

First quarter 2025

# Global Quality Value Strategy

Quarterly Market & Strategy Review



For a discussion of the risks associated with this strategy, please see the Investment Considerations page at the end of the presentation.

# 15+ years of global equity investing

### Alpha generation • lower volatility • downside market protection • consistent style

Top decile risk-adjusted performance

#### Manulife IM Global Quality Value Composite (Net) vs. MSCI World (ND)1

Since Inception Performance (15.25 years: January 2010<sup>2</sup>–March 2025) eVestment Global Large Cap Value Equity Universe<sup>3</sup>

Manulife IM Global Quality Value Composite (Gross)\* MSCI World (ND) \*\* Manulife IM Global Quality Value Composite (Net)\*\*

MSCI World (ND)\*\*\*

	110	turiis	Onaipe	rtatio	Old DCV	Oi v	10	Div	10
		Rk		Rk			Rk		Rk
)*	10.72	4	0.69	8	13.63	93.12	47	87.88	29
	9.73	20	0.57	23	14.74	100.00	24	100.00	58
	9.89	9	0.63	13	13.62	90.85	49	89.30	31
	9.73	12	0.57	16	14.74	100.00	20	100.00	52

# Protecting Capital in Down Markets

#### Manulife IM Global Quality Value Composite vs. MSCI World (ND)<sup>1</sup>









<sup>\*</sup> Five-year period ending March 31, 2025 (excluding the financials sector as defined by the MSCI and Standard & Poor's jointly developed Global Industry Classification Standard) (GICS).

<sup>1</sup> Metrics calculated against MSCI World Net Dividends (ND). 2 Since Inception: January 1, 2010. 3 The Strategy's eVestment institutional peer universe is the Global Large Cap Value Equity universe. Source: eVestment Alliance. Results displayed in U.S. Dollar (USD). In section 2, the zero y-axis value represents a 0% outperformance, an illustrative scenario in which the net composite returned the same as the benchmark (ND). Above zero on the y-axis is outperformance and below zero on the y-axis is underperformance. 4 Source: eVestment Alliance; downside market return is the annualized return for the trailing periods using only those returns on months when the benchmark's return was less than zero. Past performance is not indicative of future results. Net performance results reflect the application of the highest incremental rate of the standard investment advisory fee schedule to gross performance results. Gross performance results do not reflect the deduction of investment management fees and are net of commissions and foreign withholding tax. Changes in exchange rates may have an adverse effect. This information is supplemental to the GIPS Report included as a part of this material.

### Q1 market overview

### Technology sector correction and U.S. trade tariffs fuel volatile quarter

### **Markets**

 Uncertainty regarding U.S. tariffs weighed on global markets during Q1. Much of the downturn was the result of weakness in the U.S., where stocks were pressured by concerns that Trump's trade policies could cause a resurgence in inflation and slow economic growth. Also, worries about reduced investment in AI-related infrastructure led to a tech sell-off.

#### North America:

- · DeepSeek's induced tech sector correction drove the declines
- Fear over U.S. trade tariffs could put pressure on consumers
- Fed left rates unchanged but lowered their growth forecast while increasing their inflation outlook

#### Eurozone:

- Benefited from Germany's pivot toward aggressive fiscal stimulus
- Rotation away from U.S. favored Europe's more valueoriented sectors and attractive relative valuations

#### Japan:

 Investor concerns over the uncertainty around U.S. tariff policies as well as the increasing risk of a U.S. recession

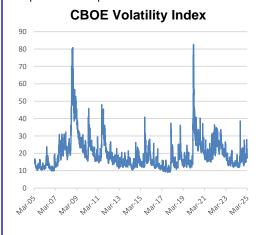
#### Emerging Markets:

 Against the backdrop of trade tariffs and U.S. policy uncertainty, a falling U.S. 10-year Treasury yield and a weaker dollar were supportive for EM



