



Advisor guide

Manulife Private Investment Pools – MPIP Investment Pools

**Welcome to
an investment
program
that truly
*reflects you***



**Meet the needs
of affluent
investors with the
Manulife Private
Investment Pools
– MPIP Investment
Pools program**

To be the advisor of choice, we believe it is critical to make a high-end investment program part of your advisory practice. A program that offers the strength of a financial institution that is among the largest in the world. Quality portfolio managers who act with true conviction. And the added value of tax efficiency and tiered Management Fee Reductions.

If you are seeking an investment program that truly reflects the needs of affluent investors, welcome to Manulife Private Investment Pools – MPIP Investment Pools.

Key features of MPIP Segregated Pools



- Comprehensive suite of investment pools in a range of asset classes
- Tax efficient growth and income through corporate class structure
- Quality portfolio managers
- Competitive fees
- Tiered Management Fee Reductions
- Household account-linking to help reduce management fees
- Automatic rebalancing
- Series T payout options
- Systematic purchase and withdrawal plans
- Client proposal service
- Comprehensive client reporting
- Marketing support

Minimum initial deposit

\$100,000 per pool / per account

Work with a financial partner who shares your *vision*

Institutional investors such as major corporations, pension plans, and endowments employ disciplined techniques to invest with greater certainty. Manulife Private Investment Pools bring the same level of discipline and asset management expertise within reach for affluent investors.

With MPIP Investment Pools, you can help clients develop a portfolio strategy that reflects your client's goals for income, growth, and capital preservation. You then construct a customized portfolio using one or more of the investment pools. The MPIP Investment Pools have access to a range of asset classes and investment opportunities, from Canadian stocks and bonds to international securities – all managed by teams of high-conviction portfolio managers.

Because the investment pools are supported by all dealer platforms, you will always be able to maintain the assets in the program, no matter where your advisory career takes you.

Rely on the strength of Manulife

As a Manulife Private Investment Pools advisor, you can feel confident that your trust is well placed.

- *130+ years* of history
- *C\$1.3 trillion* in assets under management and administration¹
- More than *37,000 employees* serving more than *30 million* customers¹
- *C\$46 million* in charitable donations (2019)²
- *9th consecutive year* Manulife listed in the Dow Jones Sustainability North America Index¹

¹ Manulife Global Company Fact Sheet, as of December 31, 2020.

² Source: 2019 Sustainability Report and Public Accountability Statement

Sharpen your focus with high-conviction asset management

An *experienced* investment boutique within a *global* institution



MPIP Investment Pools are guided by portfolio managers who believe in disciplined, time-tested investment processes and independent thinking. Your clients benefit from high-conviction active portfolio management that focuses on the most compelling and well-researched opportunities.

The portfolio managers at Manulife Investment Management and Mawer Investment Management Ltd. are true active managers. They seek exceptional results by implementing original ideas and constructing well-diversified portfolios. It is not surprising they are trusted by individuals and institutions around the world to manage more than \$658 CAD* billion combined.

*Manulife Investment Management AUM is \$580 CAD billion, Mawer Investment Management AUM is C\$78 CAD billion as at December 31, 2020.

Manulife Investment Management

As the institutional investment management arm of Manulife, Manulife Investment Management is part of one of the world's largest life insurance organizations with history dating back to 1887. Yet it remains a nimble and dynamic organization that has earned recognition across the globe.

Equities

The equity team's boutique investment approach promotes empowerment and accountability. This means that each specialized investment team owns their specific investment process from research through portfolio construction. Additionally, each team member has an ownership stake in the business, and the investment-centric organizational culture encourages an environment of collaboration and partnership across and within asset classes.

Fixed income

The fixed income team at Manulife Investment Management spans the globe and has managed portfolios through several market cycles. Their fundamental, research-driven approach on credit and structure, along with a culture of empowering portfolio managers, research analysts and traders to contribute investment ideas has created an environment of disciplined, high-conviction portfolio managers whose management process seeks to avoid unintended risks.



Data as of December 31, 2020

Our network of investment offices: United States, Canada, Brazil, United Kingdom, Switzerland, Hong Kong, China, Thailand, Vietnam, Indonesia, Malaysia, Philippines, Singapore, Taiwan, Australia, New Zealand, Japan

Mawer Investment Management Ltd.

Mawer systematically creates broadly diversified portfolios of wealth-creating companies bought at a discount to their intrinsic value. Since 1974, this credo has helped Mawer capture growth potential with less risk.

