



Manulife Financial Corporation

Management's Discussion and Analysis

For the three and nine months ended September 30, 2024

MANAGEMENT'S DISCUSSION AND ANALYSIS

This Management's Discussion and Analysis ("MD&A") is current as of November 6, 2024, unless otherwise noted. This MD&A should be read in conjunction with our unaudited Interim Consolidated Financial Statements for the three and nine months ended September 30, 2024 and the MD&A and audited Consolidated Financial Statements contained in our 2023 Annual Report.

For further information relating to our risk management practices and risk factors affecting the Company, see "Risk Management and Risk Factors" and "Critical Actuarial and Accounting Policies" in the MD&A in our 2023 Annual Report ("2023 MD&A") and the "Risk Management" note to the Consolidated Financial Statements in our most recent annual and interim reports.

In this MD&A, the terms "Company", "Manulife", "we" and "our" mean Manulife Financial Corporation ("MFC") and its subsidiaries. All amounts are reported in Canadian dollars, unless otherwise indicated. Any information contained in, or otherwise accessible through, websites mentioned in this MD&A does not form a part of this document.

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A TOTAL COMPANY PERFORMANCE

A1 Profitability

(\$ millions, unless otherwise stated)	Quarterly Results			YTD Results	
	3Q24	2Q24	3Q23	2024	2023
Net income (loss) attributed to shareholders	\$ 1,839	\$ 1,042	\$ 1,013	\$ 3,747	\$ 3,444
Core earnings ⁽¹⁾	\$ 1,828	\$ 1,737	\$ 1,743	\$ 5,319	\$ 4,911
Diluted earnings (loss) per common share (\$)	\$ 1.00	\$ 0.52	\$ 0.52	\$ 1.97	\$ 1.76
Diluted core earnings per common share ("Core EPS") (\$) ⁽²⁾	\$ 1.00	\$ 0.91	\$ 0.92	\$ 2.84	\$ 2.55
ROE	16.6%	9.0%	9.5%	11.3%	10.8%
Core return on shareholders' equity ("Core ROE") ⁽²⁾	16.6%	15.7%	16.8%	16.3%	15.7%
Expense efficiency ratio ⁽²⁾	44.4%	45.4%	44.3%	45.0%	45.5%
General expenses	\$ 1,204	\$ 1,225	\$ 1,042	\$ 3,531	\$ 3,150
Core expenses ⁽¹⁾	\$ 1,716	\$ 1,713	\$ 1,622	\$ 5,102	\$ 4,825

⁽¹⁾ This item is a non-GAAP financial measure. See "Non-GAAP and other financial measures" below for more information.

⁽²⁾ This item is a non-GAAP ratio. See "Non-GAAP and other financial measures" below for more information.

Quarterly profitability

Manulife's net income attributed to shareholders was \$1,839 million in the third quarter of 2024 ("3Q24") compared with \$1,013 million in the third quarter of 2023 ("3Q23"). Net income attributed to shareholders is comprised of core earnings (consisting of items we believe reflect the underlying earnings capacity of the business), which amounted to \$1,828 million in 3Q24 compared with \$1,743 million in 3Q23, and items excluded from core earnings, which amounted to a net gain of \$11 million in 3Q24 compared with a net charge of \$730 million in 3Q23. The effective tax rate on net income (loss) attributed to shareholders was a tax expense of 11% in 3Q24 compared with a recovery of 7% in 3Q23 reflecting \$100 million of tax benefits in 3Q24 compared with \$290 million in 3Q23, a charge related to Global Minimum Taxes ("GMT") in 3Q24 and the jurisdictional mix of pre-tax profits.

Net income attributed to shareholders in 3Q24 increased \$826 million compared with 3Q23, primarily reflecting improved market experience and core earnings growth, partially offset by lower tax-related benefits, a higher net charge from the annual review of actuarial methods and assumptions and a charge to items excluded from core earnings related to GMT. The net gain from market experience of \$186 million in 3Q24 was primarily related to higher-than-expected returns from public equity and net realized gains from the sale of debt instruments, partially offset by lower-than-expected returns on alternative long-duration assets ("ALDA") mainly related to real estate investments.

Core earnings increased \$85 million or 4% on a constant exchange rate basis¹ compared with 3Q23. The increase was driven by higher core earnings in Global Wealth and Asset Management ("Global WAM"), largely reflecting an increase in net fee income from higher average assets under management and administration² ("average AUMA") and positive net flows², along with disciplined expense management and favourable tax true-ups and tax benefits. In addition, growth in our insurance business, a lower charge in the expected credit loss ("ECL") provision in 3Q24 and the impact of updates to actuarial methods and assumptions in 2023 also contributed to higher core earnings. These increases were partially offset by lower expected investment earnings and a charge related to GMT. The reinsurance transaction with Global Atlantic ("GA Reinsurance Transaction")³ reduced core earnings by \$21 million in 3Q24 compared with 3Q23 reflecting the impact on expected earnings on insurance contracts, expected investment earnings, and insurance experience. The reinsurance transaction with the RGA Life Insurance Company of Canada ("RGA Reinsurance Transaction")³ reduced core earnings by \$2 million in 3Q24 compared with 3Q23.

The components of the items excluded from core earnings are outlined in the table below and the annual review of actuarial methods and assumptions that flow directly through income is discussed in section D2 "Actuarial methods and assumptions" below.

¹ Percentage growth / declines in core earnings, pre-tax core earnings, core expenses, general expenses, contractual service margin ("CSM") net of non-controlling interests ("NCI"), new business contractual service margin ("new business CSM"), assets under management and administration ("AUMA"), assets under management ("AUM"), core earnings before interest, taxes, depreciation and amortization ("core EBITDA"), and Manulife Bank average net lending assets are stated on a constant exchange rate basis, a non-GAAP ratio. See "Non-GAAP and other financial measures" below for more information.

² For more information on this metric, see "Non-GAAP and other financial measures" below.

³ The GA Reinsurance Transaction closed February 22, 2024 with an effective date of January 1, 2024. The RGA Reinsurance Transaction closed April 2, 2024.

Year-to-date profitability

Net income attributed to shareholders for the nine months ended September 30, 2024 was \$3,747 million compared with \$3,444 million for the nine months ended September 30, 2023. Year-to-date core earnings amounted to \$5,319 million in 2024 compared with \$4,911 million in the same period of 2023, and items excluded from year-to-date core earnings amounted to a net charge of \$1,572 million in 2024 compared with a net charge of \$1,467 million in the same period of 2023. The effective tax rate on year-to-date net income (loss) attributed to shareholders was 16% in 2024 compared with 12% for the same period in 2023.

Year-to-date net income attributed to shareholders in 2024 increased \$303 million compared with 2023 due to improved market experience in public equities, ALDA, and derivatives and hedge accounting ineffectiveness, and growth in core earnings. This was partially offset by the impact of the \$958 million net loss attributed to the GA and RGA Reinsurance Transactions recorded in items excluded from core earnings, primarily related to market experience from the sale of fair value through Other Comprehensive Income (“FVOCI”) debt instruments (there is an offsetting change in other comprehensive income (“OCI”) attributed to shareholders resulting in a neutral impact to book value), lower tax-related benefits, a higher net charge from the annual review of actuarial methods and assumptions and a charge to items excluded from core earnings related to GMT. Year-to-date market experience was a net charge of \$1,258 million in 2024 primarily reflecting the net loss from above-noted GA and RGA Reinsurance Transactions, lower-than-expected returns on ALDA, largely related to real estate and private equity investments, partially offset by higher-than-expected returns on public equities and a gain from derivatives and hedge accounting ineffectiveness.

Year-to-date core earnings in 2024 increased \$408 million or 8% compared with the same period of 2023. The increase was driven by higher core earnings in Global WAM, reflecting an increase in net fee income from higher average AUMA and positive net flows, along with disciplined expense management and tax true-ups and tax benefits. In addition, strong growth in our insurance business, a lower charge in the ECL provision in 2024 and the impact of updates to actuarial methods and assumptions in 2023 also contributed to higher core earnings. These increases were partially offset by a charge related to GMT, lower expected investment earnings, higher workforce-related costs, including higher performance-related costs, and lower gains from updates to provisions for estimated losses in our Property & Casualty Reinsurance business compared with prior year. In addition, year-to-date core earnings reflected adverse net insurance experience in the U.S., partially offset by improved experience in Asia. The GA Reinsurance Transaction reduced year-to-date core earnings by \$64 million in 2024 compared with 2023, attributable to the impact on expected earnings on insurance contracts, expected investment earnings, the change in ECL, and insurance experience. The RGA Reinsurance Transaction reduced year-to-date core earnings by \$1 million in 2024 compared with 2023.

Core earnings by segment is presented in the table below.

Core earnings by segment (\$ millions, unaudited)	Quarterly Results			YTD Results	
	3Q24	2Q24	3Q23	2024	2023
Asia	\$ 619	\$ 647	\$ 522	\$ 1,923	\$ 1,484
Canada	412	402	408	1,178	1,135
U.S.	411	415	442	1,278	1,285
Global Wealth and Asset Management	499	399	361	1,255	968
Corporate and Other	(113)	(126)	10	(315)	39
Total core earnings	\$ 1,828	\$ 1,737	\$ 1,743	\$ 5,319	\$ 4,911

The table below presents net income attributed to shareholders consisting of core earnings and items excluded from core earnings.

(\$ millions, unaudited)	Quarterly Results			YTD Results	
	3Q24	2Q24	3Q23	2024	2023
Core earnings	\$ 1,828	\$ 1,737	\$ 1,743	\$ 5,319	\$ 4,911
Items excluded from core earnings:					
Market experience gains (losses) ⁽¹⁾	186	(665)	(1,022)	(1,258)	(1,657)
<i>Realized gains (losses) on debt instruments</i>	101	(350)	(24)	(919)	(79)
<i>Derivatives and hedge accounting ineffectiveness</i>	(9)	143	(266)	92	(186)
<i>Actual less expected long-term returns on public equity</i>	198	11	(273)	425	(79)
<i>Actual less expected long-term returns on ALDA</i>	(167)	(450)	(400)	(872)	(1,242)
<i>Other investment results</i>	63	(19)	(59)	16	(71)
Changes in actuarial methods and assumptions that flow directly through income ⁽²⁾	(199)	-	(14)	(199)	(14)
Restructuring charge ⁽³⁾	(20)	-	-	(20)	-
Reinsurance transactions, tax-related items and other ⁽⁴⁾	44	(30)	306	(95)	204
Total items excluded from core earnings	11	(695)	(730)	(1,572)	(1,467)
Net income (loss) attributed to shareholders	\$ 1,839	\$ 1,042	\$ 1,013	\$ 3,747	\$ 3,444

⁽¹⁾ Market experience was a net gain of \$186 million in 3Q24, driven by higher-than-expected returns on public equity, net realized gains from the sale of debt instruments which are classified as FVOCI and favourable foreign exchange impacts. These were partially offset by lower-than-expected returns on ALDA mainly related to real estate, and a modest loss from derivatives and hedge accounting ineffectiveness. Market experience was a net charge of \$1,022 million in 3Q23, primarily driven by lower-than-expected returns on ALDA mainly related to real estate, lower-than-expected returns on public equity, a charge from derivatives and hedge accounting ineffectiveness, net realized losses from the sale of debt instruments which are classified as FVOCI and a charge in other investment results.

⁽²⁾ Refer to section D2 "Actuarial methods and assumptions" below for detail.

⁽³⁾ In 3Q24, we reported a restructuring charge of \$20 million post-tax (\$25 million pre-tax) in Global WAM.

⁽⁴⁾ The 3Q24 net gain of \$44 million mainly included tax related benefits and true-ups of \$69 million and a charge of \$28 million related to Global Minimum Taxes ("GMT") (an additional \$61 million charge was recorded in core earnings). The 3Q23 net gain of \$306 million included a one-time tax-related benefit of \$290 million, additional tax-related true-ups of \$11 million and a gain of \$5 million related to a reinsurance transaction in Vietnam.

Net income attributed to shareholders by segment is presented in the following table.

Net income (loss) attributed to shareholders by segment (\$ millions, unaudited)	Quarterly Results			YTD Results	
	3Q24	2Q24	3Q23	2024	2023
Asia	\$ 827	\$ 582	\$ 84	\$ 1,772	\$ 733
Canada	430	79	290	782	826
U.S.	5	135	72	32	441
Global Wealth and Asset Management	498	350	318	1,213	932
Corporate and Other	79	(104)	249	(52)	512
Total net income attributed to shareholders	\$ 1,839	\$ 1,042	\$ 1,013	\$ 3,747	\$ 3,444

Expense efficiency ratio

The expense efficiency ratio is a financial measure which we use to measure progress on our strategic priority of expense efficiency and reflects expenses that flow directly through core earnings ("core expenses"). Core expenses include core general expenses, directly attributable maintenance expenses and directly attributable acquisition expenses for products measured using the premium allocation approach ("PAA") and for other products without a CSM. Core expenses exclude certain expenses directly attributable to acquiring new business that are capitalized into the CSM instead of flowing directly through core earnings.

Our focus on expense efficiency has enabled us to drive the benefits of scale across our businesses. We believe there are further opportunities to leverage our global scale and operating environment, streamline processes and further digitize our business. As a result, in the second quarter of 2024 ("2Q24") we updated our medium-term target for the expense efficiency ratio from less than 50% to less than 45%.

Quarterly expense efficiency ratio

The **expense efficiency ratio** was 44.4% in 3Q24, compared with 44.3% in 3Q23. The 0.1 percentage point increase in the ratio compared with 3Q23 reflects a 4% increase in pre-tax core earnings¹, and a 5% increase in core expenses. The increase in core expenses was driven by higher workforce-related costs, including higher performance-related costs, and the inclusion of ongoing operating expenses related to our acquisition of the CQS business.

Total 3Q24 general expenses increased 16% on an actual exchange rate basis and 15% on a constant exchange rate basis compared with 3Q23, driven by the items noted above related to the growth in core expenses, as well as a reclassification of expenses from directly attributable maintenance to general expenses, and a restructuring charge in Global WAM. General expenses excluded from core earnings in 3Q24 were mainly related to the above-noted restructuring charge in Global WAM.

Year-to-date expense efficiency ratio

The year-to-date **expense efficiency ratio** was 45.0% in 2024, compared with 45.5% in the same period of 2023. The 0.5 percentage point improvement in the year-to-date ratio compared with the same period of 2023 reflects an 8% increase in year-to-date pre-tax core earnings, and a 6% increase in year-to-date core expenses. The increase in year-to-date core expenses was driven by similar items noted above related to the increase in core expenses in 3Q24.

Total year-to-date general expenses in 2024 increased 12% on an actual and constant exchange rate basis compared with the same period of 2023 driven by the similar items noted above related to the increase in general expenses in 3Q24. Year-to-date general expenses excluded from core earnings were mainly related to the acquisition of CQS and a restructuring charge in Global WAM in 2024, and consisted primarily of a true-up of an existing legal provision in 2023.

¹ This is a non-GAAP financial measure. See "Non-GAAP and other financial measures" below for more information.

A2 Business performance

(\$ millions, unless otherwise stated) (unaudited)	Quarterly Results			YTD Results	
	3Q24	2Q24	3Q23	2024	2023
Asia APE sales	\$ 1,872	\$ 1,259	\$ 1,120	\$ 4,412	\$ 3,474
Canada APE sales	343	520	431	1,313	1,046
U.S. APE sales	132	128	106	412	370
Total APE sales ⁽¹⁾	2,347	1,907	1,657	6,137	4,890
Asia new business value	655	506	414	1,624	1,210
Canada new business value	143	159	153	459	351
U.S. new business value	45	58	33	152	133
Total new business value ⁽¹⁾	843	723	600	2,235	1,694
Asia new business CSM ⁽²⁾	593	478	402	1,562	1,135
Canada new business CSM	95	76	51	241	154
U.S. new business CSM	71	74	54	242	252
Total new business CSM ⁽²⁾	759	628	507	2,045	1,541
Asia CSM net of NCI	14,715	13,456	10,030	14,715	10,030
Canada CSM	4,036	3,769	3,662	4,036	3,662
U.S. CSM	2,171	3,522	3,651	2,171	3,651
Corporate and Other CSM	8	11	26	8	26
Total CSM net of NCI	20,930	20,758	17,369	20,930	17,369
Post-tax CSM net of NCI ⁽³⁾	18,595	18,290	14,992	18,595	14,992
Global WAM gross flows (\$ billions) ⁽¹⁾	41.3	41.4	34.3	128.2	108.2
Global WAM net flows (\$ billions) ⁽¹⁾	5.2	0.1	(0.8)	12.0	5.8
Global WAM assets under management and administration (\$ billions) ⁽³⁾	990.9	943.9	806.7	990.9	806.7
Global WAM total invested assets (\$ billions)	9.5	9.0	6.7	9.5	6.7
Global WAM segregated funds net assets (\$ billions)	282.0	270.1	233.9	282.0	233.9
Total assets under management and administration (\$ billions) ^{(3),(4)}	1,551.5	1,481.5	1,321.7	1,551.5	1,321.7
Total invested assets (\$ billions) ⁽⁴⁾	429.2	410.6	398.7	429.2	398.7
Segregated funds net assets (\$ billions) ⁽⁴⁾	423.0	406.1	356.9	423.0	356.9

⁽¹⁾ For more information on this metric, see “Non-GAAP and other financial measures” below.

⁽²⁾ New business CSM is net of NCI.

⁽³⁾ This item is a non-GAAP financial measure. See “Non-GAAP and other financial measures” below for more information.

⁽⁴⁾ See section A4 below for more information.

Annualized premium equivalent (“APE”) sales were \$2,347 million in 3Q24, an increase of 40%¹ compared with 3Q23, **new business CSM** was \$759 million in 3Q24, an increase of 47% compared with 3Q23 and **new business value (“NBV”)** was \$843 million in 3Q24, an increase of 39%¹ compared with 3Q23. New business results by segment were as follows:

- Asia led with broad-based growth, generating 64%, 45% and 55%, growth compared with 3Q23 in APE sales, new business CSM and NBV, respectively, reflecting higher sales volumes in Hong Kong, mainland China, Singapore and Japan. New business value margin² (“NBV margin”) remained resilient at 38.8%.
- Canada delivered solid new business results; higher sales in participating life insurance and Group Insurance were more than offset by the non-recurrence of a large affinity market sale in 3Q23. APE sales and NBV were down 20% and 7%, respectively, compared with 3Q23, while new business CSM increased 86%, compared with 3Q23 due to strong individual insurance and segregated fund sales.
- U.S. delivered double-digit growth in APE sales, new business CSM and NBV of 23%, 30% and 36%, respectively, compared with 3Q23, reflecting a rebound in demand from affluent customers for accumulation insurance products.

¹ Percentage growth / declines in APE sales and NBV are stated on a constant exchange rate basis.

² For more information on this metric, see “Non-GAAP and other financial measures” below.

Year-to-date APE sales were \$6,137 million in 2024, an increase of 26% compared with the same period of 2023, **year-to-date new business CSM** was \$2,045 million in 2024, an increase of 33% compared with the same period of 2023 and **year-to-date NBV** was \$2,235 million in 2024, an increase of 32% compared with the same period of 2023. New business results by segment were as follows:

- Asia year-to-date APE sales increased 28% compared with 2023, driven by growth in Hong Kong, mainland China, Japan and Singapore. Business mix and the impact of updates to actuarial methods and assumptions in the second half of 2023 further contributed to a 38% increase in year-to-date new business CSM compared with 2023. Year-to-date NBV increased 35% compared with 2023 due to higher sales volumes and business mix.
- Canada generated 26% growth in year-to-date APE sales compared with 2023, driven by higher large-case sales in Group Insurance, along with higher participating life insurance and segregated fund sales, partially offset by the non-recurrence of a large affinity markets sale in 3Q23. Combined with favourable product mix, year-to-date NBV increased 31% compared with 2023. New business CSM increased 56% compared with 2023 driven by favourable product mix in Individual Insurance and higher sales volumes in segregated fund and Individual Insurance products.
- U.S. year-to-date APE sales increased 10% compared with 2023, reflecting increased demand from affluent customers for accumulation insurance products, partially offset by lower sales of protection insurance products. Combined with product mix, this led to a 13% increase in year-to-date NBV, compared with 2023. Year-to-date new business CSM decreased 5% compared with 2023, primarily driven by product mix and the impact of interest rates partially offset by higher sales volumes.

CSM net of NCI was \$20,930 million as at September 30, 2024, an increase of \$490 million compared with December 31, 2023. Organic CSM movement was \$724 million for the nine months ended September 30, 2024, primarily driven by the impact of new business and interest accretion, partially offset by amortization recognized in core earnings and adverse insurance experience. Inorganic CSM movement was \$(234) million for the nine months ended September 30, 2024, primarily driven by the impact of reinsurance transactions, and the annual review of actuarial methods and assumptions that adjust the CSM, partially offset by favourable impacts of changes in foreign currency exchange rates and equity market performance.

Global WAM reported net inflows were \$5.2 billion in 3Q24 compared with net outflows of \$0.8 billion in 3Q23. By business line, the results were:

- Retirement net inflows were \$0.6 billion in 3Q24 compared with net outflows of \$3.4 billion in 3Q23, primarily driven by the non-recurrence of a large-case retirement plan redemption in the U.S in 3Q23.
- Retail net inflows were \$3.9 billion in 3Q24 compared with net outflows of \$0.2 billion in 3Q23, due to increased demand for investment products amid an equity market recovery and improved investor sentiment, as well as the onboarding of several new advisors in Canada wealth.
- Institutional Asset Management net inflows were \$0.7 billion in 3Q24 compared with net inflows of \$2.8 billion in 3Q23, reflecting higher redemptions in fixed income mandates.

Year-to-date net inflows were \$12.0 billion in 2024, compared with \$5.8 billion in the same period of 2023. The increase was primarily due to higher retail net inflows from increased demand for investment products. Retirement net inflows increased driven by the non-recurrence of a large-case retirement plan redemption as mentioned above and higher retirement plan sales partially offset by higher member withdrawals. Institutional net inflows decreased due to higher fixed income redemptions.

A3 Financial strength

(unaudited)	Quarterly Results			YTD Results	
	3Q24	2Q24	3Q23	2024	2023
MLI's LICAT ratio ⁽¹⁾	137%	139%	137%	137%	137%
Financial leverage ratio ⁽²⁾	23.5%	24.6%	25.2%	23.5%	25.2%
Consolidated capital (\$ billions) ⁽³⁾	\$ 78.3	\$ 77.6	\$ 71.4	\$ 78.3	\$ 71.4
Book value per common share (\$)	\$ 24.40	\$ 23.71	\$ 22.42	\$ 24.40	\$ 22.42
Adjusted book value per common share (\$) ⁽²⁾	\$ 34.97	\$ 33.96	\$ 30.67	\$ 34.97	\$ 30.67

⁽¹⁾ This item is disclosed under the Office of the Superintendent of Financial Institutions' ("OSFI") Life Insurance Capital Adequacy Test Public Disclosure Requirements guideline.

⁽²⁾ This item is a non-GAAP ratio. See "Non-GAAP and other financial measures" below for more information.

⁽³⁾ This item is a capital management measure. For more information on this metric, see "Non-GAAP and other financial measures" below.

The Life Insurance Capital Adequacy Test ("LICAT") ratio for The Manufacturers Life Insurance Company ("MLI") as at September 30, 2024 was 137% compared with 139% as at June 30, 2024. The two percentage point decrease was mainly driven by common share buybacks and the redemption of subordinated debt.

MFC's LICAT ratio was 125% as at September 30, 2024 compared with 127% as at June 30, 2024, with the decrease driven by similar factors that impacted the movement in MLI's LICAT ratio. The difference between the MLI and MFC ratios as at September 30, 2024 was largely due to the \$6.2 billion of MFC senior debt outstanding that does not qualify as available capital for MFC but, based on the form it was down-streamed, qualifies as regulatory capital for MLI.

MFC's financial leverage ratio as at September 30, 2024 was 23.5%, a decrease of 1.1 percentage points from 24.6% as at June 30, 2024. The decrease in the ratio was driven by the redemption of capital instruments¹ during the quarter, an increase in total equity, and higher post-tax CSM². The increase in total equity was mainly from total comprehensive income, which was partially offset by dividends and common share buybacks.

MFC's consolidated capital was \$78.3 billion as at September 30, 2024, an increase of \$4.4 billion compared with \$73.9 billion as at December 31, 2023. The increase was driven by growth in total equity, higher post-tax CSM, and a net issuance of capital instruments¹. The growth in total equity was from year-to-date total comprehensive income, which was partially offset by dividends and common share buybacks.

Cash and cash equivalents and marketable securities³ was \$254.5 billion as at September 30, 2024 compared with \$250.7 billion as at December 31, 2023. The increase was primarily driven by higher market value of debt instruments due to lower interest rates, favourable changes in foreign exchange rates and higher equity markets, mostly offset by the impact of the GA and RGA Reinsurance Transaction.

Book value per common share as at September 30, 2024 was \$24.40, a 9% increase compared with \$22.36 as at December 31, 2023. The number of common shares outstanding was 1,759 million as at September 30, 2024, a net decrease of 47 million common shares from 1,806 million as at December 31, 2023, primarily driven by common share buybacks. We've purchased for cancellation 51 million common shares as of September 30, 2024, and plan to purchase the maximum 90 million common shares approved for purchase under our current amended normal course issuer bid which runs until February 25, 2025.⁴

Adjusted book value per common share as at September 30, 2024 was \$34.97, a 9% increase compared with \$32.19 as at December 31, 2023 driven by an increase in the adjusted book value² and a lower number of common shares outstanding. Adjusted book value increased \$3.4 billion due to growth in total common shareholders' equity and an increase in post-tax CSM, net of NCI. The increase in common shareholders' equity reflects the impact of growth in total comprehensive income, partially offset by dividends and common share buybacks.

