



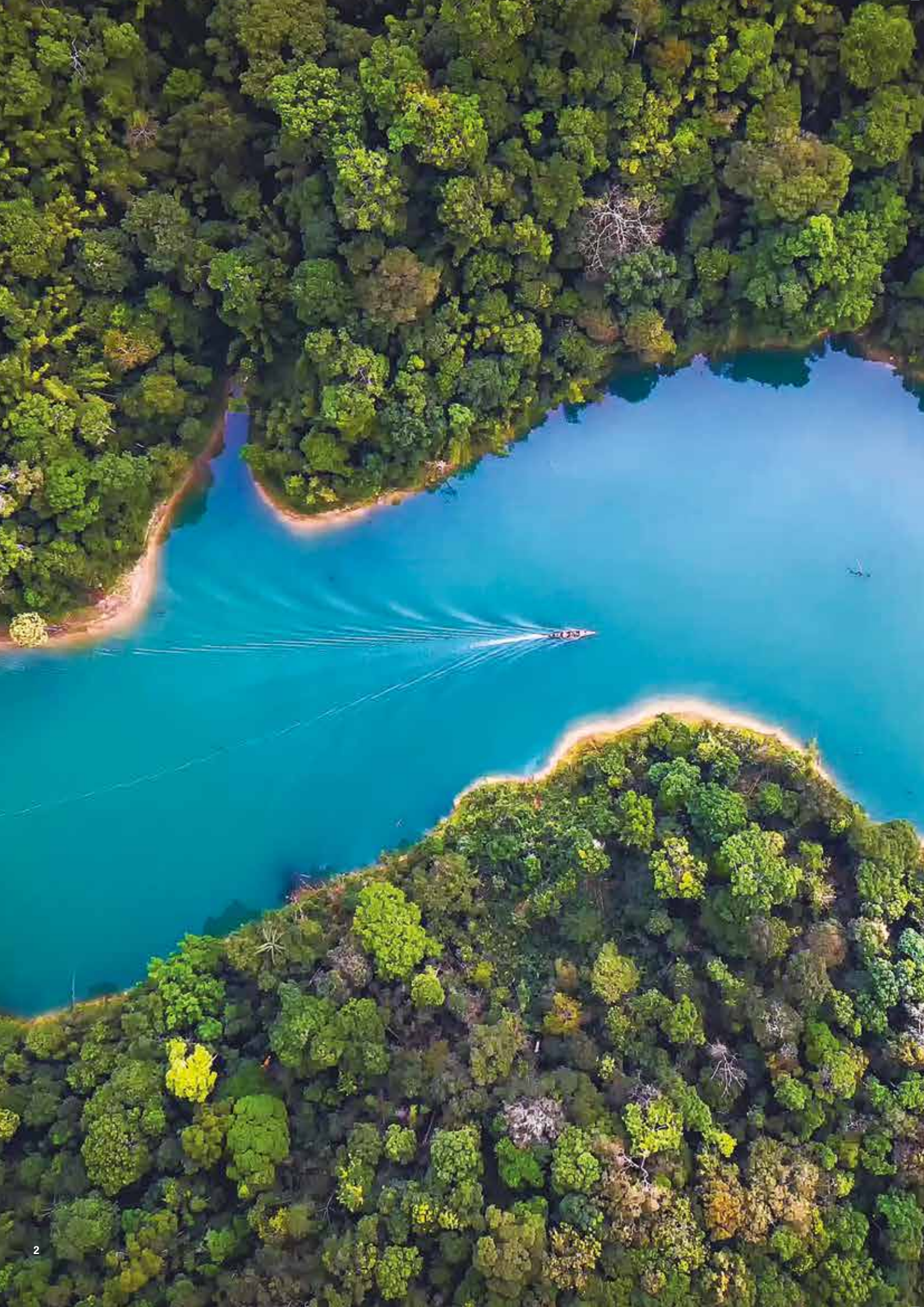
**Manulife**  
Investments

**Corporate brochure**  
**Asia edition**

Helping  
investors  
realise the  
*possibilities*

2025







Realising your  
investment goals  
with our *global  
strength*

At Manulife Investments, our goal is to help you realise investment possibilities.

