## Gross Annualized Rates of Return and Investment Management Fees (IMFs) as at November 30, 2020

#### **Fund Performance**

	1 Month(%)	3 Months(%)	YTD (%)	1 Year (%)	2 Years (%)	3 Years (%)	4 Years (%)	5 Years (%)	10 Years (%)	IMF (%)
Balanced Funds										
5633 - ML Balanced Beutel G.	8.71	6.85	6.00	5.31	8.31	5.68	7.44	7.64	8.34	0.898
5661 - ML MIM Diversified	7.27	4.44	6.16	5.81	9.56	5.75	6.72	6.05	7.16	0.648
Fixed Income Funds										
3851 - ML Money Market (MIM)	0.04	0.08	1.15	1.30	1.64	1.64	1.47	1.35	1.26	0.598
4669 - ML MIM Bond	1.11	0.79	9.18	7.86	9.05	5.73	4.99	4.70	4.58	0.648
4660 - ML Mortgage ML	0.49	0.88	5.80	5.68	5.83	4.36	3.69	3.55	3.79	1.008
Market Index: FTSE Canada 91 Day T-Bill	-0.00	0.03	0.88	0.99	1.33	1.30	1.12	0.99	0.96	n/a
Market Index: FTSE Canada Universe Bond	1.03	0.58	8.29	7.00	8.30	5.33	4.60	4.34	4.47	n/a
Canadian Equity Funds										
7634 - ML Canadian Equity Beutel G.	13.84	11.81	0.64	-0.03	4.63	3.27	5.22	6.88	7.98	0.898
7315 - ML Canadian Equity Growth - CC&L	9.07	3.49	4.54	4.11	10.21	6.42	7.25	8.63	8.10	0.898
7294 - ML Canadian Equity Guardian	10.12	5.02	1.44	0.85	6.43	4.25	5.71	7.07	6.93	0.898
7661 - ML MIM Canadian Equity	11.04	5.69	0.73	0.07	9.62	6.04	7.36	8.00	6.63	0.648
7441 - ML MMF Cdn Dividend Growth	9.61	4.37	1.16	0.81	8.06	5.35	6.70	6.89	7.75	0.798
7662 - ML MIM Cdn Small-Cap Eq	6.00	6.14	14.81	15.77	15.75	6.24	5.64	6.08	6.37	0.898
Market Index: S&P/TSX Composite	10.57	4.92	3.81	4.28	9.85	5.56	6.55	8.28	6.00	n/a
Market Index: S&P/TSX Small Cap TR	17.59	11.40	6.70	12.43	9.19	1.24	1.93	7.21	1.35	n/a
Foreign Equity Funds										
8014 - ML Mult Int'l Equity	9.57	5.54	6.48	7.44	11.68	6.38	n/a	n/a	n/a	1.103
8762 - ML US Equity SS	7.23	3.37	18.90	19.60	18.21	15.57	15.93	13.82	16.63	0.848
8852 - ML US Equity SLI	7.69	1.93	17.24	18.12	17.86	13.59	14.66	12.34	16.91	0.648
8186 - ML Global Comp. (Invesco)	8.97	3.32	1.61	2.49	8.99	7.19	8.94	8.86	12.95	1.148
8507 - ML Global Equity Templeton	12.00	8.24	1.76	2.63	2.74	1.54	4.93	3.92	9.99	1.048
8051 - ML Emerging Markets Schroders	5.85	9.64	12.90	18.44	14.54	7.23	12.98	12.29	8.21	1.498
Market Index: S&P 500	7.83	3.33	13.94	14.60	15.31	13.39	14.50	13.31	16.88	n/a
Market Index: MSCI EAFE	12.27	7.50	3.38	4.23	8.51	3.97	8.36	6.07	8.85	n/a
Market Index: MSCI World	9.66	5.09	11.65	12.31	13.70	10.33	12.50	10.83	13.42	n/a
Specialty Funds										
9577 - ML Real Estate ML	0.50	1.78	-1.70	-0.92	3.26	5.28	5.12	5.16	6.86	1.148

Gross Annualized Rates of Return and Investment Management Fees (IMFs) as at November 30, 2020

#### **Fund Performance**

	1 Month(%)	3 Months(%)	YTD (%)	1 Year (%)	2 Years (%)	3 Years (%)	4 Years (%)	5 Years (%)	10 Years (%)	IMF (%)
Guaranteed Funds - Rates as at November 30, 2020				CIA-1	CIA-2	CIA-3	CIA-4	CIA-5		
Compound interest accumulator (CIA)		_	_	0.550	0.600	0.600	0.650	0.700		

Gross Annualized Rates of Return and Investment Management Fees (IMFs) as at November 30, 2020

