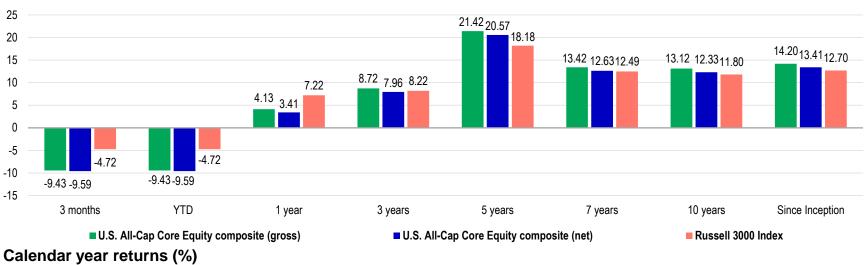
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# **US All Cap Core Composite**

## Investment results as of March 31, 2025

## **Annualized returns (%)**



	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015
U.S. All-Cap Core Equity composite (gross)	25.26	36.64	-23.62	31.70	27.83	37.46	-12.54	28.59	9.19	4.75
U.S. All-Cap Core Equity composite (net)	24.39	35.69	-24.15	30.78	26.94	36.50	-13.16	27.69	8.44	4.04
Russell 3000 Index	23.81	25.96	-19.21	25.66	20.89	31.02	-5.24	21.13	12.74	0.48
Excess return (gross)	1.46	10.68	-4.41	6.03	6.94	6.44	-7.29	7.46	-3.54	4.28
Excess return (net)	0.58	9.73	-4.95	5.12	6.05	5.48	-7.92	6.56	-4.30	3.56

Composite inception date: January 2011.

Returns greater than one year are annualized

Past performance is not indicative of future results. Performance is shown in USD. Gross performance results do not reflect the deduction of investment management fees and are net of commissions and foreign withholding tax. Net performance results reflect the application of the highest incremental rate of the standard investment advisory fee schedule to gross performance results. Changes in exchange rates may have an adverse effect. This information is supplemental to the GIPS Report attached as part of this presentation.



# Alpha driven by stock selection

- Alpha is driven by bottom up security selection.
- Majority of market cap allocations contributed to excess returns.
- The strategy has a distinct performance profile: alpha is not correlated to major style factors

#### Annualized gross return attribution by market cap since inception (%)

	US All Cap Core Strategy	Russell 3000	Attribution analysis			
	Port. average weight	Bench. average weight	Allocation effect	Selection effect	Total effect	
Total	100.00	100.00	-0.42	2.33	1.91	
Giant	48.02	51.80	-0.19	1.08	0.89	
Large	23.33	26.70	0.13	1.03	1.16	
Mid	16.92	14.65	-0.15	-0.15	-0.30	
Small	8.70	6.74	-0.01	0.37	0.36	
Cash	3.03	0.00	-0.20	0.00	-0.20	

## Strategy correlation of excess returns to style factors

	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	Since inception
Russell 1000 Quality Factor	-0.23	-0.50	-0.05	0.34	-0.52	-0.29	-0.20	0.13	-0.31	-0.53	-0.23
Russell 1000 Value Factor	0.07	0.11	-0.42	-0.56	0.18	0.43	0.13	-0.57	-0.10	0.46	-0.02
Russell 1000 Yield Factor	-0.57	-0.86	-0.30	-0.59	-0.64	-0.05	0.05	-0.59	-0.53	0.45	-0.41
Russell 1000 Size Factor	-0.11	0.33	-0.44	0.19	0.54	0.63	0.26	0.22	0.56	0.56	0.34
Russell 1000 Volatility Factor	-0.66	-0.83	-0.08	-0.44	-0.87	-0.73	-0.36	-0.54	-0.75	-0.07	-0.60
Russell 1000 Momentum Factor	-0.59	-0.41	0.58	0.42	-0.73	-0.21	-0.19	-0.53	-0.61	-0.65	-0.29

