

Gross Annualized Rates of Return and Investment Management Fees (IMFs) as at October 31, 2018

Fund Performance

	1 Month(%)	3 Months(%)	YTD (%)	1 Year (%)	2 Years (%)	3 Years (%)	4 Years (%)	5 Years (%)	10 Years (%)	IMF (%)
<b>Balanced Funds</b>										
234 - ML Balanced Beutel G.	-3.75	-4.18	-1.66	-0.58	6.14	6.61	6.47	7.33	8.69	1.625
23 - ML Balanced JF	-3.60	-4.10	-1.07	-0.92	3.97	4.76	5.83	7.21	8.49	1.625
<b>Fixed Income Funds</b>										
9 - ML Money Market MAM	0.18	0.47	1.39	1.59	1.25	1.12	1.09	1.12	1.16	1.275
19 - ML Canadian Bond Index MAM	-0.60	-0.81	-0.96	-0.59	-0.53	1.47	2.19	2.90	4.43	1.275
<i>Market Index: FTSE TMX Canada 91 Day T-Bill</i>	0.13	0.35	1.05	1.16	0.85	0.72	0.72	0.76	0.83	n/a
<i>Market Index: FTSE TMX Canada Universe Bond</i>	-0.61	-0.83	-0.96	-0.59	-0.53	1.48	2.20	2.92	4.46	n/a
<b>Canadian Equity Funds</b>										
235 - ML Canadian Equity Beutel G.	-4.99	-6.52	-2.34	-1.76	6.58	7.85	5.77	7.72	10.26	1.625
344 - ML Canadian Equity Growth - CC&L	-7.44	-8.86	-2.80	-0.20	4.97	7.89	5.62	7.19	n/a	1.625
<i>Market Index: S&amp;P/TSX Composite</i>	-6.27	-7.87	-5.00	-3.41	3.77	6.67	3.73	5.44	7.56	n/a
<i>Market Index: S&amp;P/TSX Small Cap TR</i>	-7.60	-9.26	-11.68	-9.06	-1.96	6.75	2.05	1.82	7.02	n/a
<b>Foreign Equity Funds</b>										
20 - ML US Equity Index MAM	-5.37	-2.49	7.70	9.04	13.65	11.31	13.79	16.20	13.74	1.275
25 - ML International Equity SLI	-7.23	-11.84	-11.07	-11.97	2.16	-0.84	2.78	2.72	6.76	1.725
56 - ML Global Equity Templeton	-5.54	-6.33	-2.43	-1.88	7.41	4.66	7.25	8.75	10.29	1.975
625 - ML Global Equity MMF - SLI	-7.18	-9.32	-5.99	-6.17	4.25	1.63	5.63	7.53	n/a	1.575
<i>Market Index: S&amp;P 500</i>	-5.35	-2.42	7.96	9.36	14.00	11.68	14.19	16.60	14.11	n/a
<i>Market Index: MSCI EAFE</i>	-6.48	-8.11	-4.47	-4.64	6.62	4.28	7.19	7.34	8.22	n/a
<i>Market Index: MSCI World</i>	-5.84	-4.75	2.87	3.61	10.89	8.68	11.11	12.47	11.50	n/a
<b>Guaranteed Funds - Rates as at October 31, 2018</b>				<b>CIA-1</b>	<b>CIA-2</b>	<b>CIA-3</b>	<b>CIA-4</b>	<b>CIA-5</b>		
Compound interest accumulator (CIA)				1.600	1.825	1.875	1.925	1.975		

Gross Annualized Rates of Return and Investment Management Fees (IMFs) as at October 31, 2018

