

IMPORTANT NOTICE

THE OFFERING CIRCULAR MAY NOT BE DISTRIBUTED DIRECTLY OR INDIRECTLY IN OR INTO THE UNITED STATES OR CANADA OR TO OR FOR THE BENEFIT OF U.S. PERSONS OR RESIDENTS OF CANADA OR IN OR INTO ANY OTHER JURISDICTION WHERE IT WOULD BE UNLAWFUL TO DO SO.

IMPORTANT: You must read the following disclaimer before continuing. The following disclaimer applies to the attached Offering Circular. You are advised to read this disclaimer carefully before accessing, reading or making any other use of the attached Offering Circular. In accessing the attached Offering Circular, you agree to be bound by the following terms and conditions, including any modifications to them from time to time, each time you receive any information from us as a result of such access.

Confirmation of Your Representation: This Offering Circular is being sent to you at your request and by accepting the e-mail and accessing the attached Offering Circular, you shall be deemed to represent to DBS Bank Ltd., The Hongkong and Shanghai Banking Corporation Limited, Singapore Branch and Standard Chartered Bank (collectively, the “**Managers**”) that (1) you and any customers you represent are not U.S. persons (as defined in Regulation S (“**Regulation S**”) under the United States *Securities Act of 1933*, as amended (the “**Securities Act**”)) and that the e-mail address that you gave us and to which this e-mail has been delivered is not being accessed in the United States, its territories or possessions, (2) to the extent you purchase the securities described in the attached Offering Circular, you will be doing so pursuant to Regulation S, and (3) you consent to delivery of the attached Offering Circular and any amendments or supplements thereto by electronic transmission.

The attached Offering Circular has been made available to you in electronic form. You are reminded that documents transmitted via this medium may be altered or changed during the process of transmission and consequently neither Manulife Financial Corporation (“**MFC**”), the Managers nor their affiliates, directors, officers, employees, representatives, agents and each person who controls any of MFC or the Managers or their respective affiliates accepts any liability or responsibility whatsoever in respect of any discrepancies between the document distributed to you in electronic format and the hard copy version. The Managers will provide a hard copy version to you upon request.

Restrictions: The attached document is being furnished in connection with an offering to non-U.S. persons in offshore transactions in compliance with Regulation S under the Securities Act solely for the purpose of enabling a prospective investor to consider the purchase of the securities described herein. You are reminded that the information in the attached Offering Circular is not complete and may be changed.

NOTHING IN THIS ELECTRONIC TRANSMISSION CONSTITUTES AN OFFER OF SECURITIES FOR SALE IN THE UNITED STATES OR ANY OTHER JURISDICTION WHERE IT IS UNLAWFUL TO DO SO. THE 3.00% SUBORDINATED NOTES DUE 2029 (THE “NOTES”) HAVE NOT BEEN, AND WILL NOT BE, REGISTERED UNDER THE SECURITIES ACT, OR THE SECURITIES LAWS OF ANY STATE OF THE UNITED STATES OR OTHER JURISDICTION AND THE NOTES MAY NOT BE OFFERED OR SOLD WITHIN THE UNITED STATES, OR TO, OR FOR THE ACCOUNT OR BENEFIT OF, U.S. PERSONS (AS DEFINED IN REGULATION S) EXCEPT PURSUANT TO AN EXEMPTION FROM, OR IN A TRANSACTION NOT SUBJECT TO, THE REGISTRATION REQUIREMENTS OF THE SECURITIES ACT AND APPLICABLE STATE OR LOCAL SECURITIES LAWS. THIS OFFERING IS MADE SOLELY TO NON-U.S. PERSONS IN OFFSHORE TRANSACTIONS PURSUANT TO REGULATION S UNDER THE SECURITIES ACT. THIS OFFERING CIRCULAR MAY NOT BE FORWARDED OR DISTRIBUTED TO ANY OTHER PERSON AND MAY NOT BE REPRODUCED IN ANY MANNER WHATSOEVER AND IN PARTICULAR, MAY NOT BE FORWARDED TO ANY US ADDRESS. ANY FORWARDING, DISTRIBUTION OR REPRODUCTION OF THIS OFFERING CIRCULAR IN WHOLE OR IN PART IS UNAUTHORISED. FAILURE TO COMPLY WITH THIS DIRECTIVE MAY RESULT IN A VIOLATION OF THE SECURITIES ACT OR THE APPLICABLE LAWS OF OTHER JURISDICTIONS. IF YOU HAVE GAINED ACCESS TO THIS TRANSMISSION CONTRARY TO ANY OF THE FOREGOING RESTRICTIONS, YOU ARE NOT AUTHORISED AND WILL NOT BE ABLE TO PURCHASE ANY OF THE SECURITIES DESCRIBED THEREIN.

The securities described in the attached Offering Circular have not been approved or disapproved by the U.S. Securities and Exchange Commission, any state securities commission in the United States or any other U.S. regulatory authority, nor have any of the foregoing authorities passed upon or endorsed the merits of the offering of the securities or the accuracy or adequacy of the Offering Circular. Any representation to the contrary is a criminal offence in the United States.

The Notes have not been and will not be qualified for sale under the securities laws of any province or territory of Canada. The Notes may not be offered, sold or delivered, directly or indirectly, in Canada, or to, or for the benefit of, residents of Canada.

Nothing in this electronic transmission constitutes an offer or an invitation by or on behalf of ourselves or the Managers to subscribe for or purchase any of the securities described therein, and access has been limited so that it shall not constitute directed selling efforts (within the meaning of Regulation S under the Securities Act).

If a jurisdiction requires that the offering be made by a licensed broker or dealer and the Managers or any affiliate of them is a licensed broker or dealer in that jurisdiction, the offering shall be deemed to be made by it or such affiliate on our behalf in such jurisdiction.

You are reminded that you have accessed the attached Offering Circular on the basis that you are a person into whose possession this Offering Circular may be lawfully delivered in accordance with the laws of the jurisdiction in which you are located and you may not nor are you authorised to deliver this document, electronically or otherwise, to any other person. If you have gained access to this transmission contrary to the foregoing restrictions, you are not allowed to purchase any of the securities described in the attached Offering Circular.

Actions that You May Not Take: If you receive this document by e-mail, you should not reply by e-mail to this announcement, and you may not purchase any securities by doing so. Any reply e-mail communications, including those you generate by using the “Reply” function on your e-mail software, will be ignored or rejected.



Manulife
Manulife Financial Corporation
\$\$500,000,000 3.00% SUBORDINATED NOTES DUE 2029

Issue Price: 100 per cent.

Manulife Financial Corporation (“MFC” or the “**Issuer**”) is offering \$500,000,000 aggregate principal amount of its 3.00% subordinated notes due 2029 (the “**Notes**”). Interest on the Notes will be payable semi-annually in arrears on 21 May and 21 November of each year, commencing on 21 May 2018, in respect of the period from and including 21 November 2017 (the “**Closing Date**”) to but excluding 21 November 2024 (the “**First Call Date**”) at the rate of 3.00% per annum, and thereafter from and including the First Call Date to but excluding the Maturity Date (as defined herein) at the rate per annum equal to the sum of the prevailing 5-year SGD Swap Rate (as defined herein) plus 0.832%. The Notes will mature on 21 November 2029 (the “**Maturity Date**”).

MFC may, at its option, redeem the Notes, with the prior approval of the Superintendent of Financial Institutions (the “**Superintendent**”), on not less than 30 days’ nor more than 60 days’ prior notice to the registered holder, in whole, but not in part, on the First Call Date and thereafter on each interest payment date at a redemption price equal to 100% of the principal amount thereof, together with accrued and unpaid interest to but excluding the date of redemption. MFC may also redeem the Notes in whole, but not in part, if a Regulatory Event or a Tax Event (each as described in “Description of the Notes”) were to occur. The Notes do not have the benefit of any sinking fund.

The Notes will be direct unsecured obligations of MFC constituting subordinated indebtedness for the purposes of the *Insurance Companies Act* (Canada) (the “**ICA**”) and will not be deposits insured under the *Canada Deposit Insurance Corporation Act*.

Approval in-principle has been obtained from the Singapore Exchange Securities Trading Limited (the “**SGX-ST**”) for the listing and quotation of the Notes on the Official List of the SGX-ST. The Notes will be issued in registered form in the denomination of \$250,000 each. The Notes will be traded on the SGX-ST in a minimum board lot size of \$200,000 for so long as the Notes are listed on the SGX-ST and the rules of the SGX-ST so require. The SGX-ST takes no responsibility for the correctness of any of the statements made or opinions expressed or reports contained in this document. Admission of the Notes to the Official List of the SGX-ST is not to be taken as an indication of the merits of MFC, Manulife (as herein defined) or the merits of the Notes.

The Notes are expected to be rated A- by S&P Global Ratings, acting through Standard & Poor’s Financial Services LLC (“**Standard & Poor’s**”). A credit rating is not a recommendation to buy, sell or hold the Notes and may be subject to revision or withdrawal at any time by the assigning rating agency.

The Notes are being issued as “Green Bonds” under the Manulife Green Bond Framework as set out in the “Manulife Green Bond Framework” section on page 22 of this Offering Circular (the “**Manulife Green Bond Framework**”).

Investing in the Notes involves risks that are described in the “Caution Regarding Forward-Looking Statements” section on page iv of this Offering Circular and the “Risk Factors” section on page 10 of this Offering Circular.

Owning the Notes may subject you to tax consequences both in Singapore and Canada. This Offering Circular may not describe these tax consequences fully. You should read the tax discussion in this Offering Circular and consult with your own tax advisor with respect to your own particular circumstances.

Where interest, discount income, prepayment fee, redemption premium or break cost is derived from any of the Notes by any person who (i) is not resident in Singapore and (ii) carries on any operations in Singapore through a permanent establishment in Singapore, the tax exemption available for qualifying debt securities (subject to certain conditions) under the Income Tax Act, Chapter 134 of Singapore (the “**Income Tax Act**”) shall not apply if such person acquires such Notes using the funds and profits of such person’s operations through a permanent establishment in Singapore. Any person whose interest, discount income, prepayment fee, redemption premium or break cost from the Notes is not exempt from tax (including for the reasons described above) shall include such income in a return of income made under the Income Tax Act.

The Managers (as defined herein) are offering the Notes, subject to prior sale, when, as and if issued to and accepted by them, subject to approval of legal matters by their counsel, including the validity of the Notes, and other conditions contained in the subscription agreement, referred to under “Subscription and Sale.” In connection with this offering, the Managers may engage in transactions that stabilise the market price of the Notes at levels other than those which otherwise might prevail on the open market. Such transactions, if commenced, may be discontinued at any time. See “Subscription and Sale.”

The Notes have not been and will not be registered under the *United States Securities Act of 1933* (the “**Securities Act**”), and, subject to certain exceptions, may not be offered or sold within the United States or to, or for the account or benefit of, U.S. persons (as defined under Regulation S (“**Regulation S**”) under the Securities Act).

The Notes have not been and will not be qualified for sale under the securities laws of any province or territory of Canada. The Notes may not be offered, sold or delivered, directly or indirectly, in Canada, or to, or for the benefit of, residents of Canada. For a description of certain restrictions on offers, sales and deliveries of Notes and on distribution of this Offering Circular, see “Subscription and Sale”.

The Notes will be issued in registered form and will be represented upon issue by a global certificate (the “**Book-Entry Security**”). The Book-Entry Security will be deposited on or about the Closing Date with, and registered in the name of a nominee of, the common depository for Euroclear Bank SA/NV (“**Euroclear**”) and Clearstream Banking S.A. (“**Clearstream, Luxembourg**”). Interests in the Book-Entry Security will be shown on, and transfers thereof will be effected only through, records maintained by Euroclear and Clearstream, Luxembourg and its accountholders.

MFC’s head office and registered office is located at 200 Bloor Street East, Toronto, Ontario, Canada M4W 1E5 (Tel. No. 416-926-3000).

This Offering Circular is an advertisement and is not a prospectus for the purposes of EU Directive 2003/71/EC.

DBS Bank Ltd.

Joint Lead Managers
HSBC

Standard Chartered Bank

The date of this Offering Circular is 14 November 2017

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ABOUT THIS OFFERING CIRCULAR

In this Offering Circular, unless otherwise indicated or unless the context otherwise requires:

- all references to “MFC” and to “MLI” refer to Manulife Financial Corporation and The Manufacturers Life Insurance Company, respectively, not including their subsidiaries;
- MFC and its subsidiaries, including MLI, are collectively referred to as “Manulife”; and
- references to “us,” “we” and “our” refer to Manulife.

The Issuer accepts responsibility for the information contained in this Offering Circular. To the best of the knowledge and belief of the Issuer (having taken all reasonable care to ensure that such is the case), the information contained in this Offering Circular is in accordance with the facts and does not omit anything likely to affect the import of such information.

You should rely only on the information contained in this Offering Circular or information to which you have been specifically referred in this Offering Circular. Neither we nor DBS Bank Ltd., The Hongkong and Shanghai Banking Corporation Limited, Singapore Branch and Standard Chartered Bank (the “Managers”), BNY Trust Company of Canada (the “Trustee”) or The Bank of New York Mellon, London Branch (the “Principal Paying Agent” and the “Calculation Agent”) or The Bank of New York Mellon SA/NV, Luxembourg Branch (the “Registrar” and the “Transfer Agent”, and together with the Principal Paying Agent and the Calculation Agent, the “Agents”) have authorised anyone to provide you with additional or different information. If anyone provided you with additional or different information, you should not rely on it. Neither we nor the Managers are making an offer to sell these securities in any jurisdiction where the offer or sale is not permitted. You should assume that the information contained in this Offering Circular and the documents incorporated by reference is accurate only as of their respective dates. Our business, financial condition, results of operations and prospects may have changed since those dates.

The Notes have been certified as “Climate Bonds” under the Climate Bonds Standard Version 2.1 per the Solar Sector Criteria and the Wind Sector Criteria. Eligible Assets’ conformance with the Climate Bonds Standard has been verified by an approved verifier, Jantzi Research Inc. (“Sustainalytics”). MFC will engage Sustainalytics or another approved verifier to conduct post-issuance verification within a year of the Notes’ issuance to reaffirm compliance with the Climate Bonds Standard.

To the fullest extent permitted by law, none of the Managers, the Trustee or the Agents accepts any responsibility for the contents of this Offering Circular or for any other statement, made or purported to be made by or on their behalf in connection with the Issuer or the issue and offering of the Notes. Each Manager, the Trustee and each Agent accordingly disclaims all and any liability whether arising in tort or contract or otherwise (save as referred to above) which it might otherwise have in respect of this Offering Circular or any such statement.

Neither this Offering Circular nor any other information supplied in connection with the offering of the Notes (a) is intended to provide the basis of any credit or other evaluation or (b) should be considered as a recommendation by the Issuer, the Managers, the Trustee or the Agents that any recipient of this Offering Circular or any other information supplied in connection with the offering of the Notes should purchase the Notes. Each investor contemplating purchasing any Notes should make its own independent investigation of the financial condition and affairs, and its own appraisal of the creditworthiness, of the Issuer.

In this Offering Circular, unless otherwise specified or the context otherwise requires, all dollar amounts are expressed in Canadian dollars and all financial information included and incorporated by reference in this Offering Circular has been prepared in accordance with the International Financial Reporting Standards as issued by the International Accounting Standards Board (“IFRS”). All references herein to “Canada” mean Canada, its provinces, its territories, its possessions and all areas subject to its jurisdiction.

The Notes are offered for sale in those jurisdictions where it is lawful to make such offers. The distribution of this Offering Circular and the offering or sale of the Notes in some jurisdictions may be restricted by law. Persons into whose possession this Offering Circular comes are required by us and the Managers to inform themselves about and to observe any applicable restrictions. This Offering Circular may not be used for or in connection with an offer or solicitation by any person in any jurisdiction in which that offer or solicitation is not authorised or to any person to whom it is unlawful to make that offer or solicitation. See “Selling Restrictions” in this Offering Circular.

Any website address included in this Offering Circular is an inactive textual reference only and information appearing on such website is not part of, and is not incorporated by reference in, this Offering Circular.

If a jurisdiction requires that the offering be made by a licensed broker or dealer and the Managers or any affiliate of them is a licensed broker or dealer in that jurisdiction, the offering shall be deemed to be made by it or such affiliate on our behalf in such jurisdiction.

CAUTION REGARDING FORWARD-LOOKING STATEMENTS

Some of the statements in this Offering Circular and the documents incorporated by reference in this Offering Circular may be forward-looking statements. All such statements are made pursuant to the “safe harbour” provisions of Canadian provincial securities laws and the U.S. *Private Securities Litigation Reform Act of 1995*.

Forward-looking statements in this Offering Circular and the documents incorporated by reference in this Offering Circular include, but are not limited to, statements with respect to MFC’s possible or assumed future results set out under “Corporate Strategy,” “General Development of the Business” and “Business Operations” in our most recent annual information form (“AIF”), in the management’s discussion and analysis in our most recent annual report and our most recent interim financial report, core return on common shareholders’ equity, expansion over the medium term and the drivers of such expansion, the contribution of recent major acquisitions and partnerships to annual core earnings over the medium term, the anticipated benefits and costs of the acquisition of the Canadian-based operations of Standard Life plc, Manulife’s expected capital position under the new Life Insurance Capital Adequacy Test guideline, the provision for estimated property and casualty reinsurance claims related to the recent hurricanes affecting the United States and the Caribbean, as well as the potential impact of draft tax reform legislation in the United States.