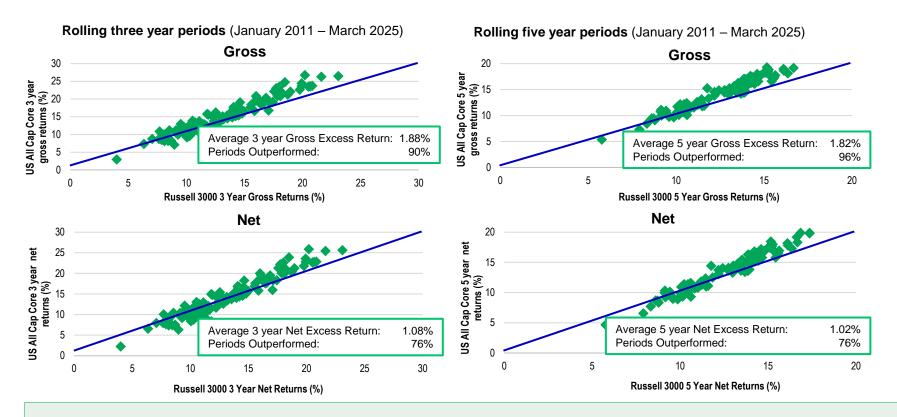
Performance calculated in USD. Updated Annually. Source: Evestment Alliance, as of December 31, 2024. Changes in exchange rates may have an adverse effect. This information is supplemental to the GIPS Report attached as part of this presentation.

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# Investment process seeks long-term capital appreciation

US All Cap Core Composite vs. Russell 3000 Index

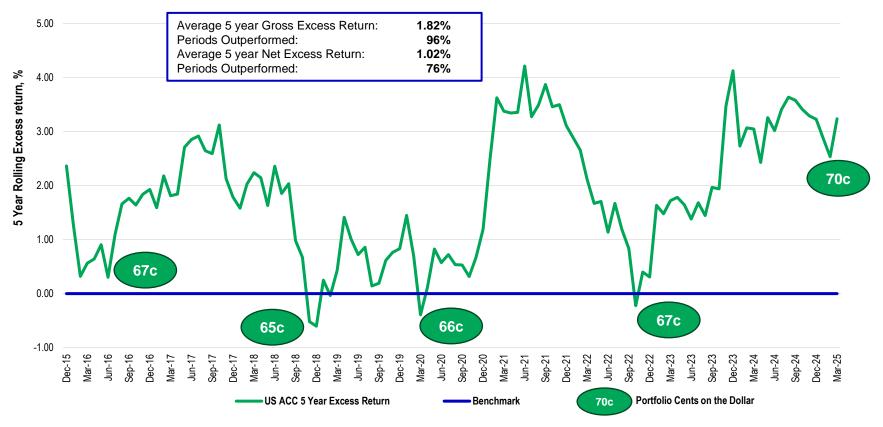


The Core Value team believes discounting cash flows 5-20 years out and applying our *Range of Values Analysis* to find the best investment opportunities drives our ability to deliver consistent long-term outperformance.

Source: eVestment Alliance. Results displayed in US Dollar (USD). The chart line represents a 0% outperformance, an illustrative scenario in which the composite returned the same as the benchmark. Above the line is outperformance and below the line is underperformance. Scatter plots are the three and five year annualized rolling returns in US\$, shown monthly with periods beginning in January 2011 through periods ending March 2025. This information is supplemental to the GIPS Report attached as part of this presentation. Past performance is not indicative of future results. Performance is shown in USD. Gross performance results do not reflect the deduction of investment management fees and are net of commissions and foreign withholding tax. Net performance results reflect the application of the highest incremental rate of the standard investment advisory fee schedule to gross performance results.

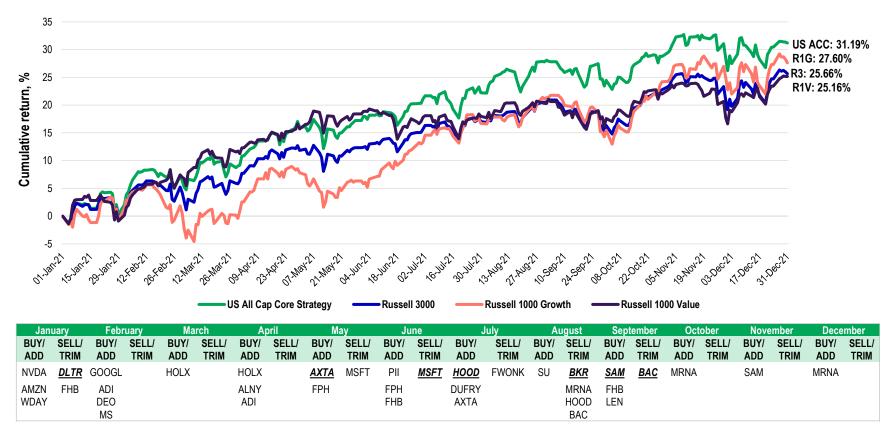
# Attractive COD valuations followed by periods of outperformance