### **Technicals**

 Tariff uncertainty caused market volatility to spike over the quarter



2025 Index Return %	1Q 2025	2024
MSCI World Growth-ND	-7.75	25.92
MSCI World High Dividend Yield-ND	6.59	7.95
MSCI World Momentum-ND	-0.89	30.15
MSCI World Quality-ND	-2.79	18.44
World Value-ND	4.81	11.47

World Value outperformed Growth by 12.6% and Quality by 7.6% during the quarter



- Energy was the best performing sector benefiting from supply constraints and inflation concerns
- Worries over declining consumer confidence, higher interest rates, tariffs, and slowing global growth has driven a rotation into more defensive sectors such as Utilities, Consumer Staples and Health Care
- Information Technology was the worst performing sector driven by concerns over rising interest rates, slowing growth, recessionary fears and DeepSeek's impact on the sustainability of AI infrastructure spend

Source: Manulife Investment Management, Bloomberg and FactSet. MSCI Indices returns are net.

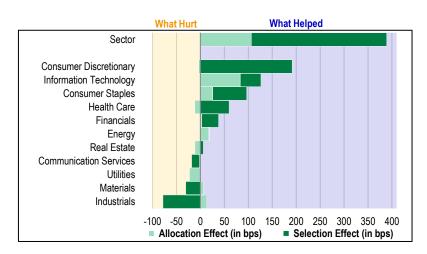
Return data as of March 31, 2025 (in USD). \* West Texas Intermediate. Holdings, sector weightings, market capitalization and portfolio characteristics are subject to change at any time and are for illustrative and reference purpose only.

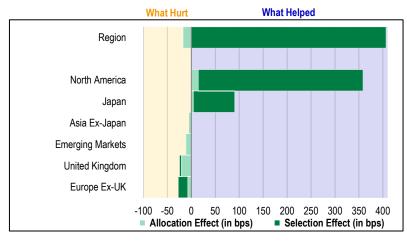
Holdings, sector weightings, market capitalization and portfolio characteristics of individual client portfolios in the program may differ, sometimes significantly, from those shown. This information does not constitute, and should not be construed as, investment advice or recommendations with respect to the securities and sectors listed. This information is supplemental to the GIPS Report included as a part of this material.



### Q1 attribution

### Al themed tech sell-off and rotation into value drove strong relative performance





Performance (in USD)	Q1
Global Quality Value Composite (Gross)	2.47
Global Quality Value Composite (Net)	2.27
MSCI World (ND)*	-1.79
MSCI World Value (ND)*	4.81
Global Large Cap Value Equity Median (Gross)**	4.53
Global Large Cap Value Equity Median (Net)**	4.63

#### **What Helped**

- Stock selection in the U.S. and Japan as well as within the consumer discretionary, consumer staples and health care sectors and also being underweight the information technology sector all contributed to the relative outperformance
- Philip Morris: strong earnings growth in February driven by positive performances across traditional cigarettes and reduced risk products (IQOS and Zyn) coupled with above consensus guidance for 2025 and a weaker dollar propelled the stock higher
- ING: shares performed well on better than expected net interest income, rising fee income and strong credit quality metrics

#### **What Hurt**

- Stock selection in Europe Ex-UK and within the industrials and materials sectors as well as underweight exposures to the UK and the utilities sector all offset a portion of the relative outperformance
- TSMC: underperformed on DeepSeek news early in quarter and continued to sell-off on recessionary fears due to the Trump administration's tariff announcements, however, fundamentals remain intact and in Q4 they raised their long term revenue outlook
- Target: underperformed after management sounded cautious on near term profits outlook due to continued consumer weakness, tariff related uncertainty, and poor winter weather in some markets

For illustrative purposes only. The holdings shown are those of a representative account and do not represent all of the securities purchased, sold or recommended for all Manulife IM clients. 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. \*\* eVestment Institutional Global Large Cap Value Equity Median. 1 Emerging Markets. Changes in exchange rates may have an adverse effect. Holdings and sector weightings are subject to change at any time and are for illustrative and reference purpose only. This information is supplemental to the GIPS Report included as a part of this material.