The forward-looking statements in this Offering Circular and the documents incorporated by reference in this Offering Circular also relate to, among other things, MFC’s objectives, goals, strategies, intentions, plans, beliefs, expectations and estimates, and can generally be identified by the use of words such as “may,” “will,” “could,” “should,” “would,” “likely,” “suspect,” “outlook,” “expect,” “intend,” “estimate,” “anticipate,” “believe,” “plan,” “forecast,” “objective,” “seek,” “aim,” “continue,” “goal,” “restore,” “embark” and “endeavor” (or the negative thereof) and words and expressions of similar import, and include statements concerning possible or assumed future results. Although MFC believes that the expectations reflected in such forward-looking statements are reasonable, such statements involve risks and uncertainties, and undue reliance should not be placed on such statements and they should not be interpreted as confirming market or analysts’ expectations in any way.

Certain material factors or assumptions are applied in making forward-looking statements and actual results may differ materially from those expressed or implied in such statements.

Important factors that could cause actual results to differ materially from expectations include but are not limited to:

- general business and economic conditions (including but not limited to the performance, volatility and correlation of equity markets, interest rates, credit and swap spreads, currency rates, investment losses and defaults, market liquidity and creditworthiness of guarantors, reinsurers and counterparties);
- changes in laws and regulations;
- changes in accounting standards applicable in any of the territories in which we operate;
- changes in regulatory capital requirements;
- our ability to execute strategic plans and changes to strategic plans;
- downgrades in our financial strength or credit ratings;
- our ability to maintain our reputation;
- impairments of goodwill or intangible assets or the establishment of provisions against future tax assets;
- the accuracy of estimates relating to morbidity, mortality and policyholder behaviour;

- the accuracy of other estimates used in applying accounting policies, actuarial methods and embedded value methods;
- our ability to implement effective hedging strategies and unforeseen consequences arising from such strategies;
- our ability to source appropriate assets to back our long-dated liabilities;
- level of competition and consolidation;
- our ability to market and distribute products through current and future distribution channels, including through our collaboration arrangements with Standard Life plc, bancassurance partnership with DBS Bank Ltd. and distribution agreement with Standard Chartered;
- unforeseen liabilities or asset impairments arising from acquisitions and dispositions of businesses, including with respect to the acquisitions of the Canadian-based operations of Standard Life plc, New York Life's retirement plan services business, and Standard Chartered's Mandatory Provident Fund ("MPF") and Occupational Retirement Schemes Ordinance ("ORSO") businesses;
- the realisation of losses arising from the sale of investments classified as available-for-sale;
- our liquidity, including the availability of financing to satisfy existing financial liabilities on expected maturity dates when required;
- obligations to pledge additional collateral;
- the availability of letters of credit to provide capital management flexibility;
- accuracy of information received from counterparties and the ability of counterparties to meet their obligations;
- the availability, affordability and adequacy of reinsurance;
- legal and regulatory proceedings, including tax audits, tax litigation or similar proceedings;
- our ability to adapt products and services to the changing market;
- our ability to attract and retain key executives, employees and agents;
- the appropriate use and interpretation of complex models or deficiencies in models used;
- political, legal, operational and other risks associated with our non-North American operations;
- acquisitions and our ability to complete acquisitions including the availability of equity and debt financing for this purpose;
- the failure to realise some or all of the expected benefits of acquired businesses, including the acquisitions of the Canadian-based operations of Standard Life plc, New York Life's retirement plan services business, and Standard Chartered's MPF and ORSO businesses;
- the disruption of or changes to key elements of Manulife's or public infrastructure systems;
- environmental concerns;

- our ability to protect our intellectual property and exposure to claims of infringement; and
- the inability of MFC and MLI to withdraw cash from subsidiaries.

Additional information about material risk factors that could cause actual results to differ materially from expectations and about material factors or assumptions applied in making forward-looking statements may be found in this Offering Circular under “Risk Factors” as well as under “Risk Factors” in our AIF, under “Risk Management,” “Risk Factors” and “Critical Accounting and Actuarial Policies” in the management’s discussion and analysis in our most recent annual report, under “Risk Management and Risk Factors Update” and “Critical Accounting and Actuarial Policies” in the management’s discussion and analysis in our most recent interim financial report, in the “Risk Management” note to the consolidated financial statements in our most recent annual report and most recent interim financial report, and elsewhere in MFC’s filings with Canadian and U.S. securities regulatory authorities.

The forward-looking statements in this Offering Circular or in the documents incorporated by reference in this Offering Circular are, unless otherwise indicated, stated as of the date thereof, hereof or the date of the document incorporated by reference, as the case may be, and are presented for the purpose of assisting investors and others in understanding our financial position and results of operations, our future operations, as well as our objectives and strategic priorities, and may not be appropriate for other purposes. MFC does not undertake to update any forward-looking statement, except as required by law.

DOCUMENTS INCORPORATED BY REFERENCE

The following documents, which have been filed by MFC with the securities regulatory authorities in Canada, are incorporated by reference in this Offering Circular:

- annual information form dated 9 February 2017;
- audited consolidated financial statements and the notes thereto for the years ended 31 December 2016 and 2015, together with the auditors’ report thereon;
- management’s discussion and analysis for the audited consolidated financial statements referred to in the preceding paragraph;
- unaudited interim consolidated financial statements and the notes thereto for the three and nine month periods ended 30 September 2017;
- management’s discussion and analysis for the unaudited interim consolidated financial statements referred to in the preceding paragraph;
- management information circular dated 8 March 2017 regarding MFC’s annual meeting of shareholders held on 4 May 2017; and
- material change report of MFC dated 25 May 2017 relating to the retirement of MFC’s Chief Executive Officer and the appointment of his successor.

Any statement contained in a document incorporated by reference herein shall be deemed to be modified or superseded for the purposes of this Offering Circular to the extent that a statement contained herein modifies or supersedes such statement. The modifying or superseding statement need not state that it has modified or superseded a prior statement or includes any other information set forth in the document that it modifies or supersedes. The making of a modified or superseded statement will not be deemed an admission for any purposes that the modified or superseded statement, when made, constituted a misrepresentation, an untrue statement of a material fact or an omission to state a material fact that is required to be stated or that is necessary to make a statement not misleading in light of the circumstances in which it was made. Any statement so modified or superseded shall not be deemed, except as so modified or superseded, to constitute a part of this Offering Circular.

THE OFFERING AND SUMMARY OF PROVISIONS RELATING TO THE NOTES

The following is a brief summary of some of the terms of this offering. For a more complete description of the terms of the Notes, see “Description of the Notes” in this Offering Circular.

Issuer	Manulife Financial Corporation
Securities Offered.....	S\$500,000,000 aggregate principal amount of 3.00% subordinated notes due 2029.
Interest	3.00% per annum from and including the Closing Date to but excluding the First Call Date. From and including the First Call Date to but excluding the Maturity Date at the rate per annum equal to the sum of the prevailing 5-year SGD Swap Rate (as defined under “Description of the Notes”) plus 0.832%.
Interest Payment Dates	21 May and 21 November of each year. 21 May 2018 will be the first interest payment date on which interest is paid.
Maturity Date	The Notes will mature on 21 November 2029.
Ranking	The Notes will constitute direct, unsecured and subordinated indebtedness for the purposes of the ICA, ranking equally and ratably with all other subordinated indebtedness (as defined in the ICA) of MFC from time to time issued and outstanding.
Optional Redemption	MFC may, at its option, redeem the Notes, with the prior approval of the Superintendent, on not less than 30 nor more than 60 days’ prior notice to the registered holder, in whole, but not in part, on the First Call Date and thereafter on each interest payment date at a redemption price equal to 100% of the principal amount thereof, together with accrued and unpaid interest to but excluding the date fixed for redemption, as described under “Description of the Notes—Optional Redemption.”
Redemption for Tax Event	If a Tax Event (as defined under “Description of the Notes”) has occurred and is continuing, the Notes will be subject to redemption in whole, but not in part, at the option of MFC, with the prior approval of the Superintendent, at any time, on not less than 30 nor more than 60 days’ prior written notice, at a redemption price equal to 100% of the principal amount thereof, together with accrued and unpaid interest thereon to, but excluding, the redemption date. See “Description of the Notes—Redemption for Tax Event.”
Redemption for Regulatory Event	If a Regulatory Event (as defined under “Description of the Notes”) has occurred and is continuing, the Notes will be subject to redemption in whole, but not in part, at the option of MFC, with the prior approval of the Superintendent, at any time, on not less than 30 nor more than 60 days’ prior written notice, at a redemption price equal to 100% of the principal amount thereof together with accrued and unpaid interest

thereon to, but excluding, the redemption date. See “Description of the Notes—Redemption for Regulatory Event.”

Events of Default

An event of default in respect of the Notes will occur if MFC becomes bankrupt or insolvent, consents to the institution of bankruptcy or insolvency proceedings against it, resolves to wind-up or liquidate, is ordered wound-up or liquidated, makes a general assignment for the benefit of its creditors, or a receiver of a substantial portion of MFC’s property is appointed.

If an event of default has occurred and is continuing, the Trustee may, in its discretion and shall, upon request of holders of not less than 25% of the principal amount of the Notes, declare the principal of, premium, if any, and interest on all outstanding Notes to be immediately due and payable or institute winding-up proceedings under the *Winding-Up and Restructuring Act* (Canada) (the “WURA”) if MFC is insolvent. However, the holders of a majority in principal amount of the Notes by written notice to the Trustee may, under certain circumstances, instruct the Trustee to waive any event of default and/or to cancel any such declaration. There is no right of acceleration in the case of a breach in the performance of any covenant of MFC in the Indenture, although a legal action could be brought by the Trustee to enforce such covenant. A failure to pay amounts due on the Notes does not confer a right of acceleration unless it results in an event of default.

Form and Denomination.....

The Notes will be represented by a fully registered global security registered in the name of a nominee for the common depositary for Euroclear and Clearstream, Luxembourg. Except as described under “Summary of Provisions Relating to the Notes in Global Form” in this Offering Circular, Notes in definitive form will not be issued. The Notes will be issued in denominations of S\$250,000.

Listing of the Notes.....

Approval in-principle has been obtained from the SGX-ST for the listing and quotation of the Notes on the Official List of the SGX-ST. Admission of the Notes to the Official List of the SGX-ST is not to be taken as an indication of the merit of MFC, Manulife or the Notes. The SGX-ST assumes no responsibility for the correctness of any of the statements made, opinions expressed or reports contained herein.

The Notes will be traded on the SGX-ST in a minimum board lot size of S\$200,000 for so long as the Notes are listed on the SGX-ST and the rules of the SGX-ST so require.

So long as the Notes are listed on the SGX-ST and the rules of the SGX-ST so require, MFC shall appoint and maintain a paying agent in Singapore, where the Notes may be presented or surrendered for payment or redemption, in the event that the Book-Entry Security is exchanged for certificates in definitive form. In addition, in the event that the Book-Entry Security is exchanged for certificates in definitive form, an announcement of such exchange shall be made by or on MFC’s behalf through the SGX-ST and such announcement will include all material

information with respect to the delivery of the certificates in definitive form, including details of the paying agent in Singapore.

Form and Clearing The Notes will be issued in registered form and will initially be represented by a single Book-Entry Security which will be deposited with and registered in the name of a nominee for the common depository for Euroclear and Clearstream, Luxembourg.

For so long as the Notes are represented by the Book-Entry Security and Euroclear and Clearstream, Luxembourg so permit, interests in the Notes shall be tradeable in principal amounts of S\$250,000.

The address of Euroclear is Euroclear Bank SA/NV, 1 Boulevard du Roi Albert II, B-1210 Brussels and the address of Clearstream, Luxembourg is Clearstream Banking S.A., 42 Avenue JF Kennedy, L-1855 Luxembourg.

Additional Issues MFC may, from time to time, without notice to or the consent of holders of the Notes, create and issue additional notes having the same terms and conditions as the Notes offered hereby in all respects except for the issue date, issue price and, if applicable, the initial interest accrual date and the first payment of interest following the issue date of the new notes. These additional notes may be consolidated and form a single series with the previously issued Notes and have the same terms as to status, redemption or otherwise as the previously issued Notes. The Notes offered hereby and any additional notes would rank equally and rateably.

Additional Amounts MFC will make payments under or with respect to the Notes without withholding or deduction for or on account of Canadian taxes unless such withholding or deduction is required by law or the interpretation or administration thereof, in which case, subject to certain exceptions, MFC will pay such additional amounts as may be necessary so that the net amount received by holders of the Notes after such withholding or deduction will equal the amount that such holders would have received in the absence of such withholding or deduction. See “Description of the Notes—Payment of Additional Amounts.”

Rating The Notes are expected to be rated A- by Standard & Poor’s.

Trustee BNY Trust Company of Canada.

Principal Paying Agent and Calculation Agent The Bank of New York Mellon, London Branch.

Registrar and Transfer Agent The Bank of New York Mellon SA/NV, Luxembourg Branch

Use of Proceeds MFC will use an amount equal to the net proceeds of the sale of the Notes to fund the financing or refinancing of new and/or existing Eligible Assets (as defined in the Manulife Green Bond

Framework). See “Use of Proceeds”.

Green Bonds	The Notes are being issued by MFC as “Green Bonds” under the Manulife Green Bond Framework. See the “Manulife Green Bond Framework” section on page 22 of this Offering Circular.
Governing Law	The Notes and the Indenture (as defined in “Description of the Notes”) governing the Notes will be governed by the laws of the Province of Ontario and the federal laws of Canada applicable therein.
Selling Restrictions	The Notes are being sold outside the United States to non-U.S. persons in reliance on Regulation S and other applicable laws.
ISIN and Common Code	The ISIN for this issue is XS1717080524 and the Common Code is 171708052.

Summary Consolidated Financial Information

The following table sets forth certain summary historical consolidated financial information of Manulife. We derived the consolidated financial information for each of the years ended 31 December 2016 and 2015 and as of 31 December 2016 and 2015 from our audited consolidated financial statements and notes to the financial statements included in our most recent annual report, which is incorporated by reference herein. This summary consolidated financial information should be read in conjunction with and is qualified by reference to these financial statements and the related notes. We derived the consolidated financial information for the year ended and as of 31 December 2014 from our audited consolidated financial statements not included or incorporated by reference in this Offering Circular. The consolidated financial information for the nine months ended 30 September 2017 and 2016 and as at 30 September 2017 and 2016 presented below is derived from our unaudited interim consolidated financial statements. The following consolidated statements of operations and consolidated statements of financial position data have been prepared in accordance with IFRS.

You should read the following information in conjunction with our financial statements and the notes thereto and the other financial and statistical information that we include or incorporate by reference in this Offering Circular. The results for past accounting periods are not necessarily indicative of the results to be expected for any future accounting period.

	For Year Ended 31 December			For Nine Months Ended 30 September (unaudited)	
	2014	2015	2016	2016	2017
	(\$ in millions)			(\$ in millions)	
Consolidated Statement of Income					
Data: Revenue					
Net premiums excluding Closed Block reinsurance transaction ⁽¹⁾	17,813	23,925	27,632	20,631	21,267
Premiums ceded, net of commission and additional consideration relating to Closed Block reinsurance transaction ⁽¹⁾	—	(7,996)	—	—	—
Net investment income (loss) ⁽²⁾	27,836	8,403	14,524	27,636	12,800
Other revenue	8,739	10,098	11,181	8,544	8,009
Total revenue	54,388	34,430	53,337	56,811	42,076
Net benefits and claims	38,365	17,341	34,134	41,556	25,282
Total contract benefits and expenses	50,124	31,812	50,008	53,197	37,452
Income before income taxes	4,264	2,618	3,329	3,614	4,624
Income tax expense	(671)	(328)	(196)	(646)	(633)
Net income	3,593	2,290	3,133	2,968	3,961
Net income (loss) attributed to non-controlling interests and participating policyholders.....	92	99	204	102	251
Net income attributed to shareholders	3,501	2,191	2,929	2,866	3,710
Preferred share dividends	(126)	(116)	(133)	(100)	(119)
Common shareholders' net income	3,375	2,075	2,796	2,766	3,591

	As of			As of	
	31 December			30 September	
	2014	2015	2016	(unaudited)	
	(\$ in millions)			(\$ in millions)	
Consolidated Statement of Financial Position					
Data: Assets					
Total invested assets	269,310	309,267	321,869	328,756	325,106
Total other assets	53,564	82,127	83,635	99,639	71,293
Segregated funds net assets	256,532	313,249	315,177	313,904	316,977
Total assets	579,406	704,643	720,681	742,299	713,376
Liabilities					
Insurance contract liabilities	229,513	287,059	297,505	307,493	293,228
Investment contract liabilities	2,644	3,497	3,275	3,268	3,128
Other liabilities	45,260	49,352	49,025	60,800	43,023
Long-term debt	3,885	1,853	5,696	5,385	5,362
Liabilities for preferred shares and capital instruments	5,426	7,695	7,180	8,134	7,903
Liabilities for subscription receipts ⁽³⁾	2,220	—	—	—	—
Segregated funds net liabilities	256,532	313,249	315,177	313,904	316,977
Total liabilities	545,480	662,705	677,858	698,984	669,621
Equity					
Shareholders' accumulated other comprehensive income ("AOCI")	2,166	6,992	5,347	6,105	3,593
Shareholders' equity excluding AOCI	31,140	34,167	36,485	36,314	38,928
Total shareholders' equity	33,306	41,159	41,832	42,419	42,521
Non-controlling interests and participating policyholders' equity	620	779	991	896	1,234
Total equity	33,926	41,938	42,823	43,315	43,755
Total liabilities and equity	579,406	704,643	720,681	742,299	713,376

- Effective 1 July 2015, U.S. Division's Retirement Plan Services business included the assumption by New York Life of John Hancock's in-force participating life insurance closed block (the "Closed Block") through net 60% reinsurance agreements. The Closed Block transaction with New York Life resulted in a net ceded premium of approximately \$8.0 billion, reported as a reduction in premiums net of commissions received and additional consideration received relating to New York Life's retirement plan services business.
- Realised and unrealised gains (losses) on assets supporting insurance and investment contract liabilities are mostly offset by changes in the measurement of our policy obligations. For fixed income assets supporting insurance and investment contracts, equities supporting pass-through products and derivatives related to variable annuity hedging programs, the impact of realised/unrealised gains (losses) on the assets is largely offset in the change in insurance and investment contract liabilities. The realised/unrealised gains (losses) on assets supporting insurance and investment contract liabilities related primarily to the impact of interest rate changes on bond and fixed income derivative positions as well as interest rate swaps supporting the dynamic hedge program.
- On 15 September 2014, as part of the financing of the transaction related to the purchase of Standard Life, MFC issued 105,647,334 subscription receipts through a combination of a public offering and a private placement with the Caisse de dépôt et placement du Québec. The net cash proceeds from the sale of the subscription receipts were held by an escrow agent, in a restricted account, until closing of the transaction on 30 January 2015. Each subscription receipt entitled the holder to automatically receive, without payment of additional consideration or further action, one common share of MFC together with an amount equal to the per share dividends MFC declared on its common shares for record dates which occurred in the period from 15 September 2014 up to 29 January 2015, net of any applicable withholding taxes. On 30 January 2015, Manulife completed its purchase of Standard Life for cash consideration of \$4 billion. On the same day, MFC's outstanding subscription receipts were automatically converted on a one-for-one basis for 105,647,334 MFC common shares with a stated value of approximately \$2.2 billion.