Portfolio Performance - CLIENT DEFAULT GRID

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More than 25 years	35.00%	19 - ML Canadian Bond Index MAM	<table border="1"> <thead> <tr> <th colspan="2">Portfolio History</th> </tr> <tr> <th>Period</th> <th>Return</th> </tr> </thead> <tbody> <tr> <td>1 month</td> <td>-4.29%</td> </tr> <tr> <td>3 months</td> <td>-5.12%</td> </tr> <tr> <td>YTD</td> <td>-1.71%</td> </tr> <tr> <td>1 year</td> <td>-1.00%</td> </tr> <tr> <td>2 years</td> <td>4.40%</td> </tr> <tr> <td>3 years</td> <td>4.92%</td> </tr> <tr> <td>4 years</td> <td>5.59%</td> </tr> <tr> <td>5 years</td> <td>7.00%</td> </tr> <tr> <td>10 years</td> <td>n/a</td> </tr> </tbody> </table>	Portfolio History		Period	Return	1 month	-4.29%	3 months	-5.12%	YTD	-1.71%	1 year	-1.00%	2 years	4.40%	3 years	4.92%	4 years	5.59%	5 years	7.00%	10 years	n/a
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Gross Annualized Rates of Return and Investment Management Fees (IMFs) as at October 31, 2018

Portfolio Performance - CLIENT DEFAULT GRID

Investment Period	Investor Profile		
	CLIENT DEFAULT GRID		
Between 10 and 15 years	25.00%	Manulife - 5 Year CIA	
			<b>Portfolio History</b>
	25.00%	19 - ML Canadian Bond Index MAM	<b>Period</b> <b>Return</b>
	12.00%	235 - ML Canadian Equity Beutel G.	<b>1 month</b> <b>-3.24%</b>
	12.00%	344 - ML Canadian Equity Growth - CC&L	<b>3 months</b> <b>-3.81%</b>
	13.00%	20 - ML US Equity Index MAM	<b>YTD</b> <b>-0.97%</b>
	13.00%	25 - ML International Equity SLI	<b>1 year</b> <b>-0.34%</b>
			<b>2 years</b> <b>3.61%</b>
			<b>3 years</b> <b>4.04%</b>
			<b>4 years</b> <b>4.70%</b>
		<b>5 years</b> <b>5.87%</b>	
		<b>10 years</b> <b>n/a</b>	
Current Blended IMF: 1.099%			
Between 5 and 10 years	27.00%	Manulife - 5 Year CIA	
			<b>Portfolio History</b>
	28.00%	19 - ML Canadian Bond Index MAM	<b>Period</b> <b>Return</b>
	10.00%	235 - ML Canadian Equity Beutel G.	<b>1 month</b> <b>-2.96%</b>
	11.00%	344 - ML Canadian Equity Growth - CC&L	<b>3 months</b> <b>-3.46%</b>
	12.00%	20 - ML US Equity Index MAM	<b>YTD</b> <b>-0.87%</b>
	12.00%	25 - ML International Equity SLI	<b>1 year</b> <b>-0.25%</b>
			<b>2 years</b> <b>3.27%</b>
			<b>3 years</b> <b>3.75%</b>
			<b>4 years</b> <b>4.45%</b>
		<b>5 years</b> <b>5.57%</b>	
		<b>10 years</b> <b>n/a</b>	
Current Blended IMF: 1.058%			
Less than 5 years	30.00%	Manulife - 5 Year CIA	
			<b>Portfolio History</b>
	30.00%	19 - ML Canadian Bond Index MAM	<b>Period</b> <b>Return</b>
	10.00%	235 - ML Canadian Equity Beutel G.	<b>1 month</b> <b>-2.64%</b>
	10.00%	344 - ML Canadian Equity Growth - CC&L	<b>3 months</b> <b>-3.09%</b>
	10.00%	20 - ML US Equity Index MAM	<b>YTD</b> <b>-0.75%</b>
	10.00%	25 - ML International Equity SLI	<b>1 year</b> <b>-0.15%</b>
			<b>2 years</b> <b>2.91%</b>
			<b>3 years</b> <b>3.51%</b>
			<b>4 years</b> <b>4.13%</b>
		<b>5 years</b> <b>5.19%</b>	
		<b>10 years</b> <b>n/a</b>	
Current Blended IMF: 1.008%			

Gross Annualized Rates of Return and Investment Management Fees (IMFs) as at October 31, 2018