<sup>\*</sup> ND represents Net of Dividends. Source: Manulife Investment Management and FactSet, as of March 31, 2025.

# Positioned for quality at attractive valuations

 Industrials are the largest overweight on optimism over a modernized U.S. industrial strategy and reshoring initiative.

- A Consumer Staples security reclassification into Health Care as well as better opportunities elsewhere narrowed our overweight.
- Financials moved to an overweight exposure on potential positive impacts of deregulation for banks globally and more specifically those in the U.S.
- Information Technology exposure was reduced on valuation grounds and whose capital was redeployed into Financials and toward more cyclical/defensive names.

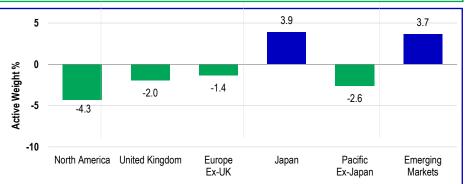


Region

Sector

 Absolute North American (specifically U.S.) exposure was reduced on valuation grounds, but the market correction in tech names (not held), further narrowed our relative exposure.

- Our Japan overweight was narrowed due to reduced bank exposures on holdings that were approaching fair value as well as due to the sale of a real estate holding.
- The portfolio has a 3.7% direct Emerging Markets exposure, but indirect exposure (attributable by revenues) is closer to 19%.



Outlook

- Liberation Day didn't just bring about tariff announcements—it could well have upended the universally accepted rules of global trade as we know it today, ushering in a new regime.
- Tariffs can be a tool used to incentivize the reshoring of manufacturing plants or to reestablish U.S. competitiveness in areas of strategic interest. If viewed as a quasi-permanent source of revenue to fund government spending, we feel the implications could be more negative.
- China's tried-and-true method of ramping up exports to avert a slowdown may no longer be as effective as more exports is exactly what their trade
  partners are fighting against and it can be difficult for China to garner reciprocal trade with the U.S. since it doesn't import much other than commodities.
- The U.S. economy isn't immune to the Trump administration's tariffs on its trade partners either—estimates suggest U.S. GDP could take a 30 basis point hit or higher, but the expected impact for its trading partners is likely to be more.
- We feel the tariff issue could continue for a while since the U.S. cannot separate itself from a large portion of the world's manufacturing base overnight.
- One factor we believe warrants attention is whether tariffs might morph into some form of limitation on capital flows (tariffs amount to de facto capital controls) and capital repatriation, which would have clear negative implications for the U.S. Treasury market and the S&P 500 Index.

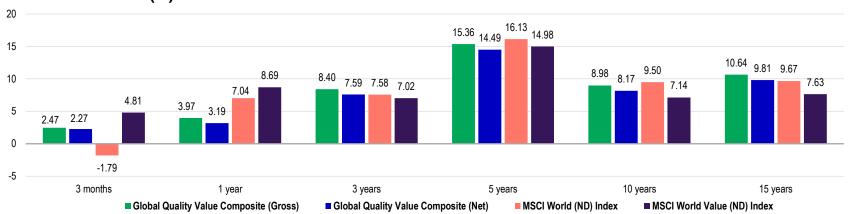
Source: Manulife Investment Management and FactSet, as of March 31, 2025.