Equities

Mawer's equity approach is based on five key principles. A focus only on companies that create real wealth, the pursuit of excellent management teams through in-depth interviews, seeking opportunities to invest at a discount to a company's intrinsic value, broad diversification by industry and economic sensitivity, and a systematic approach that ensures discipline, enhances efficiency, minimizes errors and reduces risk.

Rules for success

- Be Boring. Make Money.™
- Don't avoid risk – manage it
- Only invest in companies that make money

Choose a program that helps you *shine*

MPIP Investment Pools deliver everything you would expect from a private investment program, including tax efficiency, tiered Management Fee Reductions, and flexible options that suit your advisory practice.

Affluent investors are seeking tax efficiency and may be sensitive to investment fees. At the same time, you need investment solutions that make sense for the way you run your practice. MPIP Investment Pools have the flexibility to address these issues.

Corporate class pool solutions

Each corporate class pool offers a unique investment objective and strategy, but together, all the corporate class pools are treated as a single legal and tax entity. This may enable investors with non-registered assets to increase the potential for tax savings, and improve their portfolio's growth over time.

Corporate class pools provide ways to help pay less or defer tax on non-registered investments

1. Tax-efficient growth/Income

Due to their structure, investors may not pay any tax on capital gains until their investment is redeemed or a capital gains dividend is paid to them enabling more of their money to stay invested and compound over a longer period of time. However, when distributions are paid they will generally be in the form of tax-efficient ordinary Canadian dividends or capital gains dividends, allowing investors with non-registered assets to pay less tax.

2. Tax-efficient cash flow using Series T*

Without selling their investments, investors have the option to receive tax-efficient cash flow from their investments using Series T corporate class pools. The target annual payout resets each year and is a percentage of the net asset value (NAV) determined as at December 31st of the previous year+. Investors also have the ability to customize their monthly cash flow received up to a payout rate of 6 per cent (distributions are not guaranteed).

*Series FT and CT are also available for most pools.



MPIP Investment Pools are designed for investors with significant assets. The program includes corporate class pools, which enable investors to construct well-diversified portfolios that reflect both their investment objectives and their desire for greater tax efficiency.

Lower management fees and account-linking

MPIP Investment Pools recognize higher investment amounts with lower management fees. They allow household account-linking, which combines all of the account balances in a client's household to potentially qualify for an even greater Management Fee Reduction.

Household Contract-Linking

The household account-linking balance is determined by combining all of the qualifying investment assets held in eligible accounts in the household. It can also include corporate accounts where a qualifying household member beneficially owns more than 50 per cent of the corporation's voting equity.

Management Fee Reductions (MFR)

If the total household balance invested exceeds \$250,000, every account within the household benefits from a MFR as outlined below. MFR rates do not differ by pool, asset class or series; and include all the qualifying investment assets, going back to the first dollar invested. MFRs are paid in the form of a distribution or rebate and are automatically reinvested quarterly in additional units or shares and are not paid in cash.

Management Fee Reductions (MFR)*

Category	Account/Household Value Tiers				
	\$250K to \$499,999	\$500K+ to \$999,999	\$1M+ to \$4,999,999	\$5M+ to \$9,999,999	\$10M+
All Qualifying Investments	2.5 bps	5 bps	7.5 bps	10.0 bps	12.5 bps

* Management Fee Reduction rates that are listed do not include applicable HST. A basis point (bps) is a unit that is equal to 1/100th of 1 per cent, and is used to denote the change in financial instrument. The basis point is commonly used for calculating changes in interest rates, equity indexes and the yield of a fixed-income security.

Business support

When you are getting ready to present MPIP Investment Pools to a client, your Manulife Investment Management sales team can generate a customized proposal for you. After the investment is made, we keep you informed on your client's progress through detailed semi-annual statements. We also offer a range of sales tools and marketing support to help grow your business.