Portfolio Performance - Avenue portfolios - Option 1

Investment Period	Investor Profile											
	CONSERVATIVE				MODERATE				AGGRESSIVE			
More than 25 years	50.00%	19 - ML Canadian Bond Index MAM	Portfolio History		35.00%	19 - ML Canadian Bond Index MAM	Portfolio History		20.00%	19 - ML Canadian Bond Index MAM	Portfolio History	
	12.00%	235 - ML Canadian Equity Beutel G.	Period	Return	15.00%	235 - ML Canadian Equity Beutel G.	Period	Return	20.00%	235 - ML Canadian Equity Beutel G.	Period	Return
	12.00%	344 - ML Canadian Equity Growth - CC&L	1 month	-3.43%	16.00%	344 - ML Canadian Equity Growth - CC&L	1 month	-4.29%	20.00%	344 - ML Canadian Equity Growth - CC&L	1 month	-5.13%
	13.00%	20 - ML US Equity Index MAM	3 months	-4.12%	17.00%	20 - ML US Equity Index MAM	3 months	-5.12%	20.00%	20 - ML US Equity Index MAM	3 months	-6.10%
	13.00%	25 - ML International Equity SLI	YTD	-1.54%	17.00%	25 - ML International Equity SLI	YTD	-1.71%	20.00%	25 - ML International Equity SLI	YTD	-1.90%
			1 year	-0.91%			1 year	-1.00%			1 year	-1.09%
			2 years	3.29%			2 years	4.40%			2 years	5.48%
			3 years	4.15%			3 years	4.92%			3 years	5.73%
			4 years	4.83%			4 years	5.59%			4 years	6.28%
			5 years	6.10%			5 years	7.00%			5 years	7.81%
		10 years	n/a			10 years	n/a			10 years	n/a	
	Current Blended IMF: 1.418%				Current Blended IMF: 1.460%				Current Blended IMF: 1.505%			
Between 20 and 25 years	54.00%	19 - ML Canadian Bond Index MAM	Portfolio History		40.00%	19 - ML Canadian Bond Index MAM	Portfolio History		26.00%	19 - ML Canadian Bond Index MAM	Portfolio History	
	11.00%	235 - ML Canadian Equity Beutel G.	Period	Return	15.00%	235 - ML Canadian Equity Beutel G.	Period	Return	18.00%	235 - ML Canadian Equity Beutel G.	Period	Return
	11.00%	344 - ML Canadian Equity Growth - CC&L	1 month	-3.20%	15.00%	344 - ML Canadian Equity Growth - CC&L	1 month	-3.99%	18.00%	344 - ML Canadian Equity Growth - CC&L	1 month	-4.79%
	12.00%	20 - ML US Equity Index MAM	3 months	-3.85%	15.00%	20 - ML US Equity Index MAM	3 months	-4.78%	19.00%	20 - ML US Equity Index MAM	3 months	-5.70%
	12.00%	25 - ML International Equity SLI	YTD	-1.49%	15.00%	25 - ML International Equity SLI	YTD	-1.66%	19.00%	25 - ML International Equity SLI	YTD	-1.82%
			1 year	-0.88%			1 year	-0.97%			1 year	-1.06%
			2 years	2.99%			2 years	4.01%			2 years	5.06%
			3 years	3.94%			3 years	4.70%			3 years	5.40%
			4 years	4.63%			4 years	5.30%			4 years	6.02%
			5 years	5.86%			5 years	6.66%			5 years	7.50%
		10 years	n/a			10 years	n/a			10 years	n/a	
	Current Blended IMF: 1.406%				Current Blended IMF: 1.448%				Current Blended IMF: 1.487%			
Between 15 and 20 years	29.00%	Manulife - 5 Year CIA	Portfolio History		45.00%	19 - ML Canadian Bond Index MAM	Portfolio History		32.00%	19 - ML Canadian Bond Index MAM	Portfolio History	
	29.00%	19 - ML Canadian Bond Index MAM	Period	Return	13.00%	235 - ML Canadian Equity Beutel G.	Period	Return	17.00%	235 - ML Canadian Equity Beutel G.	Period	Return
	10.00%	235 - ML Canadian Equity Beutel G.	1 month	-2.76%	14.00%	344 - ML Canadian Equity Growth - CC&L	1 month	-3.72%	17.00%	344 - ML Canadian Equity Growth - CC&L	1 month	-4.45%
	10.00%	344 - ML Canadian Equity Growth - CC&L	3 months	-3.23%	14.00%	20 - ML US Equity Index MAM	3 months	-4.46%	17.00%	20 - ML US Equity Index MAM	3 months	-5.31%
	11.00%	20 - ML US Equity Index MAM	YTD	-0.79%	14.00%	25 - ML International Equity SLI	YTD	-1.60%	17.00%	25 - ML International Equity SLI	YTD	-1.75%
	11.00%	25 - ML International Equity SLI	1 year	-0.19%			1 year	-0.93%			1 year	-1.02%
			2 years	3.07%			2 years	3.64%			2 years	4.60%
			3 years	3.60%			3 years	4.42%			3 years	5.11%
			4 years	4.27%			4 years	5.07%			4 years	5.70%
			5 years	5.35%			5 years	6.38%			5 years	7.13%
		10 years	n/a			10 years	n/a			10 years	n/a	
	Current Blended IMF: 1.025%				Current Blended IMF: 1.433%				Current Blended IMF: 1.471%			

