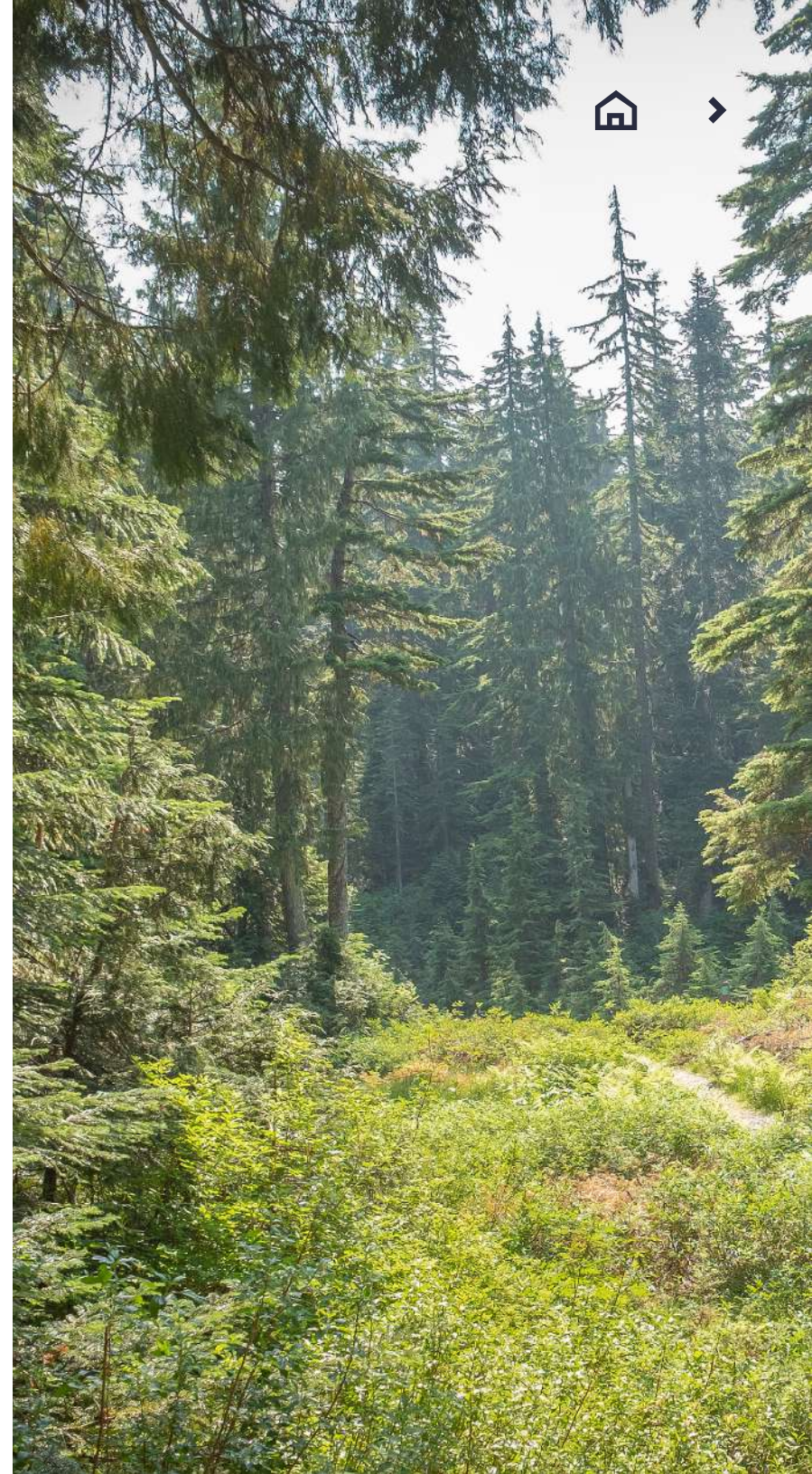




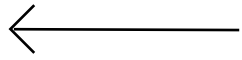
Permanent Life Insurance

Manulife UL Advisor Guide

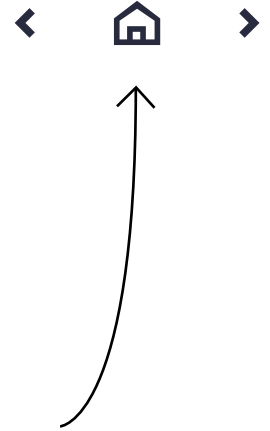
The Manufacturers Life Insurance Company



How to navigate



The side tabs take you to different sections in the document.