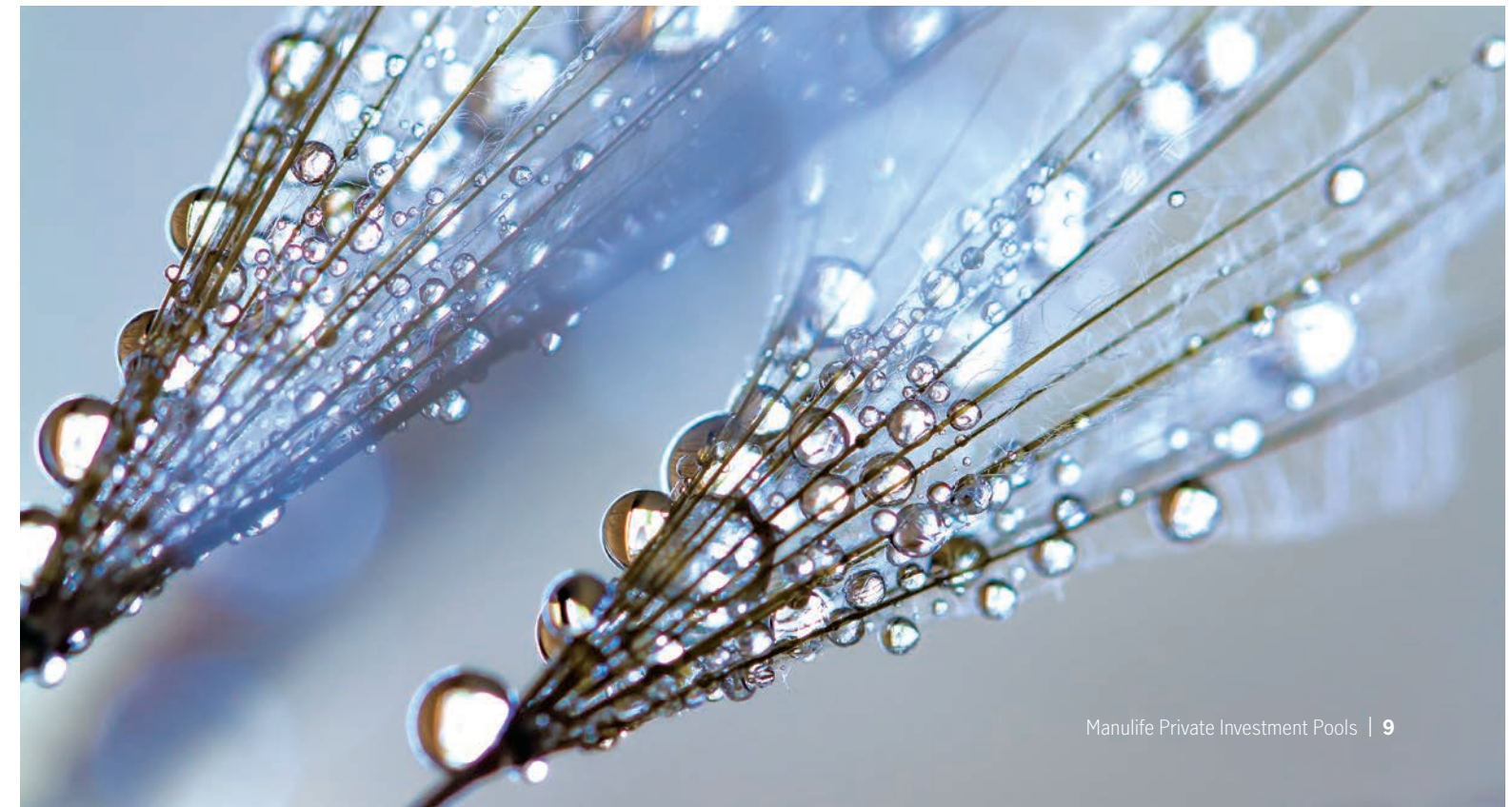


Chart the *best course*

MPIP Investment Pools allow you to construct a diversified portfolio with multiple layers of insight and expertise. Choose from investment pools in a variety of purchase options.

Equity

Manulife Canadian Equity Private Pool (100% equity)

Provides access to a proven bottom-up investment process that utilizes proprietary metrics to seek out the best equity opportunities in Canada.

Manulife Dividend Income Private Pool (100% equity)

Seeks to provide a combination of growth potential by investing in undervalued equities and stability by seeking attractive dividend yields.

Manulife U.S. Equity Private Pool (100% equity)

Experienced management team utilizes a proven 7-step proprietary investment strategy to identify undervalued equity opportunities in the U.S.

Manulife Global Equity Private Pool (100% equity)

Employs Mawer's firm-wide equity expertise to select the best global equity opportunities within a single portfolio.

Manulife International Equity Private Trust (100% equity)

Employs Mawer's firm-wide equity expertise to select the best international equity opportunities within a single portfolio.