## US All Cap Core 5 Year rolling excess returns vs Russell 3000 index (%)



Source: Factset, Manulife Investment Management, March 31, 2025. The material does not constitute an offer or an invitation by or on behalf of Manulife IM to any person to buy or sell any security. This material should not be viewed as a current or past recommendation or solicitation of an offer to buy or sell any investment products or to adopt any investment strategy. Past performance does not guarantee future results. Contact your Manulife IM representative to obtain a list of every holding's contribution to the representative account's performance during the period and/or the methodology used to calculate such contributions.

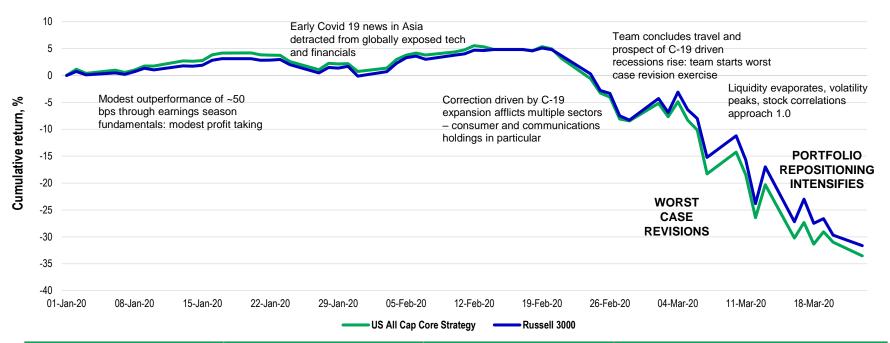
# Barbell strategy drove outperformance in 2021



Source: Factset, Manulife Investment Management, December 31, 2021. Information shown represents all trading activity in the portfolio from December 31, 2020- December 31, 2021, inclusive. Underlined positions were newly initiated or eliminated. The specific investment identified and described is not representative of all of the investments purchased, sold, or recommended for the strategy. It should not be assumed that any investment identified has or will be profitable. There can be no guarantee that similar investment opportunities will be available in the future or that the strategy will be able to exploit similar investment opportunities should they arise. The holdings shown are those of a representative account and do not represent all of the securities purchased, sold or recommended for Manulife IM clients. The material does not constitute an offer or an invitation by or on behalf of Manulife IM to any person to buy or sell any security. This material should not be viewed as a current or past recommendation or solicitation of an offer to buy or sell any investment products or to adopt any investment strategy. Past performance does not guarantee future results. Contact your Manulife IM representative to obtain a list of every holding's contribution to the representative account's performance during the period and/or the methodology used to calculate such contributions.

# Market drawdown 2020: January 1 – March 23, 2020

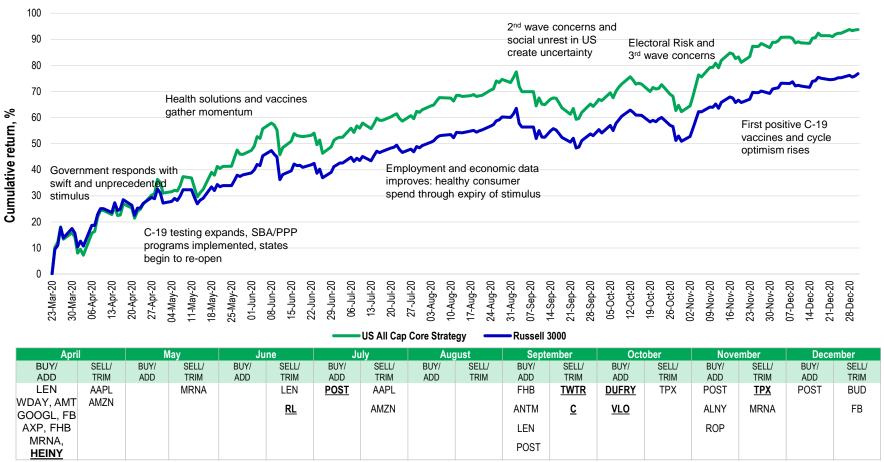
Underperformed by ~190 bps, material repositioning amid peak fear/volatility



