



 **Manulife** Investment Management

Investor brochure

Manulife PensionBuilder[®]

Building guaranteed income for retirement

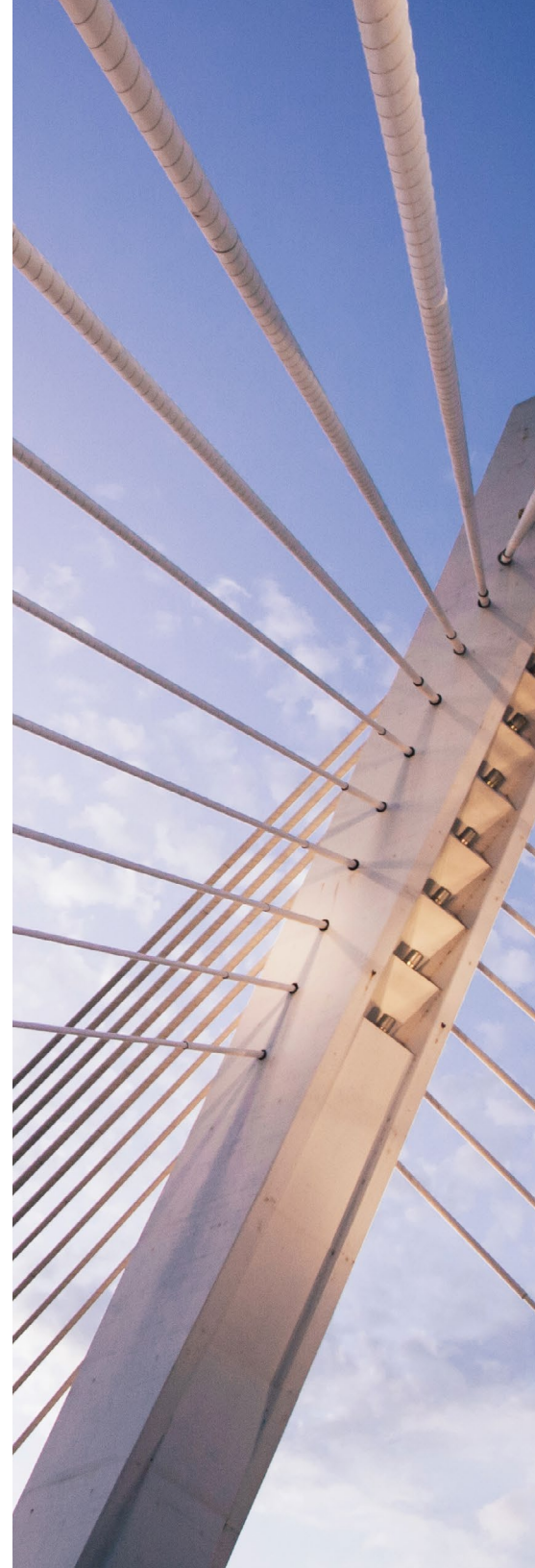
The Manufacturers Life Insurance Company

Canadians in retirement

Canadians are living longer, healthier lives. This is exciting for those approaching or already in their retirement years, but it also means that it's more important than ever before to have a solid foundation of guaranteed retirement income they can rely on for the rest of their lives.

One of the biggest financial concerns pre-retirees have is not knowing if they will have enough money to see them through retirement.¹ But with a source of guaranteed lifetime income as part of a sound retirement plan, you can worry less and feel more prepared. While these can be effective for accumulation, few—if any of them—allow for guaranteed income. It's up to the investor to manage the income in retirement and hope that their money does not run out.

This brochure applies to Manulife PensionBuilder contracts sold on or after October 28, 2013.
¹2020 Financial stress survey, The Manufacturers Life Insurance Company, October 2020.



Manulife PensionBuilder —part of a sound retirement strategy

Whether you are nearing retirement or already retired Manulife PensionBuilder is a straight-forward, low-risk,² secure income solution designed to provide dependable income in retirement that is guaranteed for life. An ideal complement to other retirement income sources, such as government programs, Manulife PensionBuilder supports your retirement plans and helps ensure you are prepared to face retirement with confidence.

This income solution is designed to provide:

- A secure income stream—once you begin drawing income, you will know with certainty, the exact amount of retirement income that is available each year for the rest of your life.
- The option to ensure continued income to a surviving spouse³.
- The ability to choose when to start drawing income.
- The choice of making one lump sum deposit, ongoing deposits over a period of time, or a combination of both.
- The opportunity to take advantage of potentially rising deposit income rates (income rates) for future deposits.
- Access to your market value at any time (fees may apply).
- Initial or subsequent deposits equal to or exceeding \$1,000,000 will be invested into the Elite option and qualify for a reduced management expense ratio.

Did you know?

Only one in four working Canadians have access to an employer-sponsored Defined Benefit Pension plan*

²The Manulife PensionBuilder insurance contract invests in the fixed income fund category which may increase or decrease in value.

³Spouse or common-law partner as defined by the *Income Tax Act* (Canada). *Source: Statistics Canada, Pension plans in Canada and Labour Force survey, January 2014.