RISK FACTORS

An investment in the Notes is subject to various risks, including those risks inherent in investing in a diversified financial institution. Before deciding whether to invest in the Notes, prospective investors should carefully consider the risks relating to Manulife and the other information in this Offering Circular and the documents incorporated by reference in this Offering Circular, including the risks and uncertainties discussed under “Risk Factors” in our AIF, under “Risk Management”, “Risk Factors” and “Critical Accounting and Actuarial Policies” in the management’s discussion and analysis in our most recent annual report, under “Risk Management and Risk Factors Update” and “Critical Accounting and Actuarial Policies” in the management’s discussion and analysis in our most recent interim financial report, in the “Risk Management” note to the consolidated financial statements in our most recent annual report and most recent interim financial report, and elsewhere in MFC’s filings with Canadian and U.S. securities regulatory authorities. The risks and uncertainties described below and in the documents incorporated by reference are not the only ones we may face. Additional risks and uncertainties that we are unaware of, or that we currently deem to be immaterial, may also become important factors that affect us. If any of the following risks actually occurs, our business, financial condition or results of operations could be materially adversely affected, with the result that the trading price of the Notes could decline and investors could lose all or part of their investment.

The Notes may not be a suitable investment for all investors.

Each potential investor in the Notes must determine the suitability of that investment in light of its own circumstances. In particular, each potential investor should:

- have sufficient knowledge and experience to make a meaningful evaluation of the Notes, the merits and risks of investing in the Notes and the information contained in this Offering Circular;
- have access to, and knowledge of, appropriate analytical tools to evaluate, in the context of its particular financial situation, an investment in the Notes and the impact the Notes will have on its overall investment portfolio;
- have sufficient financial resources and liquidity to bear all of the risks of an investment in the Notes, including where the currency for principal or interest payments is denominated in a currency different from that of the potential investor;
- understand thoroughly the terms of the Notes and be familiar with the behaviour of any relevant financial markets; and
- be able to evaluate (either alone or with the help of a financial adviser) possible scenarios for economic, interest rate or other factors that may affect its investment and its ability to bear the applicable risks.

The Notes are complex investment securities. A potential investor should not invest in the Notes unless it has the expertise (either alone or with a financial adviser) to evaluate how the Notes will perform under changing conditions, the resulting effects on the value of the Notes and the impact this investment will have on the potential investor’s overall investment portfolio.

Because the Indenture contains no limit on the amount of additional debt that we may incur, our ability to make timely payments on the Notes may be affected by the amount and terms of our future debt.

Our ability to make timely payments on our outstanding debt may depend on the amount and terms of our other obligations, including any Notes. The Indenture does not contain any limitation on the amount of indebtedness or other liabilities that we or any of our subsidiaries may incur in the future, including additional senior debt securities and subordinated debt securities. As we issue additional notes under the Indenture or incur other indebtedness, unless our earnings grow in proportion to our debt and other fixed charges, our ability to service the Notes on a timely basis may become impaired. We expect that we will from time to time incur additional debt and

other liabilities. In addition, MFC is not restricted from paying dividends on or repurchasing its securities under the Indenture.

The value of the Notes will be affected by the general creditworthiness of MFC.

The value of the Notes will be affected by the general creditworthiness of MFC. Real or anticipated changes in credit ratings on the Notes may affect the market value of the Notes. No assurance can be given that any credit rating assigned to the Notes will not be lowered or withdrawn entirely by the relevant rating agency. In addition, real or anticipated changes in credit ratings could adversely impact the marketability of the insurance and wealth management products offered by Manulife and could affect the cost at which Manulife obtains funding, thereby affecting MFC's liquidity, business, financial condition or results of operations.

During the last twelve months ending October 31, 2017, Standard & Poor's, Moody's Investors Service, Inc., a subsidiary of Moody's Corporation, DBRS, Fitch Ratings Inc. and A.M. Best Company maintained their assigned ratings of MFC and its primary insurance operating companies. All credit rating agencies view the outlook for MFC and its primary insurance operating companies as stable.

Credit rating agencies remain concerned with our capital and net earnings volatility associated with fair-value accounting; net exposures to equity markets and lower interest rates, alternative long duration asset holdings as a percentage of capital, and challenges associated with managing in-force long term care, universal life with secondary guarantees and variable annuity products in the United States. Some credit rating agencies also view our financial leverage and earnings coverage metrics as not meeting expectations. There can be no guarantee that downgrades will not occur.

There are limited remedies for non-payment under the Notes and Noteholders' rights to institute proceedings against MFC in such event would arise only upon the occurrence of an Event of Default.

The Indenture provides that an event of default in respect of the Notes will occur if MFC becomes bankrupt or insolvent, consents to the institution of bankruptcy or insolvency proceedings against it, resolves to wind-up or liquidate, is ordered wound-up or liquidated, makes a general assignment for the benefit of its creditors, or a receiver of a substantial portion of MFC's property is appointed.

Pursuant to the WURA, MFC will be deemed to be insolvent in a number of circumstances, including if it is unable to pay its debts as they become due as further described below. The WURA contains a presumption that a company is deemed to be unable to pay its debts as they become due whenever a creditor, to whom the company is indebted in a sum exceeding two hundred Canadian dollars then due, has served on the company, in the manner in which process may legally be served on it in the place where service is made, a demand in writing requiring the company to pay the sum due, and the company has, for sixty days next after the service of the demand, neglected to pay the sum or to secure or compound for the sum to the satisfaction of the creditor. If MFC fails to, or is unable to, pay amounts due on the Notes pursuant to its obligations under the Indenture, or any other undisputed claim arising under the Indenture, for 60 days after the service of a written demand on MFC in the manner in which process may legally be served on it, it would be deemed to be unable to pay its debts as they become due and to be insolvent for the purpose of the WURA, which would result in an event of default under the Indenture.

In addition, there are other specified circumstances the occurrence of which would deem MFC as insolvent under the WURA (and hence result in an event of default under the Indenture), including: (i) the calling of a meeting of creditors by MFC for the purposes of compounding with them; (ii) MFC exhibiting a statement showing its inability to meet its liabilities; (iii) MFC otherwise acknowledging its insolvency; (iv) the actual or attempted assignment, removal or disposition of any of its property, with intent to defraud, defeat or delay its creditors, or any of them; (v) any general conveyance or assignment by MFC of its property for the benefit of its creditors or if, being unable to meet its liabilities in full, it makes any sale or conveyance of the whole or the main part of its stock in trade or assets without the consent of its creditors or without satisfying their claims; and (vi) if MFC permits any execution issued against it, under which any of its goods, chattels, land or property are seized, levied on or taken in execution, to remain unsatisfied until within four days of the time fixed by the sheriff or other officer for the sale thereof, or for fifteen days after the seizure.

A failure to pay amounts due on the Notes does not contractually confer a right of acceleration or a right to institute winding-up proceedings; however the Trustee may, in its discretion and shall, upon request of holders of not less than 25% of the principal amount of the Notes, in such circumstance institute proceedings against MFC for payment of such overdue amounts, and may elect to declare the principal of, premium, if any, and interest on all outstanding Notes to be immediately due and payable or institute winding-up proceedings under the WURA if MFC is insolvent, including as deemed by the WURA (and such insolvency would constitute an event of default under the Indenture as described in “Description of the Notes – Events of Default”).

MFC is restricted from making payments under subordinated debentures issuable under the Indenture, including the Notes, when its Senior Indebtedness (as defined in the Indenture) is due or in default (see “MFC is restricted from making payments under the Notes when its Senior Indebtedness is due or in default”). The ICA prohibits the declaration or payment of any dividend on shares of an insurance company if there are reasonable grounds for believing (i) the company does not have adequate capital and adequate and appropriate forms of liquidity, or (ii) the declaration or the payment of the dividend would cause the company to be in contravention of any regulation made under the ICA respecting the maintenance of adequate capital and adequate and appropriate forms of liquidity, or any direction made to the company by the Superintendent.

MFC is restricted from making payments under the Notes when its Senior Indebtedness is due or in default.

In addition to a subordination in right of prior payment in full of all Policy Liabilities (as defined in the Indenture) and all Senior Indebtedness (as defined in the Indenture) on an insolvency or winding up of MFC, the Notes are also at all times expressly subordinated in right of payment of principal of, premium, if any, and interest on any Senior Indebtedness (whether upon maturity, acceleration or upon the occurrence of a default with respect to any Senior Indebtedness which permits the holders thereof to accelerate the maturity thereof). Pursuant to the terms of the Indenture, MFC is restricted from making any payment on account of principal of, premium, if any, and interest on the Notes, or on other subordinated indebtedness issued under the Indenture, until all principal of, premium, if any, and interest due on all such defaulted, matured or accelerated Senior Indebtedness is paid in full (or shall have been duly provided for) or, in the case of a default, until such default shall have been cured or waived or shall have ceased to exist. Accordingly, Noteholders may not receive any payments timely on the Notes in the event of a maturity, acceleration or default of MFC’s Senior Indebtedness. However, a failure by MFC to pay any principal of, premium, if any, and interest on the Notes on the original due date thereof as a result of any restriction as described above shall nonetheless be a breach of MFC’s payment covenant under the Indenture.

The market value of the Notes may fluctuate.

Prevailing interest rates on similar debt instruments will affect the market value of the Notes. Assuming all other factors remain unchanged, the market value of the Notes would be expected to decline as prevailing interest rates for comparable debt instruments rise, and would be expected to increase as prevailing interest rates for comparable debt instruments decline.

From time to time, the financial markets experience significant price and volume volatility that may affect the market price of the Notes for reasons unrelated to our performance. The continuing volatility in financial markets may adversely affect us and the market price of the Notes. Also, the financial markets are generally characterised by extensive interconnections among financial institutions. As such, defaults by other financial institutions in Canada, the United States, Singapore or other countries could adversely affect us and the market price of the Notes. Additionally, the value of the Notes is subject to market value fluctuations based upon factors which influence our operations, such as legislative or regulatory developments, competition, technological change and global capital market activity.

The Notes are redeemable at MFC’s option or upon the occurrence of certain events.

The Notes are redeemable at MFC’s option, as set forth in this Offering Circular, and MFC may choose to redeem the Notes from time to time, in accordance with its rights under the Indenture, including when prevailing interest rates are lower than the rate borne by the Notes. If prevailing rates are lower at the time of redemption, a purchaser would not be able to reinvest the redemption proceeds in a comparable security at an effective interest rate

as high as the interest rate on the Notes being redeemed. MFC's redemption right also may adversely impact a purchaser's ability to sell Notes as the optional redemption date or period approaches.

In addition to MFC's option, MFC may, with the prior approval of the Superintendent, redeem the Notes in whole, but not in part, at any time, on not less than 30 nor more than 60 days' prior notice upon the occurrence of a Tax Event or a Regulatory Event. See "Description of the Notes – Redemption for Tax Event" and "Description of the Notes – Redemption for Regulatory Event".

The Superintendent will consider whether to approve the exercise of any such redemption option on a case by case basis. Holders of the Notes will have no right to call for the redemption of the Notes and should not invest in the Notes in the expectation that such a call will be exercised by MFC or approved by the Superintendent. Any decisions by MFC as to whether it will exercise redemption options in respect of the Notes will be taken at the absolute discretion of MFC with regard to factors such as the economic impact of exercising such redemption options, regulatory capital requirements and prevailing market conditions. There can be no assurance that holders of Notes will be able to reinvest the amounts received upon redemption at a rate that will provide the same rate of return as their investments in the Notes.

The interest rate in respect of the Notes will reset.

The interest rate in respect of the Notes will reset on the First Call Date. The new interest rate is unlikely to be the same as, and may be lower than, the interest rate for the preceding period.

Our holding company structure may adversely affect the ability of holders of Notes to receive payments on the Notes.

MFC is a holding company that relies on dividends and interest payments from its insurance and other subsidiaries as the principal source of cash flow to meet its obligations with respect to its indebtedness (including the Notes). As a result, MFC's cash flows and ability to service its obligations, including the Notes, are dependent upon the earnings of its subsidiaries and the distribution of those earnings and other funds by its subsidiaries to it. Substantially all of MFC's business is currently conducted through its subsidiaries. In addition, the Superintendent is considering capital requirements for MLI on a standalone basis that could further restrict dividends and other distributions to MFC.

MLI is MFC's principal operating subsidiary. The payment of dividends to MFC by MLI is subject to restrictions set out in the ICA. The ICA prohibits the declaration or payment of any dividend on shares of an insurance company if there are reasonable grounds for believing: (i) the company does not have adequate capital and adequate and appropriate forms of liquidity; or (ii) the declaration or the payment of the dividend would cause the company to be in contravention of any regulation made under the ICA respecting the maintenance of adequate capital and adequate and appropriate forms of liquidity, or of any direction made to the company by the Superintendent. All of our U.S. and Asian operating life insurance companies are subsidiaries of MLI. Accordingly, a restriction on dividends from MLI would prevent MFC from obtaining dividends from its U.S. and Asian insurance businesses.

Certain of MFC's U.S. insurance subsidiaries also are subject to insurance laws in Michigan, New York, Massachusetts and Vermont, the jurisdictions in which these subsidiaries are domiciled, which impose general limitations on the payment of dividends and other upstream distributions by these subsidiaries to MLI. Our Asian insurance subsidiaries are also subject to restrictions in the jurisdictions in which these subsidiaries are domiciled which could affect their ability to pay dividends to MLI in certain circumstances. In addition, the ability of MFC's insurance subsidiaries to pay dividends to MFC in the future will depend on their earnings and regulatory restrictions. These subsidiaries are subject to a variety of insurance and other laws and regulations that vary by jurisdiction and are intended to protect policyholders and beneficiaries in that jurisdiction first and foremost, rather than investors. These subsidiaries are generally required to maintain solvency and capital standards as set by their local regulators and may also be subject to other regulatory restrictions, all of which may limit the ability of subsidiary companies to pay dividends or make distributions to MFC. Such limits could have a material adverse

effect on MFC's liquidity, including its ability to pay dividends to shareholders and service its debt (including the Notes).

Potential changes to regulatory capital and actuarial and accounting standards could also limit the ability of the insurance subsidiaries to pay dividends or make distributions and could have a material adverse effect on MFC's liquidity and on internal capital mobility, including on MFC's ability to service its debt, including the Notes. We may be required to raise additional capital, which could be dilutive to existing shareholders, or to limit the new business we write, or to pursue actions that would support capital needs but adversely impact our subsequent earnings potential. In addition, the timing and outcome of these initiatives could have a significantly adverse impact on our competitive position relative to that of other Canadian and international financial institutions with which we compete for business and capital.

Since MFC conducts its business activities through subsidiary companies, it is entitled only to the residual equity of its subsidiaries after all obligations of its subsidiaries are discharged. To the extent any such subsidiary has or incurs debt with a third party, the rights of holders of the Notes will effectively be subordinated to the claims of the holders of such third party indebtedness, including in the event of liquidation or upon a realisation of the assets of any such subsidiary.