Jan	uary	Februa	ry Peak	February	Correction	March		
BUY/ADD	SELL/TRIM	BUY/ADD	SELL/TRIM	BUY/ADD	SELL/TRIM	BUY/ADD	SELL/TRIM	
<u>CCI</u>	AMGN		TPX			FHB	<u>AMGN</u>	
	BAC		AMZN			KKR	NOV	
				Preserve	ed Cash	<u>USFD</u>	<u>KMI</u>	
						<u>PH</u>	<u>MTW</u>	
						TPX, GPI		

Source: Factset, Manulife IM, December 31, 2020. Information shown represents all trading activity in the portfolio from January 1-March 23, 2020, inclusive. Underlined positions were newly initiated or eliminated. The holdings shown are those of a representative account and do not represent all of the securities purchased, sold or recommended for The material does not constitute an offer or an invitation by or on behalf of Manulife IM to any person to buy or sell any security. This material should not be viewed as a current or past recommendation or solicitation of an offer to buy or sell any investment products or to adopt any investment strategy. Past performance does not guarantee future results. Contact your Manulife IM representative to obtain a list of every holding's contribution to the representative account's performance during the period and/or the methodology used to calculate such contributions.

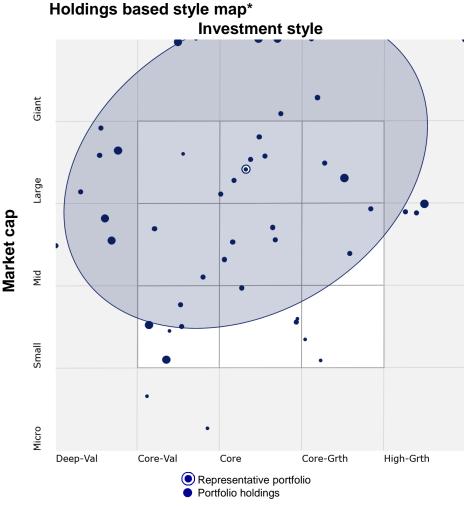
# COVID recovery and restart: March 23 – December 31, 2020 Outperformed by ~1700 bps



Source: Factset, Manulife IM, December 31, 2020. Information shown represents all trading activity in the portfolio from March 23-Dec 31, 2020, inclusive. Underlined positions were newly initiated or eliminated. The holdings shown are those of a representative account and do not represent all of the securities purchased, sold or recommended for Manulife IM clients. The material does not constitute an offer or an invitation by or on behalf of Manulife IM to any person to buy or sell any security. This material should not be viewed as a current or past recommendation or solicitation of an offer to buy or sell any investment products or to adopt any investment strategy. Past performance does not guarantee future results. Contact your Manulife IM representative to obtain a list of every holding's contribution to the representative account's performance during the period and/or the methodology used to calculate such contributions.

# **US All Cap Core Style allocation**

# Taking advantage of growth and value opportunities



# Equity investment style (%) Investment style

	Value	Core	Growth
Large	13	31	10
Mid	12	7	11
Small	10	5	0

Market cap

		Equity style	
Date <sup>1</sup>	Value (%)	Core (%)	Growth (%)
Dec-11	23	29	48
Dec-12	36	16	48
Dec-13	29	29	42
Dec-14	26	22	52
Dec-15	29	30	41
Dec-16	26	34	40
Dec-17	24	39	37
Dec-18	32	26	42
Dec-19	24	30	46
Dec-20	26	37	37
Dec-21	20	43	37
Dec-22	22	35	43
Dec-23	23	36	42
Dec-24	33	45	21
Feb-25	35	43	21
Average	27	33	40