¹ The net issuance of subordinated debt consists of the issuance of \$1.1 billion of subordinated debt in the first quarter of 2024 ("1Q24") and \$0.5 billion of subordinated debt in 2Q24, partially offset by the redemption of \$0.6 billion of JHUSA Surplus Notes in 1Q24 and \$0.75 billion of subordinated debt in 3Q24.

² This item is a non-GAAP financial measure. See "Non-GAAP and other financial measures" below for more information.

³ Includes cash & cash equivalents, comprised of cash on deposit, Canadian and U.S. Treasury Bills and high quality short-term investments, and marketable assets, comprised of investment grade government and agency bonds, investment grade corporate bonds, investment grade securitized instruments, publicly traded common stocks and preferred shares. Included in this balance is \$11.9 billion encumbered cash and cash equivalents and marketable securities as at September 30, 2024 (December 31, 2023 – \$11.0 billion).

⁴ See "Caution regarding forward-looking statements" below.

A4 Assets under management and administration (“AUMA”)

AUMA as at September 30, 2024 was \$1.6 trillion, an increase of 10% compared with December 31, 2023, primarily due to the favourable impact of interest rates and equity markets, and net inflows. Total invested assets increased 3% on an actual exchange rate basis, primarily due to the impact of interest rates on debt instruments and equity markets, partially offset by the transfer of invested assets related to the GA and RGA Reinsurance Transactions. Segregated funds net assets increased 12% on an actual exchange rate basis, primarily due to the impact of equity markets.

A5 Impact of foreign currency exchange rates

Changes in foreign currency exchange rates from 3Q23 to 3Q24 increased core earnings by \$20 million in 3Q24, primarily due to a weaker Canadian dollar compared with the U.S. dollar. Changes in foreign currency exchange rates decreased year-to-date core earnings by \$4 million in 2024 compared with the same period of 2023 primarily due to a stronger Canadian dollar compared with the Japanese yen. The impact of foreign currency exchange rates on items excluded from core earnings does not provide relevant information given the nature of those items.

A6 Business highlights

Strategic Highlights

We are driving profitable top-line growth through product and distribution innovations

In Asia, we continued the rollout of Manulife Pro, our proprietary recognition and activation program for top-tier agents, to Hong Kong in July. This key initiative contributed to improved productivity, reflecting our investments in our agency force and contributing to over 20% year-over-year growth in agency NBV and agency APE sales in 3Q24. With this expansion Manulife Pro is now available in five of our markets¹.

In addition, we further enhanced our high-net-worth offerings with the launch of two innovative new products: Manulife Global Indexed UL PRO in our International High Net Worth business and Signature Indexed Income in Singapore. These offerings build on our capabilities to meet the complex and evolving protection, legacy planning and wealth management needs of high-net-worth customers.

In the U.S., we expanded a differentiated enhancement to our entire suite of survivorship solutions, allowing customers to proactively address their estate planning needs now in anticipation of potential estate tax changes in 2026.

In Global WAM, we announced the closing of a \$1.1 billion institutional fund - Manulife Private Equity Partners II. This fund is part of our ongoing effort to provide specialized solutions for institutional investors seeking greater exposure to opportunities in the growing North American private equity market.

We are elevating the customer experience with continued digital and AI enhancements

In Asia, we improved customer experience and the operational efficiency of our Japan contact centre as part of global contact centre transformation initiatives. Our further enhancement of voice bot capabilities and the application of AI contributed to a record high transactional NPS² on a year-to-date basis. AI-enabled speech-to-text and call summarization enhancements reduced average contact centre handling time by 28% compared with 3Q23.

Furthermore, we launched new mobile apps in Vietnam and Indonesia as part of our program to create a unified customer app experience in each of our Asia markets. These apps now enable customers to seamlessly conduct a wide range of policy management activities including accessing policy information, making premium payments, tracking claim status, updating personal information and downloading contracts. Since the launch of the new mobile app in Vietnam in August, monthly customer registrations have nearly doubled³.

In the U.S., we entered into a strategic distribution partnership with Ethos – a life insurance technology company focused on simplifying the purchase experience – to provide prospective customers and nearly 9,000 newly appointed agents with instant coverage decisions for our Simple Term solution via the Ethos platform.

¹ Manulife Pro is available in Singapore, Vietnam, Indonesia, Japan and Hong Kong.

² Net promoter score (“NPS”).

³ Compared with registration in May 2024, prior to the soft launch of the app in June 2024.

In Global WAM, we launched an AI-powered planning tool in our wealth platform in Canada Retail to enhance support for advisors and their clients, delivering an elevated service experience through streamlined financial planning processes and personalized advice and solutions.

We are helping our customers live longer, healthier, and better lives

In Canada, we further enhanced our mobile app for the Manulife *Vitality* program with tailored activity recommendations to provide customers with a more personalized app experience to help them achieve their health and wellness goals. Continuous improvements have resulted in a 9% increase in utilization year-over-year.

In the U.S., we provided access to GRAIL's Galleri[®] multi-cancer early detection test to certain eligible John Hancock Vitality members ages 40 to 49 (previously ages 50 and up). This change aligns our offering with recent medical research indicating a significant increase in early-onset cancer diagnoses¹, reinforcing our commitment to early detection and better health outcomes for our members.

A7 Strategic priorities²

During Manulife's Investor Day in June 2024, senior management showcased our record of successful execution against our strategy, highlighted our transformation into a lower risk and higher return company, and demonstrated how we are uniquely positioned to continue delivering growth and superior value to shareholders. Presentations and discussions provided insight into our path to delivering against our new and existing financial targets, and reinforced the attractive opportunities and strong momentum across Manulife's global businesses.

We announced that we are raising the bar on our financial targets, including:

- core ROE of 18%+ by 2027;
- a new target on cumulative remittances³ of \$22 billion+ between 2024 and 2027; and
- expense efficiency ratio of <45% in the medium-term.

In addition, we reconfirmed our other medium-term financial targets, including: core EPS growth of 10% to 12%, new business CSM growth of 15%, CSM balance growth of 8% to 10%, a financial leverage ratio of 25%, and a core common share dividend payout ratio⁴ of 35% to 45% of core earnings.

We also announced that we remain committed to our five strategic priorities and the respective targets, including: 75% of core earnings from highest potential businesses⁵ by 2025, 50% of core earnings from Asia region⁶ by 2027, a Net Promoter Score of 37 by 2027, 88% of straight-through-processing⁷ by 2025, and a top quartile employee engagement score⁸.

¹ Jianhui Zhao, Liying Xu, et al - Global trends in incidence, death, burden and risk factors of early-onset cancer from 1990 to 2019: *BMJ Oncology* 2023.

² See "Caution regarding forward-looking statements" below.

³ For more information on this metric, see "Non-GAAP and other Financial Measures" below.

⁴ This item is a non-GAAP ratio. See "Non-GAAP and Other Financial Measures" below for more information.

⁵ Highest potential businesses include Asia segment and Global WAM segment as well as Canada group benefits and North American behavioural insurance products.

⁶ Asia region includes Asia segment and Global WAM's business in Asia.

⁷ Straight-through processing represents customer interactions that are completely digital, and include money movement.

⁸ Based on the annual global employee engagement survey conducted by Gallup. Ranking is measured by the engagement grand mean as compared to Gallup's Finance and Insurance Company level database.

B PERFORMANCE BY SEGMENT

B1 Asia

(\$ millions, unless otherwise stated)

Canadian dollars	Quarterly Results			YTD Results	
	3Q24	2Q24	3Q23	2024	2023
Profitability:					
Net income attributed to shareholders	\$ 827	\$ 582	\$ 84	\$ 1,772	\$ 733
Core earnings ⁽¹⁾	619	647	522	1,923	1,484
Business performance:					
Annualized premium equivalent sales	1,872	1,259	1,120	4,412	3,474
New business value	655	506	414	1,624	1,210
New business contractual service margin	593	478	402	1,562	1,135
Contractual service margin net of NCI	14,715	13,456	10,030	14,715	10,030
Assets under management (\$ billions) ⁽²⁾	188.5	174.6	159.6	188.5	159.6
Total invested assets (\$ billions)	160.4	148.2	135.8	160.4	135.8
Segregated funds net assets (\$ billions)	28.1	26.4	23.8	28.1	23.8
<i>U.S. dollars</i>					
Profitability:					
Net income attributed to shareholders	US\$ 606	US\$ 424	US\$ 63	US\$ 1,300	US\$ 543
Core earnings ⁽¹⁾	453	472	390	1,413	1,104
Business performance:					
Annualized premium equivalent sales	1,372	920	835	3,242	2,582
New business value	481	370	310	1,194	900
New business contractual service margin	435	349	300	1,148	845
Contractual service margin net of NCI	10,898	9,825	7,414	10,898	7,414
Assets under management (\$ billions) ⁽²⁾	139.6	127.5	118.0	139.6	118.0
Total invested assets (\$ billions)	118.7	108.2	100.4	118.7	100.4
Segregated funds net assets (\$ billions)	20.9	19.3	17.6	20.9	17.6

⁽¹⁾ See "Non-GAAP and other financial measures" below for a reconciliation of quarterly core earnings to net income (loss) attributed to shareholders.

⁽²⁾ This item is a non-GAAP ratio. See "Non-GAAP and other financial measures" below for more information.

Asia's net income attributed to shareholders was \$827 million in 3Q24 compared with \$84 million in 3Q23. Net income attributed to shareholders is comprised of core earnings, which were \$619 million in 3Q24 compared with \$522 million in 3Q23, and items excluded from core earnings, which amounted to a net gain of \$208 million in 3Q24 compared with a net charge of \$438 million in 3Q23. See section E3 "Non-GAAP and other financial measures" below, for a reconciliation of quarterly core earnings to net income (loss) attributed to shareholders and section A1 "Profitability" above, for explanations of the items excluded from core earnings. The changes in core earnings expressed in Canadian dollars were due to the factors described below and, additionally, reflected a net \$6 million favourable impact due to changes in various foreign currency exchange rates versus the Canadian dollar.

Expressed in U.S. dollars, the presentation currency of the segment, net income attributed to shareholders was US\$606 million in 3Q24 compared with US\$63 million in 3Q23. Core earnings were US\$453 million in 3Q24 compared with US\$390 million in 3Q23, and items excluded from core earnings were a net gain of US\$153 million in 3Q24 compared with a net charge of US\$327 million in 3Q23.

Core earnings in 3Q24 increased 17% compared with 3Q23, driven by an increase in expected earnings on insurance contracts, and higher expected investment earnings. The increase in expected earnings on insurance contracts was driven primarily by business growth and the net impact of updates to actuarial methods and assumptions on our CSM and risk adjustment in 2023 and 2024. Investment income on allocated capital also increased core earnings by US\$20 million in 3Q24 compared with 3Q23. In addition, the GA Reinsurance Transaction also increased core earnings by US\$2 million in 3Q24 compared with 3Q23, attributable to the impact on expected investment earnings and expected earnings on insurance contracts.

Year-to-date net income attributed to shareholders was US\$1,300 million in 2024 compared with US\$543 million in the same period of 2023. Year-to-date core earnings were US\$1,413 million in 2024, an increase of 31% compared with US\$1,104 million in 2023, driven by similar factors as noted above as well as favourable claims experience. Year-to-date investment income on allocated capital also increased core earnings by US\$58 million in 2024 compared with 2023. In addition, the GA Reinsurance Transaction also increased year-to-date core earnings by US\$8 million in 2024 compared with 2023, attributable to the impact on expected investment earnings and expected earnings on insurance contracts, and the change in ECL. Items excluded from year-to-date core earnings were a net charge of US\$113 million in 2024 compared with a net charge of US\$561 million for the same period of 2023. See section E3 “Non-GAAP and other financial measures” below, for a reconciliation of year-to-date core earnings to year-to-date net income (loss) attributed to shareholders. Expressed in Canadian dollars, year-to-date core earnings reflected a net \$29 million unfavourable impact of changes in various foreign currency exchange rates versus the Canadian dollar.

APE sales of US\$1,372 million in 3Q24 increased 64% compared with 3Q23, driven by growth in Hong Kong, Asia Other and Japan. NBV of US\$481 million in 3Q24 increased 55% compared with 3Q23, driven by higher sales volumes partially offset by business mix. New business value margin (“NBV margin”)¹ was 38.8% in 3Q24 compared with 41.9% in 3Q23. New business CSM of US\$435 million in 3Q24 increased 45% compared with 3Q23, due to higher sales volumes and the impact of updates to actuarial methods and assumptions in the fourth quarter of 2023 (“4Q23”), partially offset by business mix. Year-to-date APE sales of US\$3,242 million in 2024 increased 28% compared with the same period of 2023, driven by strong sales across all channels in Hong Kong, higher bancassurance sales in Asia Other, and higher independent agency sales in Japan. Year-to-date NBV of US\$1,194 million in 2024 increased 35% compared with 2023, driven by higher sales volumes and business mix. Year-to-date new business CSM of US\$1,148 million in 2024 increased 38% compared with 2023, due to higher sales volumes, business mix and the net impact of updates to actuarial methods and assumptions in the second half of 2023.

- Hong Kong APE sales of US\$570 million in 3Q24 increased 173% compared with 3Q23 reflecting higher sales across all channels driven by strong growth in both mainland Chinese visitor and domestic sales of savings products. Hong Kong NBV of US\$242 million in 3Q24 increased 83% compared with 3Q23 due to higher sales volumes, partially offset by product mix. Hong Kong NBV margin of 42.4% in 3Q24, decreased 20.6 percentage points compared with 3Q23. Hong Kong new business CSM of US\$186 million in 3Q24 increased 49% compared with 3Q23 due to higher sales volumes and the impact of updates to actuarial methods and assumptions in 4Q23, partially offset by product mix.
- Japan APE sales of US\$118 million in 3Q24 increased 83% compared with 3Q23, due to higher sales of non-participating savings products, primarily reflecting sales to customers with maturing products. Japan NBV of US\$54 million in 3Q24 increased 80% compared with 3Q23 due to higher sales volumes. The NBV margin of 46.4% in 3Q24 decreased 0.8 percentage points compared with 3Q23. Japan new business CSM of US\$63 million in 3Q24 increased 207% compared with 3Q23, due to higher sales volumes and the impact of updates to actuarial methods and assumptions in 4Q23.
- Asia Other APE sales of US\$684 million in 3Q24 increased 21% compared with 3Q23 driven by higher sales in mainland China, primarily from the bancassurance channel, and in Singapore, driven by the bancassurance and agency channels. This increase was partially offset by lower sales in the International High Net Worth business. Asia Other NBV of US\$185 million in 3Q24 increased 25% compared with 3Q23, due to higher sales volumes. Asia Other NBV margin of 33.4% in 3Q24 increased 1.8 percentage points compared with 3Q23. Asia Other new business CSM of US\$186 million in 3Q24 increased 20% compared with 3Q23, driven by higher sales volumes and impact of updates to actuarial methods and assumptions in 4Q23.

¹ For more information on this metric, see “Non-GAAP and other financial measures” below.

CSM net of NCI was US\$10,898 million as at September 30, 2024, an increase of US\$1,328 million compared with December 31, 2023. Organic CSM movement was US\$540 million for the nine months ended September 30, 2024, driven by the impact of new business and interest accretion, partially offset by amortization recognized in core earnings and a net reduction from insurance experience. The inorganic CSM movement was US\$788 million for the nine months ended September 30, 2024, largely driven by changes in actuarial methods and assumptions that adjust the CSM, the impact of year-to-date equity market performance on certain participating contracts, the impact of the GA Reinsurance Transaction and the weakening of the U.S. dollar against most Asian currencies.

Assets under management were US\$139.6 billion as at September 30, 2024, an increase of 8% compared with December 31, 2023, driven by the impact of positive equity market performance and favourable interest rate movement on invested assets and segregated funds net assets, partially offset by the transfer of invested assets related to the GA Reinsurance Transaction.

Business highlights – In 3Q24, we:

- continued the rollout of Manulife Pro, our proprietary recognition and activation program for top-tier agents, to Hong Kong in July. This key initiative contributed to improved productivity, reflecting our investments in our agency force and contributing to over 20% year-over-year growth in agency NBV and agency APE sales in 3Q24. With this expansion, Manulife Pro is now available in five of our markets¹;
- improved customer experience and the operational efficiency of our Japan contact centre as part of global contact centre transformation initiatives. Our further enhancement of voice bot capabilities and the application of AI contributed to a record high transactional NPS² on a year-to-date basis. AI-enabled speech-to-text and call summarization enhancements reduced average contact centre handling time by 28% compared with 3Q23;
- launched new mobile apps in Vietnam and Indonesia as part of our program to create a unified customer app experience in each of our markets. These apps now enable customers to seamlessly conduct a wide range of policy management activities including accessing policy information, making premium payments, tracking claim status, updating personal information and downloading contracts. Since the launch of the new mobile app in Vietnam in August, monthly customer registrations have nearly doubled³; and
- further enhanced our high-net-worth offerings with the launch of two innovative new products: Manulife Global Indexed UL PRO in our International High Net Worth business and Signature Indexed Income in Singapore. These offerings build on our capabilities to meet the complex and evolving protection, legacy planning and wealth management needs of high-net-worth customers.

¹ Manulife Pro is available in Singapore, Vietnam, Indonesia, Japan and Hong Kong.

² Net promoter score ("NPS").

³ Compared with registrations in May 2024, prior to the soft launch of the app in June 2024.

B2 Canada

(\$ millions, unless otherwise stated)	Quarterly Results			YTD Results	
	3Q24	2Q24	3Q23	2024	2023
Profitability:					
Net income attributed to shareholders	\$ 430	\$ 79	\$ 290	\$ 782	\$ 826
Core earnings ⁽¹⁾	412	402	408	1,178	1,135
Business performance:					
Annualized premium equivalent sales	343	520	431	1,313	1,046
Contractual service margin	4,036	3,769	3,662	4,036	3,662
Manulife Bank average net lending assets (\$ billions) ⁽²⁾	26.2	25.7	25.1	25.8	25.0
Assets under management (\$ billions)	146.1	140.1	137.9	146.1	137.9
Total invested assets (\$ billions)	108.2	103.5	103.5	108.2	103.5
Segregated funds net assets (\$ billions)	37.9	36.6	34.4	37.9	34.4

⁽¹⁾ See "Non-GAAP and other financial measures" below for a reconciliation of quarterly core earning to net income (loss) attributed to shareholders.

⁽²⁾ This item is a non-GAAP ratio. See "Non-GAAP and other financial measures" below for more information.

Canada's net income attributed to shareholders was \$430 million in 3Q24 compared with \$290 million in 3Q23. Net income attributed to shareholders is comprised of core earnings, which were \$412 million in 3Q24 compared with \$408 million in 3Q23, and items excluded from core earnings, which amounted to a net gain of \$18 million in 3Q24 compared with a net charge of \$118 million in 3Q23. See section E3 "Non-GAAP and other financial measures" below, for a reconciliation of quarterly core earnings to net income (loss) attributed to shareholders and section A1 "Profitability" above, for explanations of the items excluded from core earnings.

Core earnings in 3Q24 increased \$4 million or 1% compared with 3Q23, reflecting business growth in Group Insurance and a 3Q23 charge in the provision for ECL, partially offset by less favourable claims experience in Group Insurance, lower expected investment earnings, and lower Manulife Bank earnings. In addition, the RGA Reinsurance Transaction also reduced core earnings by \$2 million in 3Q24 compared to 3Q23.

Year-to-date net income attributed to shareholders was \$782 million in 2024 compared with \$826 million in the same period of 2023. Year-to-date core earnings were \$1,178 million in 2024 compared with \$1,135 million in the same period of 2023. The increase in year-to-date core earnings of \$43 million or 4% reflected business growth in Group Insurance and a release in the provision for ECL in 2024 compared with an increase in 2023, partially offset by lower expected investment earnings. In addition, the RGA Reinsurance Transaction also reduced core earnings by \$1 million in 2024 compared with 2023. Items excluded from year-to-date core earnings were a net charge of \$396 million in 2024 compared with a net charge of \$309 million for the same period of 2023. See section E3 "Non-GAAP and other financial measures" below, for a reconciliation of year-to-date core earnings to year-to-date net income (loss) attributed to shareholders.

APE sales of \$343 million in 3Q24 decreased by \$88 million or 20% compared with 3Q23.

- Individual Insurance APE sales of \$132 million in 3Q24 decreased \$118 million or 47% compared with 3Q23, primarily due to the non-recurrence of a large affinity markets sale in 3Q23, partially offset by higher participating life insurance sales in 3Q24.
- Group Insurance APE sales of \$155 million in 3Q24 increased \$20 million or 15% compared with 3Q23, driven by higher mid-size and large-case sales.
- Annuities APE sales of \$56 million in 3Q24 increased \$10 million or 22% compared with 3Q23, primarily due to higher segregated fund sales.

Year-to-date APE sales were \$1,313 million in 2024, \$267 million or 26% higher than in the same period of 2023, primarily due to higher large-case sales in Group Insurance, higher participating life insurance sales, and higher segregated fund sales, partially offset by the non-recurrence of a large affinity markets sale in 3Q23.

CSM was \$4,036 million as at September 30, 2024, representing a decrease of \$24 million compared with December 31, 2023. Organic CSM movement was \$40 million for the nine months ended September 30, 2024, driven by the impact of new business and interest accretion, partially offset by amortization recognized in core earnings. Inorganic CSM movement was \$(64) million for the nine months ended September 30, 2024, primarily related to the unfavourable year-to-date impacts of interest rates on participating and variable annuity contracts and the impact of the RGA Reinsurance Transaction, partially offset by changes in actuarial methods and assumptions that adjust the CSM and favourable equity market experience on certain variable annuity contracts.

Manulife Bank average net lending assets for the quarter were \$26.2 billion as at September 30, 2024, up \$1.0 billion or 4% compared with December 31, 2023, driven by improved mortgage retention and business growth.

Assets under management were \$146.1 billion as at September 30, 2024, a decrease of \$1.4 billion or 1% compared with December 31, 2023 driven by the transfer of invested assets related to the RGA Reinsurance Transaction, partially offset by the net impact from interest rate and equity markets.

Business highlights – In 3Q24, we:

- further enhanced our mobile app for the Manulife *Vitality* program with tailored activity recommendations to provide customers with a more personalized app experience to help them achieve their health and wellness goals. Continuous improvements have resulted in a 9% increase in utilization year-over-year.

B3 U.S.

(\$ millions, unless otherwise stated)	Quarterly Results			YTD Results	
Canadian dollars	3Q24	2Q24	3Q23	2024	2023
Profitability:					
Net income (loss) attributed to shareholders	\$ 5	\$ 135	\$ 72	\$ 32	\$ 441
Core earnings ⁽¹⁾	411	415	442	1,278	1,285
Business performance:					
Annualized premium equivalent sales	132	128	106	412	370
Contractual service margin	2,171	3,522	3,651	2,171	3,651
Assets under management (\$ billions)	209.1	203.4	193.6	209.1	193.6
Total invested assets (\$ billions)	134.2	130.4	128.8	134.2	128.8
Segregated funds invested net assets (\$ billions)	74.9	73.0	64.8	74.9	64.8
<i>U.S. dollars</i>					
Profitability:					
Net income (loss) attributed to shareholders	US\$ 5	US\$ 98	US\$ 53	US\$ 23	US\$ 327
Core earnings ⁽¹⁾	302	303	329	940	955
Business performance:					
Annualized premium equivalent sales	97	93	79	303	275
Contractual service margin	1,606	2,572	2,695	1,606	2,695
Assets under management (\$ billions)	154.8	148.6	143.2	154.8	143.2
Total invested assets (\$ billions)	99.3	95.3	95.3	99.3	95.3
Segregated funds invested net assets (\$ billions)	55.5	53.3	47.9	55.5	47.9

⁽¹⁾ See "Non-GAAP and other financial measures" below for a reconciliation of quarterly core earnings to net income (loss) attributed to shareholders

U.S. net income attributed to shareholders was \$5 million in 3Q24 compared with \$72 million in 3Q23. Net income attributed to shareholders is comprised of core earnings, which were \$411 million in 3Q24 compared with \$442 million in 3Q23, and items excluded from core earnings, which amounted to a net charge of \$406 million in 3Q24 compared with a net charge of \$370 million in 3Q23. See section E3 "Non-GAAP and other financial measures" below, for a reconciliation of quarterly core earnings to net income (loss) attributed to shareholders and section A1 "Profitability" above, for explanations of the items excluded from core earnings. The changes in core earnings expressed in Canadian dollars were due to the factors described below, and in addition, the change in core earnings reflected a \$7 million favourable impact from the strengthening of the U.S. dollar compared with the Canadian dollar.

Expressed in U.S. dollars, the functional currency of the segment, the net income attributed to shareholders was US\$5 million in 3Q24 compared with US\$53 million in 3Q23. Core earnings were US\$302 million in 3Q24 compared with US\$329 million in 3Q23 and items excluded from core earnings were a net charge of US\$297 million in 3Q24 compared with a net charge of US\$276 million in 3Q23.

Core earnings in 3Q24 decreased US\$27 million or 8% compared with 3Q23 reflecting lower expected investment earnings, as well as the impact of the GA Reinsurance transaction and the annual review of actuarial methods and assumptions, both of which impacted expected investment earnings and insurance service result. This decrease was partially offset by a lower charge in the ECL provision in 3Q24, and more favourable claims experience in life. Investment income on allocated capital also increased core earnings by US\$6 million in 3Q24 compared with 3Q23. The GA Reinsurance Transaction reduced core earnings by US\$17 million in 3Q24 compared with 3Q23, attributable to the impact on expected earnings on insurance contracts, expected investment earnings and insurance experience.