MFC seeks to maintain capital in its insurance subsidiaries in excess of the minimum required in all jurisdictions in which Manulife does business. The minimum requirements in each jurisdiction may increase due to regulatory changes and we may decide to maintain additional capital in our operating subsidiaries to fund expected growth of the business or to deal with changes in the risk profile of such subsidiaries. Any such increases in the level of capital may reduce the ability of the operating companies to pay dividends.

MFC's obligations under the Notes are subordinated.

The Notes will be direct unsecured obligations of MFC, constituting subordinated indebtedness for the purposes of the ICA, and will rank equally and rateably with all other subordinated indebtedness (as defined in the ICA) of MFC from time to time issued and outstanding. In the event of the insolvency or winding-up of MFC, the indebtedness evidenced by the Notes and other subordinated indebtedness of MFC will be subordinated and postponed in right of payment to the prior payment in full of (i) all policy liabilities of MFC; and (ii) all other liabilities of MFC, other than indebtedness that, by its terms, ranks equally with or subordinate to subordinated indebtedness (as defined in the ICA) of MFC (including the Notes). Accordingly, in an insolvency or winding up of MFC, the holders of the Notes may recover proportionately less than policyholders or holders of other senior indebtedness of MFC. Except to the extent regulatory capital requirements affect MFC's decisions to issue more subordinated or senior debt, there is no limit on MFC's ability to incur additional subordinated or senior debt. The issue of any such securities may reduce the amount recoverable by the holders of Notes on the insolvency or winding-up of MFC. Upon the winding-up of MFC and after payment of the claims of senior creditors and of policyholders, there may not be a sufficient amount to satisfy the amounts owing to the holders of the Notes.

The Notes are not guaranteed by any of our subsidiaries and the Notes will be structurally subordinated to all existing and future liabilities of our subsidiaries.

The Notes are obligations exclusively of MFC and are not guaranteed by any of our subsidiaries, and our subsidiaries have no obligation to pay any amounts due on the Notes. Furthermore, except to the extent MFC has a priority or equal claim against its subsidiaries as a creditor, the Notes will be structurally subordinated to debt and preferred stock at the subsidiary level because, as the common shareholder of its subsidiaries, MFC will be subject to the prior claims of creditors of its subsidiaries. As a result, a holder of Notes will not have any claim as a creditor against our subsidiaries. Accordingly, the Notes are structurally subordinated to all liabilities of MFC's subsidiaries, including liabilities to policyholders and contract holders. Therefore, holders of Notes should rely only on MFC's assets for payments on the Notes. As of 30 September 2017, MFC's subsidiaries had \$5,769 million of long-term debt and liabilities for preferred shares and capital instruments.

Credit ratings may not reflect all risks and any downgrade in ratings may affect the market price of the Notes.

Credit ratings may not reflect all risks and any downgrade in ratings may affect the market price of the Notes.

The Notes are expected to be rated “A-” by Standard and Poor’s. MFC cannot assure investors that this rating will not be adversely revised or withdrawn either before or after delivery of the Notes. Credit ratings are intended to provide investors with an independent assessment of the credit quality of an issue or issuer of securities and do not speak to the suitability of particular securities for any particular investor. The credit ratings assigned to the Notes may not reflect the potential impact of all risks on the value of the Notes. A rating is therefore not a recommendation to buy, sell or hold securities and may be subject to revision or withdrawal at any time by the rating agency. Prospective investors should consult the relevant rating organisation with respect to the interpretation and implications of the ratings.

There can be no assurance that the ratings of MFC or the Notes will remain in effect for any given period or that the ratings will not be revised or withdrawn by the rating agencies in the future if, in their judgment, circumstances so warrant. MFC has no obligation to inform holders of the Notes of any such revision or withdrawal. A revision or withdrawal of the ratings of MFC or the Notes may affect the market price of the Notes.

A credit rating from one credit rating agency is not an indication that other rating agencies will assign the same or equivalent ratings to the Notes in the future. Any ratings that are assigned to the Notes by other credit rating agencies in the future may be lower than Standard & Poor’s expected rating for the Notes, which may affect the market price of the Notes.

There is no existing public market for the Notes, a market may not develop and you may have to hold your Notes to maturity.

The Notes are a new issue of securities and there is no existing trading market for the Notes. The Managers intend to make a secondary market for the Notes. However, they are not obligated to do so and may discontinue making a secondary market for the Notes at any time without notice. If a trading market for the Notes develops, no assurance can be given as to how liquid that trading market will be. If any of the Notes are traded after their initial issuance, they may trade at a discount from their initial offering price, depending upon prevailing interest rates, the market for similar securities and other factors, including general economic conditions and our financial condition, performance and prospects.

If a trading market does develop, changes in our credit ratings or the debt markets could adversely affect the market price of the Notes.

The price for the Notes depends on many factors, including:

- our credit ratings with major credit rating agencies;
- the prevailing interest rates being paid by other companies similar to us;
- our financial condition, financial performance and future prospects; and
- the overall condition of the financial markets.

The condition of the financial markets and prevailing interest rates have fluctuated in the past and are likely to fluctuate in the future. Such fluctuations could have an adverse effect on the price of the Notes.

In addition, credit rating agencies continually review their ratings for the companies that they follow, including us. The credit rating agencies also evaluate the insurance industry as a whole and may change their credit

rating for MFC based on their overall view of our industry. A negative change in our rating could have an adverse effect on the price of the Notes.

The terms of the Indenture and the Notes provide only limited protection against significant events that could adversely impact an investment in the Notes.

The Indenture governing the Notes does not:

- require MFC to maintain any financial ratios or specific levels of net worth, revenues, income, cash flow or liquidity;
- restrict MFC's subsidiaries' ability to issue securities or otherwise incur indebtedness or other obligations that would be senior to MFC's equity interests in its subsidiaries and therefore rank effectively senior to the Notes with respect to the assets of its subsidiaries;
- restrict MFC's ability to enter into a recapitalisation transaction, change of control, highly leveraged transaction or similar transaction that may adversely affect you, except to the limited extent described under "Description of the Notes—Amalgamation, Merger, Consolidation or Sale of Assets"; or
- restrict MFC's ability to make investments or to repurchase, or pay dividends or make other payments in respect of, its common shares or other securities ranking equally with or junior to the Notes.

As a result of the foregoing, when evaluating the terms of the Notes, you should be aware that the terms of the Indenture and the Notes do not restrict MFC's ability to engage in, or to otherwise be a party to, a variety of corporate transactions, circumstances and events that could have an adverse impact on an investment in the Notes.

The Notes may not be a suitable investment for all investors seeking exposure to green assets.

Pursuant to the recommendation in the voluntary process guidelines for issuing green bonds published by the International Capital Market Association (the "**Green Bond Principles**") that issuers use external assurance to confirm their alignment with the key features of the Green Bond Principles, at MFC's request, Sustainalytics has issued a framework overview and second party opinion dated 9 November 2017 (the "**Framework Report**") in relation to the Manulife Green Bond Framework and a verification report dated 31 October 2017 verifying the conformance of the Eligible Assets in relation to the Notes with the Climate Bond Standards (together with the Framework Report, the "**Green Bond Issue Reports**").

The Green Bond Issue Reports are not incorporated into, and do not form part of, this Offering Circular. Neither MFC nor the Managers make any representation as to the suitability of the Green Bond Issue Reports. The Green Bond Issue Reports are not a recommendation to buy, sell or hold securities and are only current as of the date they were initially issued. Furthermore, the Green Bond Issue Reports are for information purposes only and Sustainalytics does not accept any form of liability for the substance of their Green Bond Issue Reports and/or any liability for loss arising from the use of their Green Bond Issue Reports and/or the information provided therein.

MFC has agreed to certain use of proceeds and reporting obligations as described under the sections "Use of Proceeds" and "Manulife Green Bond Framework", respectively; however, it will not be an event of default under the Notes if MFC fails to comply with such obligations. A withdrawal of either of the Green Bond Issue Reports may affect the value of the Notes and/or may have consequences for certain investors with portfolio mandates to invest in green assets.

The CBI certification does not provide any assurances relating to the Notes or the Eligible Assets.

The certification of the Notes as "Climate Bonds" by the Climate Bonds Initiative is based solely on the Climate Bond Standard issued by the Climate Bonds Initiative (the "**Climate Bond Standard**") and does not, and is not intended to, make any representation or give any assurance with respect to any other matter relating to the Notes or any Eligible Asset, including but not limited to this Offering Circular, the transaction documents, MFC or the

management of MFC. The certification of the Notes as Climate Bonds by the Climate Bonds Initiative was addressed solely to the board of directors of MFC and is not a recommendation to any person to purchase, hold or sell the Notes and such certification does not address the market price or suitability of the Notes for a particular investor. The certification also does not address the merits of the decision by MFC or any third party to participate in any Eligible Asset and does not express and should not be deemed to be an expression of an opinion as to MFC or any aspect of any Eligible Asset (including but not limited to the financial viability of any Eligible Asset) other than with respect to conformance with the Climate Bond Standard. In issuing or monitoring, as applicable, the certification, the Climate Bonds Initiative has assumed and relied upon and will assume and rely upon the accuracy and completeness in all material respects of the information supplied or otherwise made available to the Climate Bonds Initiative. The Climate Bonds Initiative does not assume or accept any responsibility to any person for independently verifying (and it has not verified) such information or to undertake (and it has not undertaken) any independent evaluation of any Eligible Asset or MFC. In addition, the Climate Bonds Initiative does not assume any obligation to conduct (and it has not conducted) any physical inspection of any Eligible Asset. The certification may only be used with the Notes and may not be used for any other purpose without the Climate Bonds Initiative's prior written consent. The certification does not and is not in any way intended to address the likelihood of timely payment of interest when due on the Notes and/or the payment of principal at maturity or any other date. The certification may be withdrawn at any time in the Climate Bonds Initiative's sole and absolute discretion and there can be no assurance that such certification will not be withdrawn.

The certification of the Notes by the Climate Bonds Initiative is not incorporated into, and does not form part of, this Offering Circular. Neither MFC nor the Managers make any representation as to the suitability of the certification of the Notes. The certification is not a recommendation to buy, sell or hold securities. Furthermore, the Climate Bonds Initiative does not accept any form of liability for the substance of their certification of the Notes and/or any liability for loss arising from the use of their certification. A withdrawal of the certification may affect the value of the Notes and/or may have consequences for certain investors with portfolio mandates to invest in green assets.

If the Notes cease to comply with the Climate Bond Standard and MFC receives actual notice from the Climate Bonds Initiative that the certification of the Notes as Climate Bonds has been withdrawn (a "**Withdrawal Notice**"), the Company will give notice to the Trustee and to the Noteholders, of that fact as soon as reasonably practicable after receipt by MFC of the Withdrawal Notice; provided, however, that neither (i) ceasing to comply with the Climate Bond Standard or the withdrawal of the certification of the Notes as Climate Bonds, nor (ii) any failure by MFC to provide notice to the Trustee and the Noteholders, shall constitute an event of default, potential event of default or other default by MFC under the terms of the Notes.

Exchange rate risks and exchange controls.

MFC will pay principal, premium, if any, and interest on the Notes in Singapore dollars. This presents certain risks relating to currency conversions if an investor's financial activities are denominated principally in a currency or currency unit (the "**Investor's Currency**") other than Singapore dollars. These include the risk that exchange rates may significantly change (including changes due to devaluation of the Singapore dollar or revaluation of the Investor's Currency) and the risk that authorities with jurisdiction over the Investor's Currency may impose or modify exchange controls. An appreciation in the value of the Investor's Currency relative to the Singapore dollar would decrease (1) the Investor's Currency-equivalent yield on the Notes, (2) the Investor's Currency-equivalent value of the principal payable on the Notes and (3) the Investor's Currency-equivalent market value of the Notes.

Government and monetary authorities may impose (as some have done in the past) exchange controls that could adversely affect an applicable exchange rate or the ability of MFC to make payments in respect of the Notes. As a result, investors may receive less interest, premium, if any, or principal than expected, or no interest, premium, if any, or principal.

Legal investment considerations may restrict certain investments.

The investment activities of certain investors are subject to investment laws and regulations, or review or regulation by certain authorities. Each potential investor should consult with its legal advisers to determine whether and to what extent (1) the Notes are legal investments for it, (2) the Notes can be used as collateral for various types of borrowing and (3) any other restrictions apply to its purchase or pledge of the Notes. Financial institutions should consult their legal advisers or the appropriate regulators to determine the appropriate treatment of the Notes under any applicable risk-based capital or similar rules, regulations or laws.

Investors may be subject to risks relating to Singapore taxation.

The Notes are intended to be qualifying debt securities (“**QDS**”) for the purposes of the ITA, subject to the fulfilment of certain conditions more particularly described in the section titled “Tax Considerations - Singapore Taxation”.

However, no assurance is given that the Notes would continue to be QDS or that the tax concessions and exemptions in connection therewith would apply throughout the tenure of the Notes should the relevant tax laws or MAS circulars be amended or revoked at any time.

There is also no assurance that the Inland Revenue Authority of Singapore (“**IRAS**”) would regard the Notes as “debt securities” for the purposes of the ITA, and the interest on the Notes as interest payable on indebtedness such that holders of the Notes may enjoy the tax concessions and exemptions available for QDS under the QDS scheme, as set out in the section “Tax Considerations - Singapore Taxation”, provided that the relevant conditions are met. Should the IRAS not regard the Notes as debt securities for the purposes of the ITA, the tax treatment to holders as set out in the section “Tax Considerations - Singapore Taxation” may differ.

Prospective investors should consult their own accounting and tax advisers regarding the Singapore income tax consequences of their acquisition, holding and disposal of the Notes.

FATCA withholding may affect payments on the Notes.

Pursuant to certain provisions of the U.S. Internal Revenue Code of 1986, as amended, commonly known as FATCA, a “foreign financial institution” may be required to withhold on certain payments it makes (“**foreign passthru payments**”) to persons that fail to meet certain certification, reporting, or related requirements. MFC may be a foreign financial institution for these purposes. A number of jurisdictions (including Canada) have entered into, or have agreed in substance to, intergovernmental agreements with the United States to implement FATCA (“**IGAs**”), which modify the way in which FATCA applies in their jurisdictions. Certain aspects of the application of the FATCA provisions and IGAs to instruments such as the Notes, including whether payments on the Notes would ever be treated as foreign passthru payments subject to withholding, are uncertain and may be subject to change. Even if withholding would be required pursuant to FATCA or an IGA with respect to payments on instruments such as the Notes, such withholding would not apply prior to 1 January 2019. Prospective investors should consult their own tax advisors regarding how these rules may apply to their investment in the Notes. In the event any withholding would be required pursuant to FATCA or an IGA with respect to payments on the Notes, no person will be required to pay additional amounts as a result of the withholding.

Change of law.

The terms of the Notes are based on laws of the Province of Ontario and the federal laws of Canada in effect as at the date of this Offering Circular. No assurance can be given as to the impact of any possible judicial decision or change to relevant law or administrative practice after the date of this Offering Circular and any such change could materially adversely impact the value of any Notes affected by it.

USE OF PROCEEDS

An amount equal to the net proceeds of the sale of the Notes, amounting to approximately S\$497 million, after deducting underwriting commissions and the estimated expenses of the offering, is intended to be used to finance or re-finance, in part or in full, new and/or existing Eligible Assets (as defined in the Manulife Green Bond Framework).

MFC expects amounts equal to the net proceeds of the sale of Notes to be fully allocated to Eligible Assets within 18 months of the issue date of the Notes and recorded in the Green Bond Register (as defined in the Green Bond Framework). Any portion of the net proceeds of the sale of the Notes that has not been allocated to Eligible Assets in the Green Bond Register will be invested in cash or liquid securities in accordance with Manulife's normal liquidity management policy.

Payment of principal and interest on the Notes will be made from MFC's general funds and will not be directly linked to the performance of any Eligible Asset.

MANULIFE GREEN BOND FRAMEWORK

Manulife Investment Philosophy in Support of Sustainability

Governments, businesses and civil society are coming together to address the challenges posed by climate change. As a leading international financial services group, we are taking steps to reduce our environmental footprint. As a large, long-term investor, we pay attention to the risks posed by climate change, but we also recognize that we are in a position to help facilitate the transition to a more sustainable economy and that our success is ultimately linked to the long-term health and wealth of people and economies.

Manulife, and its subsidiaries, have long been committed to sustainability in finance and investments and are signatories to several international sustainability initiatives, including *Accounting for Sustainability (A4S)*, the *United Nations Environment Program Finance Initiative* and the United Nations-supported *Principles of Responsible Investment*. Manulife believes that investments in renewable energy, energy-efficient buildings, sustainably-managed forestry and other long-duration assets provide a good economic fit for our long-dated insurance liabilities, some of which continue for over 20 years. Manulife also believes that asset ownership that adheres to strong governance, environmental, health, safety, and social practices can help to reduce risks and improve financial performance. Manulife has invested approximately U.S.\$8 billion in renewable energy assets since 2002 and approximately 28.7 million square feet of Manulife's real estate assets are certified to LEED or equivalent environmental standards. In addition, Manulife currently holds a portfolio of approximately U.S.\$1.1 billion of certified sustainably-managed forest assets and invests more than U.S.\$1 billion each year in green assets.

Manulife's Green Bond Framework (the "**Framework**") represents the next step in Manulife's contribution to sustainable economic development. It aligns our financing and investment activities to help us continue funding a low-carbon, climate-resilient future.