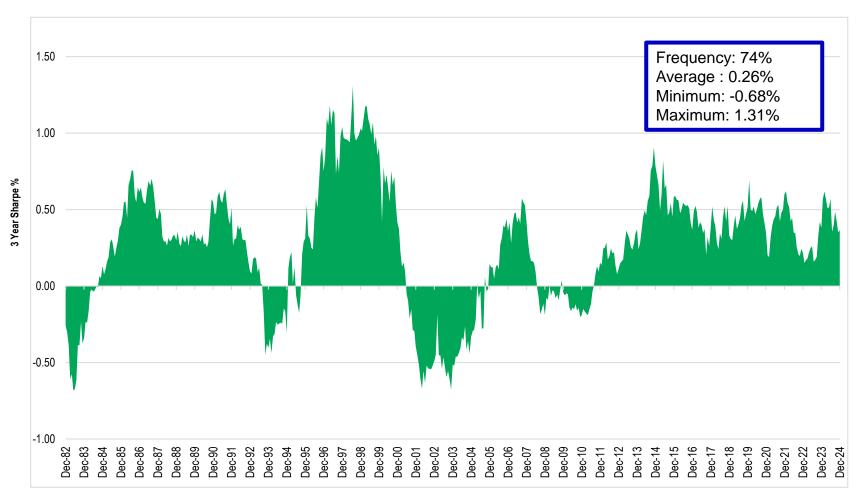
Source: Morningstar, as of February 28, 2025. Portfolio allocation is subject to change without notice.

<sup>\*</sup>Size of blue dots indicates portfolio weight and style representation. Blue shaded area represents market cap and style overlap of portfolio holdings.

1Year end equity style breakdown and most recent month available.

# Large caps outperformed small caps on a risk adjusted basis

## 3 year rolling Sharpe ratio difference between Russell 1000 and Russell 2000

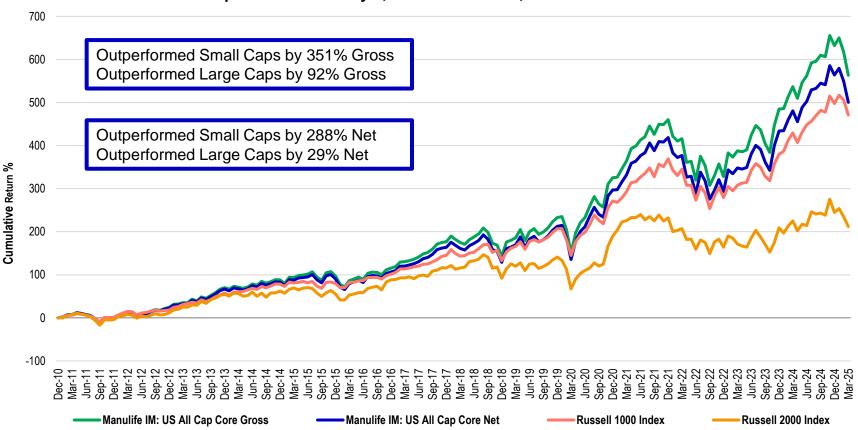


Source: Evestment Alliance, as of December 31, 2024. Updated annually.