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Portfolio Performance - Avenue portfolios - Option 1

Investment Period	Investor Profile											
	CONSERVATIVE				MODERATE				AGGRESSIVE			
Between 10 and 15 years	31.00%	Manulife - 5 Year CIA	Portfolio History		25.00%	Manulife - 5 Year CIA	Portfolio History		38.00%	19 - ML Canadian Bond Index MAM	Portfolio History	
	31.00%	19 - ML Canadian Bond Index MAM	Period	Return	25.00%	19 - ML Canadian Bond Index MAM	Period	Return	15.00%	235 - ML Canadian Equity Beutel G.	Period	Return
	9.00%	235 - ML Canadian Equity Beutel G.	1 month	-2.52%	12.00%	235 - ML Canadian Equity Beutel G.	1 month	-3.24%	15.00%	344 - ML Canadian Equity Growth - CC&L	1 month	-4.11%
	9.00%	344 - ML Canadian Equity Growth - CC&L	3 months	-2.94%	12.00%	344 - ML Canadian Equity Growth - CC&L	3 months	-3.81%	16.00%	20 - ML US Equity Index MAM	3 months	-4.91%
	10.00%	20 - ML US Equity Index MAM	YTD	-0.70%	13.00%	20 - ML US Equity Index MAM	YTD	-0.97%	16.00%	25 - ML International Equity SLI	YTD	-1.68%
	10.00%	25 - ML International Equity SLI	1 year	-0.12%	13.00%	25 - ML International Equity SLI	1 year	-0.34%			1 year	-0.98%
			2 years	2.79%			2 years	3.61%			2 years	4.18%
		3 years	3.37%			3 years	4.04%			3 years	4.78%	
		4 years	4.05%			4 years	4.70%			4 years	5.43%	
		5 years	5.09%			5 years	5.87%			5 years	6.81%	
		10 years	n/a			10 years	n/a			10 years	n/a	
	Current Blended IMF: 0.988%				Current Blended IMF: 1.099%				Current Blended IMF: 1.452%			
Between 5 and 10 years	33.00%	Manulife - 5 Year CIA	Portfolio History		27.00%	Manulife - 5 Year CIA	Portfolio History		44.00%	19 - ML Canadian Bond Index MAM	Portfolio History	
	33.00%	19 - ML Canadian Bond Index MAM	Period	Return	28.00%	19 - ML Canadian Bond Index MAM	Period	Return	14.00%	235 - ML Canadian Equity Beutel G.	Period	Return
	8.00%	235 - ML Canadian Equity Beutel G.	1 month	-2.28%	10.00%	235 - ML Canadian Equity Beutel G.	1 month	-2.96%	14.00%	344 - ML Canadian Equity Growth - CC&L	1 month	-3.77%
	8.00%	344 - ML Canadian Equity Growth - CC&L	3 months	-2.65%	11.00%	344 - ML Canadian Equity Growth - CC&L	3 months	-3.46%	14.00%	20 - ML US Equity Index MAM	3 months	-4.52%
	9.00%	20 - ML US Equity Index MAM	YTD	-0.61%	12.00%	20 - ML US Equity Index MAM	YTD	-0.87%	14.00%	25 - ML International Equity SLI	YTD	-1.61%
	9.00%	25 - ML International Equity SLI	1 year	-0.05%	12.00%	25 - ML International Equity SLI	1 year	-0.25%			1 year	-0.94%
			2 years	2.52%			2 years	3.27%			2 years	3.71%
		3 years	3.15%			3 years	3.75%			3 years	4.49%	
		4 years	3.84%			4 years	4.45%			4 years	5.10%	
		5 years	4.82%			5 years	5.57%			5 years	6.43%	
		10 years	n/a			10 years	n/a			10 years	n/a	
	Current Blended IMF: 0.951%				Current Blended IMF: 1.058%				Current Blended IMF: 1.436%			
Less than 5 years	35.00%	Manulife - 5 Year CIA	Portfolio History		30.00%	Manulife - 5 Year CIA	Portfolio History		50.00%	19 - ML Canadian Bond Index MAM	Portfolio History	
	35.00%	19 - ML Canadian Bond Index MAM	Period	Return	30.00%	19 - ML Canadian Bond Index MAM	Period	Return	12.00%	235 - ML Canadian Equity Beutel G.	Period	Return
	7.00%	235 - ML Canadian Equity Beutel G.	1 month	-2.04%	10.00%	235 - ML Canadian Equity Beutel G.	1 month	-2.64%	12.00%	344 - ML Canadian Equity Growth - CC&L	1 month	-3.43%
	7.00%	344 - ML Canadian Equity Growth - CC&L	3 months	-2.36%	10.00%	344 - ML Canadian Equity Growth - CC&L	3 months	-3.09%	13.00%	20 - ML US Equity Index MAM	3 months	-4.12%
	8.00%	20 - ML US Equity Index MAM	YTD	-0.51%	10.00%	20 - ML US Equity Index MAM	YTD	-0.75%	13.00%	25 - ML International Equity SLI	YTD	-1.54%
	8.00%	25 - ML International Equity SLI	1 year	0.02%	10.00%	25 - ML International Equity SLI	1 year	-0.15%			1 year	-0.91%
			2 years	2.25%			2 years	2.91%			2 years	3.29%
		3 years	2.93%			3 years	3.51%			3 years	4.15%	
		4 years	3.62%			4 years	4.13%			4 years	4.83%	
		5 years	4.55%			5 years	5.19%			5 years	6.10%	
		10 years	n/a			10 years	n/a			10 years	n/a	
	Current Blended IMF: 0.914%				Current Blended IMF: 1.008%				Current Blended IMF: 1.418%			