# **Global Quality Value Composite**

Investment results as of March 31, 2025

### **Annualized Returns (%)**



### Calendar year returns (%)

	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010
Global Quality Value Strategy Composite (Gross)	11.41	20.90	-14.00	22.57	8.60	31.17	-9.39	17.85	10.34	-0.34	3.82	30.77	17.63	6.30	14.33
Global Quality Value Strategy Composite (Net)	10.57	20.00	-14.65	21.65	7.79	30.19	-10.07	16.96	9.51	-1.09	3.04	29.79	16.75	5.50	13.48
MSCI World (ND) Index	18.67	23.79	-18.14	21.82	15.90	27.67	-8.71	22.40	7.51	-0.87	4.94	26.68	15.83	-5.54	11.76
Excess return (Gross)	-7.26	-2.89	4.14	0.75	-7.30	3.50	-0.68	-4.55	2.83	0.53	-1.12	4.09	1.81	11.84	2.57
Excess return (Net)	-8.10	-3.79	3.49	-0.17	-8.11	2.52	-1.36	-5.44	2.00	-0.22	-1.90	3.11	0.92	11.04	1.72
MSCI World Value (ND) Index	11.47	11.51	-6.52	21.94	-1.16	21.75	-10.78	17.10	12.33	-4.82	3.69	26.62	15.51	-5.62	9.02
Excess return (Gross)	-0.06	9.39	-7.48	0.63	9.76	9.42	1.39	0.75	-1.99	4.48	0.12	4.15	2.12	11.92	5.31
Excess return (Net)	-0.90	8.49	-8.13	-0.29	8.95	8.44	0.71	-0.14	-2.82	3.73	-0.66	3.17	1.24	11.12	4.46

In USD. \*Composite inception date: January 2010.

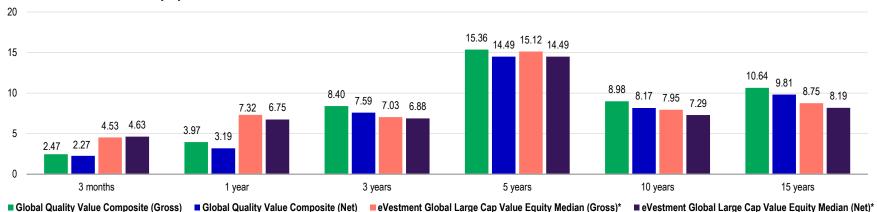
Returns greater than one year are annualized. Past performance is not indicative of future results. Gross performance results do not reflect the deduction of investment management fees, and are net of commissions and foreign withholding tax. Net performance results reflect the application of the highest 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.



## Global Quality Value Composite

## Investment results vs eVestment Global Large Cap Value Equity Median As of March 31, 2025

### **Annualized Returns (%)**



■ Global Quality Value Composite (Net) ■ eVestment Global Large Cap Value Equity Median (Gross)\*

■ eVestment Global Large Cap Value Equity Median (Net)\*

### Calendar year returns (%)

	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010
Global Quality Value Strategy Composite (Gross)	11.41	20.90	-14.00	22.57	8.60	31.17	-9.39	17.85	10.34	-0.34	3.82	30.77	17.63	6.30	14.33
Global Quality Value Strategy Composite (Net)	10.57	20.00	-14.65	21.65	7.79	30.19	-10.07	16.96	9.51	-1.09	3.04	29.79	16.75	5.50	13.48
Global Large Cap Value Equity Median (Gross)*	9.34	16.88	-7.87	19.62	5.77	24.14	-9.87	21.39	10.04	-3.23	3.81	26.02	16.13	-4.73	12.77
Global Large Cap Value Equity Median (Net)*	8.92	15.82	-8.13	19.00	4.96	23.55	-10.31	20.46	9.37	-4.04	3.37	26.73	15.47	-4.57	12.21
Excess return (Gross)	2.07	4.02	-6.13	2.95	2.83	7.03	0.48	-3.54	0.30	2.89	0.01	4.75	1.50	11.03	1.56
Excess return (Net)	1.65	4.18	-6.52	2.65	2.83	6.64	0.24	-3.5	0.14	2.95	-0.33	3.06	1.28	10.07	1.27

<sup>\*</sup> Manulife IM pays eVestment an annual fee to access and use its data.

In USD. Manulife IM Performance is shown both gross and net of fees. Past performance is not indicative of future results. 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. The performance data and the time periods presented have been selected by Manulife Investment Management; different time periods would produce different returns. Returns greater than one year are annualized. This information is supplemental to the GIPS Report attached as part of this presentation.