Balanced

Manulife Balanced Income Private Trust (25% equity, 75% fixed income)

The Pool offers exposure to a portfolio of income-oriented Canadian and global fixed income and equity and the neutral asset allocation of 75 per cent fixed income and 25 per cent equities strives to provide stability for more conservative investors.

Manulife Canadian Balanced Private Pool (60% equity, 40% fixed income)

Provides access to one of Manulife's flagship asset management teams. The Portfolio Managers use their fundamental, value based investment approach to provide clients both current income and the potential for capital appreciation selecting securities located primarily in Canada.

Manulife Canadian Growth and Income Private Trust (50% equity, 50% fixed income)

Provides access to an investment process that focuses on finding companies with attractive yields. The Portfolio Manager employs an active asset allocation strategy, which aims to reduce volatility and increase opportunities for growth.

Manulife U.S. Balanced Private Trust (50% equity, 50% fixed income)

Experienced management team utilizes a proven 7-step fundamental investment process to construct a portfolio with a neutral mix of 50 per cent U.S. equities and 50 per cent global bonds.

Manulife Global Balanced Private Trust (60% equity, 40% fixed income)

Provides access to Mawer's global equity strategy in combination with a well-diversified fixed income portfolio targeting 60 per cent in global equity, 20 per cent in Canadian bonds, and 20 per cent in global fixed income.

Manulife U.S. Balanced Value Private Trust (60% equity, 40% fixed income)

Provides access to Manulife's flagship asset management team, utilizing their proven value process to select equity and fixed income securities located primarily in the U.S.

Manulife Balanced Equity Private Pool (70% equity, 30% fixed income)

Provides access to an analytical management team utilizing a proprietary bottom-up investment strategy to construct a balanced portfolio targeting 70 per cent global equity and 30 per cent fixed income securities.

Fixed Income

Manulife Corporate Fixed Income Private Trust (100% fixed income)

Provides the opportunity to participate in the upside potential of high yield bonds while protecting on the downside with investment grade bonds for better risk-adjusted returns.

Manulife Global Fixed Income Private Trust (100% fixed income)*

Provides access to an experienced global bond team that tactically allocates assets across multiple fixed income sectors including global government bonds, investment grade and high yield corporate bonds.

* On May 25, 2018 Manulife U.S. Fixed Income Private Trust merged into Manulife Global Fixed Income Private Trust.

Codes (MMF)

Pool name	Sub-Advisor	Advisor series	Series T6	Series F	Series FT6	Series C	Series CT6	DCA ^{new} FE	DCA ^{new} No-Load
Equity Private Pools									
Manulife Canadian Equity Private Pool	Manulife Investment Management Limited	1948	1275	4017	1086	1950	1951	21948	24017
Manulife Dividend Income Private Pool	Manulife Investment Management Limited	1852	1832	4018	1087	1953	1954	21852	24018
Manulife U.S. Equity Private Pool	Manulife Investment Management (US) LLC	1955	1833	4025	1088	1957	1958	21955	24025
Manulife Global Equity Private Pool	Mawer Investment Management Ltd.	1963	1837	4027	1090	1965	1966	21963	24027
Manulife International Equity Private Trust	Mawer Investment Management Ltd.	3804	3300	3904	3205	3404	3704	23804	23904
Balanced Private Pools									
Manulife Balanced Income Private Trust	Manulife Investment Management (US) LLC	1286	1586	4077	1681	1486	1886	21286	24077
Manulife Canadian Balanced Private Pool	Manulife Investment Management Limited	1987	1544	4036	1096	1989	1990	21987	24036
Manulife Canadian Growth and Income Private Trust	Manulife Investment Management Limited	1296	1596	1396	1894	1496	1579	21296	21396
Manulife U.S. Balanced Private Trust	Manulife Investment Management (US) LLC	1288	1588	4079	1684	1488	1888	21288	24079
Manulife U.S. Balanced Value Private Trust	Manulife Investment Management (US) LLC	1294	1594	1394	1279	1494	1277	21294	21394
Manulife Global Balanced Private Trust	Mawer Investment Management Ltd.	1292	1592	1381	1884	1492	1892	21292	21381
Manulife Balanced Equity Private Pool	Manulife Investment Management (US) LLC	1991	1844	4037	1098	1993	1994	21991	24037
Fixed Income Private Pools									
Manulife Corporate Fixed Income Private Trust	Manulife Investment Management Limited	1940	1546	4011	1084	1942	1943	21940	24011
Manulife Global Fixed Income Private Trust*	Manulife Investment Management (US) LLC	1929	1533	4008	1082	1934	1935	21929	24008

* On May 25, 2018 Manulife U.S. Fixed Income Private Trust merged into Manulife Global Fixed Income Private Trust.