# Why invest in US All Cap Core Strategy?

## Cumulative return since inception from January 1, 2011 to March 31, 2025

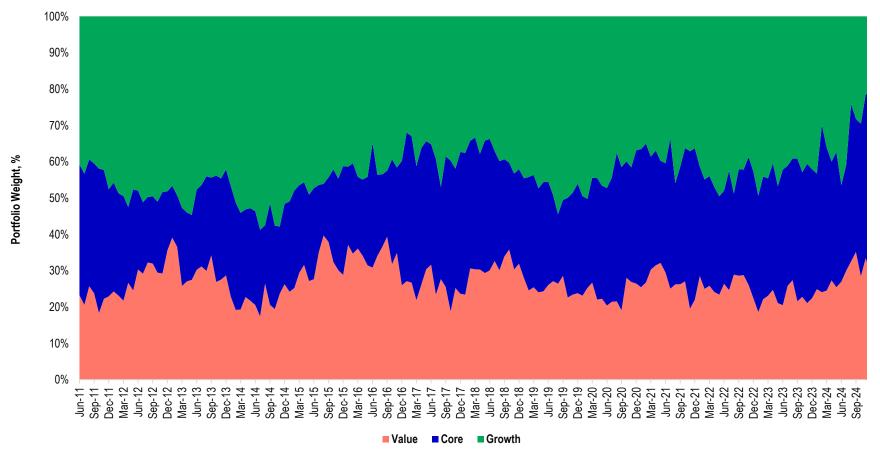


Performance calculated in USD. Source: Evestment Alliance, as of March 31, 2025. This information is supplemental to the GIPS Report attached as part of this presentation.

Past performance is not indicative of future results. Performance is shown in USD. Gross performance results do not reflect the deduction of investment management fees and are net of commissions and foreign withholding tax. Net performance results reflect the application of the highest incremental rate of the standard investment advisory fee schedule to gross performance results. Changes in exchange rates may have an adverse effect.

# Style breakdown

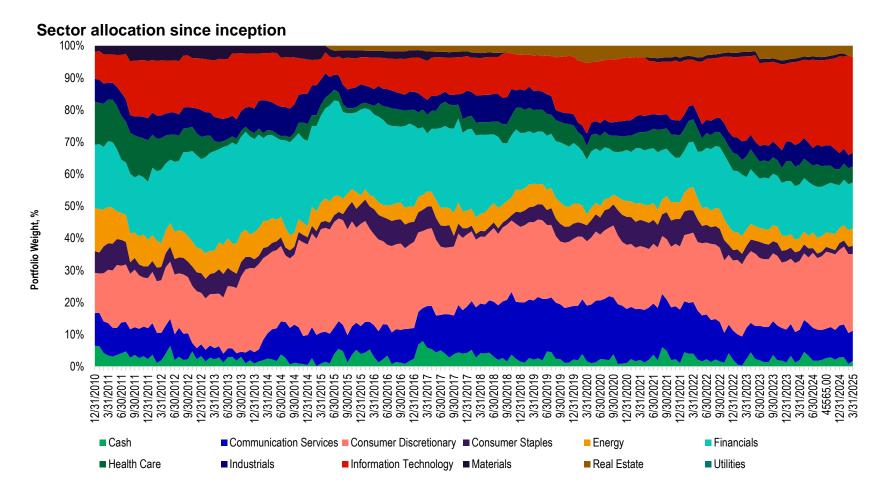
## Style allocation since inception



Source: Morningstar Direct, as of February 28, 2025 Inception date: January 1, 2011

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## Sector allocation breakdown



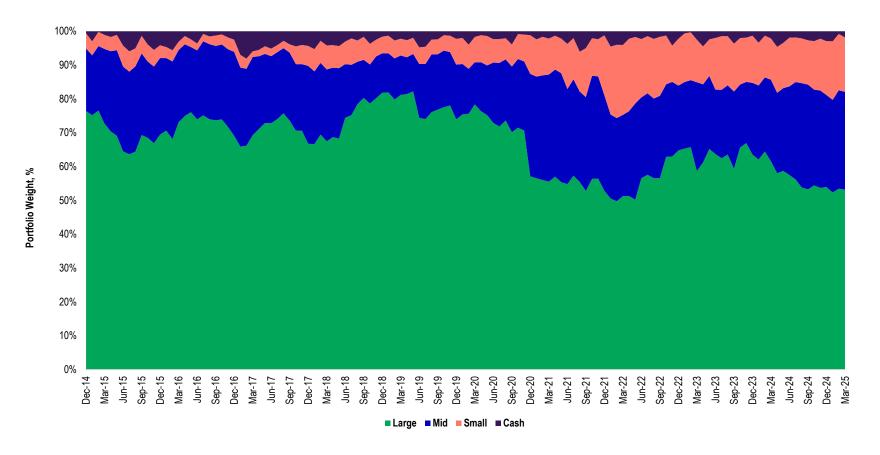
Source: FactSet Research Systems, as of March 31, 2025 Inception date: January 1, 2011

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# Market cap breakdown

## Market cap allocation



Source: FactSet Research Systems, as of March 31, 2025 Inception date: January 1, 2011