\* Source: eVestment Alliance, eVestment, a part of Nasdag, provides institutional investment data, analytics and market intelligence covering public and private markets. The Nasdag eVestment database ("eVestment") provides capability for investment managers to submit portfolio performance and other qualitative and quantitative data which is accessible to other industry participants including asset owners and consultants...



# **Global Quality Value Strategy**

### Our ESG mission statement and integration

**ESG Mission Statement:** We believe that environmental, social and corporate governance factors combine naturally with our traditional focus on managements, franchises and capital structure when assessing corporate quality. E, S and G issues can be realized in many ways including externalities, reputational damage and agency misalignment.

### **Externalities** Off-balance sheet liabilities



ESG Integration Process: Proactive investing and creating long-term shareholder value

### **Sustainability Analysis**

- · Identification of ESG risks and opportunities to the value of a company
- Goal is to deliver strong riskadjusted long-term returns

### **Active Ownership**

- Active engagement with companies
- Ongoing review and sustainability progress assessment
- Active proxy voting

### **ESG Risk Monitoring**

- Daily risk reporting
- Portfolio analysis reports
- ESG risk reviews

For illustrative purposes only.



# **Appendix**

## eVestment Global Large Cap Value equity universe

# Trailing performance



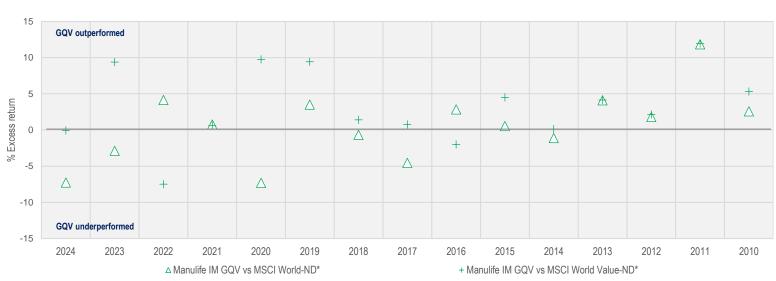
### Manulife IM pays eVestment an annual fee to access and use its data.

As of March 31, 2025.\* Net of dividends where dividends are reinvested after deduction of withholding tax, applying the rate applicable to non-resident individuals who do not benefit from double taxation treaties. Source: eVestment Alliance, eVestment, a part of Nasdag, provides institutional investment data, analytics and market intelligence covering public and private markets. The Nasdag eVestment database ("eVestment") provides capability for investment managers to submit portfolio performance and other qualitative and quantitative data which is accessible to other industry participants including asset owners and consultants. The performance and characteristics data and the time periods presented have been selected by Manulife Investment Management; different characteristics and time periods would produce different rankings. Performance is shown in USD, net of fee. Past performance does not guarantee future results. 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.

# Manulife Global Quality Value Strategy

### Calendar year performance

### **Excess returns (gross)**



	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010
Manulife IM GQV Excess Returns:	Return														
vs MSCI World-ND*	-7.26	-2.89	4.14	0.75	-7.30	3.50	-0.68	-4.55	2.83	0.53	-1.12	4.09	1.81	11.84	2.57
vs MSCI World Value-ND*	-0.06	9.39	-7.48	0.62	9.76	9.43	1.39	0.75	-2.00	4.48	0.12	4.15	2.12	11.91	5.32

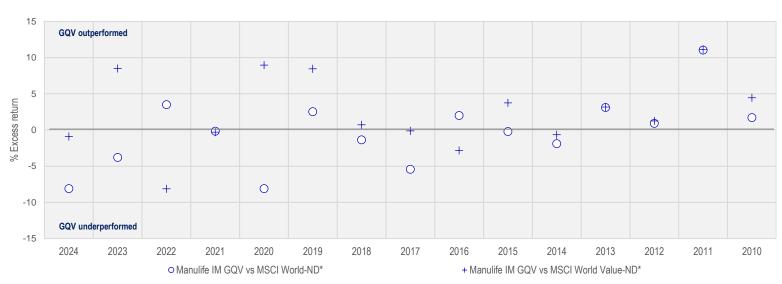
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# Manulife Global Quality Value Strategy