The Framework applies to Green Bonds issued by Manulife in or after November 2017. It sets out the guidelines for Manulife's Green Bond issuances in accordance with the four core components of the International Capital Markets Association's "Green Bond Principles" published on 2 June 2017: (i) use of proceeds; (ii) process for project evaluation and selection; (iii) management of proceeds; and (iv) reporting.

Use of Proceeds

A "**Green Bond**" is a fixed income instrument, where the proceeds are allocated towards 'green' assets. Manulife's investment philosophy for its General Fund is to invest in an asset mix that optimizes risk-adjusted returns and matches the characteristics of the underlying liabilities. Manulife's green assets are part of the General Fund investments that contribute to the transition to a low carbon economy and environmental and ecosystem improvements.

An amount equal to the net proceeds from a Green Bond issuance will be used to finance or re-finance, in part or in full, new and/or existing green assets that meet the Eligibility Criteria outlined below (the "**Eligible Assets**"). Eligible Assets include existing green assets that have been funded by us within the 24 months preceding the date of the Green Bond issuance and/or new green assets acquired post issuance.

It is Manulife's intention to fully allocate the net proceeds of a Green Bond within 18 months of issuance.

We commit to not knowingly allocate the proceeds of any Green Bond issue in support of the following excluded activities:

- Gambling
- Tobacco
- Alcohol

- Weapons
- Adult entertainment
- Nuclear energy

Eligibility Criteria

Category as per Green Bond Principles	Eligible Assets
Renewable Energy	<p>Development, construction, operation, maintenance and upgrades of:</p> <ul style="list-style-type: none"> (i) facilities and equipment wholly dedicated to the generation of renewable energy as defined by the International Renewable Energy Agency Statute, 2009, including: <ul style="list-style-type: none"> • wind energy • solar energy • small-scale run-of-river hydro (under 25 Mega Watts) • bio-energy from waste biomass • tidal energy • geothermal energy (ii) transmission infrastructure and other supporting infrastructure wholly dedicated to renewable energy generation facilities including inverters, transformers, energy storage systems and control systems (iii) production or manufacturing facilities wholly dedicated to equipment, feedstock or components for renewable energy generation facilities
Green buildings	<p>Purchase, construction, operation and maintenance of new or existing commercial or residential buildings that:</p> <ul style="list-style-type: none"> (i) have achieved, based on third-party assessment, greenhouse gas emission performance in the top 15% of their city, or (ii) have received, or expect to receive based on its design, construction and operational plans, certification according to third party verified green building standards, such as: <ul style="list-style-type: none"> • LEED Gold or Platinum standard

Category as per Green Bond Principles	Eligible Assets
	<ul style="list-style-type: none"> • other equivalent certification schemes, such as BOMA Best/360, Energy Star
Environmentally sustainable management of natural resources and land use	<p>Purchase and operation of sustainably-managed forest holdings certified by credible third-party forest certification systems, such as:</p> <ul style="list-style-type: none"> (i) Forest Stewardship Council (ii) Programme for the Endorsement of Forest Certification
Energy Efficiency	<p>Development, construction, acquisition, installation, operation, and upgrades of projects that reduce energy consumption or improve the efficiency of resources, including:</p> <ul style="list-style-type: none"> (i) projects involving the installation, maintenance or replacement of efficient heating, ventilation, air conditioning, refrigeration, lighting and electrical equipment (ii) projects that allow the monitoring and modeling of energy performance such as the design and installation of digital controls, sensors or building information systems (iii) projects that optimize the amount and time of energy consumption by minimizing peak loads, such as design and installation of metering systems, smart grids, load control systems
Clean Transportation	<p>Development, construction, acquisition, operation, maintenance, and upgrades of low-energy and low-carbon transport assets, including:</p> <ul style="list-style-type: none"> (i) electric, fuel cell and hybrid electric light duty and heavy goods vehicles (ii) rolling stock and vehicles for electrified public transport such as rail, trams, trolleybuses, cable cars, taxis and buses (iii) infrastructure dedicated to mass public transportation (iv) infrastructure dedicated to electrified freight rail, excluding railway lines whose primary purpose is fossil fuel transport
Sustainable Water Management	<p>Development, construction, acquisition, installation, operation, and upgrades of projects that reduce water consumption or improve the efficiency of resources, including:</p> <ul style="list-style-type: none"> (i) new or existing facilities used for the collection, treatment, recycling or reuse of water, rainwater or waste water (ii) new or existing infrastructure for water distribution including aqueducts, pumps, drainage and sewage systems, tunnels and

Category as per Green Bond Principles	Eligible Assets
	<p>canals</p> <p>(iii) infrastructure for flood prevention, flood defense or storm-water management such as green roofs, wetlands, retention berms, reservoirs, lagoons, sluice gates, drainage systems, tunnels and channels</p>
Pollution Prevention and Control	<p>Development, construction, acquisition, installation, operation and upgrades of projects that reduce and manage emissions and waste generated, including:</p> <p>(i) new or existing facilities, systems and equipment that are used for the collection, treatment, recycling or re-use of emissions, waste, hazardous waste or contaminated soil</p> <p>(ii) new or existing facilities, systems and equipment that are used to divert waste from landfills or reduce emissions</p>

Process for Project Evaluation and Selection

Manulife has established the following process for project evaluation and selection:

- Senior officer(s) on the investment team will identify and propose potential green assets to Sustainability Accounting for review;
- Sustainability Accounting reviews the identified green assets to ensure they comply with the Eligibility Criteria and the overall Framework. If Sustainability Accounting concurs that the potential green assets comply with the Framework, then the recommendation is made to the Manulife Green Bond Council;
- The Manulife Green Bond Council, which is made up of members of senior management of Manulife, including the Chief Financial Officer, the Chief Investment Officer and the Treasurer, is responsible for the ultimate review and selection of the green assets that will qualify as Eligible Assets, to which the net proceeds of a Green Bond issuance will be allocated.

Environmental, Social and Governance Risk Management in the Investment Process

Our investment team identifies and assesses Environmental, Social and Governance (“ESG”) issues in the course of evaluating and monitoring investments, including as part of its targeted legal and regulatory review, in accordance with our investment guidelines and policies. We believe that our focus on ESG risk management in the investment process can help reduce risks and improve financial performance over the long-term.

Manulife’s Code of Business Conduct and Ethics and Environmental Policy set forth further compliance requirements relating to ESG issues. Furthermore, Manulife’s Sustainable Real Estate Policy provides guidance on how to identify and assess ESG risks specific to our physical operations as a financial institution.

Management of Proceeds

We will establish a Green Bond Register to record on an ongoing basis the allocation of the net proceeds from our Green Bond issuance to Eligible Assets. The net proceeds from each Green Bond issuance will be

deposited in the General Fund accounts and an amount equal to the net proceeds will be earmarked for allocation to Eligible Assets in accordance with the Green Bond Framework.

Manulife aims for Green Bond proceeds to be fully allocated within 18 months of the Green Bond issuance. Any portion of the net proceeds of Green Bonds that have not been allocated to Eligible Assets in the Green Bond Register will be invested in cash or liquid securities in accordance with Manulife's normal liquidity management policy.

The Green Bond Register will contain relevant information to identify each Green Bond and the Eligible Assets relating to it, including the asset's location, financed amount, and the applicable eligibility category. The Green Bond Register will form the basis for the impact reporting.

Payment of principal and interest on any Green Bond issuance will be made from our general funds and will not be directly linked to the performance of any Eligible Asset.

Reporting

As long as there are outstanding Green Bonds issued under this Framework, we will publish an annual report (the "**Green Bond Report**") on progress with our green investments on the Investor Relations section of our website.

The Green Bond Report will be externally-reviewed and incorporate the allocation of proceeds by category per the Eligibility Criteria, together with examples of projects that are being financed, and the remaining balance of unallocated proceeds. Where feasible, the Green Bond Report will include qualitative and quantitative environmental performance indicators.

CAPITALISATION

The following table sets forth the share capital and consolidated indebtedness of Manulife as of 30 September 2017 and as adjusted to give effect to the issuance of the Notes offered by this Offering Circular and the redemption of the 7.768% Notes (as defined herein). The table below should be read together with the detailed information and financial statements appearing in the documents incorporated by reference in this Offering Circular.

	As of 30 September 2017 (\$ in millions)		
	Actual	(Unaudited) As adjusted to give effect to the redemption of the 7.768% Notes	As adjusted to give effect to the offering of the Notes ⁽¹⁾ and the redemption of the 7.768% Notes
	(\$ in millions)		
Long-term senior debt	5,362	4,762	4,762
Notes offered hereby ⁽²⁾	—	—	456
Liabilities for preferred shares and capital instruments	7,903	7,903	7,903
Equity			
Non-controlling interests	883	883	883
Participating policyholders' equity	351	351	351
Shareholders' equity			
Preferred shares	3,577	3,577	3,577
Common shares	22,930	22,930	22,930
Contributed surplus	286	286	286
Shareholders' retained earnings	12,135	12,135	12,135
Shareholders' accumulated other comprehensive income	3,593	3,593	3,593
Total equity	43,755	43,755	43,755
Total capitalisation	57,020	56,420	56,876

(1) Net of issuance costs.

(2) Singapore dollar amount was converted into Canadian dollar amount at the Bank of Canada daily average rate on 29 September 2017 of S\$1.09 equal to \$1.00.

EARNINGS COVERAGE INFORMATION

For the twelve months ended 31 December 2016

For the 12 months ended 31 December 2016, the interest requirements (the “**MFC Debt Interest**”) on the senior and subordinated long-term indebtedness of MFC, the subordinated long-term indebtedness of MLI, the surplus notes of John Hancock Life Insurance Company (U.S.A.), the subordinated notes issued by John Hancock Financial Corporation to Manulife Finance (Delaware) LLC, plus other notes payable, net of related currency and interest rate swaps, would have amounted to \$458 million after giving effect to the issuance by MFC of \$750 million aggregate principal amount of 3.049% subordinated debentures on 18 August 2017 (the “**Canadian Subordinated Debentures**”), the issuance by MFC of US\$750 million aggregate principal amount of 4.061% subordinated notes on 24 February 2017 (the “**U.S. Subordinated Notes**”), the redemption by MLI of \$500 million aggregate principal amount of 4.165% subordinated debentures due 1 June 2022 on 1 June 2017 (the “**MLI 4.165% Subordinated Debentures**”), the redemption by MLI of \$400 million aggregate principal amount of 3.938% fixed/floating subordinated debentures due 21 September 2022 on 21 September 2017 (the “**MLI 3.938% Subordinated Debentures**”) and the redemption by MFC of \$600 million aggregate principal amount of 7.768% medium term notes due 8 April 2019 on 6 October 2017 (the “**7.768% Notes**”), and would have amounted to \$473 million after giving effect to the issuance of the Canadian Subordinated Debentures, the issuance of the U.S. Subordinated Notes, the redemption of the MLI 4.165% Subordinated Debentures, the redemption of the MLI 3.938% Subordinated Debentures, the redemption of the 7.768% Notes and the issuance of the Notes.

For the 12 months ended 31 December 2016, the “**MFC Aggregate Debt Interest**”, defined as the sum of (a) the MFC Debt Interest, net of related currency and interest rate swaps, and (b) interest requirements on the liabilities for capital instruments related to the Manulife Financial Capital Trust II Notes – Series 1 would have amounted to \$533 million after giving effect to the issuance of the Canadian Subordinated Debentures, the issuance of the U.S. Subordinated Notes, the redemption of the MLI 4.165% Subordinated Debentures, the redemption of the MLI 3.938% Subordinated Debentures and the redemption of the 7.768% Notes, and would have amounted to \$548 million after giving effect to the issuance of the Canadian Subordinated Debentures, the issuance of the U.S. Subordinated Notes, the redemption of the MLI 4.165% Subordinated Debentures, the redemption of the MLI 3.938% Subordinated Debentures, the redemption of the 7.768% Notes and the issuance of the Notes.

For the 12 months ended 31 December 2016, the “**MFC Total Debt Interest**”, defined as the sum of (a) the interest requirements on other outstanding indebtedness, and (b) MFC Aggregate Debt Interest, would have amounted to \$689 million after giving effect to the issuance of the Canadian Subordinated Debentures, the issuance of the U.S. Subordinated Notes, the redemption of the MLI 4.165% Subordinated Debentures, the redemption of the MLI 3.938% Subordinated Debentures and the redemption of the 7.768% Notes, and would have amounted to \$703 million after giving effect to the issuance of the Canadian Subordinated Debentures, the issuance of the U.S. Subordinated Notes, the redemption of the MLI 4.165% Subordinated Debentures, the redemption of the MLI 3.938% Subordinated Debentures, the redemption of the 7.768% Notes and the issuance of the Notes. From MFC’s perspective, the other outstanding indebtedness represents operational leverage, not financial leverage.

For the 12 months ended 31 December 2016, the consolidated earnings of MFC before the deduction of MFC Aggregate Debt Interest and income taxes amounted to \$3,883 million. After giving effect to the issuance of the Canadian Subordinated Debentures, the issuance of the U.S. Subordinated Notes, the redemption of the MLI 4.165% Subordinated Debentures, the redemption of the MLI 3.938% Subordinated Debentures and the redemption of the 7.768% Notes, this amount would have been approximately 8.5 times the MFC Debt Interest and approximately 7.3 times the MFC Aggregate Debt Interest for the same period. After giving effect to the issuance of the Canadian Subordinated Debentures, the issuance of the U.S. Subordinated Notes, the redemption of the MLI 4.165% Subordinated Debentures, the redemption of the MLI 3.938% Subordinated Debentures, the redemption of the 7.768% Notes and the issuance of the Notes, for the 12 months ended 31 December 2016, the consolidated earnings of MFC before the deduction of MFC Aggregate Debt Interest and income taxes would have been approximately 8.2 times the MFC Debt Interest and approximately 7.1 times the MFC Aggregate Debt Interest.

For the 12 months ended 31 December 2016, the consolidated earnings of MFC before the deduction of MFC Total Debt Interest and income taxes amounted to \$4,038 million. After giving effect to the issuance of the Canadian Subordinated Debentures, the issuance of the U.S. Subordinated Notes, the redemption of the MLI 4.165%

Subordinated Debentures, the redemption of the MLI 3.938% Subordinated Debentures and the redemption of the 7.768% Notes, this amount would have been approximately 5.9 times the MFC Total Debt Interest for the same period. After giving effect to the issuance of the Canadian Subordinated Debentures, the issuance of the U.S. Subordinated Notes, the redemption of the MLI 4.165% Subordinated Debentures, the redemption of the MLI 3.938% Subordinated Debentures, the redemption of the 7.768% Notes and the issuance of the Notes, for the 12 months ended 31 December 2016, the consolidated earnings of MFC before the deduction of MFC Total Debt Interest and income taxes would have been approximately 5.7 times the MFC Total Debt Interest.

In calculating the earnings coverage ratios, foreign currency amounts have been converted to Canadian dollars using the average rates of exchange for each quarter. For the 12 months ended 31 December 2016, the average exchange rates were \$1.3252 per US\$1.00 and \$0.9596 per S\$1.00.

For the twelve months ended 30 September 2017

For the 12 months ended 30 September 2017, the MFC Debt Interest, net of related currency and interest rate swaps, would have amounted to \$492 million, after giving effect to the redemption of the 7.768% Notes, and would have amounted to \$506 million after giving effect to the redemption of the 7.768% Notes and the issuance of the Notes.

For the 12 months ended 30 September 2017, the MFC Aggregate Debt Interest would have amounted to \$567 million after giving effect to the redemption of the 7.768% Notes, and would have amounted to \$581 million after giving effect to the redemption of the 7.768% Notes and the issuance of the Notes.

For the 12 months ended 30 September 2017, the MFC Total Debt Interest would have amounted to \$732 million after giving effect to the redemption of the 7.768% Notes, and would have amounted to \$746 million after giving effect to the redemption of the 7.768% Notes and the issuance of the Notes. From MFC's perspective, the other outstanding indebtedness represents operational leverage, not financial leverage.

For the 12 months ended 30 September 2017, the consolidated earnings of MFC before the deduction of MFC Aggregate Debt Interest and income taxes amounted to \$4,996 million. After giving effect to the redemption of the 7.768% Notes, this amount would have been approximately 10.2 times the MFC Debt Interest and approximately 8.8 times the MFC Aggregate Debt Interest for the same period. After giving effect to the redemption of the 7.768% Notes and the issuance of the Notes, for the 12 months ended 30 September 2017, the consolidated earnings of MFC before the deduction of MFC Aggregate Debt Interest and income taxes would have been approximately 9.9 times the MFC Debt Interest and approximately 8.6 times the MFC Aggregate Debt Interest.

For the 12 months ended 30 September 2017, the consolidated earnings of MFC before the deduction of MFC Total Debt Interest and income taxes amounted to \$5,161 million. After giving effect to the redemption of the 7.768% Notes, this amount would have been approximately 7.0 times the MFC Total Debt Interest for the same period. After giving effect to the redemption of the 7.768% Notes and the issuance of the Notes, for the 12 months ended 30 September 2017, the consolidated earnings of MFC before the deduction of MFC Total Debt Interest and income taxes would have been approximately 6.9 times the MFC Total Debt Interest.