Purchase options

Advisor Series securities are offered in a front-end sales charge option only.

Series T6 securities are offered in a front-end sales charge option only. The series provides tax-efficient cash flow in the form of monthly distributions.

Series F securities are suitable for fee-based accounts, as all advisor service fees are negotiated between the advisor and the securityholder.

Series FT6 securities are suitable for fee-based accounts, as all advisor service fees are negotiated between the advisor and the securityholder. The series provides tax-efficient cash flow in the form of monthly distributions.

Series C securities are not subject to sales commission, instead you may charge a customizable dealer service fee on the account. The default dealer service fee charged quarterly to the account is zero unless a customized fee is negotiated between the advisor and the securityholder.

Series CT6 securities are not subject to sales commission, instead you may charge a customizable dealer service fee on the account. The default dealer service fee charged quarterly to the account is zero unless a customized fee is negotiated between you and the securityholder. The series provides tax-efficient cash flow in the form of monthly distributions.

Dollar Cost Averaging Plan (DCA) requires an initial minimum investment of \$100,000 - including accounts with \$250,000 or more invested in MPIP Investment Pools - in order to be eligible to transfer such funds under DCA to the Pool of your choice.

Using the dollar-cost averaging approach, you will have fixed amounts of your entire initial investment allocated into your pre-selected Manulife Private Investment Pool(s), including interest earned in the Manulife Dollar-Cost Averaging Fund, over the course of 52 weeks.

Fees

Pool name	Sub-Advisor	Advisor series		Series T6		Series F		Series FT6		Series C ^{††}		Series CT6 ^{††}		DCA ^{new} FE	DCA ^{new} No-Load
		MER (%)	Mgmt fee (%)	MER (%)	Mgmt fee (%)	MER (%)	Mgmt fee (%)	MER (%)	Mgmt fee (%)	MER (%)	Mgmt fee (%)	MER (%)	Mgmt fee (%)	-	-
Equity Private Pools															
Manulife Canadian Equity Private Pool	Manulife Investment Management Limited	1.99	1.57	2.06	1.57	1.01	0.68	1.04	0.68	1.02	0.68	1.00	0.68	-	-
Manulife Dividend Income Private Pool	Manulife Investment Management Limited	2.04	1.62	2.06	1.62	1.00	0.68	1.00	0.68	0.99	0.68	1.00	0.68	-	-
Manulife U.S. Equity Private Pool	Manulife Investment Management (US) LLC	2.09	1.64	2.14	1.64	1.03	0.70	1.04	0.70	1.04	0.70	0.98	0.70	-	-
Manulife Global Equity Private Pool	Mawer Investment Management Ltd.	2.08	1.64	2.14	1.64	1.09	0.72	1.07	0.72	1.09	0.72	1.09	0.72	-	-
Manulife International Equity Private Trust	Mawer Investment Management Ltd.	2.17	1.70	2.16	1.70	1.12	0.77	1.14	0.77	1.11	0.77	1.14	0.77	-	-
Balanced Private Pools															
Manulife Balanced Income Private Trust	Manulife Investment Management (US) LLC	1.92	1.54	1.93	1.54	0.89	0.60	0.89	0.60	0.88	0.60	0.87	0.60	-	-
Manulife Canadian Balanced Private Pool	Manulife Investment Management Limited	1.97	1.60	1.96	1.60	0.89	0.60	0.89	0.60	0.88	0.60	0.88	0.60	-	-
Manulife Canadian Growth and Income Private Trust	Manulife Investment Management Limited	1.92	1.57	1.89	1.57	0.89	0.60	0.84	0.60	0.90	0.60	0.88	0.60	-	-
Manulife U.S. Balanced Private Trust	Manulife Investment Management (US) LLC	1.99	1.61	2.01	1.61	0.94	0.65	0.95	0.65	0.92	0.65	0.96	0.65	-	-
Manulife U.S. Balanced Value Private Trust	Manulife Investment Management (US) LLC	1.97	1.61	2.00	1.61	0.92	0.65	0.89	0.65	0.90	0.65	0.92	0.65	-	-
Manulife Global Balanced Private Trust	Mawer Investment Management Ltd.	2.03	1.64	2.03	1.64	1.02	0.72	1.01	0.72	1.01	0.72	1.00	0.72	-	-
Manulife Balanced Equity Private Pool	Manulife Investment Management (US) LLC	2.03	1.63	2.00	1.63	1.03	0.71	1.01	0.71	1.00	0.71	0.97	0.71	-	-
Fixed Income Private Pools															
Manulife Corporate Fixed Income Private Trust	Manulife Investment Management Limited	1.28	1.01	1.30	1.01	0.80	0.57	0.81	0.57	0.81	0.57	0.83	0.57	-	-
Manulife Global Fixed Income Private Trust*	Manulife Investment Management (US) LLC	1.41	1.07	1.42	1.07	0.89	0.60	0.87	0.60	0.87	0.58	0.87	0.58	-	-