As the global wealth and asset management segment of Manulife Financial Corporation, we draw on more than 160 years of financial stewardship to partner our clients globally – across retail, institutional, and retirement businesses.

And by leveraging our longstanding investment experience, deep expertise and strong Asian footprint, we aim to offer integrated investment and pension solutions that meet your unique investment needs.

**19**

Investment and client service  
operations in 19 geographies

**700+**

Investment professionals globally<sup>1</sup>

**\$897 B**

Global wealth and asset management's  
assets under management and  
administration (AUMA)<sup>2</sup>

**150+**

More than 150 illustrious industry  
accolades over the past 5 years in Asia<sup>3</sup>

Note: AUMA is calculated in USD.

<sup>1</sup> Our global investment professional team includes expertise from several affiliates and joint ventures; not all entities represent all asset classes.

<sup>2</sup> Source: MFC statistical information package, Global Wealth and Asset Management AUMA at September 30, 2024 which includes \$508.5 billion assets under management and \$0.8 billion assets under administration.

<sup>3</sup> Past performance is not an indication of future results. The awards are for information purposes only and should not be construed as an endorsement of Manulife Investments, its affiliates or its products.



# Making the most of investment *possibilities*

Whether you're an individual, an institution or a retirement plan member, we can help you pursue your long-term financial goals. We do this by partnering institutions, financial advisors, and retirement plan sponsors to truly understand your evolving needs, making the most of investment possibilities around you while dynamically managing risks.

## Retail

Leveraging our asset management expertise and a managed architecture platform, we work with financial advisors and other intermediaries to help you pursue life's most important financial goals - from saving for college and wealth accumulation to decumulation in retirement.

## Institutional

We partner with you to pursue a variety of investment goals, from risk management and liability matching strategies, to highly differentiated private markets strategies.

## Retirement

As a major player in the pension business in many parts of the world, we have a strong track record in generating solid asset growth and earnings. Our consultative approach and innovative plan design are based on decades of experience working with large and small retirement plans globally.

- **Broad product mix** across group and individual pensions
- **Strong partnership** ties with governments and industry in shaping retirement and pension policies
- **Objective-based asset allocation solutions** backed by strong investment capabilities

# Our strategic pillars, your beacons of *strength*

## 1 A passion for providing solutions

With leading capabilities in public and private markets, and the resources of a global financial organisation, we're able to truly understand your needs and create tailored solutions to meet them.



A passion for  
providing solutions

## 2 A specialist approach

Our focused teams are led by industry veterans with decades of experience managing strategies on behalf of investors – a specialist approach that has led to a culture of investment excellence and highly differentiated strategies across asset classes.

Focused,  
experienced  
teams

Proprietary,  
fundamental  
research

Multidimensional  
risk  
management



A specialist  
approach

## 3 A commitment to invest responsibly

We develop innovative global frameworks for sustainable investing, collaboratively engage with companies in our securities portfolios, and maintain a high standard of stewardship where we own and operate assets.



A commitment to  
invest responsibly

## 4 Delivering financial wellness for a better retirement

Plan sponsors around the world rely on our retirement plan administration and investment experience to help employees plan for, save for, and live a better retirement.



Delivering financial  
wellness for a better  
retirement

Our Asian  
presence,  
your  
*unparalleled*  
*access*

As one of Asia's most trusted brands with more than 120 years of on-the-ground experience, we're deeply embedded in each of the 10 Asian markets where we operate.



\*Mahindra & Mahindra Financial Services Limited (Mahindra Finance) through their subsidiary, Mahindra AMC, entered into a 51:49 joint venture with Manulife.



Our team of over 200 professionals in Asia conducts proprietary research to provide unique local insights. They form part of a wider network of 700 investment professionals located around the world.

Combining local insight with global reach gives us unparalleled edge in investment management.

# 120+

years of investment management  
experience in Asia

# 10

Strong footprint in 10 Asian  
markets

# 200+

On-the-ground investment  
professionals

# \$162.7B

in AUMA in Asia<sup>4</sup>

Note: AUMA calculated in USD.

<sup>4</sup> Source: Manulife Investments, as of September 30, 2024.