In calculating the earnings coverage ratios, foreign currency amounts have been converted to Canadian dollars using the average rates of exchange for each quarter. For the 12 months ended 30 September 2017, the average exchange rates were \$1.3140 per US\$1.00 and \$0.9421 per S\$1.00.

DESCRIPTION OF THE NOTES

The Notes will be issued under and pursuant to the provisions of a fourth supplemental indenture to be made as of the Closing Date between MFC, the Trustee, the Principal Paying Agent, the Calculation Agent, the Registrar and the Transfer Agent to the trust indenture made as of 25 May 2016 between MFC and the Trustee as supplemented by a second supplemental indenture made as of 27 July 2017 between MFC and the Trustee (collectively, the “**Indenture**”). The following is a summary of certain of the material attributes and characteristics of the Notes offered hereby, but does not purport to be complete and is qualified in its entirety by reference to the Indenture.

General

The Notes will initially be limited to S\$500,000,000 aggregate principal amount and will be dated as of the Closing Date. The Indenture permits MFC to reopen the series of Notes and issue additional Notes so that such further Notes shall be consolidated and form a single series with the Notes offered under this Offering Circular. The Notes will mature on 21 November 2029. The Notes will be issued in denominations of S\$250,000 and integral multiples thereof. The principal, premium, if any, and interest on the Notes will be paid in Singapore dollars in the manner and on terms set out in the Indenture.

Ranking

The Notes will constitute direct, unsecured subordinated indebtedness for the purposes of the ICA, ranking equally and rateably with all other subordinated indebtedness (as defined in the ICA) of MFC from time to time issued and outstanding. The Indenture provides that in the event of the insolvency or winding-up of MFC, the indebtedness evidenced by the Notes will be subordinated and postponed in right of payment to the prior payment in full of: (i) all policy liabilities of MFC; and (ii) all other liabilities and indebtedness of MFC, other than indebtedness that, by its terms, ranks equally with or subordinate to subordinated indebtedness (as defined in the ICA) of MFC (including the Notes).

The Notes are Unsecured Obligations

The Notes will be direct unsecured obligations of MFC. The Notes will not constitute deposits that are insured under the *Canada Deposit Insurance Corporation Act*.

Interest

The Notes will be dated 21 November 2017 and will mature on 21 November 2029. From and including the Closing Date to but excluding 21 November 2024, interest on the Notes at the rate of 3.00% per annum will be payable in arrears in semi-annual installments on 21 May and 21 November in each year, commencing on 21 May 2018. Thereafter, interest on the Notes will be payable at a rate per annum equal to the 5-year SGD Swap Rate plus 0.832% payable in arrears in semi-annual installments on 21 May and 21 November in each year, commencing on 21 May 2025. Interest will be computed on the basis of a 365-day year.

The Indenture will contain definitions substantially to the following effect:

“**5-year SGD Swap Rate**” means the rate per annum (expressed as a percentage) equal to the rate which appears on the Bloomberg Screen TPIS Page under the caption “Tullett Prebon – Rates – Interest Rate Swaps – Asia Pac – SGD” and the column headed “Ask” for a maturity of 5 years (or such other substitute page thereof or if there is no substitute page, the screen page which is the generally accepted page used by market participants at that time) published at the close of business on the Rate Reset Determination Date. If no such rate is available on the Bloomberg Screen TPIS Page under the caption “Tullett Prebon – Rates – Interest Rate Swaps – Asia Pac – SGD” and the column headed “Ask” (or such other substitute page thereof or if there is no substitute page, the screen page which is the generally accepted page used by market participants at that time) on such day, the 5-year SGD Swap Rate shall be the rate per annum equal to the arithmetic mean (rounded up, if necessary, to the nearest 1/16 per cent.) of the swap offer rates for such five-year period as quoted by such of the Reference Banks as may quote such rate to

MFC, and notified to the Calculation Agent in writing by MFC, at or about 11.00 a.m. (Singapore time) on the next Business Day after the Rate Reset Determination Date for such five-year period; provided that, in each case, in the event the 5-year SGD Swap Rate is less than zero, the 5-year SGD Swap Rate shall be deemed to be zero per cent. per annum.

“**Business Day**” means a day other than a Saturday or Sunday or a public holiday on which commercial banks and foreign exchange markets are open for business in Toronto, Canada; London, UK; and Singapore;

“**Calculation Agent**” means The Bank of New York Mellon, London Branch;

“**Rate Reset Determination Date**” means the third Business Day prior to the First Call Date; and

“**Reference Banks**” means the Singapore offices of three major banks in the Singapore inter-bank market, as selected and notified to the Calculation Agent in writing by MFC.

MFC’s cash flows and ability to service its obligations, including the Notes offered hereby, are dependent upon the earnings of its subsidiaries, distributions of those earnings to it and other payments or distributions of funds by its subsidiaries to MFC. The Notes are also structurally subordinated to all liabilities of any of MFC’s subsidiaries, including liabilities to policyholders and contract holders. Please refer to the risk factors titled “*MFC’s holding company structure may adversely affect the ability of holders of Notes to receive payments on the Notes*” and “*The Notes are not guaranteed by any of our subsidiaries and the Notes will be structurally subordinated to all existing and future liabilities of our subsidiaries*” under the “Risk Factors” section of this Offering Circular.

The Indenture does not limit the ability of MFC or its subsidiaries to issue or incur additional indebtedness or other liabilities.

Payment of Additional Amounts

The Indenture provides that we will make all payments under or with respect to the Notes free and clear of and without withholding or deduction for or on account of any present or future tax, duty, levy, impost, assessment or other governmental charge imposed or levied by or on behalf of the Government of Canada or any province, territory or political subdivision thereof, or by any authority or agency therein or thereof having power to tax (“**Relevant Taxes**”), except to the extent required by law or by the interpretation or administration thereof. If we are so required to withhold or deduct any amount for or on account of such Relevant Taxes from any payment made under or with respect to the Notes, we will pay such Additional Amounts as may be necessary so that the net amount received by each Holder of the relevant Notes (including such Additional Amounts) after such withholding or deduction will be equal to the amount such Holder would have received if such Relevant Taxes had not been withheld or deducted. We refer to such payments as “**Additional Amounts**.” However, we will pay no Additional Amounts in respect of any Notes for or on account of:

- any Relevant Tax imposed by reason that such holder or beneficial owner of the Notes or other person entitled to payment under the Notes does not deal at arm’s length within the meaning of the *Income Tax Act (Canada)* (the “**Tax Act**”) with us or is, or does not deal at arm’s length with any person who is, a “specified shareholder” of us (as defined in subsection 18(5) of the Tax Act);
- any Relevant Tax that would not have been imposed if the Holder, or the beneficial owner, of the Notes complied with our request to provide information concerning his, her or its nationality, residence or identity or to make a declaration, claim or filing or satisfy any requirement for information or reporting that is required to establish the eligibility of the Holder, or the beneficial owner, of the Notes to receive the relevant payment without (or at a reduced rate of) withholding or deduction for or account of any such Relevant Tax;
- any Relevant Tax that would not have been imposed but for the fact that the Holder, or the beneficial owner, of the Notes (or any fiduciary, settlor, beneficiary, member or shareholder of, or possessor of power over, such Holder or beneficial owner, if such Holder or beneficial owner is an estate, trust,

partnership, limited liability company or corporation) was a resident, domiciliary or national of, or engaged in business or maintained a permanent establishment or was physically present in, Canada or any province, territory or political subdivision thereof, or otherwise had some connection with Canada or any province, territory or political subdivision thereof, other than merely holding the Notes, or receiving payments under the Notes;

- any estate, inheritance, gift, sales, transfer or personal property tax or any similar tax with respect to the Notes;
- any Relevant Tax that is levied or collected otherwise than by withholding from payments on or in respect of the Notes; or
- any combination of the foregoing.

Notwithstanding any other provision of the Indenture, any amounts to be paid on the Notes by us or on our behalf will be paid net of any deduction or withholding imposed or required pursuant to an agreement described in Section 1471(b) of the U.S. Internal Revenue Code of 1986, as amended (the “**Code**”), or otherwise imposed pursuant to Sections 1471 through 1474 of the Code (or any regulations thereunder or official interpretations thereof) or an intergovernmental agreement between the United States and another jurisdiction facilitating the implementation thereof (or any fiscal or regulatory legislation, rules or practices implementing such an intergovernmental agreement) (any such withholding or deduction, a “**FATCA Withholding**”). Neither we nor any other person will be required to pay any additional amounts in respect of FATCA Withholding

In addition, we will not pay Additional Amounts to any Holder of the Notes who is a fiduciary or partnership or other than the sole beneficial owner of the payment subject to the Relevant Tax, to the extent such payment would, under the laws of Canada or any province, territory or political subdivision thereof, be treated as being derived or received for tax purposes by a beneficiary or settlor with respect to such fiduciary or a member of such partnership or a beneficial owner who would not have been entitled to Additional Amounts had it been the holder of the Notes.

If we are required by law or by the interpretation or administration thereof to withhold or deduct any Relevant Taxes from any payment under or with respect to the Notes, we will:

- make such withholding or deduction; and
- remit the full amount so deducted or withheld to the relevant authority in accordance with applicable law.

We will furnish to the Holders of the Notes, within 30 days after the date the payment of any Relevant Taxes is due pursuant to applicable law, certified copies of tax receipts or other documents evidencing such payment by us.

If we are required by law or by the interpretation or administration thereof to withhold or deduct any Relevant Taxes from any payment under or with respect to the Notes for which we would then have been required to pay Additional Amounts and fail to so withhold or deduct, we will indemnify and hold harmless each Holder of the Notes for the amount of:

- such Relevant Taxes levied or imposed on and paid by such Holder;
- any liability (including penalties, interest and expenses) arising from such Relevant Taxes; and
- any Relevant Taxes imposed with respect to any payment under the preceding two bullet points.

Wherever in the Indenture there is mentioned, in any context, the payment of principal, premium, if any, interest or any other amount payable under or with respect to the Notes, such mention shall be deemed to include

mention of the payment of Additional Amounts to the extent that, in such context, Additional Amounts are, were or would be payable in respect thereof.

If, as a result of MFC's consolidation, amalgamation, statutory arrangement or merger with or into an entity organised under the laws of a country other than Canada or the United States or a political subdivision of a country other than Canada or the United States or the conveyance, transfer or leasing by MFC of its assets substantially as an entirety to such an entity, such an entity assumes the obligations of MFC under the indenture and the Notes, such entity will pay Additional Amounts on the same basis as described above, except that references to "Canada" and its political subdivisions will be treated as references to Canada, the country in which such entity is organised or resident (or deemed resident for tax purposes) and their respective political subdivisions.

Redemption at the Option of MFC

MFC may, at its option, redeem the Notes, with the prior approval of the Superintendent, on not less than 30 nor more than 60 days' prior notice to the registered holder, in whole, but not in part, on the First Call Date and thereafter on each interest payment date at a redemption price equal to 100% of the principal amount thereof, together with accrued and unpaid interest to but excluding the date fixed for redemption.

Unless MFC defaults in payment of the redemption price, the Notes will cease to accrue interest on their respective redemption date.

Once redeemed by MFC, the Notes will be cancelled and will not be reissued.

Redemption for Tax Event

If a Tax Event (as defined below) has occurred and is continuing, the Notes will be subject to redemption in whole, but not in part, at the option of MFC, with the prior approval of the Superintendent, at any time, on not less than 30 nor more than 60 days' prior written notice, at a redemption price equal to 100% of the principal amount thereof, together with accrued and unpaid interest thereon to, but excluding, the redemption date.

No redemption of the Notes shall be made pursuant to this provision unless:

- we have received an opinion of counsel that a Tax Event has occurred;
- we have delivered to the Trustee an officer's certificate stating that we are entitled to redeem the Notes pursuant to their terms; and
- at the time such notice of redemption is given, such Tax Event is continuing.

A "**Tax Event**" is deemed to have occurred if, as a result of an amendment to or change in the laws (including any regulations promulgated thereunder) of Canada (or any province, territory or political subdivision thereof), or any amendment to or change in any official position regarding the application or interpretation of such laws or regulations, or judicial decision interpreting such laws or regulations, which amendment, change or judicial decision is announced or becomes effective on or after the date such Notes are offered and sold, (i) MFC has become or would become obligated to pay, on the next date on which any amount would be payable with respect to any such Notes, any Additional Amounts, or (ii) payments of interest on the Notes would be treated as dividends within the meaning of the Tax Act or any other act in respect of or relating to Canadian taxation or would otherwise be considered as payments of a type that are non-deductible for Canadian income tax purposes, and MFC cannot avoid the foregoing in connection with the Notes by taking measures reasonably available to it. In respect of the foregoing, for avoidance of doubt, reasonable measures do not include a change in the terms of the Notes or a substitution of the debtor.

Redemption for Regulatory Event

If a Regulatory Event (as defined below) has occurred and is continuing, the Notes will be subject to redemption in whole, but not in part, at the option of MFC, with the prior approval of the Superintendent, at any time, on not less than 30 nor more than 60 days' prior written notice, at a redemption price equal to 100% of the principal amount thereof together with accrued and unpaid interest thereon to, but excluding, the redemption date.

A “**Regulatory Event**” is deemed to have occurred on the date specified in a letter from the Superintendent to MFC on which the Notes will no longer be recognised in full as eligible Tier 2 Capital of MFC or included as risk-based Total Available Capital on a consolidated basis, such date falling on a day on or after the issue date, excluding, for the avoidance of doubt, non-recognition or non-inclusion solely by virtue of MFC already having in issue securities with an aggregate principal amount up to or in excess of the limit of Tier 2 Capital permitted from time to time by the Office of the Superintendent of Financial Institutions Canada (“**OSFI**”) or solely as a result of any discounting requirements as to the eligibility of the Notes for such inclusion pursuant to the relevant requirements issued by OSFI.

Market for Securities

There is no market through which the Notes may be sold and purchasers may not be able to resell Notes purchased hereunder. This may affect the pricing of the Notes in the secondary market, the transparency and availability of trading prices, the liquidity of the Notes and the extent of issuer regulation. See “Risk Factors”.

Events of Default

The Indenture provides that an event of default in respect of the Notes will occur if MFC becomes bankrupt or insolvent, consents to the institution of bankruptcy or insolvency proceedings against it, resolves to wind-up or liquidate, is ordered wound-up or liquidated, makes a general assignment for the benefit of its creditors, or a receiver of a substantial portion of MFC's property is appointed.

The WURA applies to, *inter alia*, incorporate banks and savings banks, to authorised foreign banks, and to trust companies, insurance companies, loan companies having borrowing powers, building societies having a capital stock and incorporated trading companies doing business in Canada wherever incorporated where any of those bodies is, among other things, insolvent. The WURA applies to MFC and provides that a Canadian court may, upon an application being made in accordance with the WURA, make a winding-up order in respect of a company to whom the WURA applies when, among other things, the company is insolvent. Pursuant to the WURA, MFC will be deemed to be insolvent in a number of circumstances, including if it is unable to pay its debts as they become due as further described below. The WURA contains a presumption that a company is deemed to be unable to pay its debts as they become due whenever a creditor, to whom the company is indebted in a sum exceeding two hundred Canadian dollars then due, has served on the company, in the manner in which process may legally be served on it in the place where service is made, a demand in writing, requiring the company to pay the sum due, and the company has, for sixty days next after the service of the demand, neglected to pay the sum or to secure or compound for the sum to the satisfaction of the creditor. MFC would therefore be deemed to be unable to pay its debts as they become due and to be insolvent for the purposes of the WURA if, for example, it is unable to pay amounts due on the Notes pursuant to its obligations under the Indenture, or it is unable to pay any other undisputed claim arising under the Indenture, in each case for 60 days after the service of a written demand on MFC in the manner as described above, which would result in an event of default under the Indenture.

In addition, there are other specified circumstances the occurrence of which would deem MFC to be insolvent under the WURA (and hence result in an event of default under the Indenture), including: (i) the calling of a meeting of creditors by MFC for the purposes of compounding with them; (ii) MFC exhibiting a statement showing its inability to meet its liabilities; (iii) MFC otherwise acknowledging its insolvency; (iv) the actual or attempted assignment, removal or disposition of any of its property, with intent to defraud, defeat or delay its creditors, or any of them; (v) any general conveyance or assignment by MFC of its property for the benefit of its creditors or if, being unable to meet its liabilities in full, it makes any sale or conveyance of the whole or the main part of its stock in trade or assets without the consent of its creditors or without satisfying their claims; and (vi) if MFC permits any execution issued against it, under which any of its goods, chattels, land or property are seized,

levied on or taken in execution, to remain unsatisfied until within four days of the time fixed by the sheriff or other officer for the sale thereof, or for fifteen days after the seizure.

Effect of an Event of Default

If an event of default has occurred and is continuing, the Trustee may, in its discretion and shall, upon request of holders of not less than 25% of the principal amount of the Notes, declare the principal of, premium, if any, and interest on all outstanding Notes to be immediately due and payable or institute winding-up proceedings under the WURA if MFC is insolvent. However, the holders of a majority in principal amount of the Notes by written notice to the Trustee may, under certain circumstances, instruct the Trustee to waive any event of default and/or to cancel any such declaration. There is no right of acceleration in the case of a breach in the performance of any covenant of MFC in the Indenture, although a legal action could be brought by the Trustee to enforce such covenant. A failure to pay amounts due on the Notes does not confer a right of acceleration unless it results in an event of default as described above.

