

Conventional annuities product disclosure

PRODUCT FEATURES AND BENEFITS

If you are concerned about outliving your assets or if you need an income for a specified period, then consider a conventional annuity. A conventional annuity can give you peace of mind by guaranteeing a steady source of income for the rest of your life. A conventional annuity can also accommodate you if you need a guaranteed source of income for a specified period.

Manulife Financial offers a wide choice of conventional annuities – immediate and deferred – with or without a guaranteed period. They can be used to provide income out of a registered plan and also serve as an excellent financial planning tool for non-registered funds.

You can choose from a wide range of conventional annuities to best suit your needs.

Conventional annuities – registered and non-registered

Single Life annuity

- Provides level or increasing annuity payments for your lifetime
- Options available:
 - Guaranteed Period
 - Life Cash Refund¹
 - Installment Refund²

Joint Life annuity

- Provides level or increasing annuity payments for the lifetime of the two annuitants
- Income continues in full or at a reduced amount to the surviving annuitant
- Income can be reduced by a fixed amount or by a percentage; on prime or first death
- Options available:
 - Guaranteed Period
 - Installment Refund²

Term Certain annuity

- Provides guaranteed income payments for specified period

¹ Life Cash Refund (available on Single Life annuities only) – the policyholder's premium less the annuity payments already made is paid to their beneficiary.

² Installment Refund (available on Single Life and Joint Life annuities only) – the annuity payments continue to be made until the sum of these payments equals the premium paid.

Temporary annuity

- Provides level or increasing payments for a specified period as long as you are alive
- Options available:
 - Single or Joint Life
 - Guaranteed Period

Lump Sum annuity (Non-registered policies only)

- You customize your annuity as a series of lump sum payments

Taxation

Registered annuities

- The annuity payments are fully taxable.

Non-registered annuities

Only the interest portion is taxable. The taxable portion can be reported on a prescribed or non-prescribed basis:

- Prescribed: level taxable portion each year
- Non-prescribed: taxable portion changes each year.

The prescribed taxation is regulated and can only be used with specific types of annuities. All other annuities must be on a non-prescribed taxation basis.

Key features

- Various payment types to choose from:
 - Level income annuity
 - Increasing income annuity (by a percentage)
 - Consumer Price Index (CPI) indexed annuity; the payment can be fully or partially indexed to the CPI
- Monthly, quarterly, semi-annual or annual income payments deposited directly to your bank account
- Snowbirds can receive their payments in their bank account in Canada in Canadian dollars or in the U.S. in American dollars
- Potential for creditor protection³ provided a preferred class beneficiary is named
- Opportunity to bypass probate fees and delays upon death if a beneficiary other than the estate is named⁴

Guaranteed and Non-guaranteed Product Features

Life annuity payments are guaranteed to be made as long as the policyholder (and joint annuitant, if applicable) is alive⁵. In addition, if the policyholder selected a guarantee, the payments will be made at least until the end of the guaranteed period or according to the death benefit provision.

Premiums & Fees Information

Minimum single premium (immediate and deferred annuities)

Registered	\$1,500
Non-registered	\$10,000

Fees

The full annuity payments described in the Schedule in accordance with the policy are payable. There are no fees deducted from these payments.

Limitations, Reductions and Exclusions

When applicable prior to the annuity commencement date, the surrender value will be equal to 95% of the single premium then chargeable by Manulife Financial to secure the said benefits under the annuity policy at the greater of the rate in effect when the request is received and the rate in effect on the original premium payment date.

Registered annuities with locked-in source of funds cannot be surrendered.

No annuity payable under the annuity policy is capable of surrender on or after the annuity commencement date.

Before settling any claims, we require proof that is satisfactory to us.

³ Since there are some circumstances where creditor protection may not apply, it is recommended that policyholders consult a legal advisor to find out if they are eligible for this kind of protection.

⁴ In Québec, notarial wills don't need to be probated. Probate fees are minimal for both holograph wills and wills made in the presence of witnesses.

⁵ In the case of a term certain annuity, payments are made until the end of the guaranteed period.

Consumer Rights and Responsibilities

As evidence of our commitment to your satisfaction, we are pleased to offer our Total Customer Satisfaction Guarantee. The terms of the guarantee are quite straightforward:

If you are not satisfied with the sales process within six months of the premium payment date, your premium, less any annuity payments or surrenders made, will be refunded. There may be a market value adjustment to reflect fluctuations in interest rates. The refund may also be subject to Taxation Legislation concerning registered funds.

In order to better meet our customers' needs in the future, we will ask you to complete a form indicating which of the eight principles of our Code of ethics of the sales process (available upon request) has not been met to your satisfaction.

The refund under the Total Customer Satisfaction Guarantee will not apply if the policy has been issued in lieu of a previous policy or as a result of exercising an option contained in the previous policy.

Effective Date of Coverage

The policy takes effect when Manulife Financial receives the completed Annuity Registered as an RSP or a Non-Registered Annuity Application form and the premium payment.

The Manufacturers Life Insurance Company

Conventional Annuities are offered by The Manufacturers Life Insurance Company and Standard Life Assurance Limited (Standard Life Limited).

Both The Manufacturers Life Insurance Company and Standard Life Limited are members of Assuris. Assuris provides protection to policyholders of member companies. For more information, visit their Web site at www.assuris.ca.

If you wish to know more about conventional annuities, please contact your advisor or call us at 1 888 841-6633.

For more information, please contact your advisor.



The Manufacturers Life Insurance Company (Manulife Financial) is the issuer of all Manulife Annuities.

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The Manufacturers Life Insurance Company
Standard Life Assurance Limited

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