Year-to-date net income attributed to shareholders was US\$23 million in 2024 compared with US\$327 million in the same period of 2023. Year-to-date core earnings were US\$940 million in 2024 compared with US\$955 million in the same period of 2023. Year-to-date core earnings decreased US\$15 million mainly due to the impact of the GA Reinsurance transaction, unfavourable net claims experience, lower expected investment earnings and the impact of the annual review of actuarial methods and assumptions, partially offset by a lower charge in the ECL provision in 2024. Net claims experience primarily reflected more unfavourable experience in long-term care and less favourable experience in life. Investment income on allocated capital also increased year-to-date core earnings by US\$17 million in 2024 compared with 2023. The GA Reinsurance Transaction reduced year-to-date core earnings by \$55 million in 2024 compared with 2023, attributable to the impact on expected earnings on insurance contracts, expected investment earnings, insurance experience, and the change in ECL. Items excluded from year-to-date core earnings were a net charge of US\$917 million in 2024 compared with a net charge of US\$628 million for the same period of 2023. See section E3 “Non-GAAP and other financial measures” below, for a reconciliation of year-to-date core earnings to year-to-date net income (loss) attributed to shareholders. Expressed in Canadian dollars, year-to-date core earnings reflected a \$13 million favourable impact of strengthening of the U.S. dollar compared with the Canadian dollar.

APE sales of US\$97 million in 3Q24 increased 23% compared with 3Q23, primarily due to a rebound in demand from affluent customers for accumulation insurance products. Year-to-date APE sales in 2024 of US\$303 million increased 10% compared with the same period of 2023, reflecting increased demand for accumulation insurance products, partially offset by lower sales of protection insurance products. APE sales of products with the John Hancock Vitality PLUS feature represented 79% and 80% of overall U.S. sales in 3Q24 and year-to-date 2024, compared with 71% and 73% in the same periods of 2023, respectively.

CSM was US\$1,606 million as at September 30, 2024, representing a decrease of US\$1,222 million compared with December 31, 2023. Organic CSM movement was US\$(26) million for the nine months ended September 30, 2024, driven by amortization recognized in core earnings and net unfavourable insurance experience, partially offset by the impact of new business and interest accretion. The net unfavourable insurance experience was mainly due to life lapse and claims experience. Inorganic CSM movement was US\$(1,196) million for the nine months ended September 30, 2024, mainly due to changes in actuarial methods and assumptions that adjust the CSM, the impact of the GA Reinsurance Transaction in 1Q24 as well as an in-force reinsurance transaction covering certain life mortality in 2Q24, partially offset by favourable year-to-date market impacts from equity market experience.

Assets under management were US\$154.8 billion as at September 30, 2024, an increase of US\$1.2 billion or 1% compared with December 31, 2023. The increase was primarily due to the net impact from interest rate and equity markets on both segregated funds net assets and total invested assets, partially offset by a decrease in total invested assets from the transfer of invested assets related to the GA Reinsurance Transaction.

Business highlights – In 3Q24, we advanced our digital, product innovation, and wellness initiatives by:

- entering into a strategic distribution partnership with Ethos – a life insurance technology company focused on simplifying the purchase experience – to provide prospective customers and nearly 9,000 newly appointed agents with instant coverage decisions for our Simple Term solution via the Ethos platform;
- expanding a differentiated enhancement to our entire suite of survivorship solutions, allowing customers to proactively address their estate planning needs now in anticipation of potential estate tax changes in 2026; and
- providing access to GRAIL's Galleri[®] multi-cancer early detection test to certain eligible John Hancock Vitality members ages 40 to 49 (previously ages 50 and up). This change aligns our offering with recent medical research indicating a significant increase in early-onset cancer diagnoses¹, reinforcing our commitment to early detection and better health outcomes for our members.

B4 Global Wealth and Asset Management

(\$ millions, unless otherwise stated)	Quarterly Results			YTD Results	
	3Q24	2Q24	3Q23	2024	2023
Profitability:					
Net income attributed to shareholders	\$ 498	\$ 350	\$ 318	\$ 1,213	\$ 932
Core earnings ⁽¹⁾	499	399	361	1,255	968
Core EBITDA ⁽²⁾	572	513	480	1,562	1,297
Core EBITDA margin (%) ⁽³⁾	27.8%	26.3%	26.9%	26.6%	24.7%
Business performance:					
Sales					
Wealth and asset management gross flows	41,288	41,442	34,274	128,174	108,241
Wealth and asset management net flows	5,227	82	(795)	12,032	5,832
Assets under management and administration (\$ billions)	990.9	943.9	806.7	990.9	806.7
Total invested assets (\$ billions)	9.5	9.0	6.7	9.5	6.7
Segregated funds net assets (\$ billions)	282.0	270.1	233.9	282.0	233.9
Global WAM managed AUMA (\$ billions) ⁽²⁾	1,211.2	1,155.7	1,008.2	1,211.2	1,008.2
Average assets under management and administration (\$ billions)	963.0	933.1	813.2	923.9	812.3

⁽¹⁾ See "Non-GAAP and other financial measures" below for a reconciliation of quarterly core earnings to net income (loss) attributed to shareholders.

⁽²⁾ This item is a non-GAAP financial measure. See "Non-GAAP and other financial measures" below for more information.

⁽³⁾ This item is a non-GAAP ratio. See "Non-GAAP and other financial measures" below for more information.

Global WAM's net income attributed to shareholders was \$498 million in 3Q24 compared with \$318 million in 3Q23. Net income attributed to shareholders is comprised of core earnings, which were \$499 million in 3Q24 compared with \$361 million in 3Q23, and items excluded from core earnings, which amounted to a net charge of \$1 million in 3Q24 compared with a net charge of \$43 million in 3Q23. See section E3 "Non-GAAP and other financial measures" below, for a reconciliation of quarterly core earnings to net income (loss) attributed to shareholders and section A1 "Profitability" above, for explanations of the items excluded from core earnings.

Core earnings increased \$138 million or 37% compared with 3Q23, driven by an increase in net fee income from higher average AUMA reflecting the favourable impact of markets and net inflows, favourable tax true-ups and tax benefits in 3Q24 totaling \$70 million, and disciplined expense management. This was partially offset by lower performance fees in Institutional Asset Management and lower fee spreads. In addition, investment income on allocated capital increased core earnings by \$9 million compared with 3Q23.

Core EBITDA was \$572 million in 3Q24, an increase of 18% compared with 3Q23, and core EBITDA margin was 27.8% in 3Q24, an increase of 90 bps compared with 3Q23, both driven by growth in net fee income and disciplined expense management partially offset by lower performance fees and lower fee spreads. See section E3 "Non-GAAP and other financial measures" below, for additional information on core EBITDA and core EBITDA margin.

Year-to-date net income attributed to shareholders was \$1,213 million in 2024 compared with \$932 million in the same period of 2023, and year-to-date core earnings were \$1,255 million in 2024 compared with \$968 million in the same period of 2023. The increase in year-to-date core earnings of \$287 million or 29% was primarily driven by an increase in net fee income from higher average AUMA as noted above for the quarter, favorable tax true-ups

¹ Jianhui Zhao, Liying Xu, et al - Global trends in incidence, death, burden and risk factors of early-onset cancer from 1990 to 2019: BMJ Oncology 2023.

and tax benefits of \$91 million in 2024, and disciplined expense management. This was partially offset by lower fee spreads and lower performance fees in Institutional Asset Management. In addition, year-to-date investment income on allocated capital increased core earnings by \$28 million compared with 2023. Items excluded from year-to-date core earnings were a net charge of \$42 million in 2024 compared with a net charge of \$36 million in the same period of 2023. See section E3 “Non-GAAP and other financial measures” below, for a reconciliation of year-to-date core earnings to year-to-date net income (loss) attributed to shareholders.

Year-to-date core EBITDA was \$1,562 million in 2024, an increase of 20% compared with the same period of 2023 and core EBITDA margin was 26.6% in 2024, an increase of 190 bps compared with the same period of 2023, both driven by the similar factors as noted above for the quarter. See section E3 “Non-GAAP and other financial measures” below, for additional information on year-to-date core EBITDA and year-to-date core EBITDA margin.

Net inflows were \$5.2 billion in 3Q24 compared with net outflows of \$0.8 billion in 3Q23. By business line, the results were:

- Retirement net inflows were \$0.6 billion in 3Q24, compared with net outflows of \$3.4 billion in 3Q23, primarily driven by the non-recurrence of a large-case retirement plan redemption in the U.S in 3Q23.
- Retail net inflows were \$3.9 billion in 3Q24, compared with net outflows of \$0.2 billion in 3Q23, due to increased demand for investment products amid an equity market recovery and improved investor sentiment, as well as the onboarding of several new advisors in Canada wealth.
- Institutional Asset Management net inflows were \$0.7 billion in 3Q24, compared with net inflows of \$2.8 billion in 3Q23, reflecting higher redemptions in fixed income mandates.

Year-to-date net inflows were \$12.0 billion in 2024, compared with \$5.8 billion in the same period of 2023. The increase was primarily due to higher retail net inflows from increased demand for investment products. Retirement net inflows increased driven by the non-recurrence of a large-case retirement plan redemption as mentioned above and higher retirement plan sales partially offset by higher member withdrawals. Institutional net inflows decreased due to higher fixed income redemptions.

Assets under management and administration of \$990.9 billion as at September 30, 2024 increased 15% compared with December 31, 2023. The increase was driven by the favourable impact of equity markets, the \$19 billion of assets added from the acquisition of CQS in 2Q24 as well as year-to-date net inflows. As at September 30, 2024, Global WAM also managed \$220.3 billion in assets for the Company’s non-WAM reporting segments. Including those managed assets, Global WAM managed AUMA was \$1,211.2 billion compared with \$1,055.0 billion as at December 31, 2023.

Segregated funds net assets were \$282.0 billion as at September 30, 2024, 14% higher compared with December 31, 2023 on an actual exchange rate basis, driven by the favourable impact of equity markets.

Business highlights – In 3Q24, we:

- announced the closing of a \$1.1 billion institutional fund - Manulife Private Equity Partners II. This fund is part of our ongoing effort to provide specialized solutions for institutional investors seeking greater exposure to opportunities in the growing North American private equity market; and
- launched an AI-powered planning tool in our wealth platform in Canada Retail to enhance support for advisors and their clients, delivering an elevated service experience through streamlined financial planning processes and personalized advice and solutions.

B5 Corporate and Other

(\$ millions, unless otherwise stated)	Quarterly Results			YTD Results	
	3Q24	2Q24	3Q23	2024	2023
Net income (loss) attributed to shareholders	\$ 79	\$ (104)	\$ 249	\$ (52)	\$ 512
Core earnings (loss) ⁽¹⁾	(113)	(126)	10	(315)	39

⁽¹⁾ See “Non-GAAP and other financial measures” below for a reconciliation of quarterly core earnings to net income (loss) attributed to shareholders.

Corporate and Other is composed of investment performance on assets backing capital, net of amounts allocated to operating segments; financing costs; costs incurred by the corporate office related to shareholder activities (not allocated to the operating segments); our Property and Casualty (“P&C”) Reinsurance business; as well as our run-off reinsurance operation including variable annuities and accident and health. In addition, for segment reporting purposes, consolidations and eliminations of transactions between operating segments are also included in Corporate and Other earnings.

Corporate and Other reported a net income attributed to shareholders of \$79 million in 3Q24 compared with \$249 million in 3Q23. Net income (loss) attributed to shareholders is comprised of core earnings, which was a core loss of \$113 million in 3Q24 compared with core earnings of \$10 million in 3Q23, and the items excluded from core earnings (loss) which amounted to a net gain of \$192 million in 3Q24 compared with a net gain of \$239 million in 3Q23. During 3Q24, we recorded an \$89 million charge related to the Global Minimum Tax Act, which was substantively enacted in Canada in 2Q24 and is retroactive to January 1, 2024. Of this amount, \$61 million was recorded in core earnings, and \$28 million was recorded in items excluded from core earnings.

See section E3 “Non-GAAP and other financial measures” below, for a reconciliation of quarterly core earnings to net income (loss) attributed to shareholders and section A1 “Profitability” above, for explanations of the items excluded from core earnings.

The \$123 million decline in core earnings (loss) was primarily related to the charge for GMT and higher interest on capital allocated to operating segments, Asia, Global WAM and the U.S.

The year-to-date net loss attributed to shareholders was \$52 million in 2024 compared with net income attributed to shareholders of \$512 million in the same period of 2023. The year-to-date core loss was \$315 million in 2024 compared with core earnings of \$39 million in the same period of 2023. The decrease in the year-to-date core earnings (loss) of \$354 million was primarily driven by similar factors as noted above as well as higher workforce-related costs, including higher performance-related costs, and lower gains from updates to provisions for estimated losses in our P&C Reinsurance business compared with prior year. Items excluded from the year-to-date core loss were a net gain of \$263 million in 2024 compared with a net gain of \$473 million in the same period of 2023. The year-to-date charge for GMT is \$177 million. Of this amount, \$107 million was recorded in core earnings, and \$70 million was recorded in items excluded from core earnings. See section E3 “Non-GAAP and other financial measures” below, for a reconciliation of year-to-date core earnings to year-to-date net income (loss) attributed to shareholders.

C RISK MANAGEMENT AND RISK FACTORS UPDATE

This section provides an update to our risk management practices and risk factors outlined in the 2023 MD&A. Text and tables in this section of the MD&A represent our disclosure on insurance, market, and liquidity risk in accordance with IFRS 7 “Financial Instruments – Disclosures”. Disclosures in accordance with IFRS 7 are identified by a vertical line in the left margin of each page. The identified text and tables represent an integral part of our unaudited Interim Consolidated Financial Statements.

C1 Variable annuity and segregated fund guarantees

As described in the MD&A in our 2023 Annual Report, guarantees on variable annuity products and segregated funds may include one or more of death, maturity, income and withdrawal guarantees. Variable annuity and segregated fund guarantees are contingent and only payable upon the occurrence of the relevant event, if fund values at that time are below guarantee values. Depending on future equity market levels, liabilities on current in-force business would be due primarily in the period from 2024 to 2044.

We seek to mitigate a portion of the risks embedded in our retained (i.e. net of reinsurance) variable annuity and segregated fund guarantee business through the combination of our dynamic and macro hedging strategies (see section C3 “Publicly traded equity performance risk sensitivities and exposure measures” below). The table below shows selected information regarding the Company’s variable annuity and segregated fund investment-related guarantees gross and net of reinsurance.

Variable annuity and segregated fund guarantees, net of reinsurance

As at (\$ millions)	September 30, 2024			December 31, 2023		
	Guarantee value ⁽¹⁾	Fund value	Net amount at risk ^{(1),(2),(3)}	Guarantee value ⁽¹⁾	Fund value	Net amount at risk ^{(1),(2),(3)}
Guaranteed minimum income benefit	\$ 3,496	\$ 2,718	\$ 852	\$ 3,864	\$ 2,735	\$ 1,156
Guaranteed minimum withdrawal benefit	32,868	33,598	2,998	34,833	33,198	4,093
Guaranteed minimum accumulation benefit	18,833	19,039	34	18,996	19,025	116
Gross living benefits ⁽⁴⁾	55,197	55,355	3,884	57,693	54,958	5,365
Gross death benefits ⁽⁵⁾	8,404	19,424	561	9,133	17,279	975
Total gross of reinsurance	63,601	74,779	4,445	66,826	72,237	6,340
Living benefits reinsured	22,919	23,803	2,621	24,208	23,146	3,395
Death benefits reinsured	3,284	2,693	235	3,400	2,576	482
Total reinsured	26,203	26,496	2,856	27,608	25,722	3,877
Total, net of reinsurance	\$ 37,398	\$ 48,283	\$ 1,589	\$ 39,218	\$ 46,515	\$ 2,463

⁽¹⁾ Guarantee Value and Net Amount at Risk in respect of guaranteed minimum withdrawal business in Canada and the U.S. reflect the time value of money of these claims.

⁽²⁾ Amount at risk (in-the-money amount) is the excess of guarantee values over fund values on all policies where the guarantee value exceeds the fund value. For guaranteed minimum death benefit, the amount at risk is defined as the current guaranteed minimum death benefit in excess of the current account balance and assumes that all claims are immediately payable. In practice, guaranteed death benefits are contingent and only payable upon the eventual death of policyholders if fund values remain below guarantee values. For guaranteed minimum withdrawal benefit, the amount at risk assumes that the benefit is paid as a lifetime annuity commencing at the earliest contractual income start age. These benefits are also contingent and only payable at scheduled maturity/income start dates in the future, if the policyholders are still living and have not terminated their policies and fund values remain below guarantee values. For all guarantees, the amount at risk is floored at zero at the single contract level.

⁽³⁾ The amount at risk net of reinsurance at September 30, 2024 was \$1,589 million (December 31, 2023 – \$2,463 million) of which: US\$283 million (December 31, 2023 – US\$391 million) was on our U.S. business, \$1,001 million (December 31, 2023 – \$1,559 million) was on our Canadian business, US\$114 million (December 31, 2023 – US\$140 million) was on our Japan business and US\$38 million (December 31, 2023 – US\$155 million) was related to Asia (other than Japan) and our run-off reinsurance business.

⁽⁴⁾ Where a policy includes both living and death benefits, the guarantee in excess of the living benefit is included in the death benefit category as outlined in footnote 5.

⁽⁵⁾ Death benefits include standalone guarantees and guarantees in excess of living benefit guarantees where both death and living benefits are provided on a policy.

C2 Caution related to sensitivities

In this document, we provide sensitivities and risk exposure measures for certain risks. These include sensitivities due to specific changes in market prices and interest rate levels projected using internal models as at a specific date, and are measured relative to a starting level reflecting the Company's assets and liabilities at that date. The risk exposures measure the impact of changing one factor at a time and assume that all other factors remain unchanged. Actual results can differ significantly from these estimates for a variety of reasons including the interaction among these factors when more than one changes; changes in liabilities from updates to non-economic assumptions, changes in business mix, effective tax rates and other market factors; and the general limitations of our internal models. For these reasons, the sensitivities should only be viewed as directional estimates of the underlying sensitivities for the respective factors based on the assumptions outlined below. Given the nature of these calculations, we cannot provide assurance that the actual impact on contractual service margin, net income attributed to shareholders, other comprehensive income attributed to shareholders, and total comprehensive income attributed to shareholders or on MLI's LICAT ratio will be as indicated.

Market movements affect LICAT capital sensitivities through the available capital, surplus allowance and required capital components of the regulatory capital framework. The LICAT available capital component is primarily affected by total comprehensive income and the CSM.

C3 Publicly traded equity performance risk sensitivities and exposure measures

As outlined in our 2023 Annual Report, we have net exposure to equity risk through asset and liability mismatches; our variable annuity and segregated fund guarantee dynamic hedging strategy is not designed to completely offset the sensitivity of insurance contract liabilities to all risks associated with the guarantees embedded in these products. The macro hedging strategy is designed to mitigate public equity risk arising from variable annuity and segregated fund guarantees not dynamically hedged and from other unhedged exposures in our insurance contracts (see page 62 of our 2023 Annual Report).

Changes in public equity prices may impact other items including, but not limited to, asset-based fees earned on assets under management and administration or policyholder account value, and estimated profits and amortization of deferred policy acquisition and other costs. These items are not hedged.

The following tables include the potential impacts from an immediate 10%, 20% and 30% change in market values of publicly traded equities on net income attributed to shareholders, the CSM, other comprehensive income attributed to shareholders, and total comprehensive income attributed to shareholders. The potential impact is shown after taking into account the impact of the change in markets on the hedge assets. While we cannot reliably estimate the amount of the change in dynamically hedged variable annuity and segregated fund guarantee liabilities that will not be offset by the change in the dynamic hedge assets, we make certain assumptions for the purposes of estimating the impact on net income attributed to shareholders.

This estimate assumes that the performance of the dynamic hedging program would not completely offset the gain/loss from the dynamically hedged variable annuity and segregated fund guarantee liabilities. It assumes that the hedge assets are based on the actual position at the period end, and that equity hedges in the dynamic program offset 95% of the hedged variable annuity liability movement that occurs as a result of market changes.

It is also important to note that these estimates are illustrative, and that the dynamic and macro hedging programs may underperform these estimates, particularly during periods of high realized volatility and/or periods where both interest rates and equity market movements are unfavourable. The method used for deriving sensitivity information and significant assumptions did not change from the previous period.

Changes in equity markets impact our available and required components of the LICAT ratio. The second set of tables shows the potential impact to MLI's LICAT ratio resulting from changes in public equity market values.

Potential immediate impact on net income attributed to shareholders arising from changes to public equity returns⁽¹⁾

As at September 30, 2024 (\$ millions)	Net income attributed to shareholders					
	-30%	-20%	-10%	+10%	+20%	+30%
Underlying sensitivity						
Variable annuity and segregated fund guarantees ⁽²⁾	\$ (2,080)	\$ (1,260)	\$ (570)	\$ 460	\$ 850	\$ 1,180
General fund equity investments ⁽³⁾	(1,200)	(800)	(400)	400	790	1,190
Total underlying sensitivity before hedging	(3,280)	(2,060)	(970)	860	1,640	2,370
Impact of macro and dynamic hedge assets ⁽⁴⁾	750	450	200	(150)	(280)	(370)
Net potential impact on net income attributed to shareholders after impact of hedging and before impact of reinsurance	(2,530)	(1,610)	(770)	710	1,360	2,000
Impact of reinsurance	1,320	800	370	(310)	(570)	(800)
Net potential impact on net income attributed to shareholders after impact of hedging and reinsurance	\$ (1,210)	\$ (810)	\$ (400)	\$ 400	\$ 790	\$ 1,200
As at December 31, 2023						
(\$ millions)	Net income attributed to shareholders					
	-30%	-20%	-10%	+10%	+20%	+30%
Underlying sensitivity						
Variable annuity and segregated fund guarantees ⁽²⁾	\$ (2,370)	\$ (1,460)	\$ (670)	\$ 550	\$ 1,010	\$ 1,390
General fund equity investments ⁽³⁾	(1,170)	(770)	(390)	380	760	1,140
Total underlying sensitivity before hedging	(3,540)	(2,230)	(1,060)	930	1,770	2,530
Impact of macro and dynamic hedge assets ⁽⁴⁾	880	530	240	(190)	(340)	(460)
Net potential impact on net income attributed to shareholders after impact of hedging and before impact of reinsurance	(2,660)	(1,700)	(820)	740	1,430	2,070
Impact of reinsurance	1,470	900	420	(350)	(650)	(910)
Net potential impact on net income attributed to shareholders after impact of hedging and reinsurance	\$ (1,190)	\$ (800)	\$ (400)	\$ 390	\$ 780	\$ 1,160

⁽¹⁾ See "Caution related to sensitivities" above.

⁽²⁾ For variable annuity contracts measured under the variable fee approach ("VFA") the impact of financial risk and changes in interest rates adjusts CSM, unless the risk mitigation option applies. The Company has elected to apply risk mitigation and therefore a portion of the impact is reported in net income attributed to shareholders instead of adjusting the CSM. If the CSM for a group of variable annuity contracts is exhausted the full impact is reported in net income attributed to shareholders.

⁽³⁾ This impact for general fund equity investments includes general fund investments supporting our insurance contract liabilities, investment in seed money investments (in segregated and mutual funds made by Global WAM segment) and the impact on insurance contract liabilities related to the projected future fee income on variable universal life and other unit linked products. The impact does not include any potential impact on public equity weightings. The participating policy funds are largely self-supporting and generate no material impact on net income attributed to shareholders as a result of changes in equity markets.

⁽⁴⁾ Includes the impact of assumed rebalancing of equity hedges in the macro and dynamic hedging program. The impact of dynamic hedge represents the impact of equity hedges offsetting 95% of the dynamically hedged variable annuity liability movement that occurs as a result of market changes, but does not include any impact in respect of other sources of hedge accounting ineffectiveness (e.g. fund tracking, realized volatility and equity, interest rate correlations different from expected among other factors).

Potential immediate impact on contractual service margin, other comprehensive income to shareholders, total comprehensive income to shareholders and MLI's LICAT ratio from changes to public equity market values^{(1),(2),(3)}

As at September 30, 2024

(\$ millions)	-30%	-20%	-10%	+10%	+20%	+30%
Variable annuity and segregated fund guarantees reported in CSM	\$ (3,460)	\$ (2,130)	\$ (980)	\$ 840	\$ 1,570	\$ 2,220
Impact of risk mitigation - hedging ⁽⁴⁾	990	590	260	(200)	(360)	(490)
Impact of risk mitigation - reinsurance ⁽⁴⁾	1,670	1,010	460	(390)	(720)	(1,010)
VA net of risk mitigation	(800)	(530)	(260)	250	490	720
General fund equity	(1,140)	(730)	(360)	360	720	1,060
Contractual service margin (\$ millions, pre-tax)	\$ (1,940)	\$ (1,260)	\$ (620)	\$ 610	\$ 1,210	\$ 1,780
Other comprehensive income attributed to shareholders (\$ millions, post-tax)⁽⁵⁾	\$ (870)	\$ (570)	\$ (280)	\$ 280	\$ 550	\$ 810
Total comprehensive income attributed to shareholders (\$ millions, post-tax)	\$ (2,080)	\$ (1,380)	\$ (680)	\$ 680	\$ 1,340	\$ 2,010
MLI's LICAT ratio (change in percentage points)	(3)	(2)	(1)	1	2	2

As at December 31, 2023

(\$ millions)	-30%	-20%	-10%	+10%	+20%	+30%
Variable annuity and segregated fund guarantees reported in CSM	\$ (3,810)	\$ (2,370)	\$ (1,100)	\$ 940	\$ 1,760	\$ 2,470
Impact of risk mitigation - hedging ⁽⁴⁾	1,150	700	310	(250)	(450)	(600)
Impact of risk mitigation - reinsurance ⁽⁴⁾	1,850	1,140	530	(450)	(830)	(1,150)
VA net of risk mitigation	(810)	(530)	(260)	240	480	720
General fund equity	(940)	(610)	(300)	290	590	870
Contractual service margin (\$ millions, pre-tax)	\$ (1,750)	\$ (1,140)	\$ (560)	\$ 530	\$ 1,070	\$ 1,590
Other comprehensive income attributed to shareholders (\$ millions, post-tax)⁽⁵⁾	\$ (730)	\$ (490)	\$ (240)	\$ 230	\$ 460	\$ 680
Total comprehensive income attributed to shareholders (\$ millions, post-tax)	\$ (1,920)	\$ (1,290)	\$ (640)	\$ 620	\$ 1,240	\$ 1,840
MLI's LICAT ratio (change in percentage points)	(3)	(2)	(1)	1	2	2

⁽¹⁾ See "Caution related to sensitivities" above.