Legal Proceedings and Enforcement of Right of Payment

You will not have any right to institute any proceeding in connection with the Indenture or to exercise any remedy under the Indenture or by law or equity for payment of the principal, premium, if any, or interest under the Notes, unless:

- you have previously given to the Trustee written notice of the occurrence of an event of default with respect to Notes;
- the holders of Notes, by extraordinary resolution, have made a request to the Trustee to take action and the Trustee has been offered a reasonable opportunity to exercise its powers or to institute a proceeding in its name on behalf of the holders;
- the holders of Notes have provided the Trustee, when requested, with sufficient funds and an indemnity; and
- the Trustee has failed to act within a reasonable time thereafter.

Open Market Purchases

MFC will have the right at any time, subject where applicable to the prior approval of the Superintendent and provided that it is not in default under the Indenture, to purchase Notes on the market or by tender or by private contract at any price. All Notes that are purchased by MFC will be cancelled and will not be reissued. Notwithstanding the foregoing, subsidiaries of MFC may purchase Notes in the ordinary course of their business of dealing in securities.

Defeasance

The Indenture contains provisions requiring the Trustee to release MFC from its obligations under the Indenture and the Notes on or after the First Call Date with the prior approval of the Superintendent, provided that:

- MFC satisfies the Trustee that it has irrevocably deposited funds or made due provision for the payment of all principal, premium, if any, and interest and other amounts due or to become due on the Notes, for the payment of the remuneration and expenses of the Trustee and for the payment of taxes arising with respect to all deposited funds or other provision for payment;
- MFC delivers to the Trustee an opinion of counsel acceptable to the Trustee to the effect that the holders of Notes will not be subject to any tax as a result of the exercise by MFC of its defeasance option and that the holders of Notes will thereafter be subject to the Canadian taxes on income

(including taxable capital gains) in the same amount, in the same manner and at the same time or times as would have been the case if such option had not been exercised;

- MFC is not insolvent;
- no Event of Default under the Indenture has occurred and is continuing; and
- other conditions specified in the Indenture are satisfied.

Amalgamation, Merger, Consolidation or Sale of Assets

MFC may from time to time be involved in corporate reorganisations or other transactions which could involve the acquisition or divestiture of material subsidiaries or material assets. MFC may not, however, enter into any transaction by way of amalgamation (except by way of a vertical short-form amalgamation with one or more wholly-owned subsidiaries pursuant to the ICA), merger, reconstruction, reorganisation, consolidation, transfer, sale, lease or otherwise, whereby all or substantially all of its property and assets would become the property of another person, or in the case of an amalgamation, of the continuing corporation resulting therefrom, unless:

- that other person or successor entity (a “**Successor Entity**”) is organised and validly existing under the laws of Canada, the United States, the United Kingdom or any other member country that is in the European Union, or any political subdivision of the foregoing;
- the Successor Entity assumes the liability for, and agrees to perform all of MFC’s obligations under the Notes and the Indenture;
- such transaction is, to the satisfaction of the Trustee and in the opinion of counsel, upon such terms as substantially to preserve and not to impair any of the rights and powers of the Trustee or of the holders of Notes and upon such terms as are not in any way prejudicial to the interests of the holders of Notes (including, where the Successor Entity is not organised under the laws of Canada or a province or territory thereof, would not cause any material adverse tax consequences to the holders of Notes); and
- no condition or event exists in respect of MFC or the Successor Entity, either at the time of such transaction or immediately after giving full effect to such transaction, which constitutes or would, after the giving of notice or the lapse of time or both, constitute an Event of Default under the Indenture.

Amendments Affecting Capital Treatment

MFC and the Trustee will agree, and each holder of a Debenture, by such holder’s acceptance thereof, will likewise agree, not to make any changes to the Indenture or the Notes, without, but may from time to time with, the prior approval of the Superintendent, which might affect the classification afforded the Notes from time to time for capital adequacy purposes pursuant to the ICA or the Minimum Continuing Capital and Surplus Requirements (or any successor or replacement capital requirements applicable to MFC including, but not limited to, the Life Insurance Capital Adequacy Test or any successor or replacement thereto). For the avoidance of doubt, any changes to the Indenture or the Notes can only be made in accordance with the terms of the Indenture, more particularly as described in “Modification and Waiver” below.

Modification and Waiver

Modification

Subject to the voting rights discussed below, the Indenture and the rights of the holders of Notes may, in certain circumstances, be modified, including by way of an extraordinary resolution of the holders of Notes. For that purpose, among others, the Indenture contains provisions making extraordinary resolutions binding upon all holders of Notes. “Extraordinary Resolution” is defined in the Indenture to mean a resolution passed by the affirmative vote

of the holders of not less than 66 $\frac{2}{3}$ % of the principal amount of Notes represented and voted at a meeting duly called and held in accordance with the Indenture at which the holders of more than 50% of the principal amount of the then outstanding Notes are present in person or by proxy or as a resolution contained in one or more instruments in writing signed by the holders of not less than 66 $\frac{2}{3}$ % of the principal amount of the then outstanding Notes.

Waiver

The holders of at least 50% of the principal amount of the affected Notes then outstanding may, on behalf of the holders of all Notes, waive any event of default under the Indenture or, if possible, rescind or cancel any enforcement proceedings initiated by the Trustee, as each case relates to the Notes and the consequences of such default.

Voting Rights

Holders of Notes will be entitled to vote as a group on all matters affecting the Notes in general.

Repayment of Unclaimed Money

Any amount paid by MFC to the Trustee or the Agents that remains unclaimed at the end of two years after the amount is due to holders of Notes, will, subject to applicable law, be repaid to MFC at its request. After that time, the holder of the Notes will be able to seek from MFC any payment (without interest) to which that holder may be entitled.

SUMMARY OF PROVISIONS RELATING TO THE NOTES IN GLOBAL FORM

The following provisions will apply to the Notes while they are represented by the Book-Entry Security. Terms defined in the “Description of the Notes” have the same meaning in this section.

Payments

Each payment by or on behalf of MFC in respect of the Notes will be made to or to the order of, the person whose name is entered on the branch register (the “**Register**”) maintained by the Registrar, as registrar and transfer agent, at the close of the business day (being for this purpose a day on which Euroclear and Clearstream, Luxembourg are open for business) on the relevant record date. The record date is, while the Notes are represented by the Book-Entry Security, the last business day (being for this purpose a day on which Euroclear and Clearstream, Luxembourg are open for business) prior to the payment date, and in all other cases, the date that is 15 days prior to the payment date.

Where no further payment is to be made in respect of the Notes, payment of principal, premium, if any, and interest will only be made against presentation and surrender of the Book-Entry Security to or to the order of the Principal Paying Agent, as principal paying agent, or such other agent as shall have been notified to the holder of the Book-Entry Security for such purpose.

Distributions of amounts with respect to book-entry interests in the Notes held through Euroclear or Clearstream, Luxembourg will be credited, to the extent received by the Principal Paying Agent or the Registrar, to the cash accounts of Euroclear or Clearstream, Luxembourg participants in accordance with the relevant system’s rules and procedures.

Cancellation

Cancellation of any Note following its redemption or purchase by MFC will be effected by reduction in the aggregate principal amount of the Notes in the Register.

Notices

For so long as all of the Notes are represented by the Book-Entry Security and such Book-Entry Security is held on behalf of Euroclear and/or Clearstream, Luxembourg, notices to the Holders may be given by delivery of the relevant notice to Euroclear and/or Clearstream, Luxembourg (as the case may be) for communication to the persons shown in the records of Euroclear or Clearstream, Luxembourg as the beneficial holders of such Notes (each an “**Accountholder**”). Such notice shall be deemed to have been given on the date of delivery of the notice to Euroclear and/or Clearstream, Luxembourg (as the case may be). So long as the Notes are listed on the SGX-ST and the SGX-ST listing rules so require, notices regarding the Notes will also be disclosed by MFC on the SGX-ST.

Accountholders

For so long as all of the Notes are represented by a Book-Entry Security and such Book-Entry Security is held on behalf of Euroclear and/or Clearstream, Luxembourg, each Accountholder shall be treated as the holder of the relevant principal amount of such Notes for all purposes other than with respect to the payment of principal, premium, if any, and interest on such principal amount of such Notes, the right to which shall be vested, as against MFC and the Trustee, solely in the registered holder of the Book-Entry Security in accordance with and subject to its terms and the terms of the Indenture. Each Accountholder must look solely to Euroclear or Clearstream, Luxembourg, as the case may be, for its share of each payment made to the registered holder of the Book-Entry Security.

Exchange

If either or both of Euroclear or Clearstream, Luxembourg is closed for business for a continuous period of 14 calendar days (other than by reason of legal holidays) or announces an intention permanently to cease business or

does in fact do so, the Notes corresponding to its book-entry interests in the Notes represented by the Book-Entry Security will, on receipt of effective forms of transfer, be transferred to each Accountholder (or a nominee thereof), and each such Accountholder (or nominee) will be registered by the Registrar as a holder of the Notes in the Register and will receive a certificate made out in such Accountholder's (or its nominee's) name in accordance with its proportionate interest in the Book-Entry Security as recorded in the Register.

Transfers

Transfers of book-entry interests in the Notes will be effected through the records of Euroclear, Clearstream, Luxembourg and their respective participants in accordance with the rules and procedures of Euroclear, Clearstream, Luxembourg and their respective direct and indirect participants. Book-entry interests in the Notes are exchangeable and transferable only in accordance with, and subject to, the provisions of the Indenture and the rules and operating procedures of Euroclear and Clearstream, Luxembourg. No Accountholder may require the transfer of a Note to be so effected during the period from and including the close of the business day (being for this purpose a day on which Euroclear and Clearstream, Luxembourg are open for business) on the date before the relevant due date for any payment of principal, premium, if any, or interest on that Note.

The ability of an Accountholder to pledge a Note or otherwise take action with respect to such Accountholder's interest in a Note (other than through a participant) may be limited due to the lack of a physical certificate evidencing ownership of a Note.

Trustee's Powers

In considering the interests of the holders of Notes while the Book-Entry Security is registered in the name of a nominee for the common depository of Euroclear and/or Clearstream, Luxembourg, the Trustee may, to the extent it considers it appropriate to do so in the circumstances but without being obliged to do so, (a) have regard to any information provided to it by Euroclear and/or Clearstream, Luxembourg as to the identity (either individually or by category) of its participants with entitlements to the Notes and (b) consider such interests as if such participants were the holders of the Notes.

Enforcement

For the purposes of enforcement of the provisions of the Indenture against the Trustee, the persons named in a certificate of the holder of the Notes in respect of which the Book-Entry Security is issued shall be recognised as the beneficiaries of the trusts set out in the Indenture to the extent of the principal amount of their interest in the Notes set out in the certificate of the holder as if they were themselves the holders of the Notes in such principal amounts.

Clearing Systems

References herein to Euroclear and Clearstream, Luxembourg shall be deemed to include any successor or other clearing system in which the Notes may be cleared as designated by MFC with the approval of the Trustee.

CLEARANCE AND SETTLEMENT OF THE NOTES

The information set out below is subject to any change in or reinterpretation of the rules, regulations and procedures of Euroclear and Clearstream, Luxembourg (the “**Clearing Systems**”) currently in effect. The information in this section concerning the Clearing Systems has been obtained from sources that MFC believes to be reliable, but none of MFC, the Managers, the Trustee or any Agent takes any responsibility for the accuracy of this section. Investors wishing to use the facilities of any of the Clearing Systems are advised to confirm the continued applicability of the rules, regulations and procedures of the relevant Clearing System. None of MFC, the Trustee, any Agent or any other party to the Indenture will have any responsibility or liability for any aspect of the records relating to, or payments made on account of, beneficial ownership interests in the Notes held through the facilities of any Clearing System or for maintaining, supervising or reviewing any records relating to such beneficial ownership interests.

Custodial and depository links have been established with Euroclear and Clearstream, Luxembourg to facilitate the initial issue of the Notes and transfers of the Notes associated with secondary market trading.

The Clearing Systems

Euroclear and Clearstream, Luxembourg

Euroclear and Clearstream, Luxembourg each hold securities for participating organisations and facilitate the clearance and settlement of securities transactions between their respective participants through electronic book-entry of changes in the accounts of their participants. Euroclear and Clearstream, Luxembourg provide their respective participants with, inter alia, services for safekeeping, administration, clearance and settlement of internationally traded securities and securities lending and borrowing. Euroclear and Clearstream, Luxembourg participants are financial institutions throughout the world, including underwriters, securities brokers and dealers, banks, trust companies, clearing corporations and certain other organisations. Indirect access to Euroclear or Clearstream, Luxembourg is also available to others, such as banks, brokers, dealers and trust companies that clear through or maintain a custodial relationship with a Euroclear or Clearstream, Luxembourg participant, either directly or indirectly.

Registration and form

Book-entry interests in the Notes held through Euroclear and Clearstream, Luxembourg will be evidenced by the Book-Entry Security, registered in the name of a nominee of the common depository of Euroclear and Clearstream, Luxembourg. The Book-Entry Security will be held by, and registered in the name of a nominee for, a common depository for Euroclear and Clearstream, Luxembourg. Beneficial ownership in the Notes will be held through financial institutions as direct and indirect participants in Euroclear and Clearstream, Luxembourg.

The aggregate holdings of book-entry interests in the Notes in Euroclear and Clearstream, Luxembourg will be reflected in the book-entry accounts of each such institution. Euroclear and Clearstream, Luxembourg, as the case may be, and every other intermediate holder in the chain to the beneficial owner of book-entry interests in the Notes, will be responsible for establishing and maintaining accounts for their participants and customers having interests in the book-entry interest in the Notes. The Principal Paying Agent will be responsible for ensuring that payments received by it from MFC for holders of interests in the Notes held through Euroclear and Clearstream, Luxembourg are credited to Euroclear or Clearstream, Luxembourg, as the case may be.

MFC will not impose any fees in respect of the Notes. However, holders of book-entry interests in the Notes may incur fees normally payable in respect of the maintenance and operation of accounts in Euroclear and Clearstream, Luxembourg.

Global Clearance and Settlement Procedures

Initial settlement

Interests in the Notes will be in book-entry form and evidenced by the Book-Entry Security. Purchasers holding book-entry interests in the Notes through Euroclear and Clearstream, Luxembourg accounts will follow the settlement procedures applicable to conventional eurobonds. Book-entry interests in the Notes will be credited to Euroclear and Clearstream, Luxembourg participants' securities clearance accounts on the business day (being for this purpose a day on which Euroclear and Clearstream, Luxembourg are open for business) following the Closing Date against payment (for value on the Closing Date).

Secondary market trading

Secondary market sales of book-entry interests in the Notes held through Euroclear or Clearstream, Luxembourg to purchasers of book-entry interests in the Notes through Euroclear or Clearstream, Luxembourg will be conducted in accordance with the normal rules and operating procedures of Euroclear and Clearstream, Luxembourg and will be settled using the procedures applicable to conventional participants.

Eurosystem eligibility

The Notes are not intended to be held in a manner which would allow Eurosystem eligibility.

General

Although the foregoing sets out the procedures of Euroclear and Clearstream, Luxembourg in order to facilitate the transfers of interests in the Notes among participants of Euroclear and Clearstream, Luxembourg, neither Euroclear nor Clearstream, Luxembourg is under any obligation to perform or continue to perform such procedures and such procedures may be discontinued at any time.

None of MFC, the Managers, the Trustee or any of the Agents will have any responsibility for the performance by Euroclear or Clearstream, Luxembourg or their respective participants of their respective obligations under the rules and procedures governing their operations.

TAX CONSIDERATIONS

Canada Federal Income Taxation

The following is, as of the date hereof, a general summary of the principal Canadian federal income tax considerations under the Tax Act generally applicable to a holder of Notes who acquires beneficial ownership of the Notes pursuant to this Offering Circular and who, for purposes of the Tax Act and at all relevant times, (i) is not, and is not deemed to be, a resident of Canada, (ii) deals at arm's length with MFC and any person resident in Canada to whom the holder disposes of the Notes, (iii) has not and will not use or hold or be deemed to use or hold the Notes in, or in the course of, carrying on business in Canada, (iv) is not a "specified shareholder" (as defined in subsection 18(5) of the Tax Act) of MFC or a person who does not deal at arm's length with such a specified shareholder, (v) is entitled to receive all payments (including any interest and principal) made on the Notes, and (vi) is not an insurer that carries on an insurance business in Canada and elsewhere (a "**Non-Resident Holder**").

This summary is based on the provisions of the Tax Act and the regulations thereunder in force at the date of this Offering Circular, all specific proposals to amend the Tax Act and the regulations thereunder publicly announced by or on behalf of the Minister of Finance (Canada) prior to the date hereof and counsel's understanding of the current administrative policies or assessment practices published in writing by the CRA. There can be no assurance that the proposed amendments will be implemented in their current form or at all. This summary does not otherwise take into account or anticipate any changes of law or practice, whether by judicial, governmental or legislative decision or action or changes in the administrative policies or assessment practices of the CRA, nor does it take into account tax legislation or considerations of any province, territory or foreign jurisdiction, which may differ significantly from those discussed herein.

