

Manulife
PENSIONBUILDER®

Product at a glance

For Manulife PensionBuilder contracts sold between
October 11, 2011 and October 25, 2013

THE MANUFACTURERS LIFE INSURANCE COMPANY

Manulife PensionBuilder at a glance

Income benefit guarantee	<ul style="list-style-type: none">■ Provides a dependable stream of guaranteed income for life, starting as early as age 50■ May increase for additional deposits or through Income Bonuses■ The payout option may be based on one life or two
Annual income benefit options	<p>Single Life Payout Option</p> <ul style="list-style-type: none">■ Available as early as January 1 of the year the annuitant turns age 50 <p>Joint Life Payout Option</p> <ul style="list-style-type: none">■ Based on the lives of the annuitant and his/her spouse¹■ Available as early as January 1 of the year the younger spouse¹ turns age 50
Annual income benefit payout percentage	<ul style="list-style-type: none">■ The percentage used to calculate the Annual Income Benefit at the time of election, depending on the age when the decision to take income is made■ Upon Election of the Income Benefit², the payout percentage is determined based on the payout option selected and the age of annuitant, or the younger of the annuitant and Joint Life, if applicable■ Please visit the Legacy Products section on Repsource for the payout percentages
Income bonus³	<ul style="list-style-type: none">■ Increase to the Benefit Base in each year that no withdrawals are taken. Available for the life of the contract■ Increase is equal to 5% of the Bonus Base■ Income Bonuses are not cash deposits; they increase the basis for calculating guaranteed income
Subsequent deposit minimum	\$500
PAC deposits	<ul style="list-style-type: none">■ No new PAC arrangements can be established■ Existing PACs cannot be increased
Maximum deposit age⁴	<p>Non-registered contracts</p> <ul style="list-style-type: none">■ No deposits after December 31 in the year the annuitant, or older spouse¹, if applicable, turns age 90■ Deposits after December 31 in the year the annuitant, or older spouse¹, if applicable turns age 80 will be restricted to Front-end (FE), Low-load (LL) and F-class⁵ sales charge options <p>Registered contracts</p> <ul style="list-style-type: none">■ No deposits after December 31 in the year the annuitant, or older spouse¹, if applicable, turns age 80
Withdrawal minimums⁶	<p>Ad hoc: \$500 Scheduled: \$100</p>
Maximum deposits	Contact head office for deposits that will cause the market value to be greater than \$1,000,000

To access fund names and fund codes, please go to **Manulife's online** price and performance tool.

Note: The Manulife PensionBuilder contract includes Maturity and Death Benefit Guarantees. Please refer to the Information Folder, Contract and Fund Facts for more information.

¹ The Joint Life must be the spouse or common-law partner (as defined in the *Income Tax Act* (Canada)) of the annuitant. Once named, the Joint Life cannot be changed.

² Election of the Income Benefit cannot be deferred past age 72 of the annuitant for RRIF, LIF and other retirement income contracts. This age restriction may not be applicable for contracts held in an External RRIF (including LIF/LRIF/PRIF/RLIF).

³ Does not include any promotional Income Bonus rate that may be offered.

⁴ All dates are as of December 31 of the Annuitant's age (or older of the annuitant and Joint Life's age, if applicable) except LIFs in jurisdictions that require annuitization at age 80 and RRSPs, RLSPs and LIRAs where all dates are as of December 31 of the annuitant's age. Age 71 for LIFs in jurisdictions that require annuitization at age 80 or latest age to own under the *Income Tax Act* (Canada) for RRSPs, RLSPs and LIRAs.

⁵ F-class is only available for fee-based programs where contracts are held in Nominee or Intermediary Name.

⁶ There may be an additional 2% fee charged if the client takes an unscheduled withdrawal from Manulife PensionBuilder within one year of a deposit.

Sales charge options (%)

Sales charge fees for redemptions made during the first 7 years following the date of deposit.

	Back-end Back-end Elite ²	Low-load Low-load Elite ²	Front-end, Front-end Elite ² and F-class ¹
Year 1	5.50	2.50	N/A
Year 2	5.00	2.00	
Year 3	5.00	1.50	
Year 4	4.00	0	
Year 5	4.00	0	
Year 6	3.00	0	
Year 7	2.00	0	
Year 8 and subsequent years	0	0	

Note: There may be an additional 2% fee charged if the client takes an unscheduled withdrawal from Manulife PensionBuilder within one year of a deposit.

Gross commission schedule (%)

	Contracts opened between October 11, 2011 and April 29, 2012		Contracts opened between April 30, 2012 and October 25, 2013	
	Sales	Trailers	Sales	Trailers
Back-end option	4	Year 1–7: 0.10 Year 8 onward: 0.25	4	0.25
Back-end Elite ² option	4	Year 1–7: 0.05 Year 8 onward: 0.13	4	0.13
Front-end option	0–3	0.50	0–3	0.50
Front-end Elite ² option	0–3	0.38	0–3	0.38
Low-load option	1	0.50	2	0.50
Low-load Elite ² option	1	0.38	2	0.38
F-class ¹	N/A	N/A	N/A	N/A

¹ F-class is only available for fee-based programs where contracts are held in Nominee or Intermediary Name.

² Subsequent deposits equal to or exceeding \$1,000,000 will be invested into the Elite option and receive a reduced MER. Minimum investment amounts for Elite pricing can be met by combining investments in certain situations.

Notes

- Front-end sales charges can be negotiated from 0% to 3% maximum. If the front-end percentage is not specified, the default will be 0%.
- F-class is only available for fee-based programs where contracts are held in Nominee or Intermediary Name.

For more information, please contact
your Manulife Investments Sales Team
or visit **Repsource.ca**



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Any amount allocated to a segregated fund is invested at the risk of the contractholder and may increase or decrease in value. The Manulife PensionBuilder insurance contract invests in the fixed income fund category which may increase or decrease in value. Exceeding the withdrawal thresholds and/or withdrawals taken prior to the Election of the Income Benefit may have a negative impact on future income payments. 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 Investments, the Four Cube Design, the Block Design, Strong Reliable Trustworthy Forward-thinking and Manulife PensionBuilder are trademarks of The Manufacturers Life Insurance Company and are used by it, and by its affiliates under license.