### Calendar year performance

### **Excess returns (net)**



	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010
Manulife IM GQV Excess Returns:	Return														
vs MSCI World-ND*	-8.10	-3.79	3.49	-0.17	-8.11	2.52	-1.36	-5.44	2.00	-0.22	-1.90	3.11	0.92	11.04	1.71
vs MSCI World Value-ND*	-0.89	8.48	-8.13	-0.29	8.95	8.44	0.71	-0.13	-2.82	3.73	-0.66	3.17	1.24	11.12	4.46

### Manulife IM pays eVestment an annual fee to access and use its data.

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# eVestment Global Large Cap Value equity universe

# 5-year risk metrics vs MSCI World

#### Universe rank (gross returns) Universe rank (net returns) Δ Λ + +25 25 Δ Δ % Rank (lower is better) Δ Λ Δ Δ 50 Δ ++ Δ Δ 75 + +100 100 Information Up Market Down Market Standard Tracking Error Up Market Down Market Standard Tracking Error Sharpe Information Sharpe Deviation Ratio Capture Deviation Ratio Ratio Capture Capture Capture ▲ Manulife IM GQV\* + MSCI World Index + MSCI World Index △ Manulife IM GQV\*

	dard ation		king ror		nation atio		arpe atio	Up Ma Capt		Down M Capt			Stan Devi		l .	cking ror	Inform Ra	nation atio		arpe atio	Up Ma Capt		Down N Capt	
Value	Rank	Value	Rank	Value	Rank	Value	Rank	Value	Rank	Value	Rank		Value	Rank	Value	Rank	Value	Rank	Value	Rank	Value	Rank	Value	Rank
14.71	29	5.08	11	-0.15	49	0.86	28	89	44	90	63	Manulife IM GQV*	14.70	31	5.09	8	-0.32	59	0.80	36	87	46	91	65
16.34	63	0.00	1			0.82	41	100	15	100	88	MSCI World	16.34	61	0.00	1			0.82	27	100	13	100	87

# of observations: 128 # of observations: 98

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As of March 31, 2025. \* Manulife IM Global Quality Value.

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# eVestment Global Large Cap Value equity universe

# 5-year risk metrics vs MSCI World Value



Stan Devi			king ror		nation atio		arpe atio	Up Ma Cap		Down M Capt			Stan Devi		l .	cking ror	Inform Ra	nation atio		arpe atio	Up Ma Capt		Down N Capt	
Value	Rank	Value	Rank	Value	Rank	Value	Rank	Value	Rank	Value	Rank		Value	Rank	Value	Rank	Value	Rank	Value	Rank	Value	Rank	Value	Rank
14.71	29	4.86	37	0.08	46	0.86	28	97	50	95	46	Manulife IM GQV*	14.70	31	4.86	42	-0.10	49	0.80	36	95	56	97	47
15.54	40	0.00	1			0.79	52	100	41	100	67	MSCI World Value	15.54	40	0.00	1			0.79	41	100	39	100	63

# of observations: 128 # of observations: 98

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# **Benchmark definitions**

Index	Definition
MSCI World (Net) Index	MSCI World (Net) Total Return Index is a free float-adjusted market capitalization weighted index that is designed to represent the performance of large and mid-cap stocks across 23 developed market countries, where dividends are reinvested after the removal of withholding taxes.
MSCI World Value (Net) Index	MSCI World Value (Net) Total Return Index is a free float-adjusted market capitalization weighted index that is designed to represent the performance of large and mid-cap stocks exhibiting overall value style characteristics across 23 developed market countries, where dividends are reinvested after the removal of withholding taxes. The value investment style characteristics for index construction are defined using three variables: book value to price, 12-month forward earnings to price and dividend yield.