These icons help you navigate through:

- ◀ Previous page
- 🏠 Table of contents
- ▶ Next page
- ⦿ Click to learn more

04

What is Manulife UL?

05

Manulife UL at a glance

06

Who is Manulife UL for?

07

Manulife UL investment account options

09

Guarantees

10

Why Manulife



Manulife UL.
Where *power* and
opportunity meet.

What is Manulife UL?

Manulife UL gives your clients the security of permanent insurance coverage and the opportunity to increase their long term wealth — whatever their investment style.

Manulife UL offers key features such as the Performax Gold Investment Fund (PGIF), which offers a smoothed yield rate of return and a contractually guaranteed minimum rate of return. Our other wide range of investment options allow access to rate enhancements and low management fees.

Manulife UL at a glance

Manulife UL

Coverage	Single Joint last-to-die (JLTD)
Issue ages	Level to 100 Single 30-85 JLTD 40-90 YRT 85/20 Single 0-80 JLTD 25-80
COI type	Level to 100 YRT 85/20
Death benefit types	Level: Face plus and percentage of account value on each death YRT: Face plus and level death benefit
Underwriting classes	<ul style="list-style-type: none"> • Non-smoker • Smoker
Minimum face amount	\$25,000
Investment options	Performax Gold Investment Fund (PGIF) Account, Savings Account, Compound Interest Guaranteed Investment Accounts (GIAs), Balanced Index Accounts, Indexed Accounts, Managed Accounts
Fees	No life or policy fee
Surrender charges	Level: Five year, based on percentage of account value. 5%, 4%, 3%, 2%, 1% for years 1-5 respectively YRT: Payable for ten years, calculated on amount of insurance and individual's age and sex
Riders	10-year and 20-year term insurance riders, child protection rider
All ULs contain	Rate banding, disability benefits, bereavement counselling assistance, compassionate assistance program



Who is Manulife UL for?

Manulife UL is permanent life insurance that provides the opportunity for tax-advantaged investment growth to help your clients increase their long-term wealth.

Manulife UL may appeal to clients looking for:

- Straightforward long-term protection and tax-deferred investment growth
- Maximum amount of insurance coverage from day one
- A way to maximize the amount of money that can be transferred out of their corporation tax-free
- Access to a smooth yield investment fund
- The potential for enhanced returns through lower fees and rate enhancements
- The freedom to manage their investment options or take a hands-off approach
- Flexible payments and the ability to change the amount of insurance
- A guaranteed insurance cost

Manulife UL investment account options

Manulife UL is a back-to-basics product offering two cost options: Level and Yearly Renewable Term (YRT). With low management fees, rate enhancements on managed accounts, and over 50 investment accounts available, including a 1% minimum interest guarantee, you can be assured your clients' permanent life insurance needs will be met.

Manulife UL offers a variety of investment accounts for your clients to choose from, depending on their risk tolerance and investment style.

The **Performax Gold Investment Fund (PGIF)** is a diversified portfolio of assets managed by Manulife's investment professionals. Manulife's UL contract guarantees a 1% minimum rate of return on the PGIF Account, and a 1.5% UL management fee. This rate of return is set once per year on March 31st.

If your client prefers to invest in the Indexed Accounts or the GIA Accounts, they will find low management fees on each account that few, if any, competitors currently match.

Your client's Manulife UL Managed Accounts will earn an annual rate of return that is 0.25%¹ (Bond Accounts) or 1%² (Equity and Balanced Accounts) higher than the underlying retail mutual fund.

Investment Account Fees and Rate Enhancements:

Investment Account	Manulife UL Fee* (%)	Rate Enhancement* (%)
Savings Account, GIAs	1.00	-
Performax Gold Investment Fund Account	1.50	-
American Equity Index	1.15	-
Canadian Bond Index	1.10	-
Canadian Equity Index	1.15	-
European Equity Index	1.55	-
G5 Index	1.20	-
Global Equity Index	1.45	-
Japanese Equity Index	1.55	-
Conservative Balanced Index	1.10	-
Moderate Balanced Index	1.15	-
Growth Balanced Index	1.15	-
Managed Accounts – Bond	-	0.25
Managed Accounts – Equity and Balanced	-	1.00

* Approximate annual percentage based on a guaranteed daily fee or rate enhancement.

¹ Bond Accounts receive a daily rate enhancement of 0.0010% based on 250 business days in a year.