## Gross Annualized Rates of Return and Investment Management Fees (IMFs) as at October 31, 2018

### Notes:

#### General Fund Performance Information

- Returns are published for funds which have at least one full year of history. All performance data represents past performance and is not necessarily indicative of future results. Funds available within your plan, that are not in effect at the date illustrated, do not appear in this report. For more information on these funds, please consult the quarterly fund reviews, visit the Member VIP Room, at [www.manulife.ca](http://www.manulife.ca), or contact Manulife at 1 800 242-1704.
- Fund returns are calculated on a time-weighted basis. The returns are calculated after fund operating expenses (such as fund maintenance, and custodial fees, interest charges and taxes, where applicable) but before investment management fees (i.e. gross rates of return). Market indices are not subject to fund operating expenses and investment management fees. Therefore, their returns are exempt from any deductions.
- The Investment Management Fee (IMF) charged covers the expenses incurred by Manulife for the management of the said Funds and all or part of the cost of the administration of the plan, to the extent that such costs are not paid separately by the plan sponsor and/or yourself. The IMF however doesn't include the applicable government taxes. The value of the market-related Funds is reduced by the IMF charged and the applicable government taxes. Please consult your statement or visit the password-protected Member VIP Room, at [www.manulife.ca](http://www.manulife.ca), for the net rate of return information on your plan.
- When you withdraw from a CIA fund prior to maturity, a market value adjustment may occur. For more information, please contact Manulife at 1 800 242-1704.
- Refer to the Forms and Publications section of the VIP Room for an explanation of the different types of investment funds and related risks, market indices, investment and plan related fees, and to view the funds' latest audited financial statements.
- Manulife does not make any recommendation whether it is best to use Avenue Portfolios, target date funds, or to use your own selection of investment options.
- If you choose Avenue Portfolios, Manulife may, without prior notice, change the mix and/or investment Funds from time to time which would trigger an adjustment to your current holdings and may increase or decrease the fees associated with the fund or funds affected. The investment instructions for future contributions would be adjusted accordingly.
- If you choose Target Date Funds, Manulife may, without prior notice, change the Target Date Funds from time to time which would trigger an adjustment to your current holdings and may increase or decrease the fees associated with the fund or funds affected. The investment instructions for future contributions would be adjusted accordingly.
- If you choose to provide your own instructions, Manulife is not responsible to monitor the mix but may, without prior notice, change the investment Funds from time to time which would trigger an adjustment to your current holdings and may increase or decrease the fees associated with the fund or funds affected. The investment instructions for future contributions would be adjusted accordingly.
- Market-related funds are not guaranteed and the value of your holdings will vary according to market conditions and the success of the funds' manager. Whether you select an Avenue portfolio, target date fund, or provide your own investment instructions, with or without Lifecycle Movement and/or Systematic Asset Rebalancing (SAR) services, there is no promise or guarantee, explicit or implied, that the selected investments will generate a satisfactory retirement income.