* On May 25, 2018 Manulife U.S. Fixed Income Private Trust merged into Manulife Global Fixed Income Private Trust.

A dash indicates that the MER is not available based on date of inception, or is not available in that series type.

Gross commission and redemption schedule

Trailing commissions	Front end option (%) ¹	Default dealer service fee (%) ²	Maximum deal service fee (%) ³
Manulife Corporate Fixed Income Private Trust, Manulife Global Fixed Income Private Trust*	0.50	0.00	0.75
Manulife Balanced Equity Private Pool, Manulife Balanced Income Private Trust, Manulife Canadian Balanced Private Pool, Manulife U.S. Balanced Private Trust, Manulife U.S. Balanced Value Private Trust, Manulife Canadian Growth and Income Private Trust, Manulife Canadian Equity Private Pool, Manulife Dividend Income Private Pool, Manulife Global Balanced Private Trust, Manulife U.S. Equity Private Pool, Manulife Global Equity Private Pool, Manulife International Equity Private Trust	1.00	0.00	1.25

* On May 25, 2018 Manulife U.S. Fixed Income Private Trust merged into Manulife Global Fixed Income Private Trust.

¹ Available for Advisor Series securities and Series T6 securities.

² Available for Series C securities and Series CT6 securities. The default dealer service fee is zero unless notification is provided to Manulife Investment Management to charge a fee.

³ Plus any applicable taxes. No trailing commission is paid in respect of the Series F securities and Series FT6 securities. For Capped MERs, the manager absorbs certain expenses that would otherwise be charged to the fund in order to cap the MER at the stated target. We expect the absorption of operating expenses to last indefinitely. However the manager reserves the right to stop absorbing expenses at any time without notice.

[†] PAC can only be initiated once the \$100,000 minimum initial investment has been met.

^{††} MERs assume the Dealer Service Fee is zero.



Investment pool facts

Initial minimum investment:

\$100,000 per pool per account, for accounts of \$100,000 – \$249,999 invested in MPIP Investment Pools.

No minimum per pool for accounts of \$250,000 or more invested in MPIP Investment Pools, with the exception of Manulife Dollar-Cost Averaging Fund whose minimum remains at \$100,000.

Subsequent deposits: \$25

Pre-authorized chequing (PAC) minimum[†]: \$25

Manulife Private Investment Pools – MPIP Investment Pools deliver essential benefits of sophisticated, institutional-style investing. They are offered by a trusted global financial institution and guided by the knowledge and conviction of quality investment teams. All with the flexibility and value to enhance your practice and meet the needs of today’s affluent investors.

If these benefits reflect your highest expectations, please contact your Manulife Investment Management sales team or visit **manulifeprivateinvestmentpools.ca**

Manulife Private Investment Pools – MPIP Investment Pools

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Manulife Private Investment Pools

For Advisor Use Only.

Commissions, trailing commissions, management fees and expenses all may be associated with mutual fund investments. Please read the fund facts as well as the prospectus of the mutual funds before investing. Mutual funds are not guaranteed, their values change frequently and past performance may not be repeated. The payment of distributions is not guaranteed and may fluctuate. If distributions paid by the fund are greater than the performance of the fund, then your original investment will shrink. Distributions should not be confused with a fund's performance, rate of return, or yield. You may also receive return of capital distributions from a fund. Please consult with your tax advisor regarding the tax implications of receiving distributions. See the prospectus for more information on a fund's distributions policy.

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