² Equity and Balanced Accounts receive a daily rate enhancement of 0.0040% based on 250 business days in a year.

Rate Enhancement = Performance

With Manulife UL, your clients benefit from low fees working in concert with unique rate enhancements to deliver performance today and in the long run.

Managed Account example

This table shows how management fees (or rate enhancements in the case of Manulife UL) impact the net illustrated rate of a balanced Managed Account earning an assumed rate of 5.43%.

	MUL	Competitor Product (with bonus)	Competitor Product (no bonus)
Assumed linked Fund Return	5.43%	5.43%	5.43%
Subtract Fund MER	-2.43%	-2.43%	-2.43%
Subtract UL management fee	-0.00%	-1.50%	0.00% ¹
Add Manulife UL rate enhancement	+1.00%	-	-
Net Illustrated rate	4.00%	1.50%	3.00%

For illustration purposes only, data as at November 2021.



Access daily investment performance, anytime using the [daily online report](#).

¹ Management fees range from 0% to 1.5% at the time of publication.



Guarantees



Managed Accounts rate enhancement guarantee

The daily rate enhancement for Bond Managed Accounts is 0.25% yearly (or, 0.0010% daily) and Equity and Balanced Managed Accounts is 1% yearly (or 0.0040% daily). This is in place on the date the policy is issued and is guaranteed not to change unless there is an increase in the taxes that apply to funds Manulife holds to fulfill policy obligations.



Indexed Account Availability

We also guarantee that Indexed Accounts linked to the performance of the Canadian equity market, the US equity market and the Canadian bond market will always be available. The daily management fee for each of these accounts is guaranteed to never be more than 0.0046% (approximately 1.15% annually).



Management fee guarantees

The investment account management fees that are in place on the date the policy is issued are guaranteed not to change unless there is an increase in the taxes that apply to the funds Manulife holds to fulfill policy obligations.



Cost of Insurance

Cost of insurance rates for YRT COI and Level COI are printed in the contract and are guaranteed not to increase unless a client makes a change to their policy (such as lowering the insurance amount and losing a band break).



Minimum Interest Guarantees

We guarantee that we will always offer an investment option that will have a 1% minimum guarantee, and that the interest rate on the Savings Account or any Compound Interest Guaranteed Investment Account will never be less than 0%.

Why Manulife

Broad product shelf

With a comprehensive product offering built on choice and flexibility, you can be a lifelong advisor to clients, offering the right type of coverage now, and years down the road.

Marketing support

Our marketing materials are designed to quickly educate your clients about our product solutions and provide straightforward answers to commonly asked questions. These materials are available on [Advisor Portal](#).

Business development

Our best-in-class wholesaling team provide industry-leading support to help grow your business. From product details to competitive analysis, case support and practice-management tips, we're focused on revenue-producing ideas.

Tax, retirement and estate planning services

Our nation-wide team of skilled tax professionals in the fields of law, insurance and accounting delivers technical knowledge and innovative solutions for your clients.

Financial strength and stability

At Manulife, we operate from a position of strength. Our strength is reflected in our strong capital, our financial ratings awarded to us from independent rating agencies, and our strong asset performance.

Manulife is a market leader in both financial protection and wealth management business operating in Asia, Canada and the United States. We provide a full suite of products and services to meet the current and future needs of individual and group customers.

With Manulife, you can feel *confident* that your trust is well placed.

- **130+ years** of history
- Ranked in the **top 10%** of the world's 500 largest asset managers¹
- **C\$43.9 billion** market capitalization²
- **Over \$1.3 trillion** in assets under management and administration³
- Serving more than **30 million customers** worldwide³
- Over **\$31.2 billion paid** to customers in benefits and claims in 12 months³

¹ Source: P&I/Towers Watson, year-end 2020.

² Source: Manulife 2020 Financial Strength Fact Sheet as of December 31, 2020.

³ Source: Manulife Global Company Fact Sheet as of December 31, 2020.



The Right Solutions

We offer industry-leading products and services that anticipate customer needs for every life stage.



Customer Obsessed

We believe in helping our customers live their healthiest life, and that insurance is just as much about prevention as it is protection.



Accessible Expertise

We believe in the power of advice and offer access to experts who can help guide you and your clients on the path ahead.



Easier, always

We simplify the customer experience and make insurance easy to understand, plus the tools to take actions, fast.

For more information visit **Advisor Portal** or speak with your Manulife Sales Representative.

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