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# Manulife Investment Management

# U.S. All-Cap Core Equity Composite

## Prelim - Only Schedule of Year End Returns updated per SEC Marketing Rule

Inception Date: January 1, 2011 Creation Date: January 1, 2018 Reporting Currency: USD

#### Schedule of Calendar Year Returns and Assets

Year End	Gross of Fees Return (%)	Net of Fees Return (%)	Benchmark Return (%)	Composite Net 3-Yr Std. Dev. (%)	Benchmark 3-Yr Std. Dev. (%)	Number of Portfolios End of Period	Composite Dispersion (%)	Total Assets End of Period (Millions)	Firm Assets End of Period (Millions)
2023	36.64	35.69	25.96	20.73	17.46	8	1.04	4,025	486,485
2022	-23.62	-24.15	-19.21	25.43	21.48	6	0.41	2,467	422,291
2021	31.70	30.78	25.66	22.47	17.94	<=5	1.07	3,156	455,705
2020	27.83	26.94	20.89	24.53	19.41	<=5	0.86	2,487	421,097
2019	37.46	36.50	31.02	15.61	12.21	<=5	N/A	2,104	422,034
2018	-12.54	-13.16	-5.24	14.60	11.18	<=5	N/A	1,698	392,058
2017	28.59	27.69	21.13	14.08	10.09	<=5	N/A	2,127	N/A
2016	9.19	8.44	12.74	14.54	10.88	<=5	N/A	1,860	N/A
2015	4.75	4.04	0.48	12.79	10.58	<=5	N/A	1,887	N/A
2014	10.60	9.83	12.56	11.63	9.29	<=5	N/A	1,811	N/A

#### Schedule of Year End Returns

Date	Return	1 Year Gross (%)	5 Year Gross (%)	10 Year Gross (%)	SI Gross (%)	1 Year Net (%)	5 Year Net (%)	10 Year Net (%)	SI Net (%)
12/31/24	Composite	25.26	17.09	14.56	15.28	24.39	16.27	13.76	14.48
Date	Return	1 Year	5 Year	10 Year	SI				
12/31/24	Renchmark	23.81	13.86	12 55	13 33				

Firm Definition: 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 regional firms that claimed compliance with GIPS®. 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 SMAWrap 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.

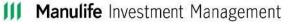
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Composite Description: The U.S. All-Cap Core Equity strategy seeks to achieve long-term capital appreciation in excess of the benchmark by investing primarily in quality U.S. equities.

Fee Schedule: This report is intended for institutional investors and the standard investment advisory fee schedule is 0.70% on the first 25 million; 0.60% on the next 50 million; 0.50% thereafter.

Benchmark Description: The Russell 3000 Index tracks the performance of 3,000 publicly traded large-, mid-and small-cap companies in the United States. It is not possible to invest directly in an index.



## **Investment Considerations**

#### **General Risks**

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#### Asset class risks

Principal risk factors that have an impact on the performance of our equity strategies include risks arising from economic and market events, portfolio turnover rates, governmental regulations, local, national and international political events, volatility in the commodities and equity markets, and changes in interest rates and currency values as well as environmental, social and corporate governance factors.

The principal risks associated with investing in a fixed income investment strategy include economic and market events, government regulations, geopolitical events, credit risk, interest rate risk, and risks associated with credit ratings, counterparties, foreign securities, currency exchange, hedging, derivatives and other strategic transactions, high portfolio turnover, liquidity, mortgage-backed and asset-backed securities, call or prepayment risk, and issuer stability along with environmental, social and corporate governance risk factors. The market value of fixed income securities will fluctuate in response to changes in interest rates, currency values and the credit worthiness of the issuer.

Principal risk factors that impact upon the performance of our asset allocation strategies include all the risks associated with the underlying funds and asset classes in which they are invested, in addition to overall asset allocation investment decisions. In addition, the underlying funds' performance may be lower than expected.

# **Investment Considerations (continued)**

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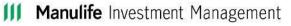
longer term. In particular, by limiting the range of investable assets through the exclusionary framework, positive screening and thematic investment, we may forego the opportunity to invest in an investment which we otherwise believe likely to outperform over time. Please see our ESG policies for details.

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