This summary is of a general nature only and is not, and is not intended to be, nor should it be construed to be, legal or tax advice to any particular holder and no representations with respect to the income tax consequences to any particular holder are made. This summary is not exhaustive of all Canadian federal income tax considerations. Prospective purchasers should consult their own tax advisors for advice with respect to the tax consequences in their particular circumstances.

Interest or principal paid or credited by MFC on the Notes to a Non-Resident Holder will not be subject to Canadian withholding tax. No other Canadian taxes on income (including capital gains) will be payable by a Non-Resident Holder in respect of the holding, redemption or disposition of the Notes.

Singapore Taxation

The statements below are general in nature and are based on certain aspects of current tax laws in Singapore and administrative guidelines issued by the MAS in force as at the date of this Offering Circular and are subject to any changes in such laws or administrative guidelines, or the interpretation of those laws or guidelines, occurring after such date, which changes could be made on a retroactive basis. Neither these statements nor any other statements in this Offering Circular are intended or are to be regarded as advice on the tax position of any holder of the Notes or of any person acquiring, selling or otherwise dealing with the Notes or on any tax implications arising from the acquisition, sale or other dealings in respect of the Notes. The statements made herein do not purport to be a comprehensive or exhaustive description of all the tax considerations that may be relevant to a decision to subscribe for, purchase, own or dispose of the Notes and do not purport to deal with the tax consequences applicable to all categories of investors, some of which (such as dealers in securities or financial institutions in Singapore which have been granted the relevant Financial Sector Incentive(s)) may be subject to special rules or tax rates. Holders and prospective holders of the Notes are advised to consult their own tax advisors as to the Singapore or other tax consequences of the acquisition, ownership of or disposal of the Notes, including, in particular, the effect of any foreign, state or local tax laws to which they are subject. It is emphasised that none of MFC, the Managers and any other persons involved in the issue of the Notes accepts responsibility for any tax effects or liabilities resulting from the subscription for, purchase, holding or disposal of the Notes.

Qualifying Debt Securities Scheme

As the issue of the Notes is lead-managed by DBS Bank Ltd., The Hongkong and Shanghai Banking Corporation Limited, Singapore Branch and Standard Chartered Bank, each of which is a Financial Sector Incentive (Bond Market), Financial Sector Incentive (Capital Market) or Financial Sector Incentive (Standard Tier) Company (as defined in the Income Tax Act, Chapter 134 of Singapore (the “**ITA**”)) and the Notes are issued during the period from 1 January 2014 to 31 December 2018, such Notes would be, pursuant to the ITA and the Income Tax (Qualifying Debt Securities) Regulations (the “**QDS Regulations**”), QDS for the purposes of the ITA and subject to certain conditions having been fulfilled (including the furnishing of a return on debt securities for the Notes in the stipulated format within such period as the relevant authorities may specify and such other particulars in connection with the Notes as the relevant authorities may require to the MAS and such other relevant authorities as may be stipulated), interest, discount income (not including discount income arising from secondary trading), prepayment fee, redemption premium and break cost (collectively, “**Qualifying Income**”) from the Notes derived by any company or body of persons (as defined in the ITA) in Singapore is subject to tax at a concessionary rate of 10.0% (except for holders of the relevant Financial Sector Incentive(s) who may be taxed at different rates).

However, notwithstanding the foregoing:

- (A) if during the primary launch of the Notes, the Notes are issued to less than four persons and 50.0% or more of the issue of such Notes is beneficially held or funded, directly or indirectly, by related parties of the Issuer, the Notes would not qualify as QDS; and
- (B) even though the Notes are QDS, if, at any time during the tenure of the Notes, 50.0% or more of the issue of the Notes is held beneficially or funded, directly or indirectly, by any related party(ies) of the Issuer, Qualifying Income derived from the Notes held by:
 - (i) any related party of the Issuer; or
 - (ii) any other person where the funds used by such person to acquire the Notes are obtained, directly or indirectly, from any related party of the Issuer,

shall not be eligible for the tax exemption or concessionary rate of tax as described above.

The term “related party”, in relation to a person, means any other person who, directly or indirectly, controls that person, or is controlled, directly or indirectly, by that person, or where he and that other person, directly or indirectly, are under the control of a common person.

For the purpose of the ITA and Singapore tax disclosure:

- “**prepayment fee**” means any fee payable by the Issuer of the securities on the early redemption of the securities, the amount of which is determined by the terms of the issuance of the securities;
- “**redemption premium**” means any premium payable by the Issuer of the securities on the redemption of the securities upon their maturity; and
- “**break cost**” means any fee payable by the Issuer of the securities on the early redemption of the securities, the amount of which is determined by any loss or liability incurred by the holder of the securities in connection with such redemption.

All foreign-sourced income received in Singapore on or after 1 January 2004 by Singapore tax-resident individuals will be exempt from income tax, provided such foreign-sourced income is not received through a partnership in Singapore.

Gains from the Sale of the Notes

Any gains considered to be in the nature of capital made from the sale of the Notes will not be taxable in Singapore. However, any gains derived by any person from the sale of the Notes which are gains from any trade, business, profession or vocation carried on by that person, if accruing in or derived from Singapore, may be taxable as such gains are considered revenue in nature.

Holders of the Notes who apply or who are required to apply Singapore Financial Reporting Standard 39 (“**FRS 39**”) or Singapore Financial Reporting Standard 109 (“**FRS 109**”) for financial reporting purposes may, for Singapore income tax purposes, be required to recognise gains or losses (not being gains or losses in the nature of capital) on the Notes, irrespective of disposal, in accordance with FRS 39 or FRS 109 (as the case may be).

Adoption of FRS 39 or FRS 109 Treatment for Singapore Income Tax Purposes

Subject to certain “opt-out” provisions, Section 34A of the ITA requires taxpayers who adopt or are required to adopt FRS 39 for financial reporting purposes to calculate their profit, loss or expense for Singapore income tax purposes in respect of financial instruments in accordance with FRS 39, subject to certain exceptions provided in that section. The IRAS has also issued a circular entitled “Income Tax Implications Arising from the Adoption of FRS 39 – Financial Instruments: Recognition and Measurement” to provide guidance on the Singapore income tax treatment of financial instruments.

FRS 109 will be mandatorily effective for annual periods beginning on or after 1 January 2018, replacing FRS 39. An Income Tax (Amendment) Bill was passed by the Singapore Parliament on 2 October 2017 which (among other things) introduces a new Section 34AA into the ITA. Once brought into force, Section 34AA will require taxpayers who adopt or who are required to adopt FRS 109 for financial reporting purposes to calculate their profit, loss or expense for Singapore income tax purposes in respect of financial instruments in accordance with FRS 109, subject to certain exceptions provided in that section. In contrast to the position under the FRS 39 tax regime, taxpayers will not have the choice to opt out from the FRS 109 tax regime.

Holders of the Notes who may be subject to the tax treatment under the FRS 39 tax regime or FRS 109 tax regime should consult their own accounting and tax advisers regarding the Singapore income tax consequences of their acquisition, holding or disposal of the Notes.

Estate Duty

Singapore estate duty has been abolished with respect to all deaths occurring on or after 15 February 2008.

SUBSCRIPTION AND SALE

DBS Bank Ltd., The Hongkong and Shanghai Banking Corporation Limited, Singapore Branch and Standard Chartered Bank have, pursuant to a subscription agreement (the “**Subscription Agreement**”) dated 14 November 2017, severally agreed to subscribe or procure subscribers for the Notes at the issue price of 100 per cent. of the principal amount of the Notes. In addition, the Issuer has agreed with the Managers that the Issuer will pay a commission to certain private banks in connection with the distribution of the Notes to their clients.

New Issue of Notes

The Notes are a new issue of securities with no established trading market. The Managers presently intend to make a market in the Notes after completion of the offering. However, they are under no obligation to do so and may discontinue any market-making activities at any time without any notice. Neither we nor the Managers can assure the liquidity of the trading market for the Notes or that an active public market for the Notes will develop. If an active public trading market for the Notes does not develop, the market price and liquidity of the Notes of that series may be adversely affected.

The Managers and their respective affiliates are full service financial institutions engaged in various activities, which may include securities trading, commercial and investment banking, financial advisory, investment management, investment research, principal investment, hedging, financing and brokerage activities. Certain of the Managers or their affiliates have performed certain investment banking, commercial banking and advisory services for us from time to time for which they have received customary fees and expenses. The Managers may, from time to time, engage in transactions with and perform services for us in the ordinary course of their business. Also, certain of the Managers are affiliates of banks which are lenders to us and to which we currently are indebted. As a consequence of their participation in the offering, the Managers affiliated with such banks will be entitled to share in the underwriting commission relating to the offering of the Notes. The decision to distribute the Notes hereunder and the determination of the terms of the offering were made through negotiations between us and the Managers. In the ordinary course of their various business activities, the Managers and their respective affiliates may make or hold a broad array of investments and actively trade debt and equity securities (or related derivative securities) and financial instruments (including bank loans) for their own account and for the accounts of their customers, and such investment and securities activities may involve securities or instruments of MFC. The Managers and their respective affiliates may also make investment recommendations or publish or express independent research views in respect of such securities or instruments and may at any time hold, or recommend to clients that they acquire, long or short positions in such securities and instruments.

SELLING RESTRICTIONS

The Notes are offered for sale in those jurisdictions where it is lawful to make such offers. No action has been taken, or will be taken, which would permit a public offering of the Notes in any jurisdiction.

Each of the Managers has severally represented and agreed that it has not offered, sold or delivered and it will not offer, sell or deliver, directly or indirectly, any of the Notes, or distribute the Offering Circular or any other offering material relating to MFC or the Notes in or from any jurisdiction except in compliance with the applicable laws and regulations thereof and in a manner that will not impose any obligations on MFC, except as set forth in the Subscription Agreement. Each Manager has also agreed that it will include a comparable provision in any sub-underwriting, banking group or selling group agreement or similar arrangement with respect to the Notes that may be entered into by such Manager.

Canada

The Notes have not been and will not be qualified for sale under the securities laws of any province or territory of Canada.

The Notes may not be offered, sold or delivered, directly or indirectly, in Canada, or to, or for the benefit of, residents of Canada.

This Offering Circular is not, and under no circumstances is it to be construed as, an advertisement or a public offering of the securities referred to in this document in Canada. No securities commission or similar regulatory authority in Canada has reviewed or in any way passed upon this Offering Circular or the merits of the securities described herein and any representation to the contrary is an offence.

This Offering Circular does not constitute an offer of the Notes, directly or indirectly, in Canada, or to, or for the benefit of, residents of Canada. Each Manager has acknowledged that the Notes have not been and will not be qualified for sale under the securities laws of any province or territory of Canada. Each Manager has represented and agreed that it has not offered or sold, directly or indirectly, and will not, directly or indirectly, offer, sell or deliver, any of the Notes in or from Canada, or to, or for the benefit of, any resident of Canada or provide any information in respect of MFC or the Notes to any potential investors resident in Canada without the consent of MFC. Each Manager has also agreed that it will include a comparable provision in any sub-underwriting, banking group or selling group agreement or similar arrangement with respect to the Notes that may be entered into by such Manager.

United States of America

The Notes have not been and will not be registered under the Securities Act and may not be offered or sold within the United States or to, or for the account or benefit of, U.S. persons except in certain transactions exempt from the registration requirements of the Securities Act.

Each Manager has represented, warranted and agreed that, except as permitted by the Subscription Agreement, it will not offer, sell or deliver the Notes (a) as part of their distribution at any time or (b) otherwise until 40 days after the later of the commencement of the offering and the Closing Date within the United States or to, or for the account or benefit of, U.S. persons and that it will have sent to each dealer to which it sells any Notes during the distribution compliance period a confirmation or other notice setting forth the restrictions on offers and sales of the Notes within the United States or to, or for the account or benefit of, U.S. persons. Terms used in this paragraph have the meanings given to them by Regulation S under the Securities Act.

In addition, until 40 days after the commencement of the offering, an offer or sale of Notes within the United States by any dealer that is not participating in the offering may violate the registration requirements of the Securities Act. The Notes may not be acquired or held by any person who is an employee benefit plan or other plan or arrangement subject to Title I of the *Employee Retirement Income Security Act of 1974*, as amended (“ERISA”), or Section 4975 of the Code, or who is acting on behalf of or investing the assets of any such plan or arrangement, unless the acquisition and holding of the Notes by such person will not result in a non-exempt prohibited transaction under Section 406 of ERISA or Section 4975 of the Code.

Hong Kong

Each Manager has represented, warranted and agreed that:

- (i) it has not offered or sold and will not offer or sell in Hong Kong, by means of any document, any Notes other than (a) to “professional investors” as defined in the Securities and Futures Ordinance (Cap. 571) of Hong Kong and any rules made under that Ordinance; or (b) in other circumstances which do not result in the document being a “prospectus” as defined in the Companies (Winding Up and Miscellaneous Provisions) Ordinance (Cap. 32) of Hong Kong or which do not constitute an offer to the public within the meaning of that Ordinance; and
- (ii) it has not issued or had in its possession for the purposes of issue, and will not issue or have in its possession for the purposes of issue, whether in Hong Kong or elsewhere, any advertisement, invitation or document relating to the Notes, which is directed at, or the contents of which are likely to be accessed or read by, the public of Hong Kong (except if permitted to do so under the securities laws of Hong Kong) other than with respect to Notes which are or are intended to be disposed of only to persons outside Hong Kong or only to “professional investors” as defined in the Securities and Futures Ordinance and any rules made under that Ordinance.

Japan

The Notes have not been and will not be registered under the Financial Instruments and Exchange Law of Japan and each Manager has represented, warranted and agreed that it will not offer or sell any Notes, directly or indirectly, in Japan or to, or for the account of, any resident of Japan (including any corporation or other entity organised under the laws of Japan), except pursuant to an exemption from the registration requirements of, and otherwise in compliance with, the Financial Instruments and Exchange Law and any other applicable laws, regulations and ministerial guidelines of Japan.

Singapore

This Offering Circular has not been registered as a prospectus with the Monetary Authority of Singapore, and the Notes will be offered pursuant to exemptions under the Securities and Futures Act, Chapter 289 of Singapore (the “SFA”). Accordingly, each Manager has represented, warranted and agreed that it has not offered or sold any Notes or caused such Notes to be made the subject of an invitation for subscription or purchase and will not offer or sell such Notes or cause such Notes to be made the subject of an invitation for subscription or purchase, and has not circulated or distributed, nor will it circulate or distribute this Offering Circular or any other document or material in connection with the offer or sale, or invitation for subscription or purchase, of such Notes, whether directly or indirectly, to persons in Singapore other than (i) to an institutional investor under Section 274 of the SFA, (ii) to a relevant person pursuant to Section 275(1), or any person pursuant to Section 275(1A), and in accordance with the conditions, specified in Section 275, of the SFA or (iii) otherwise pursuant to, and in accordance with the conditions of, any other applicable provision of the SFA.

Where the Notes are subscribed for or purchased under Section 275 of the SFA by a relevant person which is:

- (i) a corporation (which is not an accredited investor (as defined in Section 4A of the SFA)) the sole business of which is to hold investments and the entire share capital of which is owned by one or more individuals, each of whom is an accredited investor; or
- (ii) a trust (where the trustee is not an accredited investor) whose sole purpose is to hold investments and each beneficiary of the trust is an individual who is an accredited investor,

“securities” (as defined in Section 239(1) of the SFA) of that corporation or the beneficiaries’ rights and interest in that trust shall not be transferable for 6 months after that corporation or that trust has acquired the Notes pursuant to an offer made under Section 275 of the SFA except:

- to an institutional investor or to a relevant person defined in Section 275(2) of the SFA, or any person arising from an offer referred to in Section 275(1A) or Section 276(4)(i)(B) of the SFA;
- where no consideration is or will be given for the transfer;
- where the transfer is by operation of law;
- pursuant to Section 276(7) of the SFA; or
- as specified in Regulation 32 of the Securities and Futures (Offers of Investments) (Shares and Debentures) Regulations 2005 of Singapore.

United Kingdom

Each Manager has represented, warranted and agreed that:

- (i) it has only communicated or caused to be communicated and will only communicate or cause to be communicated an invitation or inducement to engage in investment activity (within the

meaning of Section 21 of the Financial Services and Markets Acts 2000 (the “FSMA”) received by it in connection with the issue or sale of any Notes in circumstances in which Section 21(1) of the FSMA does not apply to MFC; and

- (ii) it has complied and will comply with all applicable provisions of the FSMA with respect to anything done by it in relation to any Notes in, from or otherwise involving the United Kingdom.

AUDITORS

Our auditors are Ernst & Young LLP, Chartered Professional Accountants, Toronto, Ontario, Canada.

Our consolidated financial statements as at 31 December 2016 and 2015 incorporated by reference in this Offering Circular have been audited by Ernst & Young LLP, independent registered chartered professional accountants, as indicated in their report dated 9 February 2017 and are incorporated herein in reliance upon such report given the authority of said firm as experts in accounting and auditing in giving said report.

Ernst & Young LLP has advised that they are independent with respect to MFC within the meaning of the Code of Professional Conduct of the Chartered Professional Accountants of Ontario (registered name of The Institute of Chartered Accountants of Ontario), and as required by applicable Canadian Securities Laws. They are also independent public accountants with respect to MFC within the meaning of the Securities Act, as amended, and the applicable rules and regulations thereunder, adopted by the Securities and Exchange Commission and the Public Company Accounting Oversight Board (United States).

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