What will your retirement look like?

As the majority of Canadians do not belong to a company-sponsored pension plan, generating guaranteed income is an increasingly important part of every retirement strategy. To illustrate just how important it is to have guaranteed income in retirement, let's look at the following example.

Tom is a 61-year-old teacher who is in good health and leads an active lifestyle in which he spends much of his free time golfing and traveling. In retirement, Tom plans on staying active and travelling even more. He is one of the lucky few that has a Defined Benefit Pension plan and knows with certainty what his income will be throughout retirement. Having that dependable income that he can rely on, Tom doesn't worry about the markets or the possibility of a future financial crisis because neither will affect his retirement funding.

Now compare Tom's situation with that of his friend, Richard. Richard is 60 and owns a small fishing shop. He has similar retirement dreams as Tom's, but, Richard does not have a guaranteed pension plan. Until a few years ago, Richard was feeling good about his retirement savings—he has been investing on a regular basis and has seen his nest egg grow.

With the recent market turmoil, his confidence is shaken and he now worries constantly about the daily ups and downs of the market. Overall, he is quite concerned about his savings and whether he will have enough to fund a long and active retirement.

Richard wishes he had the security and peace of mind in having guaranteed retirement income. Guaranteed pensions are not as common as they once were, but Richard and the majority of Canadians still need a dependable source of income they can rely on. With different risks affecting retirement security, you need an innovative income solution that helps fill the gap of guaranteed retirement income.



Richard's guaranteed income solution

With Manulife PensionBuilder, you can know with certainty the amount of income that you will receive based on current income rate(s). For example, if Richard is able to invest \$200,000 in a Manulife PensionBuilder contract at age 60 he secures an income rate of 4.51% if he decides to take income when he retires at age 65 and will receive \$751 every month for life.⁴

If Richard is able to invest additional money in the future, he'll have the opportunity to participate in potentially rising income rates over time, and benefit from a higher guaranteed retirement income amount. The income rate(s) used to determine future guaranteed income are subject to change daily.

To determine the amount of guaranteed lifetime income available through Manulife PensionBuilder, unique income rates are established for current and future income ages at time of deposit based on a number of factors determined by Manulife. These include the age and sex of the annuitant for the single life income option, and the age of the younger of the annuitant and the joint life for the joint life income option. **For current income rates, please visit manulifeim.ca or speak with your advisor.**

⁴ For illustration purposes only. Exceeding the withdrawal thresholds and/or withdrawals taken prior to the election of the total income amount may have a negative impact on future income payments.

Features and benefits

As an insurance contract, Manulife PensionBuilder offers other important protection features.

Creditor protection – Manulife PensionBuilder has the potential to protect assets from creditors. This feature can be ideal for professionals and small business owners looking to help protect their personal assets from professional liability.

The ability to bypass the estate – In the event of death, the proceeds of the contract have the ability to pass quickly and privately⁵ to designated beneficiaries (other than an estate), without legal, estate administration, and probate fees.

Fixed income expertise with Manulife Investment Management

You can benefit from the expertise of some of the leading investment professionals in the industry —the Manulife Investment Management team.

- Manages over \$170 billion (USD)⁶ in fixed-income securities, providing Manulife Investment Management the scale needed to participate in global bond markets
- Veteran portfolio management teams and skilled investment professionals with experience across the spectrum of fixed-income investments
- Disciplined risk management process to help protect capital during uncertain time

⁵ In Saskatchewan, assets are identified on the application for probate despite the fact that they do not flow through the estate and are not subject to probate fees.

⁶ As at June 30, 2019.

Put your trust in Manulife

For more than 130 years, Canadians have turned to Manulife for their biggest financial decisions.



130+ years
of history



35,000 employees
and **30 million**
customers worldwide⁷



C\$1.2 trillion
in funds under
management⁷



C\$46 million
in charitable donations
and fundraising
generated for our
communities in 2019⁸



A leading provider
of investment solutions
in Canada. **Top 10** in
terms of assets under
management⁹

⁷ Source: Manulife Global Company Fact Sheet.
As at August 31, 2020.

⁸ Source: 2019 Sustainability Report and Public
Accountability Statement.

⁹ Source: Segregated Funds – assets under
management \$33.4 billion CAD – Rank #1 in the
industry, Investor Economics– Canada, April
2020. Mutual funds–\$61.2 billion CAD–Rank #9
in the Industry, IFIC, March 2020.

For more information, speak to your advisor or visit **manulifeim.ca**.

Any amount allocated to a segregated fund is invested at the risk of the contractholder and may increase or decrease in value. Exceeding the withdrawal thresholds and/or withdrawals taken prior to the election of the total income amount may have a negative impact on future income payments. The deposit income rate(s) used to determine future guaranteed income are subject to change daily. For the current deposit income rates, please visit manulifeim.ca. Age restrictions and other conditions may apply. The Manufacturers Life Insurance Company is the issuer of the Manulife PensionBuilder insurance contract and the guarantor of any guarantee provisions therein. Manulife, 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.

To speak with Manulife Investment Management about segregated funds, call 1-888-790-4387.