⁽²⁾ This estimate assumes that the performance of the dynamic hedging program would not completely offset the gain/loss from the dynamically hedged variable annuity and segregated fund guarantee liabilities. It assumes that the hedge assets are based on the actual position at the period end, and that equity hedges in the dynamic program offset 95% of the hedged variable annuity liability movement that occur as a result of market changes.

⁽³⁾ OSFI rules for segregated fund guarantees reflect full capital impacts of shocks over 20 quarters within a prescribed range. As such, the deterioration in equity markets could lead to further increases in capital requirements after the initial shock.

⁽⁴⁾ For variable annuity contracts measured under VFA the impact of financial risk and changes in interest rates adjusts CSM, unless the risk mitigation option applies. The Company has elected to apply risk mitigation and therefore a portion of the impact is reported in net income attributed to shareholders instead of adjusting the CSM. If the CSM for a group of variable annuity contracts is exhausted the full impact is reported in net income attributed to shareholders.

⁽⁵⁾ The impact of financial risk and changes to interest rates for variable annuity contracts is not expected to generate sensitivity in Other Comprehensive Income.

C4 Interest rate and spread risk sensitivities and exposure measures

As at September 30, 2024, we estimated the sensitivity of our net income attributed to shareholders to a 50 basis point parallel decline in interest rates to be a benefit of \$100 million, and to a 50 basis point parallel increase in interest rates to be a charge of \$100 million.

The table below shows the potential impacts from a 50 basis point parallel move in interest rates on the CSM, net income attributed to shareholders, other comprehensive income attributed to shareholders, and total comprehensive income attributed to shareholders. This includes a change in current government, swap and corporate rates for all maturities across all markets with no change in credit spreads between government, swap and corporate rates. Also shown separately are the potential impacts from a 50 basis point parallel move in corporate spreads and a 20 basis point parallel move in swap spreads. The impacts reflect the net impact of movements in asset values in liability and surplus segments and movements in the present value of cash flows for insurance contracts including those with cash flows that vary with the returns of underlying items where the present value is measured by stochastic modelling. The method used for deriving sensitivity information and significant assumptions did not change from the previous period.

The disclosed interest rate sensitivities reflect the accounting designations of our financial assets and corresponding insurance contract liabilities. In most cases these assets and liabilities are designated as FVOCI and as a result, impacts from changes to interest rates are largely in other comprehensive income. There are also changes in interest rates that impact the CSM for VFA contracts that relate to amounts that are not passed through to policyholders. In addition, changes in interest rates impact net income as it relates to derivatives not in hedge accounting relationships and on VFA contracts where the CSM has been exhausted.

The disclosed interest rate sensitivities assume no hedge accounting ineffectiveness, as our hedge accounting programs are optimized for parallel movements in interest rates, leading to immaterial net income impacts under these shocks. However, the actual hedge accounting ineffectiveness is sensitive to non-parallel interest rate movements and will depend on the shape and magnitude of the interest rate movements, which could lead to variations in the impact to net income attributed to shareholders.

Our sensitivities vary across all regions in which we operate, and the impacts of yield curve changes will vary depending upon the geography where the change occurs. Furthermore, the impacts from non-parallel movements may be materially different from the estimated impacts of parallel movements.

The interest rate and spread risk sensitivities are determined in isolation of each other and therefore do not reflect the combined impact of changes in government rates and credit spreads between government, swap and corporate rates occurring simultaneously. As a result, the impact of the summation of each individual sensitivity may be materially different from the impact of sensitivities to simultaneous changes in interest rate and spread risk.

The potential impacts also do not take into account other potential effects of changes in interest rate levels, for example, CSM at recognition on the sale of new business or lower interest earned on future fixed income asset purchases.

The impacts do not reflect any potential effect of changing interest rates on the value of our ALDA. Rising interest rates could negatively impact the value of our ALDA (see “Critical Actuarial and Accounting Policies – Fair Value of Invested Assets”, on page 96 of our 2023 Annual Report). More information on ALDA can be found under the section C5 “Alternative long-duration asset performance risk sensitivities and exposure measures”.

The impact to the LICAT ratio from a change in interest rates reflects the impacts on total comprehensive income, the LICAT adjustments to earnings for the CSM, the surplus allowance and required capital components of the regulatory capital framework.

Potential impacts on contractual service margin, net income attributed to shareholders, other comprehensive income attributed to shareholders, and total comprehensive income attributed to shareholders of an immediate parallel change in interest rates, corporate spreads or swap spreads relative to current rates^{(1),(2),(3)}

As at September 30, 2024 (\$ millions, post-tax except CSM)	Interest rates		Corporate spreads		Swap spreads	
	-50bp	+50bp	-50bp	+50bp	-20bp	+20bp
CSM	\$ -	\$ (100)	\$ -	\$ (100)	\$ -	\$ -
Net income attributed to shareholders	100	(100)	100	(100)	200	(100)
Other comprehensive income attributed to shareholders	-	100	(300)	300	(200)	100
Total comprehensive income attributed to shareholders	100	-	(200)	200	-	-

As at December 31, 2023 (\$ millions, post-tax except CSM)	Interest rates		Corporate spreads		Swap spreads	
	-50bp	+50bp	-50bp	+50bp	-20bp	+20bp
CSM	\$ -	\$ (100)	\$ -	\$ (100)	\$ -	\$ -
Net income attributed to shareholders	100	(100)	-	-	100	(100)
Other comprehensive income attributed to shareholders	(300)	300	(200)	300	(100)	100
Total comprehensive income attributed to shareholders	(200)	200	(200)	300	-	-

(1) See "Caution related to sensitivities" above.

(2) Estimates include changes to the net actuarial gains/losses with respect to the Company's pension obligations as a result of changes in interest rates.

(3) Includes guaranteed insurance and annuity products, including variable annuity contracts as well as adjustable benefit products where benefits are generally adjusted as interest rates and investment returns change, a portion of which have minimum credited rate guarantees. For adjustable benefit products subject to minimum rate guarantees, the sensitivities are based on the assumption that credited rates will be floored at the minimum.

Swap spreads remain at low levels, and if they were to rise, this could generate material changes to net income attributed to shareholders.

Potential impact on MLI's LICAT ratio of an immediate parallel change in interest rates, corporate spreads or swap spreads relative to current rates^{(1),(2),(3),(4),(5)}

As at September 30, 2024 (change in percentage points)	Interest rates		Corporate spreads		Swap spreads	
	-50bp	+50bp	-50bp	+50bp	-20bp	+20bp
MLI's LICAT ratio	-	-	(4)	3	-	-

As at December 31, 2023 (change in percentage points)	Interest rates		Corporate spreads		Swap spreads	
	-50bp	+50bp	-50bp	+50bp	-20bp	+20bp
MLI's LICAT ratio	-	-	(4)	4	-	-

(1) See "Caution related to sensitivities" above.

(2) Estimates include changes to the net actuarial gains/losses with respect to the Company's pension obligations as a result of changes in interest rates.

(3) Includes guaranteed insurance and annuity products, including variable annuity contracts as well as adjustable benefit products where benefits are generally adjusted as interest rates and investment returns change, a portion of which have minimum credited rate guarantees. For adjustable benefit products subject to minimum rate guarantees, the sensitivities are based on the assumption that credited rates will be floored at the minimum.

(4) LICAT impacts reflect the impact of anticipated scenario switches.

(5) Under LICAT, spread movements are determined from a selection of investment grade bond indices with BBB and better bonds for each jurisdiction. For LICAT, we use the following indices: FTSE TMX Canada All Corporate Bond Index, Barclays USD Liquid Investment Grade Corporate Index, and Nomura-BPI (Japan). LICAT impacts presented for corporate spreads reflect the impact of anticipated scenario switches.

LICAT Scenario Switch

When interest rates change past a certain threshold, reflecting the combined movement in risk-free rates and corporate spreads, a different prescribed interest rate stress scenario needs to be taken into account in the LICAT ratio calculation in accordance with OSFI's LICAT guideline.

The LICAT guideline specifies four stress scenarios for interest rates and prescribes the methodology to determine the most adverse scenario to apply for each LICAT geographic region¹ based on current market inputs and the Company's Consolidated Statements of Financial Position.

¹ LICAT geographic locations to determine the most adverse scenario include North America, the United Kingdom, Europe, Japan, and Other Region.

The probability of a scenario switch that could materially impact our LICAT ratio is low.¹ Should the future interest rate movements differ from those presented above, a scenario switch, if applicable, may cause the impact to the LICAT ratio to be different from the disclosed values. Should a scenario switch be triggered in a LICAT geographic region, the full impact would be reflected immediately for non-participating products while the impact for participating products would be reflected over six quarters using a rolling average of interest rate risk capital, in line with the smoothing approach prescribed in the LICAT guideline. The LICAT interest rate, corporate spread and swap spread sensitivities presented above reflect the impact of scenario switches, if any, for each disclosed sensitivity.

The level of interest rates and corporate spreads that would trigger a switch in the scenarios is dependent on market conditions and movements in the Company's asset and liability position. The scenario switch, if triggered, could reverse in response to subsequent changes in interest rates and/or corporate spreads.

C5 Alternative long-duration asset performance risk sensitivities and exposure measures

The following table shows the potential impact on the CSM, net income attributed to shareholders, other comprehensive income attributed to shareholders, and total comprehensive income attributed to shareholders resulting from an immediate 10% change in market values of ALDA. The method used for deriving sensitivity information and significant assumptions did not change from the previous period.

ALDA used in this sensitivity analysis includes commercial real estate, private equity, infrastructure, timber and agriculture, infrastructure, energy² and other investments.

The impacts do not reflect any future potential changes to non-fixed income return volatility. Refer to "C3 Publicly traded equity performance risk sensitivities and exposure measures" for more details.

Potential immediate impacts on CSM, net income attributed to shareholders, other comprehensive income attributed to shareholders, and total comprehensive income attributed to shareholders from changes in ALDA market values⁽¹⁾

As at (\$ millions, post-tax except CSM)	September 30, 2024		December 31, 2023	
	-10%	+10%	-10%	+10%
CSM excluding NCI	\$ (200)	\$ 100	\$ (100)	\$ 100
Net income attributed to shareholders ⁽²⁾	(2,500)	2,500	(2,400)	2,400
Other comprehensive income attributed to shareholders	(100)	100	(200)	200
Total comprehensive income attributed to shareholders	(2,600)	2,600	(2,600)	2,600

⁽¹⁾ See "Caution related to sensitivities" above.

⁽²⁾ Net income attributed to shareholders includes core earnings and the amounts excluded from core earnings.

Potential immediate impact on MLI LICAT ratio arising from changes in ALDA market values⁽¹⁾

(change in percentage points)	September 30, 2024		December 31, 2023	
	-10%	+10%	-10%	+10%
MLI's LICAT ratio	(2)	1	(2)	2

⁽¹⁾ See "Caution Related to Sensitivities" above.

C6 Strategic and product risk factors update¹

We have outlined our overall approach to risk management in our 2023 Annual Report. The following are updates to the risk factors for strategic and product risks.

¹ See "Caution regarding forward-looking statements" below.

² Energy includes oil & gas equity interests related to upstream and midstream assets, and energy transition private equity interests in areas supportive of the transition to lower carbon forms of energy, such as wind, solar, batteries, magnets, etc.

Strategic risk factors

Changes in tax laws, tax regulations, or interpretations of such laws or regulations could make some of our products less attractive to consumers, could increase our corporate taxes or cause us to change the value of our deferred tax assets and liabilities as well as our tax assumptions included in the valuation of our insurance and investment contract liabilities. This could have a material adverse effect on our business, results of operations and financial condition.

- In 2021, 136 of the 140 members of the Organization for Economic Co-Operation and Development / G20 Inclusive Framework agreed on a two-pillar solution to address tax challenges from the digital economy, and to close the gaps in international tax systems. These include a new approach to allocating certain profits of multinational entities amongst countries and a global minimum income tax rate of 15%. On June 20, 2024, the Canadian government further affirmed its commitment to these tax reforms by passing the Global Minimum Tax Act into law. Canada's GMT applies retroactively to fiscal periods commencing on or after December 31, 2023 resulting in year-to-date GMT expense of \$177 million, \$89 million of which was recorded in respect of 3Q24. While numerous variables contribute to the determination of our GMT liability, we generally expect that it will increase the effective tax rate by approximately 2 to 3 percentage points. Furthermore, the subsequent adoption of GMT by other countries in which we operate is likely to impact the tax jurisdictions in which our GMT liabilities will arise, but it should not have an effect on the Company's overall GMT liability, as any higher local country taxes should reduce our GMT payable to Canada.
- Canada's 2024 federal budget proposes to increase the capital gains inclusion rate from 50% to 66.67%, retroactive to June 25, 2024. Most of Manulife's investments are not treated as capital property, and therefore we do not expect to be materially affected by this tax change. For investments treated as capital properties, the increased effective tax rate on capital gains would result in a modest increase in the deferred tax liabilities on such investments with accrued gains.

Product risk factors

External market conditions determine the availability, terms and cost of reinsurance protection which could impact our financial position and our ability to write new policies.

- As part of our overall risk and capital management strategy, we purchase reinsurance protection on certain risks underwritten or assumed by our various insurance businesses. As the global reinsurance industry continues to review their business models, certain of our reinsurers have attempted to increase rates on our existing reinsurance contracts. The ability of our reinsurers to increase rates depends upon the terms of each reinsurance contract. Typically, a reinsurer's ability to raise rates is restricted by terms in our reinsurance contracts, which we seek to enforce. Over the past several years we have received rate increase requests from some of our reinsurers. Thus far, dealing with those requests has not had a material adverse effect on our results of operation or financial condition. Consistent with past practice, we dispute requested increases and, if necessary, we can pursue legal action in order to protect our contractual rights. While possible outcomes remain unknown and there can be no assurance that the outcome of any one or more of these disputes would not have a material adverse effect on our results of operation or financial condition for a particular reporting period, we believe that our reserves, inclusive of reinsurance provisions, are appropriate overall.

D CRITICAL ACTUARIAL AND ACCOUNTING POLICIES

Disclosures in accordance with IFRS 7 are identified by a vertical line in the left margin of each page. The identified text and tables represent an integral part of our unaudited Interim Consolidated Financial Statements.

D1 Critical actuarial and accounting policies

Our material accounting policies are described in note 1 to our audited Annual Consolidated Financial Statements for the year ended December 31, 2023. The critical actuarial policies and estimation processes relating to the determination of insurance and investment contract liabilities are described starting on page 88 of our 2023 Annual Report. The critical accounting policies and estimation processes relating to the assessment of control over other entities for consolidation, estimation of fair value of invested assets, evaluation of invested asset impairments, appropriate accounting for derivative financial instruments and hedge accounting, determination of pension and other post-employment benefit obligations and expenses, accounting for income taxes and uncertain tax positions and valuation and impairment of goodwill and intangible assets are described starting on page 96 of our 2023 Annual Report.

D2 Actuarial methods and assumptions

The Company performs a comprehensive review of actuarial methods and assumptions annually. The review is designed to reduce the Company's exposure to uncertainty by ensuring assumptions for insurance contract liability risks remain appropriate. This is accomplished by monitoring experience and updating assumptions that represent a best estimate of expected future experience, and maintaining a risk adjustment that is appropriate for the risks assumed. While the assumptions selected represent the Company's best estimates and assessment of risk, the ongoing monitoring of experience and changes in the economic environment are likely to result in future changes to the actuarial assumptions, which could materially impact the insurance contract net liabilities. The changes implemented from the review are generally implemented in the third quarter of each year, though updates may be made outside the third quarter in certain circumstances.

2024 Review of Actuarial Methods and Assumptions

The completion of the 2024 annual review of actuarial methods and assumptions resulted in a decrease in pre-tax fulfilment cash flows¹ of \$174 million, excluding the portion related to non-controlling interests. These changes resulted in a decrease in pre-tax net income attributed to shareholders of \$250 million (\$199 million post-tax), an increase in pre-tax net income attributed to participating policyholders of \$29 million (\$21 million post-tax), a decrease in CSM of \$421 million, an increase in pre-tax other comprehensive income attributed to shareholders of \$771 million (\$632 million post-tax), and an increase in pre-tax other comprehensive income attributed to participating policyholders of \$45 million (\$32 million post-tax).

Impact of changes in actuarial methods and assumptions on pre-tax fulfilment cash flows⁽¹⁾

For the three and nine months ended September 30, 2024		Total
(\$ millions)		
Lapse and policyholder behaviour updates	\$	620
Reinsurance contract and other risk adjustment review		427
Expense updates		(406)
Financial related updates		(386)
Mortality and morbidity updates		(273)
Methodology and other updates		(156)
Impact of changes in actuarial methods and assumptions, pre-tax	\$	(174)

⁽¹⁾ Excludes the portion related to non-controlling interests of \$(215) million. The impact of changes in actuarial methods and assumptions on pre-tax fulfilment cash flows, including the portion related to non-controlling interests, would be \$(389) million.

¹ Fulfilment cash inflows include an estimate of future cash flows; an adjustment to reflect the time value of money and the financial risk related to future cash flows if not included in the estimate of future cash flows; and a risk adjustment for non-financial risk. Additional information on fulfilment cash flows can be found in note 5 of our unaudited Interim Consolidated Financial Statements for the three and nine months ended September 30, 2024.

Impact of changes in actuarial methods and assumptions on pre-tax net income attributed to shareholders, pre-tax net income attributed to participating policyholders, OCI and CSM⁽¹⁾

For the three and nine months ended September 30, 2024

(\$ millions)		Total
Portion recognized in net income (loss) attributed to:		
Participating policyholders	\$	29
Shareholders		(250)
		(221)
Portion recognized in OCI attributed to:		
Participating policyholders		45
Shareholders		771
		816
Portion recognized in CSM		
		(421)
Impact of changes in actuarial methods and assumptions, pre-tax		\$ 174

⁽¹⁾ Excludes the portion related to non-controlling interests of \$215 million. The impact of changes in actuarial methods and assumptions on pre-tax fulfilment cash flows, including the portion related to non-controlling interests, would be \$389 million.

Lapse and policyholder behaviour updates

Updates to lapses and policyholder behaviour assumptions resulted in an increase in pre-tax fulfilment cash flows of \$620 million.

The increase was primarily driven by a detailed review of the lapse assumptions for our non-participating products in our U.S. life insurance business and our International High Net Worth business in Asia segment. For U.S. protection products, lapse rates declined during the COVID-19 pandemic and continue to remain low, while for U.S. indexed universal life, U.S. bank-owned life insurance, and Asia's International High Net Worth business, lapse rates increased due to the impact of higher short-term interest rates. We updated our lapse assumptions to reflect these experience trends. The ultimate lapse rates for products with no-lapse guarantees were not changed.

Reinsurance contract and other risk adjustment review

The review of our reinsurance contracts and risk adjustment, excluding changes that were a direct result of other assumption updates, resulted in an increase in pre-tax fulfilment cash flows of \$427 million.

The increase was driven by updates to our reinsurance contract fulfilment cash flows to reflect current reinsurance market conditions and the resulting expected cost on older U.S. mortality reinsurance, partially offset by updates to our risk adjustment methodology in North America related to non-financial risk.

Our overall risk adjustment continues to be within the 90 – 95% confidence level.

Expense updates

Expense updates resulted in a decrease in pre-tax fulfilment cash flows of \$406 million.

The decrease was driven by a detailed review of our global expenses, including investment expenses. We aligned them with our current cost structure and included the impact of changes in classification of certain expenses from directly attributable to non-directly attributable.

Financial related updates

Financial related updates resulted in a decrease in pre-tax fulfilment cash flows of \$386 million.

The decrease was driven by a review of the discount rates used in the valuation of our non-participating business, which included increases to ultimate risk-free rates in the U.S. to align with historical averages, as well as updates to parameters used to determine illiquidity premiums. This was partially offset by refinements to crediting rate projections on certain U.S. universal life products.

Mortality and morbidity updates

Mortality and morbidity updates resulted in a decrease in pre-tax fulfilment cash flows of \$273 million.

The decrease was driven by morbidity updates to health insurance products in Hong Kong to reflect lower hospital claims on certain business that we account for under the general measurement model, partially offset by updates to mortality and morbidity assumptions on critical illness products in Hong Kong to reflect emerging experience.

Methodology and other updates

Methodology and other updates resulted in a decrease in pre-tax fulfilment cash flows of \$156 million.

The decrease was driven by the impact of annual updates to our valuation models for participating products in Asia and Canada reflecting higher interest rates during the year, partially offset by various other smaller items that netted to an increase in fulfilment cash flows.

Impact of changes in actuarial methods and assumptions on pre-tax fulfilment cash flows, net income attributed to shareholders, CSM and OCI by segment¹

The impact of changes in actuarial methods and assumptions in Canada resulted in a decrease in pre-tax fulfilment cash flows of \$266 million. The decrease was primarily driven by updates to the risk adjustment methodology related to non-financial risks and the review of the discount rates used in the valuation of non-participating business. These changes resulted in an increase in pre-tax net income attributed to shareholders of \$3 million (\$2 million post-tax), an increase in CSM of \$222 million, and a decrease in pre-tax other comprehensive income attributable to shareholders of \$15 million (\$10 million post-tax).

The impact of changes in actuarial methods and assumptions in the U.S. resulted in an increase in pre-tax fulfilment cash flows of \$895 million. The increase was primarily driven by the net impact of updates to our reinsurance contract fulfilment cash flows and risk adjustment methodology related to non-financial risks, a detailed review of the lapse assumptions in our life insurance business, and refinements to our crediting rate projections on certain universal life products, partially offset by a review of the discount rates used in the valuation of non-participating business. These changes resulted in a decrease in pre-tax net income attributed to shareholders of \$256 million (\$202 million post-tax), a decrease in CSM of \$1,228 million, and an increase in pre-tax other comprehensive income attributable to shareholders of \$589 million (\$466 million post-tax).

The impact of changes in actuarial methods and assumptions in Asia resulted in a decrease in pre-tax fulfilment cash flows of \$818 million. The decrease was primarily driven by the impact of morbidity updates to certain health insurance products in Hong Kong to reflect emerging experience, updates from our detailed review of global expenses, including investment expenses, as well as the impact of annual updates to our valuation models for participating products, partially offset by a review of lapse assumptions for the International High Net Worth business. These changes resulted in a decrease in pre-tax net income attributed to shareholders of \$4 million (\$5 million post-tax), an increase in CSM of \$591 million, and an increase in pre-tax other comprehensive income attributable to shareholders of \$213 million (\$190 million post-tax).

The impact of changes in actuarial methods and assumptions in Corporate and Other (which includes our property and casualty reinsurance businesses, run-off insurance operations including variable annuities and health, and consolidation adjustments including intercompany eliminations) resulted in an increase in pre-tax fulfilment cash flows of \$15 million. These changes resulted in an increase in pre-tax net income attributed to shareholders of \$7 million (\$6 million post-tax), a decrease in CSM of \$6 million, and a decrease in pre-tax other comprehensive income attributable to shareholders of \$16 million (\$14 million post-tax).

2023 Review of Actuarial Methods and Assumptions

The completion of the 2023 annual review of actuarial methods and assumptions resulted in a decrease in pre-tax fulfilment cash flows of \$347 million, excluding the portion related to non-controlling interests. These changes resulted in an increase in pre-tax net income attributed to shareholders of \$27 million (a decrease of \$14 million post-tax), an increase in pre-tax net income attributed to participating policyholders of \$58 million (\$74 million post-tax), an increase in CSM of \$116 million, and an increase in pre-tax other comprehensive income of \$146 million (\$110 million post-tax).

Since the beginning of 2020, some lines of business have seen impacts to mortality and policyholder behaviour driven by the COVID-19 pandemic. Given the long-term nature of our assumptions, our 2023 experience studies have excluded experience that was materially impacted by COVID-19 as this is not seen to be indicative of the levels of actual future claims or lapses.

¹ Our annual update of actuarial methods and assumptions also impacts net income and other comprehensive income attributed to participating policyholders. The total company impact of these metrics can be found in the above table.

Impact of changes in actuarial methods and assumptions on pre-tax fulfilment cash flows⁽¹⁾

For the three and nine months ended September 30, 2023
(\$ millions)

	Total
Canada variable annuity product review	\$ (133)
Mortality and morbidity updates	265
Lapse and policyholder behaviour updates	98
Methodology and other updates	(577)
Impact of changes in actuarial methods and assumptions, pre-tax	\$ (347)

⁽¹⁾ Excludes the portion related to non-controlling interests of \$(103) million. The impact of changes in actuarial methods and assumptions on pre-tax fulfilment cash flows, including the portion related to non-controlling interests, would be \$(450) million.

Impact of changes in actuarial methods and assumptions on pre-tax net income attributed to shareholders, pre-tax net income attributed to participating policyholders, OCI and CSM⁽¹⁾

For the three and nine months ended September 30, 2023
(\$ millions)

	Total
Portion recognized in net income (loss) attributed to:	
Participating policyholders	\$ 58
Shareholders	27
	85
Portion recognized in OCI attributed to:	
Participating policyholders	-
Shareholders	146
	146
Portion recognized in CSM	116
Impact of changes in actuarial methods and assumptions, pre-tax	\$ 347

⁽¹⁾ Excludes the portion related to non-controlling interests of \$103 million. The impact of changes in actuarial methods and assumptions on pre-tax fulfilment cash flows, including the portion related to non-controlling interests, would be \$450 million.

Canada variable annuity product review

The review of our variable annuity products in Canada resulted in a decrease in pre-tax fulfilment cash flows of \$133 million.

The decrease was driven by a reduction in investment management fees, partially offset by updates to product assumptions, including surrenders, incidence, and utilization, to reflect emerging experience.

Mortality and morbidity updates

Mortality and morbidity updates resulted in an increase in pre-tax fulfilment cash flows of \$265 million.