# Our diverse capabilities, your *delivered* *results*

With our global investment footprint, we complement our diverse capabilities in public and private markets with access to a network of unaffiliated asset managers from around the world — to help you achieve the results you desire.

## Public markets Your world of *possibilities*

### Equities

Our focused equity teams are committed to achieving your long-term objectives through customisable, differentiated strategies pursuing specialised and durable sources of alpha.

### Multi-assets

We help to seek better outcomes through active allocation, deeper diversification, and tailored solutions built over 25 years of multi-asset innovation.

**90+**  
investment professionals

**55+**  
investment professionals

**10**  
teams around the globe

**25+**  
years of multi-asset investing

**\$116.4B**  
in AUM<sup>5</sup>

**\$155.4B**  
in AUM<sup>6</sup>

Source: Manulife Financial Corporation as of September 30, 2024. Excludes subadvised assets under management. Assets are shown in U.S. dollars. Our global investment professional team includes expertise from several affiliates and joint ventures. Not all entities represent all asset classes. The methodologies used to compile the total AUM are subject to change and may not reflect regulatory AUM as reported on certain affiliates' Form ADV.

<sup>5</sup> AUM includes the balanced funds mainly equity weighted.

<sup>6</sup> AUM includes \$5.6 billion advised by MAST, managed by other Manulife Investments investment teams, and \$37.4 billion allocated to investment strategies managed by other Manulife Investments investment teams.



## Fixed income

Your income generation and wealth preservation goals are our priorities. We aim to achieve them by offering diverse strategies built on centralised research, autonomous teams, and a heritage of robust risk management.

**70+**  
investment professionals

**10**  
teams around the globe

**\$204B**  
in AUM<sup>7</sup>

<sup>7</sup> AUM includes the balanced funds mainly fixed income weighted.

## Asian fixed income, your *leading edge*

### 1. Stable Asian fixed income platform

**70+** investment professionals across **10** Asian territories

### 2. Extensive proprietary research network

Our unique **Manulife Investment Management Asian Credit Committee (MACC)** covers **500+** Asian sovereign and corporate credit issuers in the region to ensure an objective and unbiased view of credit opportunities

### 3. Inherited risk management culture

Multidimensional risk management approach to safeguard clients' assets

# Private markets

## Your window to specialist *opportunities*

Through our deep-seated industry experience and global commercial networks, we help to capitalise on inefficient markets, add diversification potential, and seek attractive risk-adjusted returns across a range of private markets strategies.

Our success in this asset class is driven by a long term focus, risk-conscious philosophy and in-house sector expertise. Most importantly, we embody a strong spirit of innovation and develop specialised products that are driven by the needs of our clients.

### Private equity and credit

We offer senior and junior private credit, with a focus on the North American and Asian middle markets where we have built a competitive advantage in deal sourcing and underwriting. We help our partners build value in their businesses through a deep understanding of their industries and business cycles and a creative approach to investment solutions.

### Real estate

We focus on core, core-plus, and value-added office, industrial, multifamily, and select retail assets in the U.S., Canada and Asia displaying strong growth characteristics and attractive demographics with potential upside to long term valuations.

Our active asset management seeks to maximise returns by delivering consistent income and long term capital appreciation through market cycles.

**20+**  
years of experience

**95+**  
years of experience

**\$25.3B**  
in AUM<sup>8</sup>

**\$19.2B**  
in AUM<sup>9</sup>

Note: All asset under management (AUM) calculated on a fair value basis in U.S. dollars (USD); all data as of March 31, 2024.

<sup>8</sup> Assets Under Management ("AUM") includes funded capital and \$8.3 billion of unfunded commitments. Effective with the quarter-ended March 31, 2024, a calculation error was identified for the total PE&C AUM presented herein. The error was caused by inconsistent booking of unfunded commitments across internal reporting systems and was identified in the AUM data roll forward as of March 31, 2024. This error impacted the AUM presented as of December 31, 2023, which was initially reported as \$25.7 billion and should have been reported as \$24.6 billion (an overstatement of less than 4.5%), which also contemplates updates in AUM based on updated reporting from underlying managers and other adjustments. The AUM presented above as of March 31, 2024, of \$25.3 billion represents an approximately 3% increase quarter over quarter based on the corrected AUM as of December 31, 2023. This correction only impacts the PE&C AUM figures and does not change the strategy level deployment or performance statistics as presented.