- If a Monitored Investment Program is offered under this plan: The Avenue Portfolios or Target Date Funds and the investment funds available have been determined by Manulife according to industry practice and to the best of its knowledge, experience and ability with due professional care.

#### Portfolio Performance Information

- The Current Blended IMF is the average investment management fee (IMF) currently applicable to a given Avenue portfolio. The blended IMF takes into account the IMF applicable to the investment funds in the Avenue portfolio and the weighting of each fund. For target date funds, the current blended IMF is the fund IMF.
- Manulife has worked with your plan sponsor to develop a concise list of investment options that was used to build a matrix of Avenue Portfolios (if Avenue Portfolios are offered under this plan) based on reasonable long-term asset allocation strategies. Each Avenue Portfolio was created specifically to suit your retirement objectives, based on your investor profile and your investment period. The selection of an Avenue Portfolio is not intended to be based on the performance of each of the underlying funds or on the global performance of each of the boxes. A performance based selection would defeat the objectives targeted by the Avenue Portfolio feature and is therefore not recommended. Every type of investment bears a certain degree of risk. Risk and return go hand in hand. Generally, the greater the risk of an investment, the greater the potential of return or of loss. It's important to determine just how comfortable you are when it comes to risk and your money before you invest. Two main factors determine your personal risk tolerance: your investor profile, and your investment period. Finding a balance that you're comfortable with and that makes sense for the long term is the key to successful investing.
- Each Target Date Funds (if Target Date Funds are offered under this plan) was created specifically to suit your retirement objectives, based on your anticipated retirement date. The selection of Target Date Funds is not intended to be based on the global performance of each of the target date funds. A performance based selection would defeat the objectives targeted by the Target Date Funds feature and is therefore not recommended.

**Gross Annualized Rates of Return and Investment Management Fees (IMFs) as at October 31, 2018**

**Other Services and Fees**

The following is a list of other services for which fees apply. Certain other services not listed below may be available, subject to a fee. These fees will be communicated to you at the time you request the services. Please note that these services and fees are subject to change without notice. Your Manulife representative will be pleased to provide specific details, including a quote, if necessary.

- In service withdrawals : first withdrawal in calendar year free, subsequent withdrawals \$25.00
- Termination charge : \$25 per withdrawal
- Frequent trader fee : If you make more than two inter-fund transfers per account, per plan, in the same month, Manulife will give you a 30-day notice that a penalty will be charged to you for any additional trades after the end of the notice period. This charge (i.e. the greater of \$25 per transaction or 2% of the transaction amount) will be applied as of the third and any subsequent inter-fund transfer you make during a calendar month.
- Market Value Adjustment (MVA) : You may be subject to a positive or negative MVA should you withdraw assets from a guaranteed income fund before its due date.
- For all other fees : Please contact Manulife at 1-800-242-1704.