The increase was driven by a strengthening of incidence rates for certain products in Vietnam to align with emerging experience and updates to mortality assumptions in our U.S. life insurance business to reflect industry trends, as well as emerging experience. This was partially offset by updates to morbidity assumptions for certain products in Japan to reflect actual experience.

Lapse and policyholder behaviour updates

Updates to lapses and policyholder behaviour assumptions resulted in an increase in pre-tax fulfilment cash flows of \$98 million.

The increase was primarily driven by a detailed review of lapse assumptions for our universal life level cost of insurance products in Canada, which resulted in a reduction to the lapse rates to align with emerging trends.

Methodology and other updates

Methodology and other updates resulted in a decrease in pre-tax fulfilment cash flows of \$577 million.

The decrease was driven by the impact of cost-of-guarantees for participating policyholders across all segments from annual updates related to parameters, dividend recalibration, and market movements during the year, as well as modelling refinements for certain products in Asia. This was partially offset by a modelling methodology update to project future premiums on our U.S. life insurance business.

Impact of changes in actuarial methods and assumptions on pre-tax fulfilment cash flows, net income attributed to shareholders, CSM and OCI by segment¹

The impact of changes in actuarial methods and assumptions in Canada resulted in a decrease in pre-tax fulfilment cash flows of \$159 million. The decrease was driven by updates to our variable annuity product assumptions, as well as by updates to our valuation models for participating products, driven by the annual dividend recalibration, partially offset by a reduction in lapse rates on our universal life level cost of insurance products to reflect emerging trends. These changes resulted in an increase in pre-tax net income attributed to shareholders of \$52 million (\$37 million post-tax), an increase in CSM of \$142 million, and an increase in pre-tax other comprehensive income attributable to shareholders of \$2 million (\$1 million post-tax).

The impact of changes in actuarial methods and assumptions in the U.S. resulted in an increase in pre-tax fulfilment cash flows of \$270 million. The increase was related to our life insurance business and primarily driven by a modelling methodology update to project future premiums, as well as updates to mortality assumptions. These changes resulted in an increase in pre-tax net income attributed to shareholders of \$134 million (\$106 million post-tax), a decrease in CSM of \$600 million, and an increase in pre-tax other comprehensive income attributable to shareholders of \$196 million (\$155 million post-tax).

The impact of changes in actuarial methods and assumptions in Asia resulted in a decrease in pre-tax fulfilment cash flows of \$457 million. The decrease largely relates to participating products, primarily driven by model refinements, dividend recalibration updates, as well as annual updates to reflect market movements during the year. This, and the updates to morbidity assumptions on certain products in Japan, were partially offset by updates to incidence rates on certain products in Vietnam. These changes resulted in a decrease in pre-tax net income attributed to shareholders of \$159 million (\$157 million post-tax), an increase in CSM of \$574 million, and a decrease in pre-tax other comprehensive income attributable to shareholders of \$53 million (\$47 million post-tax).

The impact of changes in actuarial methods and assumptions in Corporate and Other (which includes our property and casualty reinsurance businesses, run-off insurance operations including variable annuities and health, and consolidation adjustments including intercompany eliminations) resulted in a decrease in pre-tax fulfilment cash flows of \$1 million. These changes resulted in no impacts to pre-tax net income attributable to shareholders or CSM, and an increase in pre-tax other comprehensive income attributable to shareholders of \$1 million (\$1 million post-tax).

D3 Sensitivity to changes in assumptions

The following table presents information on how reasonably possible changes in assumptions made by the Company for certain economic risk variables impact the CSM, net income attributed to shareholders, other comprehensive income attributed to shareholders and total comprehensive income attributed to shareholders. The method used for deriving sensitivity information and significant assumptions did not change from the previous period.

The analysis is based on a simultaneous change in assumptions across all business units and holds all other assumptions constant. In practice, experience for each assumption will frequently vary by geographic market and business, and assumption updates are made on a business and geographic basis. Actual results can differ materially from these estimates for a variety of reasons including the interaction among these factors when more than one factor changes, actual experience differing from the assumptions, changes in business mix, effective tax rates, and the general limitations of our internal models.

¹ Our review of actuarial methods and assumptions also impacts net income attributed to participating policyholders. The total company impact can be found in the above table.

Potential impact on contractual service margin, net income attributed to shareholders, other comprehensive income attributed to shareholders, and total comprehensive income attributed to shareholders arising from changes to certain economic financial assumptions used in the determination of insurance contract liabilities⁽¹⁾

		Net income attributed to shareholders	Other comprehensive income attributed to shareholders	Total comprehensive income attributed to shareholders
As at September 30, 2024				
(\$ millions, post-tax except CSM)	CSM net of NCI			
Financial assumptions				
10 basis point reduction in ultimate spot rate	\$ (300)	\$ -	\$ (200)	\$ (200)
50 basis point increase in interest rate volatility ⁽²⁾	(100)	-	-	-
50 basis point increase in non-fixed income return volatility ⁽²⁾	(100)	-	-	-
As at December 31, 2023				
(\$ millions, post-tax except CSM)	CSM net of NCI			
Financial assumptions				
10 basis point reduction in ultimate spot rate	\$ (200)	\$ -	\$ (300)	\$ (300)
50 basis point increase in interest rate volatility ⁽²⁾	-	-	-	-
50 basis point increase in non-fixed income return volatility ⁽²⁾	(100)	-	-	-

⁽¹⁾ Note that the impact of these assumptions is not linear.

⁽²⁾ Used in the determination of insurance contract liabilities with financial guarantees. This includes universal life minimum crediting rate guarantees, participating life zero dividend floor implicit guarantees, and variable annuities guarantees, where a stochastic approach is used to capture the asymmetry of the risk.

D4 Accounting and reporting changes

For future accounting and reporting changes arising during the quarter, refer to note 2 of our unaudited Interim Consolidated Financial Statements for the three and nine months ended September 30, 2024.

E OTHER

E1 Outstanding common shares – selected information

As at October 31, 2024, MFC had 1,751,879,293 common shares outstanding.

E2 Legal and regulatory proceedings

We are regularly involved in legal actions, both as a defendant and as a plaintiff. Information on legal and regulatory proceedings can be found in note 13 of our unaudited Interim Consolidated Financial Statements for the three and nine months ended September 30, 2024.

E3 Non-GAAP and other financial measures

The Company prepares its Consolidated Financial Statements in accordance with International Financial Reporting Standards (“IFRS”) as issued by the International Accounting Standards Board. We use a number of non-GAAP and other financial measures to evaluate overall performance and to assess each of our businesses. This section includes information required by National Instrument 52-112 – *Non-GAAP and Other Financial Measures Disclosure* in respect of “specified financial measures” (as defined therein).

Non-GAAP financial measures include core earnings (loss); pre-tax core earnings; core earnings available to common shareholders; core earnings available to common shareholders excluding the impact of Global Minimum Taxes (“GMT”); core earnings before interest, taxes, depreciation and amortization (“core EBITDA”); total expenses; core expenses; core Drivers of Earnings (“DOE”) line items for core net insurance service result, core net investment result, other core earnings, and core income tax (expenses) recoveries; post-tax contractual service margin (“post-tax CSM”); post-tax contractual service margin net of NCI (“post-tax CSM net of NCI”); Manulife Bank net lending assets; Manulife Bank average net lending assets; assets under management (“AUM”); assets under management and administration (“AUMA”); Global WAM managed AUMA; core revenue; adjusted book value; and net annualized fee income. In addition, non-GAAP financial measures include the following stated on a constant exchange rate (“CER”) basis: any of the foregoing non-GAAP financial measures; net income attributed to shareholders; common shareholders’ net income; and new business CSM.

Non-GAAP ratios include core return on shareholders' equity ("core ROE"); diluted core earnings per common share ("core EPS"); diluted core EPS excluding the impact of GMT ("Core EPS excluding the impact of GMT"); highest potential businesses core earnings contribution; financial leverage ratio; adjusted book value per common share; common share core dividend payout ratio ("dividend payout ratio"); expense efficiency ratio; core EBITDA margin; effective tax rate on core earnings; and net annualized fee income yield on average AUMA. In addition, non-GAAP ratios include the percentage growth/decline on a CER basis in any of the above non-GAAP financial measures and non-GAAP ratios; net income attributed to shareholders; common shareholders' net income; pre-tax net income attributed to shareholders; general expenses; CSM; CSM net of NCI; impact of new insurance business net of NCI; new business CSM; basic earnings per common share ("basic EPS"); and diluted earnings per common share ("diluted EPS").

Other specified financial measures include assets under administration ("AUA"); consolidated capital; embedded value ("EV"); new business value ("NBV"); new business value margin ("NBV margin"); sales; annualized premium equivalent ("APE") sales; gross flows; net flows; average assets under management and administration ("average AUMA"); Global WAM average managed AUMA; average assets under administration; remittances; any of the foregoing specified financial measures stated on a CER basis; and percentage growth/decline in any of the foregoing specified financial measures on a CER basis. In addition, we provide an explanation below of the components of core DOE line items other than the change in expected credit loss, the items that comprise certain items excluded from core earnings (on a pre-tax and post-tax basis), and the components of CSM movement other than the new business CSM.

Our reporting currency for the Company is Canadian dollars and U.S. dollars is the functional currency for Asia and U.S. segment results. Financial measures presented in U.S. dollars are calculated in the same manner as the Canadian dollar measures. These amounts are translated to U.S. dollars using the period end rate of exchange for financial measures such as AUMA and the CSM balance and the average rates of exchange for the respective quarter for periodic financial measures such as our Consolidated Statements of Income, core earnings and items excluded from core earnings, and line items in our CSM movement schedule and DOE. Year-to-date or full year periodic financial measures presented in U.S. dollars are calculated as the sum of the quarterly results translated to U.S. dollars. See section E5 "Quarterly financial information" below for the Canadian to U.S. dollar quarterly rates of exchange.

Non-GAAP financial measures and non-GAAP ratios are not standardized financial measures under GAAP and, therefore, might not be comparable to similar financial measures disclosed by other issuers. Therefore, they should not be considered in isolation or as a substitute for any other financial information prepared in accordance with GAAP.

Core earnings (loss) is a financial measure which we believe aids investors in better understanding the long-term earnings capacity and valuation of the business. Core earnings allows investors to focus on the Company's operating performance by excluding the impact of market related gains or losses, changes in actuarial methods and assumptions that flow directly through income as well as a number of other items, outlined below, that we believe are material, but do not reflect the underlying earnings capacity of the business. For example, due to the long-term nature of our business, the mark-to-market movements in equity markets, interest rates including impacts on hedge accounting ineffectiveness, foreign currency exchange rates and commodity prices as well as the change in the fair value of ALDA from period-to-period can, and frequently do, have a substantial impact on the reported amounts of our assets, insurance contract liabilities and net income attributed to shareholders. These reported amounts may not be realized if markets move in the opposite direction in a subsequent period. This makes it very difficult for investors to evaluate how our businesses are performing from period-to-period and to compare our performance with other issuers.

We believe that core earnings better reflect the underlying earnings capacity and valuation of our business. We use core earnings and core EPS as key metrics in our short-term incentive plans at the total Company and operating segment level. We also base our mid- and long-term strategic priorities on core earnings.

Core earnings includes the expected return on our invested assets and any other gains (charges) from market experience are included in net income but excluded from core earnings. The expected return for fixed income assets is based on the related book yields. For ALDA and public equities, the expected return reflects our long-term view of asset class performance. These returns for ALDA and public equities vary by asset class and range from 3.25% to 11.5%, leading to an average return of between 9.0% to 9.5% on these assets as of September 30, 2024.

While core earnings is relevant to how we manage our business and offers a consistent methodology, it is not insulated from macroeconomic factors which can have a significant impact. See below for a reconciliation of core earnings to net income attributed to shareholders and income before income taxes. Net income attributed to shareholders excludes net income attributed to participating policyholders and non-controlling interests.

Any future changes to the core earnings definition referred to below, will be disclosed.

Items included in core earnings:

1. Expected insurance service result on in-force policies, including expected release of the risk adjustment, CSM recognized for service provided, and expected earnings from short-term products measured under the premium allocation approach (“PAA”).
2. Impacts from the initial recognition of new contracts (onerous contracts, including the impact of the associated reinsurance contracts).
3. Insurance experience gains or losses that flow directly through net income.
4. Operating and investment expenses compared with expense assumptions used in the measurement of insurance and investment contract liabilities.
5. Expected investment earnings, which is the difference between expected return on our invested assets and the associated finance income or expense from the insurance contract liabilities.
6. Net provision for ECL on FVOCI and amortized cost debt instruments.
7. Expected asset returns on surplus investments.
8. All earnings for the Global WAM segment, except for applicable net income items excluded from core earnings as noted below.
9. All earnings for the Manulife Bank business, except for applicable net income items excluded from core earnings as noted below.
10. Routine or non-material legal settlements.
11. All other items not specifically excluded.
12. Tax on the above items.
13. All tax related items except the impact of enacted or substantively enacted income tax rate changes and taxes on items excluded from core earnings.

Net income items excluded from core earnings:

1. Market experience gains (losses) including the items listed below:
 - Gains (charges) on general fund public equity and ALDA investments from returns being different than expected.
 - Gains (charges) on derivatives not in hedging relationships, or gains (charges) resulting from hedge accounting ineffectiveness.
 - Realized gains (charges) from the sale of FVOCI debt instruments.
 - Market related gains (charges) on onerous contracts measured using the variable fee approach (e.g. variable annuities, unit linked, participating insurance) net of the performance on any related hedging instruments.
 - Gains (charges) related to certain changes in foreign exchange rates.
2. Changes in actuarial methods and assumptions used in the measurement of insurance contract liabilities that flow directly through income. The Company reviews actuarial methods and assumptions annually, and this process is designed to reduce the Company’s exposure to uncertainty by ensuring assumptions remain appropriate. This is accomplished by monitoring experience and selecting assumptions which represent a current view of expected future experience and ensuring that the risk adjustment is appropriate for the risks assumed.

3. The impact on the measurement of insurance and investment contract assets and liabilities and reinsurance contract held assets and liabilities from changes in product features and new or changes to in-force reinsurance contracts, if material.
4. The fair value changes in long-term investment plan obligations for Global WAM investment management.
5. Goodwill impairment charges.
6. Gains or losses on acquisition and disposition of a business.
7. Material one-time only adjustments, including highly unusual / extraordinary and material legal settlements and restructuring charges, or other items that are material and exceptional in nature.
8. Tax on the above items.
9. Net income (loss) attributed to participating shareholders and non-controlling interests.
10. Impact of enacted or substantively enacted income tax rate changes.

Reconciliation of core earnings to net income attributed to shareholders – 3Q24

(\$ millions, post-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	3Q24					
	Asia	Canada	U.S.	Global WAM	Corporate and Other	Total
Income (loss) before income taxes	\$ 1,059	\$ 578	\$ 18	\$ 519	\$ 167	\$ 2,341
Income tax (expenses) recoveries						
Core earnings	(65)	(104)	(112)	(6)	(28)	(315)
Items excluded from core earnings	26	(10)	99	(14)	(60)	41
Income tax (expenses) recoveries	(39)	(114)	(13)	(20)	(88)	(274)
Net income (post-tax)	1,020	464	5	499	79	2,067
Less: Net income (post-tax) attributed to						
Non-controlling interests	130	-	-	1	-	131
Participating policyholders	63	34	-	-	-	97
Net income (loss) attributed to shareholders (post-tax)	827	430	5	498	79	1,839
Less: Items excluded from core earnings (post-tax)						
Market experience gains (losses)	213	16	(204)	28	133	186
Changes in actuarial methods and assumptions that flow directly through income	(5)	2	(202)	-	6	(199)
Restructuring charge	-	-	-	(20)	-	(20)
Reinsurance transactions, tax related items and other	-	-	-	(9)	53	44
Core earnings (post-tax)	\$ 619	\$ 412	\$ 411	\$ 499	(113)	\$ 1,828
Income tax on core earnings (see above)	65	104	112	6	28	315
Core earnings (pre-tax)	\$ 684	\$ 516	\$ 523	\$ 505	(85)	\$ 2,143

Core earnings, CER basis and U.S. dollars – 3Q24

(\$ millions, post-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	3Q24					
	Asia	Canada	U.S.	Global WAM	Corporate and Other	Total
Core earnings (post-tax)	\$ 619	\$ 412	\$ 411	\$ 499	(113)	\$ 1,828
CER adjustment ⁽¹⁾	-	-	-	-	-	-
Core earnings, CER basis (post-tax)	\$ 619	\$ 412	\$ 411	\$ 499	(113)	\$ 1,828
Income tax on core earnings, CER basis ⁽²⁾	65	104	112	6	28	315
Core earnings, CER basis (pre-tax)	\$ 684	\$ 516	\$ 523	\$ 505	(85)	\$ 2,143
Core earnings (U.S. dollars) – Asia and U.S. segments						
Core earnings (post-tax)⁽³⁾, US \$	\$ 453		\$ 302			
CER adjustment US \$ ⁽¹⁾	-		-			
Core earnings, CER basis (post-tax), US \$	\$ 453		\$ 302			

⁽¹⁾ The impact of updating foreign exchange rates to that which was used in 3Q24.

⁽²⁾ Income tax on core earnings adjusted to reflect the foreign exchange rates for the Statement of Income in effect for 3Q24.

⁽³⁾ Core earnings (post-tax) in Canadian \$ is translated to US \$ using the US \$ Statement of Income exchange rate for 3Q24.

Reconciliation of core earnings to net income attributed to shareholders – 2Q24

(\$ millions, post-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	2Q24						Total
	Asia	Canada	U.S.	Global WAM	Corporate and Other		
Income (loss) before income taxes	\$ 763	\$ 141	\$ 156	\$ 383	\$ (59)	\$ 1,384	
Income tax (expenses) recoveries							
Core earnings	(64)	(107)	(95)	(46)	(8)	(320)	
Items excluded from core earnings	(51)	68	74	14	(37)	68	
Income tax (expenses) recoveries	(115)	(39)	(21)	(32)	(45)	(252)	
Net income (post-tax)	648	102	135	351	(104)	1,132	
Less: Net income (post-tax) attributed to							
Non-controlling interests	38	-	-	1	-	39	
Participating policyholders	28	23	-	-	-	51	
Net income (loss) attributed to shareholders (post-tax)	582	79	135	350	(104)	1,042	
Less: Items excluded from core earnings (post-tax)							
Market experience gains (losses)	(58)	(364)	(280)	(7)	44	(665)	
Changes in actuarial methods and assumptions that flow directly through income	-	-	-	-	-	-	
Restructuring charge	-	-	-	-	-	-	
Reinsurance transactions, tax related items and other	(7)	41	-	(42)	(22)	(30)	
Core earnings (post-tax)	\$ 647	\$ 402	\$ 415	\$ 399	\$ (126)	\$ 1,737	
Income tax on core earnings (see above)	64	107	95	46	8	320	
Core earnings (pre-tax)	\$ 711	\$ 509	\$ 510	\$ 445	\$ (118)	\$ 2,057	

Core earnings, CER basis and U.S. dollars – 2Q24

(\$ millions, post-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	2Q24						Total
	Asia	Canada	U.S.	Global WAM	Corporate and Other		
Core earnings (post-tax)	\$ 647	\$ 402	\$ 415	\$ 399	\$ (126)	\$ 1,737	
CER adjustment ⁽¹⁾	7	-	(2)	(1)	1	5	
Core earnings, CER basis (post-tax)	\$ 654	\$ 402	\$ 413	\$ 398	\$ (125)	\$ 1,742	
Income tax on core earnings, CER basis ⁽²⁾	65	107	95	46	8	321	
Core earnings, CER basis (pre-tax)	\$ 719	\$ 509	\$ 508	\$ 444	\$ (117)	\$ 2,063	
Core earnings (U.S. dollars) – Asia and U.S. segments							
Core earnings (post-tax)⁽³⁾, US \$	\$ 472	\$ 303					
CER adjustment US \$ ⁽¹⁾	6	-					
Core earnings, CER basis (post-tax), US \$	\$ 478	\$ 303					

⁽¹⁾ The impact of updating foreign exchange rates to that which was used in 3Q24.

⁽²⁾ Income tax on core earnings adjusted to reflect the foreign exchange rates for the Statement of Income in effect for 3Q24.

⁽³⁾ Core earnings (post-tax) in Canadian \$ is translated to US \$ using the US \$ Statement of Income exchange rate for 2Q24.

Reconciliation of core earnings to net income attributed to shareholders – 1Q24

(\$ millions, post-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	1Q24						Total
	Asia	Canada	U.S.	Global WAM	Corporate and Other		
Income (loss) before income taxes	\$ 594	\$ 381	\$ (154)	\$ 426	\$ 5	\$	1,252
Income tax (expenses) recoveries							
Core earnings	(67)	(91)	(103)	(58)	33		(286)
Items excluded from core earnings	(83)	8	149	(3)	(65)		6
Income tax (expenses) recoveries	(150)	(83)	46	(61)	(32)		(280)
Net income (post-tax)	444	298	(108)	365	(27)		972
Less: Net income (post-tax) attributed to							
Non-controlling interests	55	-	-	-	-		55
Participating policyholders	26	25	-	-	-		51
Net income (loss) attributed to shareholders (post-tax)	363	273	(108)	365	(27)		866
Less: Items excluded from core earnings (post-tax)							
Market experience gains (losses)	(250)	(91)	(534)	6	90		(779)
Changes in actuarial methods and assumptions that flow directly through income	-	-	-	-	-		-
Restructuring charge	-	-	-	-	-		-
Reinsurance transactions, tax related items and other	(44)	-	(26)	2	(41)		(109)
Core earnings (post-tax)	\$ 657	\$ 364	\$ 452	\$ 357	\$ (76)		1,754
Income tax on core earnings (see above)	67	91	103	58	(33)		286
Core earnings (pre-tax)	\$ 724	\$ 455	\$ 555	\$ 415	\$ (109)		2,040

Core earnings, CER basis and U.S. dollars – 1Q24

(\$ millions, post-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	1Q24						Total
	Asia	Canada	U.S.	Global WAM	Corporate and Other		
Core earnings (post-tax)	\$ 657	\$ 364	\$ 452	\$ 357	\$ (76)	\$	1,754
CER adjustment ⁽¹⁾	8	-	5	3	-		16
Core earnings, CER basis (post-tax)	\$ 665	\$ 364	\$ 457	\$ 360	\$ (76)		1,770
Income tax on core earnings, CER basis ⁽²⁾	67	91	105	58	(33)		288
Core earnings, CER basis (pre-tax)	\$ 732	\$ 455	\$ 562	\$ 418	\$ (109)		2,058
Core earnings (U.S. dollars) – Asia and U.S. segments							
Core earnings (post-tax)⁽³⁾, US \$	\$ 488		\$ 335				
CER adjustment US \$ ⁽¹⁾	-		-				
Core earnings, CER basis (post-tax), US \$	\$ 488		\$ 335				

⁽¹⁾ The impact of updating foreign exchange rates to that which was used in 3Q24.

⁽²⁾ Income tax on core earnings adjusted to reflect the foreign exchange rates for the Statement of Income in effect for 3Q24.

⁽³⁾ Core earnings (post-tax) in Canadian \$ is translated to US \$ using the US \$ Statement of Income exchange rate for 1Q24.

Reconciliation of core earnings to net income attributed to shareholders – 4Q23

(\$ millions, post-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	4Q23						Total
	Asia	Canada	U.S.	Global WAM	Corporate and Other		
Income (loss) before income taxes	\$ 847	\$ 498	\$ 244	\$ 424	\$ 110	\$ 2,123	
Income tax (expenses) recoveries							
Core earnings	(76)	(87)	(113)	(55)	37	(294)	
Items excluded from core earnings	(33)	(29)	67	(3)	(30)	(28)	
Income tax (expenses) recoveries	(109)	(116)	(46)	(58)	7	(322)	
Net income (post-tax)	738	382	198	366	117	1,801	
Less: Net income (post-tax) attributed to							
Non-controlling interests	37	-	-	1	1	39	
Participating policyholders	86	17	-	-	-	103	
Net income (loss) attributed to shareholders (post-tax)	615	365	198	365	116	1,659	
Less: Items excluded from core earnings (post-tax)							
Market experience gains (losses)	-	9	(279)	51	86	(133)	
Changes in actuarial methods and assumptions that flow directly through income	89	4	26	-	-	119	
Restructuring charge	-	-	-	(36)	-	(36)	
Reinsurance transactions, tax related items and other	(38)	-	(23)	(3)	-	(64)	
Core earnings (post-tax)	\$ 564	\$ 352	\$ 474	\$ 353	\$ 30	\$ 1,773	
Income tax on core earnings (see above)	76	87	113	55	(37)	294	
Core earnings (pre-tax)	\$ 640	\$ 439	\$ 587	\$ 408	\$ (7)	\$ 2,067	

Core earnings, CER basis and U.S. dollars – 4Q23

(\$ millions, post-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	4Q23						Total
	Asia	Canada	U.S.	Global WAM	Corporate and Other		
Core earnings (post-tax)	\$ 564	\$ 352	\$ 474	\$ 353	\$ 30	\$ 1,773	
CER adjustment ⁽¹⁾	-	-	1	-	1	2	
Core earnings, CER basis (post-tax)	\$ 564	\$ 352	\$ 475	\$ 353	\$ 31	\$ 1,775	
Income tax on core earnings, CER basis ⁽²⁾	77	87	113	56	(38)	295	
Core earnings, CER basis (pre-tax)	\$ 641	\$ 439	\$ 588	\$ 409	\$ (7)	\$ 2,070	
Core earnings (U.S. dollars) – Asia and U.S. segments							
Core earnings (post-tax)⁽³⁾, US \$	\$ 414		\$ 349				
CER adjustment US \$ ⁽¹⁾	(1)		-				
Core earnings, CER basis (post-tax), US \$	\$ 413		\$ 349				

⁽¹⁾ The impact of updating foreign exchange rates to that which was used in 3Q24.

⁽²⁾ Income tax on core earnings adjusted to reflect the foreign exchange rates for the Statement of Income in effect for 3Q24.