<sup>9</sup> Manulife Investment Management Private Markets (US) LLC (Manulife IM PM (US)) manages \$1.1B of real estate equity strategies on a discretionary basis and \$0.5B on a nondiscretionary basis, as of March 31, 2024. All data is as of March 31, 2024, unless otherwise noted. Includes assets for company's own use. Data includes North American real estate assets managed by Manulife Investments and its affiliates on behalf of Manulife's Canadian and U.S. general accounts and also certain third party investors. Totals may not sum to 100 due to rounding. Real estate opportunities are offered to U.S. institutional investors through Manulife IM PM (US). Of Manulife IM PM (US)'s \$41.4B assets under management, Manulife IM PM (US) manages \$1.3B of real estate equity strategies on a discretionary basis and \$0.5B on a nondiscretionary basis, as of March 31, 2024. Diversification does not guarantee a profit nor protect against loss in any market.



## Infrastructure

We seek to invest in core and core-plus infrastructure assets in the U.S., Canada and Europe that provide long-term, predictable cash flows.

We seek to invest opportunistically in value-add assets alongside experienced managers and operators, in transactions that offer downside protection through contract characteristics or structuring.

**40+**  
years of experience

**\$16.8B**  
in AUM<sup>10</sup>

## Timberland

We seek to invest in global timber assets capitalising on our size and strong regional relationships to build a risk-efficient portfolio across a range of geographies, species, age classes, and end products.

We aim to optimise land use through production efficiencies such as renewable energy and carbon.

**35+**  
years of experience

**\$11.6B**  
in AUM<sup>11</sup>

## Agriculture

We seek to invest in a portfolio of diversified farms leveraging our strong regional relationships to gain access to a variety of crop types, commodity types, geographies and operating structures.

Our global acquisition pipeline provides mature and development opportunities that can help you construct customised agricultural investment solutions.

**30+**  
years of experience

**\$4.3B**  
in AUM<sup>12</sup>

Note: AUM is calculated in USD.

<sup>10</sup> All data is as of March 31, 2024 unless otherwise noted. AUM data is on a fair value basis based on a combination of independent third-party appraisals and sponsor valuations as and is reflected in U.S. dollars. Data includes North American assets managed by Manulife Investments and its affiliates on behalf of Manulife's U.S. general account and certain third-party investors. Data does not include assets managed on behalf of Manulife's Canadian general account. Totals may not sum to 100 due to rounding. AUM does not include unfunded commitments. U.S. infrastructure private equity opportunities are offered to U.S. institutional investors through Manulife IM PM (US), a U.S. Securities and Exchange Commission registered investment adviser and affiliate of John Hancock Life Insurance Company (U.S.A.). Of Manulife IM PM (US)'s \$41.1 billion in AUM, Manulife IM PM (US) manages \$4.2B of infrastructure equity assets on a discretionary basis as of March 31, 2024. Diversification does not guarantee a profit nor protect against loss in any market.

<sup>11</sup> Aggregate fund-level market value as of March 31, 2024.

<sup>12</sup> AUM is managed on a discretionary and non-discretionary basis for the General Account, its affiliates and third party clients. Data as of March 31, 2024.