#### Portfolio Performance - CLIENT DEFAULT GRID

Investment			Investor Profile	
Period	CLIENT DEFAULT G	RID		
More than 25 years	35.00% 4669 - ML MIM Bond 16.00% 7294 - ML Canadian Equity Guardian 15.00% 7661 - ML MIM Canadian Equity 17.00% 8014 - ML Mult Int'l Equity 17.00% 8762 - ML US Equity SS  Current Blended IMF: 0.799%	Portfolio History Period Return 1 month 6.52% 3 months 3.45% YTD 7.87% 1 year 7.49% 2 years 10.78% 3 years 7.46% 4 years n/a 5 years n/a 10 years n/a		
Between 20 and 25 years	40.00% 4669 - ML MIM Bond 15.00% 7294 - ML Canadian Equity Guardian 15.00% 7661 - ML MIM Canadian Equity 15.00% 8014 - ML Mult Int'l Equity 15.00% 8762 - ML US Equity SS  Current Blended IMF: 0.784%	Portfolio History Period Return 1 month 6.14% 3 months 3.26% YTD 7.81% 1 year 7.34% 2 years 10.57% 3 years 7.25% 4 years n/a 5 years n/a 10 years n/a		
Between 15 and 20 years	45.00% 4669 - ML MIM Bond 14.00% 7294 - ML Canadian Equity Guardian 13.00% 7661 - ML MIM Canadian Equity 14.00% 8014 - ML Mult Int'l Equity 14.00% 8762 - ML US Equity SS  Current Blended IMF: 0.775%	Portfolio History Period Return 1 month 5.70% 3 months 3.04% YTD 7.98% 1 year 7.45% 2 years 10.46% 3 years 7.15% 4 years n/a 5 years n/a 10 years n/a		

Gross Annualized Rates of Return and Investment Management Fees (IMFs) as at November 30, 2020

#### Portfolio Performance - CLIENT DEFAULT GRID

Investment			Investor Profile	
Period	CLIENT DEFAULT GF	RID		
Between 10 and 15 years	25.00% Manulife - 5 Year CIA 25.00% 4669 - ML MIM Bond 12.00% 7294 - ML Canadian Equity Guardian 12.00% 7661 - ML MIM Canadian Equity 13.00% 8014 - ML Mult Int'l Equity 13.00% 8762 - ML US Equity SS  Current Blended IMF: 0.601%	Portfolio History Period Return 1 month 5.01% 3 months 2.68% YTD 6.21% 1 year 5.95% 2 years 8.74% 3 years 6.12% 4 years n/a 5 years n/a 10 years n/a		
Between 5 and 10 years	27.00% Manulife - 5 Year CIA 28.00% 4669 - ML MIM Bond 11.00% 7294 - ML Canadian Equity Guardian 10.00% 7661 - ML MIM Canadian Equity 12.00% 8014 - ML Mult Int'l Equity 12.00% 8762 - ML US Equity SS  Current Blended IMF: 0.579%	Portfolio History Period Return 1 month 4.56% 3 months 2.46% YTD 6.23% 1 year 5.94% 2 years 8.49% 3 years 5.94% 4 years n/a 5 years n/a 10 years n/a		
Less than 5 years	30.00% Manulife - 5 Year CIA 30.00% 4669 - ML MIM Bond 10.00% 7294 - ML Canadian Equity Guardian 10.00% 7661 - ML MIM Canadian Equity 10.00% 8014 - ML Mult Int'l Equity 10.00% 8762 - ML US Equity SS  Current Blended IMF: 0.544%	Portfolio History Period Return 1 month 4.15% 3 months 2.25% YTD 5.93% 1 year 5.59% 2 years 8.07% 3 years 5.61% 4 years n/a 5 years n/a 10 years n/a		