⁽³⁾ Core earnings (post-tax) in Canadian \$ is translated to US \$ using the US \$ Statement of Income exchange rate for 4Q23.

Reconciliation of core earnings to net income attributed to shareholders – 3Q23

(\$ millions, post-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	3Q23						Total
	Asia	Canada	U.S.	Global WAM	Corporate and Other		
Income (loss) before income taxes	\$ 439	\$ 376	\$ 68	\$ 366	\$ (75)	\$ 1,174	
Income tax (expenses) recoveries							
Core earnings	(62)	(109)	(93)	(59)	30	(293)	
Items excluded from core earnings	(73)	15	97	11	294	344	
Income tax (expenses) recoveries	(135)	(94)	4	(48)	324	51	
Net income (post-tax)	304	282	72	318	249	1,225	
Less: Net income (post-tax) attributed to							
Non-controlling interests	25	-	-	-	-	25	
Participating policyholders	195	(8)	-	-	-	187	
Net income (loss) attributed to shareholders (post-tax)	84	290	72	318	249	1,013	
Less: Items excluded from core earnings (post-tax)							
Market experience gains (losses)	(286)	(159)	(476)	(43)	(58)	(1,022)	
Changes in actuarial methods and assumptions that flow directly through income	(157)	37	106	-	-	(14)	
Restructuring charge	-	-	-	-	-	-	
Reinsurance transactions, tax related items and other	5	4	-	-	297	306	
Core earnings (post-tax)	\$ 522	\$ 408	\$ 442	\$ 361	\$ 10	\$ 1,743	
Income tax on core earnings (see above)	62	109	93	59	(30)	293	
Core earnings (pre-tax)	\$ 584	\$ 517	\$ 535	\$ 420	\$ (20)	\$ 2,036	

Core earnings, CER basis and U.S. dollars – 3Q23

(\$ millions, post-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	3Q23						Total
	Asia	Canada	U.S.	Global WAM	Corporate and Other		
Core earnings (post-tax)	\$ 522	\$ 408	\$ 442	\$ 361	\$ 10	\$ 1,743	
CER adjustment ⁽¹⁾	4	-	7	4	1	16	
Core earnings, CER basis (post-tax)	\$ 526	\$ 408	\$ 449	\$ 365	\$ 11	\$ 1,759	
Income tax on core earnings, CER basis ⁽²⁾	62	109	95	59	(30)	295	
Core earnings, CER basis (pre-tax)	\$ 588	\$ 517	\$ 544	\$ 424	\$ (19)	\$ 2,054	
Core earnings (U.S. dollars) – Asia and U.S. segments							
Core earnings (post-tax)⁽³⁾, US \$	\$ 390		\$ 329				
CER adjustment US \$ ⁽¹⁾	(4)		-				
Core earnings, CER basis (post-tax), US \$	\$ 386		\$ 329				

⁽¹⁾ The impact of updating foreign exchange rates to that which was used in 3Q24.

⁽²⁾ Income tax on core earnings adjusted to reflect the foreign exchange rates for the Statement of Income in effect for 3Q24.

⁽³⁾ Core earnings (post-tax) in Canadian \$ is translated to US \$ using the US \$ Statement of Income exchange rate for 3Q23.

Reconciliation of core earnings to net income attributed to shareholders – YTD 2024

(\$ millions, post-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	YTD 2024						Total
	Asia	Canada	U.S.	Global WAM	Corporate and Other		
Income (loss) before income taxes	\$ 2,416	\$ 1,100	\$ 20	\$ 1,328	\$ 113	\$ 4,977	
Income tax (expenses) recoveries							
Core earnings	(196)	(302)	(310)	(110)	(3)	(921)	
Items excluded from core earnings	(108)	66	322	(3)	(162)	115	
Income tax (expenses) recoveries	(304)	(236)	12	(113)	(165)	(806)	
Net income (post-tax)	2,112	864	32	1,215	(52)	4,171	
Less: Net income (post-tax) attributed to							
Non-controlling interests	223	-	-	2	-	225	
Participating policyholders	117	82	-	-	-	199	
Net income (loss) attributed to shareholders (post-tax)	1,772	782	32	1,213	(52)	3,747	
Less: Items excluded from core earnings (post-tax)							
Market experience gains (losses)	(95)	(439)	(1,018)	27	267	(1,258)	
Changes in actuarial methods and assumptions that flow directly through income	(5)	2	(202)	-	6	(199)	
Restructuring charge	-	-	-	(20)	-	(20)	
Reinsurance transactions, tax related items and other	(51)	41	(26)	(49)	(10)	(95)	
Core earnings (post-tax)	\$ 1,923	\$ 1,178	\$ 1,278	\$ 1,255	\$ (315)	\$ 5,319	
Income tax on core earnings (see above)	196	302	310	110	3	921	
Core earnings (pre-tax)	\$ 2,119	\$ 1,480	\$ 1,588	\$ 1,365	\$ (312)	\$ 6,240	

Core earnings, CER basis and U.S. dollars – YTD 2024

(\$ millions, post-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	YTD 2024						Total
	Asia	Canada	U.S.	Global WAM	Corporate and Other		
Core earnings (post-tax)	\$ 1,923	\$ 1,178	\$ 1,278	\$ 1,255	\$ (315)	\$ 5,319	
CER adjustment ⁽¹⁾	15	-	3	2	1	21	
Core earnings, CER basis (post-tax)	\$ 1,938	\$ 1,178	\$ 1,281	\$ 1,257	\$ (314)	\$ 5,340	
Income tax on core earnings, CER basis ⁽²⁾	197	302	312	110	3	924	
Core earnings, CER basis (pre-tax)	\$ 2,135	\$ 1,480	\$ 1,593	\$ 1,367	\$ (311)	\$ 6,264	
Core earnings (U.S. dollars) – Asia and U.S. segments							
Core earnings (post-tax)⁽³⁾, US \$	\$ 1,413		\$ 940				
CER adjustment US \$ ⁽¹⁾	6		-				
Core earnings, CER basis (post-tax), US \$	\$ 1,419		\$ 940				

⁽¹⁾ The impact of updating foreign exchange rates to that which was used in 3Q24.

⁽²⁾ Income tax on core earnings adjusted to reflect the foreign exchange rates for the Statement of Income in effect for 3Q24.

⁽³⁾ Core earnings (post-tax) in Canadian \$ is translated to US \$ using the US \$ Statement of Income exchange rate for the respective quarters that make up 2024 year-to-date core earnings.

Reconciliation of core earnings to net income attributed to shareholders – YTD 2023

(\$ millions, post-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	YTD 2023						Total
	Asia	Canada	U.S.	Global WAM	Corporate and Other		
Income (loss) before income taxes	\$ 1,397	\$ 1,111	\$ 507	\$ 1,073	\$ 241	\$ 4,329	
Income tax (expenses) recoveries							
Core earnings	(203)	(291)	(289)	(149)	62	(870)	
Items excluded from core earnings	(128)	34	223	9	209	347	
Income tax (expenses) recoveries	(331)	(257)	(66)	(140)	271	(523)	
Net income (post-tax)	1,066	854	441	933	512	3,806	
Less: Net income (post-tax) attributed to							
Non-controlling interests	104	-	-	1	-	105	
Participating policyholders	229	28	-	-	-	257	
Net income (loss) attributed to shareholders (post-tax)	733	826	441	932	512	3,444	
Less: Items excluded from core earnings (post-tax)							
Market experience gains (losses)	(553)	(350)	(917)	(41)	204	(1,657)	
Changes in actuarial methods and assumptions that flow directly through income	(157)	37	106	-	-	(14)	
Restructuring charge	-	-	-	-	-	-	
Reinsurance transactions, tax related items and other	(41)	4	(33)	5	269	204	
Core earnings (post-tax)	\$ 1,484	\$ 1,135	\$ 1,285	\$ 968	\$ 39	\$ 4,911	
Income tax on core earnings (see above)	203	291	289	149	(62)	870	
Core earnings (pre-tax)	\$ 1,687	\$ 1,426	\$ 1,574	\$ 1,117	\$ (23)	\$ 5,781	

Core earnings, CER basis and U.S. dollars – YTD 2023

(\$ millions, post-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	YTD 2023						Total
	Asia	Canada	U.S.	Global WAM	Corporate and Other		
Core earnings (post-tax)	\$ 1,484	\$ 1,135	\$ 1,285	\$ 968	\$ 39	\$ 4,911	
CER adjustment ⁽¹⁾	(11)	-	18	8	2	17	
Core earnings, CER basis (post-tax)	\$ 1,473	\$ 1,135	\$ 1,303	\$ 976	\$ 41	\$ 4,928	
Income tax on core earnings, CER basis ⁽²⁾	199	291	293	149	(61)	871	
Core earnings, CER basis (pre-tax)	\$ 1,672	\$ 1,426	\$ 1,596	\$ 1,125	\$ (20)	\$ 5,799	
Core earnings (U.S. dollars) – Asia and U.S. segments							
Core earnings (post-tax)⁽³⁾, US \$	\$ 1,104		\$ 955				
CER adjustment US \$ ⁽¹⁾	(24)		-				
Core earnings, CER basis (post-tax), US \$	\$ 1,080		\$ 955				

⁽¹⁾ The impact of updating foreign exchange rates to that which was used in 3Q24.

⁽²⁾ Income tax on core earnings adjusted to reflect the foreign exchange rates for the Statement of Income in effect for 3Q24.

⁽³⁾ Core earnings (post-tax) in Canadian \$ is translated to US \$ using the US \$ Statement of Income exchange rate for the respective quarters that make up 2023 year-to-date core earnings.

Reconciliation of core earnings to net income attributed to shareholders – 2023

(\$ millions, post-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	2023					
	Asia	Canada	U.S.	Global WAM	Corporate and Other	Total
Income (loss) before income taxes	\$ 2,244	\$ 1,609	\$ 751	\$ 1,497	\$ 351	\$ 6,452
Income tax (expenses) recoveries						
Core earnings	(279)	(378)	(402)	(204)	99	(1,164)
Items excluded from core earnings	(161)	5	290	6	179	319
Income tax (expenses) recoveries	(440)	(373)	(112)	(198)	278	(845)
Net income (post-tax)	1,804	1,236	639	1,299	629	5,607
Less: Net income (post-tax) attributed to						
Non-controlling interests	141	-	-	2	1	144
Participating policyholders	315	45	-	-	-	360
Net income (loss) attributed to shareholders (post-tax)	1,348	1,191	639	1,297	628	5,103
Less: Items excluded from core earnings (post-tax)						
Market experience gains (losses)	(553)	(341)	(1,196)	10	290	(1,790)
Changes in actuarial methods and assumptions that flow directly through income	(68)	41	132	-	-	105
Restructuring charge	-	-	-	(36)	-	(36)
Reinsurance transactions, tax related items and other	(79)	4	(56)	2	269	140
Core earnings (post-tax)	\$ 2,048	\$ 1,487	\$ 1,759	\$ 1,321	\$ 69	\$ 6,684
Income tax on core earnings (see above)	279	378	402	204	(99)	1,164
Core earnings (pre-tax)	\$ 2,327	\$ 1,865	\$ 2,161	\$ 1,525	\$ (30)	\$ 7,848

Core earnings, CER basis and U.S. dollars – 2023

(\$ millions, post-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	2023					
	Asia	Canada	U.S.	Global WAM	Corporate and Other	Total
Core earnings (post-tax)	\$ 2,048	\$ 1,487	\$ 1,759	\$ 1,321	\$ 69	\$ 6,684
CER adjustment ⁽¹⁾	(10)	-	19	8	2	19
Core earnings, CER basis (post-tax)	\$ 2,038	\$ 1,487	\$ 1,778	\$ 1,329	\$ 71	\$ 6,703
Income tax on core earnings, CER basis ⁽²⁾	276	378	406	204	(99)	1,165
Core earnings, CER basis (pre-tax)	\$ 2,314	\$ 1,865	\$ 2,184	\$ 1,533	\$ (28)	\$ 7,868
Core earnings (U.S. dollars) – Asia and U.S. segments						
Core earnings (post-tax)⁽³⁾, US \$	\$ 1,518		\$ 1,304			
CER adjustment US \$ ⁽¹⁾	(25)		-			
Core earnings, CER basis (post-tax), US \$	\$ 1,493		\$ 1,304			

⁽¹⁾ The impact of updating foreign exchange rates to that which was used in 3Q24.

⁽²⁾ Income tax on core earnings adjusted to reflect the foreign exchange rates for the Statement of Income in effect for 3Q24.

⁽³⁾ Core earnings (post-tax) in Canadian \$ is translated to US \$ using the US \$ Statement of Income exchange rate for the respective quarters that make up 2023 core earnings.

Segment core earnings by business line or geographic source

(\$ millions, post-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

Asia

(US \$ millions)	Quarterly Results					YTD Results		Full Year Results
	3Q24	2Q24	1Q24	4Q23	3Q23	2024	2023	2023
Hong Kong	\$ 254	\$ 243	\$ 241	\$ 218	\$ 190	\$ 738	\$ 510	\$ 728
Japan	81	92	102	79	87	275	230	309
Asia Other ⁽¹⁾	127	145	151	119	119	423	375	494
International High Net Worth								72
Mainland China								49
Singapore								161
Vietnam								133
Other Emerging Markets ⁽²⁾								79
Regional Office	(9)	(8)	(6)	(2)	(6)	(23)	(11)	(13)
Total Asia core earnings	\$ 453	\$ 472	\$ 488	\$ 414	\$ 390	\$ 1,413	\$ 1,104	\$ 1,518

⁽¹⁾ Core earnings for Asia Other is reported by country annually, on a full year basis.

⁽²⁾ Other Emerging Markets includes Indonesia, the Philippines, Malaysia, Thailand, Cambodia and Myanmar.

(US \$ millions), CER basis ⁽¹⁾	Quarterly Results					YTD Results		Full Year Results
	3Q24	2Q24	1Q24	4Q23	3Q23	2024	2023	2023
Hong Kong	\$ 254	\$ 243	\$ 241	\$ 217	\$ 191	\$ 738	\$ 510	\$ 728
Japan	81	96	102	78	84	279	214	292
Asia Other ⁽²⁾	127	147	151	120	117	425	367	486
International High Net Worth								72
Mainland China								48
Singapore								164
Vietnam								127
Other Emerging Markets ⁽³⁾								75
Regional Office	(9)	(8)	(6)	(2)	(6)	(23)	(11)	(13)
Total Asia core earnings, CER basis	\$ 453	\$ 478	\$ 488	\$ 413	\$ 386	\$ 1,419	\$ 1,080	\$ 1,493

⁽¹⁾ Core earnings adjusted to reflect the foreign exchange rates for the Statement of Income in effect for 3Q24.

⁽²⁾ Core earnings for Asia Other is reported by country annually, on a full year basis.

⁽³⁾ Other Emerging Markets includes Indonesia, the Philippines, Malaysia, Thailand, Cambodia and Myanmar.

Canada

(Canadian \$ in millions)	Quarterly Results					YTD Results		Full Year Results
	3Q24	2Q24	1Q24	4Q23	3Q23	2024	2023	2023
Insurance	\$ 320	\$ 307	\$ 266	\$ 258	\$ 310	\$ 893	\$ 843	\$ 1,101
Annuities	51	55	53	48	48	159	156	204
Manulife Bank	41	40	45	46	50	126	136	182
Total Canada core earnings	\$ 412	\$ 402	\$ 364	\$ 352	\$ 408	\$ 1,178	\$ 1,135	\$ 1,487

U.S.

(US \$ in millions)	Quarterly Results					YTD Results		Full Year Results
	3Q24	2Q24	1Q24	4Q23	3Q23	2024	2023	2023
U.S. Insurance	\$ 268	\$ 254	\$ 286	\$ 300	\$ 283	\$ 808	\$ 833	\$ 1,133
U.S. Annuities	34	49	49	49	46	132	122	171
Total U.S. core earnings	\$ 302	\$ 303	\$ 335	\$ 349	\$ 329	\$ 940	\$ 955	\$ 1,304

Global WAM by business line

(Canadian \$ in millions)	Quarterly Results					YTD Results		Full Year Results
	3Q24	2Q24	1Q24	4Q23	3Q23	2024	2023	2023
Retirement	\$ 304	\$ 226	\$ 202	\$ 203	\$ 192	\$ 732	\$ 542	\$ 745
Retail	154	135	131	127	135	420	375	502
Institutional asset management	41	38	24	23	34	103	51	74
Total Global WAM core earnings	\$ 499	\$ 399	\$ 357	\$ 353	\$ 361	\$ 1,255	\$ 968	\$ 1,321

(Canadian \$ in millions), CER basis ⁽¹⁾	Quarterly Results					YTD Results		Full Year Results
	3Q24	2Q24	1Q24	4Q23	3Q23	2024	2023	2023
Retirement	\$ 304	\$ 226	\$ 204	\$ 203	\$ 195	\$ 734	\$ 548	\$ 750
Retail	154	135	132	127	136	421	377	504
Institutional asset management	41	37	24	23	34	102	51	75
Total Global WAM core earnings, CER basis	\$ 499	\$ 398	\$ 360	\$ 353	\$ 365	\$ 1,257	\$ 976	\$ 1,329

⁽¹⁾ Core earnings adjusted to reflect the foreign exchange rates for the Statement of Income in effect for 3Q24.

Global WAM by geographic source

(Canadian \$ in millions)	Quarterly Results					YTD Results		Full Year Results
	3Q24	2Q24	1Q24	4Q23	3Q23	2024	2023	2023
Asia	\$ 157	\$ 138	\$ 108	\$ 109	\$ 108	\$ 403	\$ 295	\$ 404
Canada	107	85	90	100	94	282	278	378
U.S.	235	176	159	144	159	570	395	539
Total Global WAM core earnings	\$ 499	\$ 399	\$ 357	\$ 353	\$ 361	\$ 1,255	\$ 968	\$ 1,321

(Canadian \$ in millions), CER basis ⁽¹⁾	Quarterly Results					YTD Results		Full Year Results
	3Q24	2Q24	1Q24	4Q23	3Q23	2024	2023	2023
Asia	\$ 157	\$ 138	\$ 109	\$ 108	\$ 110	\$ 404	\$ 298	\$ 406
Canada	107	85	90	100	94	282	278	378
U.S.	235	175	161	145	161	571	400	545
Total Global WAM core earnings, CER basis	\$ 499	\$ 398	\$ 360	\$ 353	\$ 365	\$ 1,257	\$ 976	\$ 1,329

⁽¹⁾ Core earnings adjusted to reflect the foreign exchange rates for the Statement of Income in effect for 3Q24.

Core earnings available to common shareholders is a financial measure that is used in the calculation of core ROE and core EPS. It is calculated as core earnings (post-tax) less preferred share dividends and other equity distributions.

(\$ millions, post-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)	Quarterly Results					YTD Results		Full Year Results
	3Q24	2Q24	1Q24	4Q23	3Q23	2024	2023	2023
Core earnings	\$ 1,828	\$ 1,737	\$ 1,754	\$ 1,773	\$ 1,743	\$ 5,319	\$ 4,911	\$ 6,684
Less: Preferred share dividends and other equity distributions	56	99	55	99	54	210	204	303
Core earnings available to common shareholders	1,772	1,638	1,699	1,674	1,689	5,109	4,707	6,381
CER adjustment ⁽¹⁾	-	5	16	2	16	21	17	19
Core earnings available to common shareholders, CER basis	\$ 1,772	\$ 1,643	\$ 1,715	\$ 1,676	\$ 1,705	\$ 5,130	\$ 4,724	\$ 6,400

⁽¹⁾ The impact of updating foreign exchange rates to that which was used in 3Q24.

Core ROE measures profitability using core earnings available to common shareholders as a percentage of the capital deployed to earn the core earnings. The Company calculates core ROE using average common shareholders' equity quarterly, as the average of common shareholders' equity at the start and end of the quarter, and annually, as the average of the quarterly average common shareholders' equity for the year.

(\$ millions, unless otherwise stated)	Quarterly Results					YTD Results		Full Year Results
	3Q24	2Q24	1Q24	4Q23	3Q23	2024	2023	2023
Core earnings available to common shareholders	\$ 1,772	\$ 1,638	\$ 1,699	\$ 1,674	\$ 1,689	\$ 5,109	\$ 4,707	\$ 6,381
Annualized core earnings available to common shareholders (post-tax)	\$ 7,049	\$ 6,588	\$ 6,833	\$ 6,641	\$ 6,701	\$ 6,824	\$ 6,293	\$ 6,381
Average common shareholders' equity (see below)	\$ 42,609	\$ 41,947	\$ 40,984	\$ 40,563	\$ 39,897	\$ 41,847	\$ 40,081	\$ 40,201
Core ROE (annualized) (%)	16.6%	15.7%	16.7%	16.4%	16.8%	16.3%	15.7%	15.9%
Average common shareholders' equity								
Total shareholders' and other equity	\$ 49,573	\$ 48,965	\$ 48,250	\$ 47,039	\$ 47,407	\$ 49,573	\$ 47,407	\$ 47,039
Less: Preferred shares and other equity	6,660	6,660	6,660	6,660	6,660	6,660	6,660	6,660
Common shareholders' equity	\$ 42,913	\$ 42,305	\$ 41,590	\$ 40,379	\$ 40,747	\$ 42,913	\$ 40,747	\$ 40,379
Average common shareholders' equity	\$ 42,609	\$ 41,947	\$ 40,984	\$ 40,563	\$ 39,897	\$ 41,847	\$ 40,081	\$ 40,201

Core EPS is equal to core earnings available to common shareholders divided by diluted weighted average common shares outstanding. **Core EPS excluding the impact of GMT** is equal to core earnings available to common shareholders excluding the impact of GMT divided by diluted weighted average common shares outstanding.

Core earnings available to common shareholders excluding the impact of GMT

Core earnings available to shareholders excluding the impact of GMT is calculated as core earnings available to common shareholders less GMT included in core earnings. We believe this measure will aid investors to better understand the impact that the adoption of the Global Minimum Tax Act had on our operating performance.

For the three months ended September 30, (\$ millions and post-tax)	2024
Core earnings available to common shareholders	\$ 1,772
Less: GMT included in core earnings	(61)
Core earnings available to common shareholders excluding the impact GMT	\$ 1,833

Core earnings related to strategic priorities

The Company measures its progress on certain strategic priorities using core earnings, including core earnings from highest potential businesses. The core earnings for these businesses is calculated consistent with our definition of core earnings and expressed as a percentage of total core earnings.

For the nine months ended September 30, (\$ millions and post-tax, unless otherwise stated)		2024	2023
Core earnings highest potential businesses ⁽¹⁾	\$	3,745	\$ 2,950
Core earnings - All other businesses		1,574	1,961
Core earnings		5,319	4,911
Items excluded from core earnings		(1,572)	(1,467)
Net income (loss) attributed to shareholders	\$	3,747	\$ 3,444
Highest potential businesses core earnings contribution		70%	60%

⁽¹⁾ Includes core earnings from Asia and Global WAM segments, Canada Group Benefits, and behavioral insurance products.

The **effective tax rate on core earnings** is equal to income tax on core earnings divided by pre-tax core earnings.

Common share core dividend payout ratio is a ratio that measures the percentage of core earnings paid to common shareholders as dividends. It is calculated as dividends per common share divided by core EPS.

	Quarterly Results					YTD Results		Full Year Results
	3Q24	2Q24	1Q24	4Q23	3Q23	2024	2023	2023
Per share dividend	\$ 0.40	\$ 0.40	\$ 0.40	\$ 0.37	\$ 0.37	\$ 1.20	\$ 1.10	\$ 1.46
Core EPS	\$ 1.00	\$ 0.91	\$ 0.94	\$ 0.92	\$ 0.92	\$ 2.84	\$ 2.55	\$ 3.47
Common share core dividend payout ratio	40%	44%	43%	40%	40%	42%	43%	42%

The Company also uses financial performance measures that are prepared on a **constant exchange rate basis**, which exclude the impact of currency fluctuations (from local currency to Canadian dollars at a total Company level and from local currency to U.S. dollars in Asia). Such financial measures may be stated on a constant exchange rate basis or the percentage growth/decline in the financial measure on a constant exchange rate basis, using the exchange rates for the Consolidated Statements of Income and Consolidated Statements of Financial Position effective for the third quarter of 2024.

Information supporting constant exchange rate basis for GAAP and non-GAAP financial measures is presented below and throughout this section.

Basic EPS and diluted EPS, CER basis is equal to common shareholders' net income on a CER basis divided by the weighted average common shares outstanding and diluted weighted common shares outstanding, respectively.

General expenses, CER basis

(\$ millions, and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	Quarterly Results					YTD Results		Full Year Results
	3Q24	2Q24	1Q24	4Q23	3Q23	2024	2023	2023
General expenses	\$ 1,204	\$ 1,225	\$ 1,102	\$ 1,180	\$ 1,042	\$ 3,531	\$ 3,150	\$ 4,330
CER adjustment ⁽¹⁾	-	(3)	8	1	8	5	22	22
General expenses, CER basis	\$ 1,204	\$ 1,222	\$ 1,110	\$ 1,181	\$ 1,050	\$ 3,536	\$ 3,172	\$ 4,352

⁽¹⁾ The impact of updating foreign exchange rates to that which was used in 3Q24.

Drivers of earnings (“DOE”) is used to identify the primary sources of gains or losses in each reporting period. It is one of the key tools we use to understand and manage our business. The DOE line items are comprised of amounts that have been included in our financial statements. The core DOE shows the sources of core earnings and the items excluded from core earnings, reconciled to net income attributed to shareholders. The elements of the core earnings DOE are described below:

Net insurance service result represents the core earnings associated with providing insurance service to policyholders within the period including:

- **Expected earnings on insurance contracts** which includes the release of risk adjustment for expired non-financial risk, the CSM recognized for service provided and expected earnings on short-term PAA insurance business.
- **Impact of new insurance business** relates to income at initial recognition from new insurance contracts. Losses would occur if the group of new insurance contracts was onerous at initial recognition. If reinsurance contracts provide coverage for the direct insurance contracts, then the loss is offset by a corresponding gain on reinsurance contracts held.
- **Insurance experience gains (losses)** arise from items such as claims, persistency, and expenses, where the actual experience in the current period differs from the expected results assumed in the insurance and investment contract liabilities. Generally, this line would be driven by claims and expenses, as persistency experience relates to future service and would be offset by changes to the carrying amount of the contractual service margin unless the group is onerous, in which case the impact of persistency experience would be included in core earnings.
- **Other** represents pre-tax net income on residual items in the insurance result section.