# **Manulife Investment Management**

# Global Quality Value Composite

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

Creation Date: January 1, 2018 Inception Date: January 1, 2010 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	20.90	20.00	23.79	15.07	16.75	6	0.19	1,268	486,485
2022	-14.02	-14.66	-18.14	19.09	20.43	6	0.14	1,402	422,291
2021	22.57	21.65	21.82	16.67	17.06	6	0.09	1,709	455,705
2020	8.60	7.79	15.90	17.49	18.27	<=5	N/A	1,633	421,097
2019	31.17	30.19	27.67	10.95	11.14	<=5	N/A	1,151	422,034
2018	-9.39	-10.07	-8.71	9.27	10.38	6	0.23	1,024	392,058
2017	17.85	16.96	22.40	8.84	10.23	<=5	N/A	1,265	N/A
2016	10.34	9.51	7.51	9.92	10.92	<=5	N/A	1,039	N/A
2015	-0.34	-1.09	-0.87	10.65	10.80	<=5	N/A	726	N/A
2014	3.82	3.04	4.94	9.94	10.23	<=5	N/A	635	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	11.41	9.04	9.03	10.72	10.57	8.23	8.22	9.89
Date	Return	1 Year	5 Year	10 Year	SI				
12/31/24	Renchmark	18 67	11 17	9 95	10.03				

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 Investment Management LLC, a Manulife Investment Management ("MIMTA"). Effective June 30, 2024, the firm includes assets managed by Manulife Investment Management ("MIMTA"). Effective June 30, 2024, the firm includes assets managed by Manulife Investment Management ("Europe) Limited acquired April 2, 2024.

Compliance Statement: Manulife claims compliance with the Global investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Manulife has been independently verified for the periods 1/1/2018 through 12/31/2023. The verification report(s) is/are available upon request. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the firm's policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. Verification does not provide assurance on the accuracy of any specific performance report. Compliance with the GIPS® Standards for the predecessors firms were verified by a third party for the periods noted: MAM US 1/1/1908 to 12/31/2017, MAM US 1/1/2008 to 12/31/2017, MAM HK 1/1/2008 to 12/31/2017, MAM HK 1/1/2008 to 12/31/2017, MAM LT 1/1/2017 to 12/31/2017, MAM LT 1/1/2018 to 12/31/2017, MIMT ACCORD TO 12/31/2017, MIMT AC

General Disclosure: A complete list of the Firm's composite and pooled funds descriptions as well as policies regarding valuing investments, calculating performance, and preparing GIPS reports are available upon request. All returns reflect the reinvestment of dividends and other earnings. 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. Actual fees may vary depending on, among other things, the applicable fee schedule and portfolio size. Advisory fees are available upon request. Dispersion of annual returns is measured by an equal weighted standard deviation calculation of gross of fee returns. From the composite for the entire year. Past performance is not a guarantee of future results. For annual periods starting January 1, 2011, the 3-year annualized ex-post standard deviation is not shown for the composite or the benchmark when 36 monthly composite returns are not available. The 3-year standard deviation for composite returns is calculated using composite net returns.

Composite Description: The Global Quality Value strategy seeks long-term capital appreciation by employing an unconstrained, bottom-up stock selection process based on disciplined Fundamental research with the aim to create a diversified strategy global equities of any size from around the world that demonstrate compelling value and generate sustainable cash flows. The strategy consists of accounts managed at a prior firm until March 2013. Performance results from the prior firm have been linked to results achieved at Manulife Investment Management. The reduction in strategy assets as of December 31, 2012 is a result of the lift-out of the investment team from another firm. Prior to 3/31/22 this composite was known as Global Equity Composite.

Fee Schedule: This report is intended for institutional investors and the standard investment advisory fee is 0.75% on the next \$75 million and 0.50% the next \$75 million 0.50

Benchmark Description: MSCI World (Net) Total Return Index is a free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of developed markets, where dividends are reinvested after the removal of withholding taxes.

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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.

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# **Investment Considerations (continued)**

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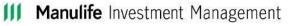
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