### Gross Annualized Rates of Return and Investment Management Fees (IMFs) as at November 30, 2020

## Portfolio Performance - Avenue portfolios - Option 1

Investment							
Period	CONSERVATIVE		MODERATE		AGGRESSIVE		
More than 25 years	50.00% 4669 - ML MIM Bond 12.00% 7294 - ML Canadian Equity Guardian 12.00% 7661 - ML MIM Canadian Equity 13.00% 8014 - ML Mult Int'l Equity 13.00% 8762 - ML US Equity SS	Portfolio History Period Return 1 month 5.28% 3 months 2.84% YTD 8.15% 1 year 7.56% 2 years 10.39% 3 years 7.06% 4 years n/a 5 years n/a 10 years n/a	35.00% 4669 - ML MIM Bond 16.00% 7294 - ML Canadian Equity Guardian 15.00% 7661 - ML MIM Canadian Equity 17.00% 8014 - ML Mult Int'l Equity 17.00% 8762 - ML US Equity SS	Portfolio History Period Return 1 month 6.52% 3 months 3.45% YTD 7.87% 1 year 7.49% 2 years 10.78% 3 years 7.46% 4 years n/a 5 years n/a 10 years n/a	20.00% 4669 - ML MIM Bond 20.00% 7294 - ML Canadian Equity Guardian 20.00% 7661 - ML MIM Canadian Equity 20.00% 8014 - ML Mult Int'l Equity 20.00% 8762 - ML US Equity SS	Portfolio History Period Return 1 month 7.81% 3 months 4.08% YTD 7.35% 1 year 7.16% 2 years 11.07% 3 years 7.75% 4 years n/a 5 years n/a 10 years n/a	
	Current Blended IMF: 0.763%		Current Blended IMF: 0.799%		Current Blended IMF: 0.829%		
Between 20 and 25 years	54.00% 4669 - ML MIM Bond 11.00% 7294 - ML Canadian Equity Guardian 11.00% 7661 - ML MIM Canadian Equity 12.00% 8014 - ML Mult Int'l Equity 12.00% 8762 - ML US Equity SS  Current Blended IMF: 0.754%	Portfolio History Period Return 1 month 4.94% 3 months 2.67% YTD 8.24% 1 year 7.59% 2 years 10.29% 3 years 6.96% 4 years n/a 5 years n/a 10 years n/a	40.00% 4669 - ML MIM Bond 15.00% 7294 - ML Canadian Equity Guardian 15.00% 7661 - ML MIM Canadian Equity 15.00% 8014 - ML Mult Int'l Equity 15.00% 8762 - ML US Equity SS  Current Blended IMF: 0.784%	Portfolio History Period Return 1 month 6.14% 3 months 3.26% YTD 7.81% 1 year 7.34% 2 years 10.57% 3 years 7.25% 4 years n/a 5 years n/a 10 years n/a	26.00% 4669 - ML MIM Bond 18.00% 7294 - ML Canadian Equity Guardian 18.00% 7661 - ML MIM Canadian Equity 19.00% 8014 - ML Mult Int'l Equity 19.00% 8762 - ML US Equity SS  Current Blended IMF: 0.817%	Portfolio History Period Return 1 month 7.29% 3 months 3.82% YTD 7.60% 1 year 7.35% 2 years 10.99% 3 years 7.66% 4 years n/a 5 years n/a 10 years n/a	
Between 15 and 20 years	29.00% Manulife - 5 Year CIA 29.00% 4669 - ML MIM Bond 10.00% 7294 - ML Canadian Equity Guardian 10.00% 7661 - ML MIM Canadian Equity 11.00% 8014 - ML Mult Int'l Equity 11.00% 8762 - ML US Equity SS  Current Blended IMF: 0.557%	Portfolio History Period Return 1 month 4.30% 3 months 2.33% YTD 6.08% 1 year 5.77% 2 years 8.26% 3 years 5.76% 4 years n/a 5 years n/a 10 years n/a	45.00% 4669 - ML MIM Bond 14.00% 7294 - ML Canadian Equity Guardian 13.00% 7661 - ML MIM Canadian Equity 14.00% 8014 - ML Mult Int'l Equity 14.00% 8762 - ML US Equity SS  Current Blended IMF: 0.775%	Portfolio History Period Return 1 month 5.70% 3 months 3.04% YTD 7.98% 1 year 7.45% 2 years 10.46% 3 years 7.15% 4 years n/a 5 years n/a 10 years n/a	32.00% 4669 - ML MIM Bond 17.00% 7294 - ML Canadian Equity Guardian 17.00% 7661 - ML MIM Canadian Equity 17.00% 8014 - ML Mult Int'l Equity 17.00% 8762 - ML US Equity SS  Current Blended IMF: 0.802%	Portfolio History Period Return 1 month 6.81% 3 months 3.59% YTD 7.62% 1 year 7.27% 2 years 10.77% 3 years 7.45% 4 years n/a 5 years n/a 10 years n/a	