Net investment result represents the core earnings associated with investment results within the period. Note that results associated with Global WAM and Manulife Bank are shown on separate DOE lines. However, within the Consolidated Statements of Income, the results associated with these businesses would impact the total investment result. This section includes:

- **Expected investment earnings**, which is the difference between expected asset returns and the associated finance income or expense from insurance and investment contract liabilities, net of investment expenses.
- **Change in expected credit loss**, which is the gain or charge to net income attributed to shareholders for credit losses to bring the allowance for credit losses to a level management considers adequate for expected credit-related losses on its portfolio.
- **Expected earnings on surplus** reflects the expected investment return on surplus assets.
- **Other** represents pre-tax net income on residual items in the investment result section.

Global WAM is the pre-tax net income from the Global Wealth and Asset Management segment, adjusted for applicable items excluded from core earnings as noted in the core earnings (loss) section above.

Manulife Bank is the pre-tax net income from Manulife Bank, adjusted for applicable items excluded from core earnings as noted in the core earnings (loss) section above.

Other represents net income associated with items outside of the net insurance service result, net investment result, Global WAM and Manulife Bank. Other includes lines attributed to core earnings such as:

- **Non-directly attributable expenses** are expenses incurred by the Company which are not directly attributable to fulfilling insurance contracts. Non-directly attributable expenses exclude non-directly attributable investment expenses as they are included in the net investment result.
- **Other** represents pre-tax net income on residual items in the Other section. Most notably this would include the cost of financing debt issued by Manulife.

Net income attributed to shareholders includes the following items excluded from core earnings:

- **Market experience gains (losses)** related to items excluded from core earnings that relate to changes in market variables.
- **Changes in actuarial methods and assumptions that flow directly through income** related to updates in the methods and assumptions used to value insurance contract liabilities.
- **Restructuring charges** includes a charge taken to reorganize operations.
- **Reinsurance transactions, tax-related items and other** include the impacts of new or changes to in-force reinsurance contracts, the impact of enacted or substantively enacted income tax rate changes and other amounts defined as items excluded from core earnings not specifically captured in the lines above.

All of the above items are discussed in more detail in our definition of items excluded from core earnings.

DOE Reconciliation – 3Q24

(\$ millions, pre-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	3Q24						Total
	Asia	Canada	U.S.	Global WAM	Corporate and Other		
Net insurance service result reconciliation							
Total insurance service result - financial statements	\$ 548	\$ 363	\$ 338	\$ -	\$ 48	\$	1,297
Less: Insurance service result attributed to:							
Items excluded from core earnings	(3)	6	158	-	-		161
NCI	33	-	-	-	-		33
Participating policyholders	55	18	-	-	-		73
Core net insurance service result	463	339	180	-	48		1,030
Core net insurance service result, CER adjustment ⁽¹⁾	-	-	-	-	-		-
Core net insurance service result, CER basis	\$ 463	\$ 339	\$ 180	\$ -	\$ 48		1,030
Total investment result reconciliation							
Total investment result per financial statements	\$ 644	\$ 563	\$ (303)	\$ (196)	\$ 393	\$	1,101
Less: Reclassify Manulife Bank ⁽²⁾ and Global WAM to their own DOE lines	-	389	-	(196)	-		193
Add: Consolidation and other adjustments from Other DOE line	(1)	1	-	-	(148)		(148)
Less: Net investment result attributed to:							
Items excluded from core earnings	194	3	(668)	-	154		(317)
NCI	125	-	-	-	-		125
Participating policyholders	33	26	-	-	-		59
Core net investment result	291	146	365	-	91		893
Core net investment result, CER adjustment ⁽¹⁾	-	-	-	-	-		-
Core net investment result, CER basis	\$ 291	\$ 146	\$ 365	\$ -	\$ 91		893
Manulife Bank and Global WAM by DOE line reconciliation							
Manulife Bank and Global WAM net income attributed to shareholders	\$ -	\$ 69	\$ -	\$ 518	\$ -	\$	587
Less: Manulife Bank and Global WAM attributed to:							
Items excluded from core earnings	-	12	-	13	-		25
Core earnings in Manulife Bank and Global WAM	-	57	-	505	-		562
Core earnings in Manulife Bank and Global WAM, CER adjustment ⁽¹⁾	-	-	-	-	-		-
Core earnings in Manulife Bank and Global WAM, CER basis	\$ -	\$ 57	\$ -	\$ 505	\$ -		562
Other reconciliation							
Other revenue per financial statements	\$ (42)	\$ 74	\$ 26	\$ 1,875	\$ (5)	\$	1,928
General expenses per financial statements	(83)	(154)	(41)	(795)	(131)		(1,204)
Commissions related to non-insurance contracts	(3)	(15)	2	(364)	10		(370)
Interest expenses per financial statements	(5)	(253)	(4)	(1)	(148)		(411)
Total financial statements values included in Other	(133)	(348)	(17)	715	(274)		(57)
Less: Reclassifications:							
Manulife Bank and Global WAM to their own DOE lines	-	(319)	-	715	-		396
Consolidation and other adjustments to net investment result DOE line	(1)	-	-	(1)	(148)		(150)
Less: Other attributed to:							
Items excluded from core earnings	(49)	3	5	-	98		57
NCI	(2)	-	-	1	-		(1)
Participating policyholders	(6)	(3)	-	-	-		(9)
Add: Participating policyholders' earnings transfer to shareholders	5	3	-	-	-		8
Other core earnings	(70)	(26)	(22)	-	(224)		(342)
Other core earnings, CER adjustment ⁽¹⁾	-	-	-	-	-		-
Other core earnings, CER basis	\$ (70)	\$ (26)	\$ (22)	\$ -	\$ (224)		(342)
Income tax (expenses) recoveries reconciliation							
Income tax (expenses) recoveries per financial statements	\$ (39)	\$ (114)	\$ (13)	\$ (20)	\$ (88)	\$	(274)
Less: Income tax (expenses) recoveries attributed to:							
Items excluded from core earnings	66	(6)	99	(14)	(60)		85
NCI	(26)	-	-	-	-		(26)
Participating policyholders	(14)	(4)	-	-	-		(18)
Core income tax (expenses) recoveries	(65)	(104)	(112)	(6)	(28)		(315)
Core income tax (expenses) recoveries, CER adjustment ⁽¹⁾	-	-	-	-	-		-
Core income tax (expenses) recoveries, CER basis	\$ (65)	\$ (104)	\$ (112)	\$ (6)	\$ (28)		(315)

⁽¹⁾ The impact of updating foreign exchange rates to that which was used in 3Q24.

⁽²⁾ Manulife Bank is part of Canada segment.

DOE Reconciliation – 2Q24

(\$ millions, pre-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	2Q24						
	Asia	Canada	U.S.	Global WAM	Corporate and Other		Total
Net insurance service result reconciliation							
Total insurance service result - financial statements	\$ 520	\$ 343	\$ 157	\$ -	\$ 17		1,037
Less: Insurance service result attributed to:							
Items excluded from core earnings	(13)	(5)	43	-	1		26
NCI	17	-	-	-	-		17
Participating policyholders	47	22	-	-	-		69
Core net insurance service result	469	326	114	-	16		925
Core net insurance service result, CER adjustment ⁽¹⁾	4	(1)	-	-	1		4
Core net insurance service result, CER basis	\$ 473	\$ 325	\$ 114	\$ -	\$ 17		\$ 929
Total investment result reconciliation							
Total investment result per financial statements	\$ 271	\$ 161	\$ 6	\$ (240)	\$ 315		513
Less: Reclassify Manulife Bank ⁽²⁾ and Global WAM to their own DOE lines	-	380	-	(240)	-		140
Add: Consolidation and other adjustments from Other DOE line	-	(1)	-	-	(154)		(155)
Less: Net investment result attributed to:							
Items excluded from core earnings	(59)	(385)	(405)	-	65		(784)
NCI	23	-	-	-	-		23
Participating policyholders	(3)	9	-	-	-		6
Core net investment result	310	156	411	-	96		973
Core net investment result, CER adjustment ⁽¹⁾	4	-	(1)	-	-		3
Core net investment result, CER basis	\$ 314	\$ 156	\$ 410	\$ -	\$ 96		\$ 976
Manulife Bank and Global WAM by DOE line reconciliation							
Manulife Bank and Global WAM net income attributed to shareholders	\$ -	\$ 48	\$ -	\$ 383	\$ -		431
Less: Manulife Bank and Global WAM attributed to:							
Items excluded from core earnings	-	(9)	-	(62)	-		(71)
Core earnings in Manulife Bank and Global WAM	-	57	-	445	-		502
Core earnings in Manulife Bank and Global WAM, CER adjustment ⁽¹⁾	-	-	-	(1)	-		(1)
Core earnings in Manulife Bank and Global WAM, CER basis	\$ -	\$ 57	\$ -	\$ 444	\$ -		\$ 501
Other reconciliation							
Other revenue per financial statements	\$ 63	\$ 73	\$ 27	\$ 1,809	\$ (123)		1,849
General expenses per financial statements	(79)	(155)	(32)	(828)	(131)		(1,225)
Commissions related to non-insurance contracts	(4)	(15)	1	(356)	10		(364)
Interest expenses per financial statements	(8)	(266)	(3)	(2)	(147)		(426)
Total financial statements values included in Other	(28)	(363)	(7)	623	(391)		(166)
Less: Reclassifications:							
Manulife Bank and Global WAM to their own DOE lines	-	(333)	-	623	-		290
Consolidation and other adjustments to net investment result DOE line	-	-	-	-	(154)		(154)
Less: Other attributed to:							
Items excluded from core earnings	50	2	8	(1)	(7)		52
NCI	-	-	-	1	-		1
Participating policyholders	(2)	-	-	-	-		(2)
Add: Participating policyholders' earnings transfer to shareholders	8	2	-	-	-		10
Other core earnings	(68)	(30)	(15)	-	(230)		(343)
Other core earnings, CER adjustment ⁽¹⁾	(1)	-	-	-	-		(1)
Other core earnings, CER basis	\$ (69)	\$ (30)	\$ (15)	\$ -	\$ (230)		\$ (344)
Income tax (expenses) recoveries reconciliation							
Income tax (expenses) recoveries per financial statements	\$ (115)	\$ (39)	\$ (21)	\$ (32)	\$ (45)		(252)
Less: Income tax (expenses) recoveries attributed to:							
Items excluded from core earnings	(43)	74	74	14	(37)		82
NCI	(2)	-	-	-	-		(2)
Participating policyholders	(6)	(6)	-	-	-		(12)
Core income tax (expenses) recoveries	(64)	(107)	(95)	(46)	(8)		(320)
Core income tax (expenses) recoveries, CER adjustment ⁽¹⁾	(1)	-	-	-	-		(1)
Core income tax (expenses) recoveries, CER basis	\$ (65)	\$ (107)	\$ (95)	\$ (46)	\$ (8)		\$ (321)

⁽¹⁾ The impact of updating foreign exchange rates to that which was used in 3Q24.

⁽²⁾ Manulife Bank is part of Canada segment.

DOE Reconciliation – 1Q24

(\$ millions, pre-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	1Q24						Total
	Asia	Canada	U.S.	Global WAM	Corporate and Other		
Net insurance service result reconciliation							
Total insurance service result - financial statements	\$ 547	\$ 284	\$ 119	\$ -	\$ 28	\$	978
Less: Insurance service result attributed to:							
Items excluded from core earnings	11	(3)	2	-	(1)		9
NCI	33	-	-	-	-		33
Participating policyholders	48	24	-	-	-		72
Core net insurance service result	455	263	117	-	29		864
Core net insurance service result, CER adjustment ⁽¹⁾	5	1	1	-	-		7
Core net insurance service result, CER basis	\$ 460	\$ 264	\$ 118	\$ -	\$ 29	\$	871
Total investment result reconciliation							
Total investment result per financial statements	\$ 54	\$ 453	\$ (290)	\$ (230)	\$ 361	\$	348
Less: Reclassify Manulife Bank ⁽²⁾ and Global WAM to their own DOE lines	-	396	-	(230)	-		166
Add: Consolidation and other adjustments from Other DOE line	-	(1)	-	-	(156)		(157)
Less: Net investment result attributed to:							
Items excluded from core earnings	(291)	(100)	(720)	-	106		(1,005)
NCI	40	-	-	-	-		40
Participating policyholders	(3)	7	-	-	-		4
Core net investment result	308	149	430	-	99		986
Core net investment result, CER adjustment ⁽¹⁾	4	-	5	-	-		9
Core net investment result, CER basis	\$ 312	\$ 149	\$ 435	\$ -	\$ 99	\$	995
Manulife Bank and Global WAM by DOE line reconciliation							
Manulife Bank and Global WAM net income attributed to shareholders	\$ -	\$ 65	\$ -	\$ 426	\$ -	\$	491
Less: Manulife Bank and Global WAM attributed to:							
Items excluded from core earnings	-	4	-	11	-		15
Core earnings in Manulife Bank and Global WAM	-	61	-	415	-		476
Core earnings in Manulife Bank and Global WAM, CER adjustment ⁽¹⁾	-	-	-	3	-		3
Core earnings in Manulife Bank and Global WAM, CER basis	\$ -	\$ 61	\$ -	\$ 418	\$ -	\$	479
Other reconciliation							
Other revenue per financial statements	\$ 55	\$ 75	\$ 39	\$ 1,750	\$ (111)	\$	1,808
General expenses per financial statements	(56)	(142)	(21)	(743)	(140)		(1,102)
Commissions related to non-insurance contracts	-	(18)	3	(349)	8		(356)
Interest expenses per financial statements	(6)	(271)	(4)	(2)	(141)		(424)
Total financial statements values included in Other	(7)	(356)	17	656	(384)		(74)
Less: Reclassifications:							
Manulife Bank and Global WAM to their own DOE lines	-	(331)	-	656	-		325
Consolidation and other adjustments to net investment result DOE line	-	(1)	-	-	(156)		(157)
Less: Other attributed to:							
Items excluded from core earnings	39	(3)	9	-	9		54
NCI	-	-	-	-	-		-
Participating policyholders	1	-	-	-	-		1
Add: Participating policyholders' earnings transfer to shareholders	8	3	-	-	-		11
Other core earnings	(39)	(18)	8	-	(237)		(286)
Other core earnings, CER adjustment ⁽¹⁾	-	-	-	-	-		-
Other core earnings, CER basis	\$ (39)	\$ (18)	\$ 8	\$ -	\$ (237)	\$	(286)
Income tax (expenses) recoveries reconciliation							
Income tax (expenses) recoveries per financial statements	\$ (150)	\$ (83)	\$ 46	\$ (61)	\$ (32)	\$	(280)
Less: Income tax (expenses) recoveries attributed to:							
Items excluded from core earnings	(53)	11	149	(3)	(65)		39
NCI	(18)	-	-	-	-		(18)
Participating policyholders	(12)	(3)	-	-	-		(15)
Core income tax (expenses) recoveries	(67)	(91)	(103)	(58)	33		(286)
Core income tax (expenses) recoveries, CER adjustment ⁽¹⁾	-	-	(2)	-	-		(2)
Core income tax (expenses) recoveries, CER basis	\$ (67)	\$ (91)	\$ (105)	\$ (58)	\$ 33	\$	(288)

⁽¹⁾ The impact of updating foreign exchange rates to that which was used in 3Q24.

⁽²⁾ Manulife Bank is part of Canada segment.

DOE Reconciliation – 4Q23

(\$ millions, pre-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	4Q23						
	Asia	Canada	U.S.	Global WAM	Corporate and Other		Total
Net insurance service result reconciliation							
Total insurance service result - financial statements	\$ 644	\$ 306	\$ 195	\$ -	\$ 91	\$	1,236
Less: Insurance service result attributed to:							
Items excluded from core earnings	130	12	21	-	(2)		161
NCI	19	-	-	-	1		20
Participating policyholders	60	39	-	-	-		99
Core net insurance service result	435	255	174	-	92		956
Core net insurance service result, CER adjustment ⁽¹⁾	-	-	1	-	-		1
Core net insurance service result, CER basis	\$ 435	\$ 255	\$ 175	\$ -	\$ 92	\$	957
Total investment result reconciliation							
Total investment result per financial statements	\$ 285	\$ 511	\$ 72	\$ (139)	\$ 344	\$	1,073
Less: Reclassify Manulife Bank ⁽²⁾ and Global WAM to their own DOE lines	-	377	-	(139)	-		238
Add: Consolidation and other adjustments from Other DOE line	-	3	-	-	(162)		(159)
Less: Net investment result attributed to:							
Items excluded from core earnings	(47)	9	(359)	-	39		(358)
NCI	37	-	-	-	-		37
Participating policyholders	50	(10)	-	-	-		40
Core net investment result	245	138	431	-	143		957
Core net investment result, CER adjustment ⁽¹⁾	-	-	1	-	-		1
Core net investment result, CER basis	\$ 245	\$ 138	\$ 432	\$ -	\$ 143	\$	958
Manulife Bank and Global WAM by DOE line reconciliation							
Manulife Bank and Global WAM net income attributed to shareholders	\$ -	\$ 72	\$ -	\$ 424	\$ -	\$	496
Less: Manulife Bank and Global WAM attributed to:							
Items excluded from core earnings	-	8	-	16	-		24
Core earnings in Manulife Bank and Global WAM	-	64	-	408	-		472
Core earnings in Manulife Bank and Global WAM, CER adjustment ⁽¹⁾	-	-	-	1	-		1
Core earnings in Manulife Bank and Global WAM, CER basis	\$ -	\$ 64	\$ -	\$ 409	\$ -	\$	473
Other reconciliation							
Other revenue per financial statements	\$ (16)	\$ 75	\$ 8	\$ 1,688	\$ (36)	\$	1,719
General expenses per financial statements	(59)	(136)	(28)	(793)	(164)		(1,180)
Commissions related to non-insurance contracts	(3)	(12)	1	(330)	9		(335)
Interest expenses per financial statements	(4)	(246)	(4)	(2)	(134)		(390)
Total financial statements values included in Other	(82)	(319)	(23)	563	(325)		(186)
Less: Reclassifications:							
Manulife Bank and Global WAM to their own DOE lines	-	(305)	-	564	-		259
Consolidation and other adjustments to net investment result DOE line	-	3	-	-	(162)		(159)
Less: Other attributed to:							
Items excluded from core earnings	(26)	4	(5)	(2)	79		50
NCI	(2)	-	-	1	-		(1)
Participating policyholders	(4)	(1)	-	-	-		(5)
Add: Participating policyholders' earnings transfer to shareholders	10	2	-	-	-		12
Other core earnings	(40)	(18)	(18)	-	(242)		(318)
Other core earnings, CER adjustment ⁽¹⁾	1	-	(1)	-	-		-
Other core earnings, CER basis	\$ (39)	\$ (18)	\$ (19)	\$ -	\$ (242)	\$	(318)
Income tax (expenses) recoveries reconciliation							
Income tax (expenses) recoveries per financial statements	\$ (109)	\$ (116)	\$ (46)	\$ (58)	\$ 7	\$	(322)
Less: Income tax (expenses) recoveries attributed to:							
Items excluded from core earnings	(6)	(20)	67	(3)	(30)		8
NCI	(17)	-	-	-	-		(17)
Participating policyholders	(10)	(9)	-	-	-		(19)
Core income tax (expenses) recoveries	(76)	(87)	(113)	(55)	37		(294)
Core income tax (expenses) recoveries, CER adjustment ⁽¹⁾	(1)	-	-	(1)	1		(1)
Core income tax (expenses) recoveries, CER basis	\$ (77)	\$ (87)	\$ (113)	\$ (56)	\$ 38	\$	(295)

⁽¹⁾ The impact of updating foreign exchange rates to that which was used in 3Q24.

⁽²⁾ Manulife Bank is part of Canada segment.

DOE Reconciliation – 3Q23

(\$ millions, pre-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	3Q23						
	Asia	Canada	U.S.	Global WAM	Corporate and Other		Total
Net insurance service result reconciliation							
Total insurance service result - financial statements	\$ 467	\$ 366	\$ 108	\$ -	\$ 64	\$	1,005
Less: Insurance service result attributed to:							
Items excluded from core earnings	(112)	11	(51)	-	(1)		(153)
NCI	15	-	-	-	-		15
Participating policyholders	177	21	-	-	-		198
Core net insurance service result	387	334	159	-	65		945
Core net insurance service result, CER adjustment ⁽¹⁾	4	-	2	-	1		7
Core net insurance service result, CER basis	\$ 391	\$ 334	\$ 161	\$ -	\$ 66	\$	952
Total investment result reconciliation							
Total investment result per financial statements	\$ 4	\$ 389	\$ (45)	\$ (303)	\$ 273	\$	318
Less: Reclassify Manulife Bank ⁽²⁾ and Global WAM to their own DOE lines	-	380	-	(303)	-		77
Add: Consolidation and other adjustments from Other DOE line	-	(23)	-	-	(131)		(154)
Less: Net investment result attributed to:							
Items excluded from core earnings	(274)	(130)	(418)	-	(5)		(827)
NCI	17	-	-	-	-		17
Participating policyholders	28	(21)	-	-	-		7
Core net investment result	233	137	373	-	147		890
Core net investment result, CER adjustment ⁽¹⁾	-	-	6	-	-		6
Core net investment result, CER basis	\$ 233	\$ 137	\$ 379	\$ -	\$ 147	\$	896
Manulife Bank and Global WAM by DOE line reconciliation							
Manulife Bank and Global WAM net income attributed to shareholders	\$ -	\$ 55	\$ -	\$ 365	\$ -	\$	420
Less: Manulife Bank and Global WAM attributed to:							
Items excluded from core earnings	-	(11)	-	(55)	-		(66)
Core earnings in Manulife Bank and Global WAM	-	66	-	420	-		486
Core earnings in Manulife Bank and Global WAM, CER adjustment ⁽¹⁾	-	-	-	4	-		4
Core earnings in Manulife Bank and Global WAM, CER basis	\$ -	\$ 66	\$ -	\$ 424	\$ -	\$	490
Other reconciliation							
Other revenue per financial statements	\$ 26	\$ 53	\$ 31	\$ 1,709	\$ (174)	\$	1,645
General expenses per financial statements	(52)	(128)	(29)	(703)	(129)		(1,041)
Commissions related to non-insurance contracts	(3)	(14)	6	(334)	9		(336)
Interest expenses per financial statements	(3)	(290)	(3)	(1)	(119)		(416)
Total financial statements values included in Other	(32)	(379)	5	671	(413)		(148)
Less: Reclassifications:							
Manulife Bank and Global WAM to their own DOE lines	-	(325)	-	670	-		345
Consolidation and other adjustments to net investment result DOE line	-	(23)	-	-	(132)		(155)
Less: Other attributed to:							
Items excluded from core earnings	5	(4)	2	-	(49)		(46)
NCI	2	-	-	1	-		3
Participating policyholders	3	(5)	-	-	-		(2)
Add: Participating policyholders' earnings transfer to shareholders	6	2	-	-	-		8
Other core earnings	(36)	(20)	3	-	(232)		(285)
Other core earnings, CER adjustment ⁽¹⁾	-	-	1	-	-		1
Other core earnings, CER basis	\$ (36)	\$ (20)	\$ 4	\$ -	\$ (232)	\$	(284)
Income tax (expenses) recoveries reconciliation							
Income tax (expenses) recoveries per financial statements	\$ (135)	\$ (94)	\$ 4	\$ (48)	\$ 324	\$	51
Less: Income tax (expenses) recoveries attributed to:							
Items excluded from core earnings	(58)	16	97	12	294		361
NCI	(9)	-	-	(1)	-		(10)
Participating policyholders	(6)	(1)	-	-	-		(7)
Core income tax (expenses) recoveries	(62)	(109)	(93)	(59)	30		(293)
Core income tax (expenses) recoveries, CER adjustment ⁽¹⁾	-	-	(2)	-	-		(2)
Core income tax (expenses) recoveries, CER basis	\$ (62)	\$ (109)	\$ (95)	\$ (59)	\$ 30	\$	(295)

⁽¹⁾ The impact of updating foreign exchange rates to that which was used in 3Q24.

⁽²⁾ Manulife Bank is part of Canada segment.