Our recognition,  
your continued  
*assurance*

## *Excellence in Asia*

### *Regional*

#### **Best Asset Class Award – Indian Equity**

AsianInvestor Asset Management Awards 2024

#### **Asian Bond House of the Year**

#### **Best ESG Engagement Initiative**

Best of the Best Awards 2024 – Asia Asset Management

### *Hong Kong (SAR)*

#### **Best Equity Sector Real Estate Global Fund Over 3 Years**

#### **Best Mixed Asset USD Flex - Global Fund Over 3 Years**

LSEG Lipper Fund Awards - Hong Kong Fund Awards 2024

#### **Best of the Best Performance Awards - ASEAN Equity (3 years)**

#### **Best ESG Engagement Initiative**

Best of the Best Awards 2024 – Asia Asset Management

### *Indonesia*

#### **Best Fund House of the Year**

#### **Best Bond Manager**

Best of the Best Awards 2024 – Asia Asset Management

#### **Asian Local Currency Bonds - Top Investment House – Rank 1**

The Asset Benchmark Research Awards 2023

### *Malaysia*

#### **Best Equity Fund Family Group Over 3 years**

#### **Best Equity Malaysia Small & Mid Cap Fund Over 10 Years**

#### **Best Mixed Asset MYR Flexible Fund Over 3 Years**

LSEG Lipper Fund Awards - Malaysia Funds Awards 2024

#### **Best Equity Fund Family Group Over 3 Years**

#### **Best Equity Malaysia Income Fund Over 10 Years**

#### **Best Equity Malaysia Small & Mid Cap Fund Over 3 & 5 Years**

#### **Best Mixed Asset MYR Balance – Malaysia Over 3 Years**

LSEG Lipper Fund Awards - Malaysia Islamic Funds Awards 2024

### *Taiwan Region*

#### **Best Fund Over 10 years - Equity India category**

LSEG Lipper Fund Awards 2024 - Taiwan Fund Awards

### *Singapore*

#### **Best Bond Asia Pacific HC Fund Over 3 and 5 years**

#### **Best Equity India Fund Over 10 years**

LSEG Lipper Fund Awards - Singapore Fund Awards 2024

#### **House Award - Best-in-Class - Flexible Mixed Asset category**

#### **House Award - Best-in-Class - Global Fixed Income category**

#### **House Award - Best-in-Class - Singapore Fixed Income category**

#### **House Award - Outstanding Achiever - Asia Fixed Income category**

#### **Top Fund Award - Outstanding Achiever - Healthcare Sector Equity category**

The Benchmark Fund of the Year Awards 2023

The awards herein are granted by The Asset, The AsianInvestor, Benchmark, Asia Asset Management, and the LSEG Lipper Fund Awards with whom we are not related to. Past performance is not an indication of future performance.

Source: **The AsianInvestor Asset Management Awards** are issued based on the assessment criteria of the top organisations and best investment strategies of the previous 12 months as of the end of the calendar year of the respective evaluation year. Please refer to <https://www.asianinvestor.net/> for details. **The Asset Benchmark Research Awards** are part of the annual Asian Local Currency Bond Benchmark Review, surveying 290 different institutions across 11 Asian markets during the first half of the year to generate the 2023 ranking. Please refer to <https://www.theasset.com/awards> for awards details. **The Benchmark Fund of the Year Awards** are issued by Benchmark and reflect the performance over 12 months, to as of to June 30, 2023 for House Awards and September 30, 2023 for Top Fund Awards. Please visit <https://www.benchmark.today/fund-awards-2023/> for awards details. **Best of the Best Awards** are issued by Asia Asset Management and reflect the performance over 12 months. Except for the Performance Awards, which the end period used is to September 30, 2023, the rest of the Awards showed above is for the period to November 30, 2023. Please visit <https://www.asiaasset.com/p/37056> for awards details. **The LSEG Lipper Fund Awards** of the market mentioned are based on the Lipper Leader for Consistent Return rating, which is a risk-adjusted performance measure calculated over 36, 60 and 120 months as of the end of the calendar year of the respective evaluation year. The fund with the highest Lipper Leader for Consistent Return (Effective Return) value in each eligible classification wins the LSEG Lipper Fund Award. For more information, see <http://lipperfundawards.com>.













# Asia offices

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## **Mainland China**

Manulife Overseas Investment Fund Management  
(Shanghai) Company Limited  
15F Building A, Hong Jin Tower, No. 396 Wuchang  
Road, Hong Kou District, Shanghai, China  
Tel: (86) 21 3602 1600

Manulife Fund Management Co., Ltd.  
Unit 02-07, 6F, China Life Financial Center, No. 23  
Zhenzhi Road, Chaoyang District, Beijing, China  
Tel: (86) 010 6657 7777

## **India**

Mahindra Manulife Mutual Fund (Joint Venture)  
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United States  
Tel: (1) 617 375 1500

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London, EC2Y 5EA  
United Kingdom  
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**Source:** Manulife Investments, all data as of September 30, 2024 unless otherwise stated.

#### Important notes

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