### Gross Annualized Rates of Return and Investment Management Fees (IMFs) as at November 30, 2020

## Portfolio Performance - Avenue portfolios - Option 1

Investment	Investor Profile										
Period	CONSERVATIVE		MODERATE		AGGRESSIVE						
Between 10 and 15 years	31.00% Manulife - 5 Year CIA 31.00% 4669 - ML MIM Bond 9.00% 7294 - ML Canadian Equity Guardian 9.00% 7661 - ML MIM Canadian Equity 10.00% 8014 - ML Mult Int'l Equity 10.00% 8762 - ML US Equity SS	Portfolio History Period Return 1 month 3.95% 3 months 2.15% YTD 6.01% 1 year 5.67% 2 years 8.03% 3 years 5.58% 4 years n/a 5 years n/a 10 years n/a	25.00% Manulife - 5 Year CIA 25.00% 4669 - ML MIM Bond 12.00% 7294 - ML Canadian Equity Guardian 12.00% 7661 - ML MIM Canadian Equity 13.00% 8014 - ML Mult Int'l Equity 13.00% 8762 - ML US Equity SS	Portfolio History Period Return 1 month 5.01% 3 months 2.68% YTD 6.21% 1 year 5.95% 2 years 8.74% 3 years 6.12% 4 years n/a 5 years n/a 10 years n/a	38.00% 4669 - ML MIM Bond 15.00% 7294 - ML Canadian Equity Guardian 15.00% 7661 - ML MIM Canadian Equity 16.00% 8014 - ML Mult Int'l Equity 16.00% 8762 - ML US Equity SS	Portfolio History Period Return 1 month 6.28% 3 months 3.33% YTD 7.88% 1 year 7.45% 2 years 10.69% 3 years 7.36% 4 years n/a 5 years n/a 10 years n/a					
	Current Blended IMF: 0.535%	io years ilia	Current Blended IMF: 0.601%	io years il/a	Current Blended IMF: 0.790%	10 years 11/a					
Between 5 and 10 years	33.00% Manulife - 5 Year CIA 33.00% 4669 - ML MIM Bond 8.00% 7294 - ML Canadian Equity Guardian 8.00% 7661 - ML MIM Canadian Equity 9.00% 8014 - ML Mult Int'l Equity 9.00% 8762 - ML US Equity SS  Current Blended IMF: 0.513%	Portfolio History Period Return 1 month 3.59% 3 months 1.98% YTD 5.95% 1 year 5.58% 2 years 7.79% 3 years 5.40% 4 years n/a 5 years n/a 10 years n/a	27.00% Manulife - 5 Year CIA 28.00% 4669 - ML MIM Bond 11.00% 7294 - ML Canadian Equity Guardian 10.00% 7661 - ML MIM Canadian Equity 12.00% 8014 - ML Mult Int'l Equity 12.00% 8762 - ML US Equity SS  Current Blended IMF: 0.579%	Portfolio History Period Return 1 month 4.56% 3 months 2.46% YTD 6.23% 1 year 5.94% 2 years 8.49% 3 years 5.94% 4 years n/a 5 years n/a 10 years n/a	44.00% 4669 - ML MIM Bond 14.00% 7294 - ML Canadian Equity Guardian 14.00% 7661 - ML MIM Canadian Equity 14.00% 8014 - ML Mult Int'l Equity 14.00% 8762 - ML US Equity SS  Current Blended IMF: 0.775%	Portfolio History Period Return 1 month 5.80% 3 months 3.09% YTD 7.90% 1 year 7.37% 2 years 10.47% 3 years 7.15% 4 years n/a 5 years n/a 10 years n/a					
Less than 5 years	35.00% Manulife - 5 Year CIA 35.00% 4669 - ML MIM Bond 7.00% 7294 - ML Canadian Equity Guardian 7.00% 7661 - ML MIM Canadian Equity 8.00% 8014 - ML Mult Int'l Equity 8.00% 8762 - ML US Equity SS  Current Blended IMF: 0.491%	Portfolio History Period Return 1 month 3.23% 3 months 1.80% YTD 5.89% 1 year 5.49% 2 years 7.55% 3 years 5.22% 4 years n/a 5 years n/a 10 years n/a	30.00% Manulife - 5 Year CIA 30.00% 4669 - ML MIM Bond 10.00% 7294 - ML Canadian Equity Guardian 10.00% 7661 - ML MIM Canadian Equity 10.00% 8014 - ML Mult Int'l Equity 10.00% 8762 - ML US Equity SS	Portfolio History Period Return 1 month 4.15% 3 months 2.25% YTD 5.93% 1 year 5.59% 2 years 8.07% 3 years 5.61% 4 years n/a 5 years n/a 10 years n/a	50.00% 4669 - ML MIM Bond 12.00% 7294 - ML Canadian Equity Guardian 12.00% 7661 - ML MIM Canadian Equity 13.00% 8014 - ML Mult Int'l Equity 13.00% 8762 - ML US Equity SS	Portfolio History Period Return 1 month 5.28% 3 months 2.84% YTD 8.15% 1 year 7.56% 2 years 10.39% 3 years 7.06% 4 years n/a 5 years n/a 10 years n/a					

#### Gross Annualized Rates of Return and Investment Management Fees (IMFs) as at November 30, 2020

#### 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, 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. Please consult your statement or visit the password-protected Member VIP Room, at 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.
- You can find more details at www.manulife.ca/findmyfunds. Use the fund code to look up each fund.

#### 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 November 30, 2020

#### 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.