DOE Reconciliation – YTD 2024

(\$ millions, pre-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	YTD 2024					
	Asia	Canada	U.S.	Global WAM	Corporate and Other	Total
Net insurance service result reconciliation						
Total insurance service result - financial statements	\$ 1,615	\$ 990	\$ 614	\$ -	\$ 93	\$ 3,312
Less: Insurance service result attributed to:						
Items excluded from core earnings	(5)	(2)	203	-	-	196
NCI	83	-	-	-	-	83
Participating policyholders	150	64	-	-	-	214
Core net insurance service result	1,387	928	411	-	93	2,819
Core net insurance service result, CER adjustment ⁽¹⁾	9	-	1	-	1	11
Core net insurance service result, CER basis	\$ 1,396	\$ 928	\$ 412	\$ -	\$ 94	\$ 2,830
Total investment result reconciliation						
Total investment result per financial statements	\$ 969	\$ 1,177	\$ (587)	\$ (666)	\$ 1,069	\$ 1,962
Less: Reclassify Manulife Bank ⁽²⁾ and Global WAM to their own DOE lines	-	1,165	-	(666)	-	499
Add: Consolidation and other adjustments from Other DOE line	(1)	(1)	-	-	(458)	(460)
Less: Net investment result attributed to:						
Items excluded from core earnings	(156)	(482)	(1,793)	-	325	(2,106)
NCI	188	-	-	-	-	188
Participating policyholders	27	42	-	-	-	69
Core net investment result	909	451	1,206	-	286	2,852
Core net investment result, CER adjustment ⁽¹⁾	8	-	4	-	-	12
Core net investment result, CER basis	\$ 917	\$ 451	\$ 1,210	\$ -	\$ 286	\$ 2,864
Manulife Bank and Global WAM by DOE line reconciliation						
Manulife Bank and Global WAM net income attributed to shareholders	\$ -	\$ 182	\$ -	\$ 1,327	\$ -	\$ 1,509
Less: Manulife Bank and Global WAM attributed to:						
Items excluded from core earnings	-	7	-	(38)	-	(31)
Core earnings in Manulife Bank and Global WAM	-	175	-	1,365	-	1,540
Core earnings in Manulife Bank and Global WAM, CER adjustment ⁽¹⁾	-	-	-	2	-	2
Core earnings in Manulife Bank and Global WAM, CER basis	\$ -	\$ 175	\$ -	\$ 1,367	\$ -	\$ 1,542
Other reconciliation						
Other revenue per financial statements	\$ 76	\$ 222	\$ 92	\$ 5,434	\$ (239)	\$ 5,585
General expenses per financial statements	(218)	(451)	(94)	(2,366)	(402)	(3,531)
Commissions related to non-insurance contracts	(7)	(48)	6	(1,069)	28	(1,090)
Interest expenses per financial statements	(19)	(790)	(11)	(5)	(436)	(1,261)
Total financial statements values included in Other	(168)	(1,067)	(7)	1,994	(1,049)	(297)
Less: Reclassifications:						
Manulife Bank and Global WAM to their own DOE lines	-	(983)	-	1,994	-	1,011
Consolidation and other adjustments to net investment result DOE line	(1)	(1)	-	(1)	(458)	(461)
Less: Other attributed to:						
Items excluded from core earnings	40	2	22	(1)	100	163
NCI	(2)	-	-	2	-	-
Participating policyholders	(7)	(3)	-	-	-	(10)
Add: Participating policyholders' earnings transfer to shareholders	21	8	-	-	-	29
Other core earnings	(177)	(74)	(29)	-	(691)	(971)
Other core earnings, CER adjustment ⁽¹⁾	(1)	-	-	-	-	(1)
Other core earnings, CER basis	\$ (178)	\$ (74)	\$ (29)	\$ -	\$ (691)	\$ (972)
Income tax (expenses) recoveries reconciliation						
Income tax (expenses) recoveries per financial statements	\$ (304)	\$ (236)	\$ 12	\$ (113)	\$ (165)	\$ (806)
Less: Income tax (expenses) recoveries attributed to:						
Items excluded from core earnings	(30)	79	322	(3)	(162)	206
NCI	(46)	-	-	-	-	(46)
Participating policyholders	(32)	(13)	-	-	-	(45)
Core income tax (expenses) recoveries	(196)	(302)	(310)	(110)	(3)	(921)
Core income tax (expenses) recoveries, CER adjustment ⁽¹⁾	(1)	-	(2)	-	-	(3)
Core income tax (expenses) recoveries, CER basis	\$ (197)	\$ (302)	\$ (312)	\$ (110)	\$ (3)	\$ (924)

⁽¹⁾ The impact of updating foreign exchange rates to that which was used in 3Q24.

⁽²⁾ Manulife Bank is part of Canada segment.

DOE Reconciliation – YTD 2023

(\$ millions, pre-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	YTD 2023					
	Asia	Canada	U.S.	Global WAM	Corporate and Other	Total
Net insurance service result reconciliation						
Total insurance service result - financial statements	\$ 1,297	\$ 887	\$ 412	\$ -	\$ 145	\$ 2,741
Less: Insurance service result attributed to:						
Items excluded from core earnings	(130)	7	(76)	-	(1)	(200)
NCI	68	-	-	-	-	68
Participating policyholders	248	68	-	-	-	316
Core net insurance service result	1,111	812	488	-	146	2,557
Core net insurance service result, CER adjustment ⁽¹⁾	(4)	-	7	-	2	5
Core net insurance service result, CER basis	\$ 1,107	\$ 812	\$ 495	\$ -	\$ 148	\$ 2,562
Total investment result reconciliation						
Total investment result per financial statements	\$ 193	\$ 1,206	\$ 161	\$ (807)	\$ 1,132	\$ 1,885
Less: Reclassify Manulife Bank ⁽²⁾ and Global WAM to their own DOE lines	-	1,068	-	(807)	-	261
Add: Consolidation and other adjustments from Other DOE line	-	(23)	-	-	(395)	(418)
Less: Net investment result attributed to:						
Items excluded from core earnings	(558)	(354)	(937)	-	259	(1,590)
NCI	55	-	-	-	-	55
Participating policyholders	24	(7)	-	-	-	17
Core net investment result	672	476	1,098	-	478	2,724
Core net investment result, CER adjustment ⁽¹⁾	(13)	-	15	-	1	3
Core net investment result, CER basis	\$ 659	\$ 476	\$ 1,113	\$ -	\$ 479	\$ 2,727
Manulife Bank and Global WAM by DOE line reconciliation						
Manulife Bank and Global WAM net income attributed to shareholders	\$ -	\$ 179	\$ -	\$ 1,072	\$ -	\$ 1,251
Less: Manulife Bank and Global WAM attributed to:						
Items excluded from core earnings	-	(6)	-	(45)	-	(51)
Core earnings in Manulife Bank and Global WAM	-	185	-	1,117	-	1,302
Core earnings in Manulife Bank and Global WAM, CER adjustment ⁽¹⁾	-	-	-	8	-	8
Core earnings in Manulife Bank and Global WAM, CER basis	\$ -	\$ 185	\$ -	\$ 1,125	\$ -	\$ 1,310
Other reconciliation						
Other revenue per financial statements	\$ 83	\$ 197	\$ 71	\$ 5,021	\$ (345)	\$ 5,027
General expenses per financial statements	(161)	(378)	(128)	(2,138)	(345)	(3,150)
Commissions related to non-insurance contracts	(7)	(43)	2	(992)	30	(1,010)
Interest expenses per financial statements	(8)	(758)	(11)	(11)	(376)	(1,164)
Total financial statements values included in Other	(93)	(982)	(66)	1,880	(1,036)	(297)
Less: Reclassifications:						
Manulife Bank and Global WAM to their own DOE lines	-	(889)	-	1,879	-	990
Consolidation and other adjustments to net investment result DOE line	-	(23)	-	-	(395)	(418)
Less: Other attributed to:						
Items excluded from core earnings	19	(6)	(54)	-	6	(35)
NCI	6	-	-	1	-	7
Participating policyholders	2	(11)	-	-	-	(9)
Add: Participating policyholders' earnings transfer to shareholders	24	6	-	-	-	30
Other core earnings	(96)	(47)	(12)	-	(647)	(802)
Other core earnings, CER adjustment ⁽¹⁾	2	-	-	-	-	2
Other core earnings, CER basis	\$ (94)	\$ (47)	\$ (12)	\$ -	\$ (647)	\$ (800)
Income tax (expenses) recoveries reconciliation						
Income tax (expenses) recoveries per financial statements	\$ (331)	\$ (257)	\$ (66)	\$ (140)	\$ 271	\$ (523)
Less: Income tax (expenses) recoveries attributed to:						
Items excluded from core earnings	(83)	50	223	10	209	409
NCI	(25)	-	-	(1)	-	(26)
Participating policyholders	(20)	(16)	-	-	-	(36)
Core income tax (expenses) recoveries	(203)	(291)	(289)	(149)	62	(870)
Core income tax (expenses) recoveries, CER adjustment ⁽¹⁾	4	-	(4)	-	(1)	(1)
Core income tax (expenses) recoveries, CER basis	\$ (199)	\$ (291)	\$ (293)	\$ (149)	\$ 61	\$ (871)

⁽¹⁾ The impact of updating foreign exchange rates to that which was used in 3Q24.

⁽²⁾ Manulife Bank is part of Canada segment.

DOE Reconciliation – 2023

(\$ millions, pre-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	2023					
	Asia	Canada	U.S.	Global WAM	Corporate and Other	Total
Net insurance service result reconciliation						
Total insurance service result - financial statements	\$ 1,941	\$ 1,193	\$ 607	\$ -	\$ 236	\$ 3,977
Less: Insurance service result attributed to:						
Items excluded from core earnings	-	19	(55)	-	(3)	(39)
NCI	87	-	-	-	1	88
Participating policyholders	308	107	-	-	-	415
Core net insurance service result	1,546	1,067	662	-	238	3,513
Core net insurance service result, CER adjustment ⁽¹⁾	(3)	-	7	-	2	6
Core net insurance service result, CER basis	\$ 1,543	\$ 1,067	\$ 669	\$ -	\$ 240	\$ 3,519
Total investment result reconciliation						
Total investment result per financial statements	\$ 478	\$ 1,717	\$ 233	\$ (946)	\$ 1,476	\$ 2,958
Less: Reclassify Manulife Bank ⁽²⁾ and Global WAM to their own DOE lines	-	1,445	-	(946)	-	499
Add: Consolidation and other adjustments from Other DOE line	-	(20)	-	-	(557)	(577)
Less: Net investment result attributed to:						
Items excluded from core earnings	(605)	(345)	(1,296)	-	298	(1,948)
NCI	92	-	-	-	-	92
Participating policyholders	74	(17)	-	-	-	57
Core net investment result	917	614	1,529	-	621	3,681
Core net investment result, CER adjustment ⁽¹⁾	(13)	-	16	-	1	4
Core net investment result, CER basis	\$ 904	\$ 614	\$ 1,545	\$ -	\$ 622	\$ 3,685
Manulife Bank and Global WAM by DOE line reconciliation						
Manulife Bank and Global WAM net income attributed to shareholders	\$ -	\$ 251	\$ -	\$ 1,496	\$ -	\$ 1,747
Less: Manulife Bank and Global WAM attributed to:						
Items excluded from core earnings	-	2	-	(29)	-	(27)
Core earnings in Manulife Bank and Global WAM	-	249	-	1,525	-	1,774
Core earnings in Manulife Bank and Global WAM, CER adjustment ⁽¹⁾	-	-	-	8	-	8
Core earnings in Manulife Bank and Global WAM, CER basis	\$ -	\$ 249	\$ -	\$ 1,533	\$ -	\$ 1,782
Other reconciliation						
Other revenue per financial statements	\$ 67	\$ 272	\$ 79	\$ 6,709	\$ (381)	\$ 6,746
General expenses per financial statements	(220)	(514)	(156)	(2,931)	(509)	(4,330)
Commissions related to non-insurance contracts	(10)	(55)	3	(1,322)	39	(1,345)
Interest expenses per financial statements	(12)	(1,004)	(15)	(13)	(510)	(1,554)
Total financial statements values included in Other	(175)	(1,301)	(89)	2,443	(1,361)	(483)
Less: Reclassifications:						
Manulife Bank and Global WAM to their own DOE lines	-	(1,194)	-	2,443	-	1,249
Consolidation and other adjustments to net investment result DOE line	-	(20)	-	-	(557)	(577)
Less: Other attributed to:						
Items excluded from core earnings	(7)	(2)	(59)	(2)	85	15
NCI	4	-	-	2	-	6
Participating policyholders	(2)	(12)	-	-	-	(14)
Add: Participating policyholders' earnings transfer to shareholders	34	8	-	-	-	42
Other core earnings	(136)	(65)	(30)	-	(889)	(1,120)
Other core earnings, CER adjustment ⁽¹⁾	3	-	-	-	(1)	2
Other core earnings, CER basis	\$ (133)	\$ (65)	\$ (30)	\$ -	\$ (890)	\$ (1,118)
Income tax (expenses) recoveries reconciliation						
Income tax (expenses) recoveries per financial statements	\$ (440)	\$ (373)	\$ (112)	\$ (198)	\$ 278	\$ (845)
Less: Income tax (expenses) recoveries attributed to:						
Items excluded from core earnings	(89)	30	290	7	179	417
NCI	(42)	-	-	(1)	-	(43)
Participating policyholders	(30)	(25)	-	-	-	(55)
Core income tax (expenses) recoveries	(279)	(378)	(402)	(204)	99	(1,164)
Core income tax (expenses) recoveries, CER adjustment ⁽¹⁾	3	-	(4)	-	-	(1)
Core income tax (expenses) recoveries, CER basis	\$ (276)	\$ (378)	\$ (406)	\$ (204)	\$ 99	\$ (1,165)

⁽¹⁾ The impact of updating foreign exchange rates to that which was used in 3Q24.

⁽²⁾ Manulife Bank is part of Canada segment.

The contractual service margin (“CSM”) is a liability that represents future unearned profits on insurance contracts written. It is a component of our insurance and reinsurance contract liabilities on our Statement of Financial Position and includes amounts attributed to common shareholders, participating policyholders and NCI.

In 2023, we included amounts attributed to common shareholders, participating policyholders and NCI in our reporting of changes in the CSM. Effective January 1, 2024, we no longer include amounts related to NCI in this reporting, and prior year amounts have been restated. In addition, the new business CSM reconciliation has been adjusted to remove NCI information.

Changes in the CSM net of NCI are classified as organic and inorganic. **CSM growth** is the percentage change in the CSM net of NCI compared with a prior period on a constant exchange rate basis.

Changes in CSM net of NCI that are classified as organic include the following impacts:

- **Impact of new insurance business** (“impact of new business” or “new business CSM”) is the impact from insurance contracts initially recognized in the period and includes acquisition expense related gains (losses) which impact the CSM in the period. It excludes the impact from entering into new in-force reinsurance contracts which would generally be considered a management action.
- **Expected movement related to finance income or expenses** (“interest accretion”) includes interest accreted on the CSM net of NCI during the period and the expected change on VFA contracts if returns are as expected.
- **CSM recognized for service provided** (“CSM amortization”) is the portion of the CSM net of NCI that is recognized in net income for service provided in the period; and
- **Insurance experience gains (losses) and other** is primarily the change from experience variances that relate to future periods. This includes persistency experience and changes in future period cash flows caused by other current period experience.

Changes in CSM net of NCI that are classified as inorganic include:

- **Changes in actuarial methods and assumptions that adjust the CSM;**
- **Effect of movement in exchange rates** over the reporting period;
- **Impact of markets;** and
- **Reinsurance transactions, tax-related and other items** that reflects the impact related to future cash flows from items such as gains or losses on disposition of a business, the impact of enacted or substantively enacted income tax rate changes, material one-time only adjustments that are exceptional in nature and other amounts not specifically captured in the previous inorganic items.

Post-tax CSM is used in the definition of financial leverage ratio and consolidated capital and is calculated as the CSM adjusted for the marginal income tax rate in the jurisdictions that report a CSM balance. **Post-tax CSM net of NCI** is used in the adjusted book value per share calculation and is calculated as the CSM net of NCI adjusted for the marginal income tax rate in the jurisdictions that report this balance.

New business CSM growth is the percentage change in the new business CSM compared with a prior period on a constant exchange rate basis.

CSM and post-tax CSM information

(\$ millions pre-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

As at	Sept 30, 2024	Jun 30, 2024	Mar 31, 2024	Dec 31, 2023	Sept 30, 2023
CSM	\$ 22,213	\$ 21,760	\$ 22,075	\$ 21,301	\$ 18,149
Less: CSM for NCI	1,283	1,002	986	861	780
CSM, net of NCI	\$ 20,930	\$ 20,758	\$ 21,089	\$ 20,440	\$ 17,369
CER adjustment ⁽¹⁾	-	218	207	427	152
CSM, net of NCI, CER basis	\$ 20,930	\$ 20,976	\$ 21,296	\$ 20,867	\$ 17,521
CSM by segment					
Asia	\$ 14,715	\$ 13,456	\$ 13,208	\$ 12,617	\$ 10,030
Asia NCI	1,283	1,002	986	861	780
Canada	4,036	3,769	4,205	4,060	3,662
U.S.	2,171	3,522	3,649	3,738	3,651
Corporate and Other	8	11	27	25	26
CSM	\$ 22,213	\$ 21,760	\$ 22,075	\$ 21,301	\$ 18,149
CSM, CER adjustment⁽¹⁾					
Asia	\$ -	\$ 264	\$ 221	\$ 346	\$ 163
Asia NCI	-	28	33	35	33
Canada	-	-	-	-	-
U.S.	-	(47)	(14)	81	(12)
Corporate and Other	-	-	-	-	-
Total	\$ -	\$ 245	\$ 240	\$ 462	\$ 184
CSM, CER basis					
Asia	\$ 14,715	\$ 13,720	\$ 13,429	\$ 12,963	\$ 10,193
Asia NCI	1,283	1,030	1,019	896	813
Canada	4,036	3,769	4,205	4,060	3,662
U.S.	2,171	3,475	3,635	3,819	3,639
Corporate and Other	8	11	27	25	26
Total CSM, CER basis	\$ 22,213	\$ 22,005	\$ 22,315	\$ 21,763	\$ 18,333
Post-tax CSM					
CSM	\$ 22,213	\$ 21,760	\$ 22,075	\$ 21,301	\$ 18,149
Marginal tax rate on CSM	(2,488)	(2,576)	(2,650)	(2,798)	(2,474)
Post-tax CSM	\$ 19,725	\$ 19,184	\$ 19,425	\$ 18,503	\$ 15,675
CSM, net of NCI	\$ 20,930	\$ 20,758	\$ 21,089	\$ 20,440	\$ 17,369
Marginal tax rate on CSM net of NCI	(2,335)	(2,468)	(2,542)	(2,692)	(2,377)
Post-tax CSM net of NCI	\$ 18,595	\$ 18,290	\$ 18,547	\$ 17,748	\$ 14,992

⁽¹⁾ The impact of reflecting CSM and CSM net of NCI using the foreign exchange rates for the Statement of Financial Position in effect for 3Q24.

New business CSM⁽¹⁾ detail, CER basis

(\$ millions pre-tax, and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	Quarterly Results					YTD Results		Full Year Results
	3Q24	2Q24	1Q24	4Q23	3Q23	2024	2023	2023
New business CSM								
Hong Kong	\$ 254	\$ 200	\$ 168	\$ 199	\$ 167	\$ 622	\$ 477	\$ 676
Japan	86	90	48	42	29	224	84	126
Asia Other	253	188	275	173	206	716	574	747
International High Net Worth								231
Mainland China								138
Singapore								244
Vietnam								87
Other Emerging Markets								47
Asia	593	478	491	414	402	1,562	1,135	1,549
Canada	95	76	70	70	51	241	154	224
U.S.	71	74	97	142	54	242	252	394
Total new business CSM	\$ 759	\$ 628	\$ 658	\$ 626	\$ 507	\$ 2,045	\$ 1,541	\$ 2,167
New business CSM, CER adjustment^{(2),(3)}								
Hong Kong	\$ -	\$ -	\$ 1	\$ 1	\$ 3	\$ 1	\$ 7	\$ -
Japan	-	4	1	(1)	(1)	5	(5)	(8)
Asia Other	-	2	5	2	6	7	5	(5)
International High Net Worth								1
Mainland China								(1)
Singapore								-
Vietnam								(4)
Other Emerging Markets								(1)
Asia	-	6	7	2	8	13	7	(13)
Canada	-	-	-	-	1	-	-	-
U.S.	-	(1)	1	(1)	1	-	1	(1)
Total new business CSM	\$ -	\$ 5	\$ 8	\$ 1	\$ 10	\$ 13	\$ 8	\$ (14)
New business CSM, CER basis								
Hong Kong	\$ 254	\$ 200	\$ 169	\$ 200	\$ 170	\$ 623	\$ 484	\$ 676
Japan	86	94	49	41	28	229	79	118
Asia Other	253	190	280	175	212	723	579	742
International High Net Worth								232
Mainland China								137
Singapore								244
Vietnam								83
Other Emerging Markets								46
Asia	593	484	498	416	410	1,575	1,142	1,536
Canada	95	76	70	70	52	241	154	224
U.S.	71	73	98	141	55	242	253	393
Total new business CSM, CER basis	\$ 759	\$ 633	\$ 666	\$ 627	\$ 517	\$ 2,058	\$ 1,549	\$ 2,153

⁽¹⁾ New business CSM is net of NCI.

⁽²⁾ The impact of updating foreign exchange rates to that which was used in 3Q24.

⁽³⁾ New business CSM for Asia Other is reported by country annually, on a full year basis. Other Emerging Markets within Asia Other include Indonesia, the Philippines, Malaysia, Thailand, Cambodia and Myanmar.

Net income financial measures on a CER basis

(\$ Canadian millions, post-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	Quarterly Results					YTD Results		Full Year Results
	3Q24	2Q24	1Q24	4Q23	3Q23	2024	2023	2023
Net income (loss) attributed to shareholders:								
Asia	\$ 827	\$ 582	\$ 363	\$ 615	\$ 84	\$ 1,772	\$ 733	\$ 1,348
Canada	430	79	273	365	290	782	826	1,191
U.S.	5	135	(108)	198	72	32	441	639
Global WAM	498	350	365	365	318	1,213	932	1,297
Corporate and Other	79	(104)	(27)	116	249	(52)	512	628
Total net income (loss) attributed to shareholders	1,839	1,042	866	1,659	1,013	3,747	3,444	5,103
Preferred share dividends and other equity distributions	(56)	(99)	(55)	(99)	(54)	(210)	(204)	(303)
Common shareholders' net income (loss)	\$ 1,783	\$ 943	\$ 811	\$ 1,560	\$ 959	\$ 3,537	\$ 3,240	\$ 4,800
CER adjustment⁽¹⁾								
Asia	\$ -	\$ (10)	\$ 3	\$ 1	\$ -	\$ (7)	\$ 17	\$ 18
Canada	-	1	2	(5)	3	3	2	(3)
U.S.	-	(1)	5	(2)	-	4	13	11
Global WAM	-	(1)	3	-	4	2	8	8
Corporate and Other	-	(1)	-	-	(7)	(1)	(20)	(20)
Total net income (loss) attributed to shareholders	-	(12)	13	(6)	-	1	20	14
Preferred share dividends and other equity distributions	-	-	-	-	-	-	-	-
Common shareholders' net income (loss)	\$ -	\$ (12)	\$ 13	\$ (6)	\$ -	\$ 1	\$ 20	\$ 14
Net income (loss) attributed to shareholders, CER basis								
Asia	\$ 827	\$ 572	\$ 366	\$ 616	\$ 84	\$ 1,765	\$ 750	\$ 1,366
Canada	430	80	275	360	293	785	828	1,188
U.S.	5	134	(103)	196	72	36	454	650
Global WAM	498	349	368	365	322	1,215	940	1,305
Corporate and Other	79	(105)	(27)	116	242	(53)	492	608
Total net income (loss) attributed to shareholders, CER basis	1,839	1,030	879	1,653	1,013	3,748	3,464	5,117
Preferred share dividends and other equity distributions, CER basis	(56)	(99)	(55)	(99)	(54)	(210)	(204)	(303)
Common shareholders' net income (loss), CER basis	\$ 1,783	\$ 931	\$ 824	\$ 1,554	\$ 959	\$ 3,538	\$ 3,260	\$ 4,814
Asia net income attributed to shareholders, U.S. dollars								
Asia net income (loss) attributed to shareholders, US \$ ⁽²⁾	\$ 606	\$ 424	\$ 270	\$ 452	\$ 63	\$ 1,300	\$ 543	\$ 995
CER adjustment, US \$ ⁽¹⁾	-	(5)	(2)	(1)	(1)	(7)	6	5
Asia net income (loss) attributed to shareholders, U.S. \$, CER basis⁽¹⁾	\$ 606	\$ 419	\$ 268	\$ 451	\$ 62	\$ 1,293	\$ 549	\$ 1,000
Net income (loss) attributed to shareholders (pre-tax)								
Net income (loss) attributed to shareholders (post-tax)	\$ 1,839	\$ 1,042	\$ 866	\$ 1,659	\$ 1,013	\$ 3,747	\$ 3,444	\$ 5,103
Tax on net income attributed to shareholders	229	238	247	288	(67)	714	462	750
Net income (loss) attributed to shareholders (pre-tax)	2,068	1,280	1,113	1,947	946	4,461	3,906	5,853
CER adjustment ⁽¹⁾	-	5	9	2	5	14	21	22
Net income (loss) attributed to shareholders (pre-tax), CER basis	\$ 2,068	\$ 1,285	\$ 1,122	\$ 1,949	\$ 951	\$ 4,475	\$ 3,927	\$ 5,875

⁽¹⁾ The impact of updating foreign exchange rates to that which was used in 3Q24.

⁽²⁾ Asia net income attributed to shareholders (post-tax) in Canadian dollars is translated to U.S. dollars using the U.S. dollar Statement of Income rate for the respective reporting period.

AUMA is a financial measure of the size of the Company. It is comprised of AUM and AUA. AUM includes assets of the General Account, consisting of total invested assets and segregated funds net assets, and external client assets for which we provide investment management services, consisting of mutual fund, institutional asset management and other fund net assets. AUA are assets for which we provide administrative services only. Assets under management and administration is a common industry metric for wealth and asset management businesses.

Our Global WAM business also manages assets on behalf of other segments of the Company. **Global WAM-managed AUMA** is a financial measure equal to the sum of Global WAM's AUMA and assets managed by Global WAM on behalf of other segments. It is an important measure of the assets managed by Global WAM.

AUM and AUMA reconciliations

(Canadian \$ in millions, and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

As at	CAD \$						US \$ ⁽⁴⁾	
	September 30, 2024						September 30, 2024	
	Asia	Canada	U.S.	Global WAM	Corporate and Other	Total	Asia	U.S.
Total invested assets								
Manulife Bank net lending assets	\$ -	\$ 26,371	\$ -	\$ -	\$ -	\$ 26,371	\$ -	\$ -
Derivative reclassification ⁽¹⁾	-	-	-	-	2,420	2,420	-	-
Invested assets excluding above items	160,377	81,874	134,164	9,464	14,482	400,361	118,748	99,311
Total	160,377	108,245	134,164	9,464	16,902	429,152	118,748	99,311
Segregated funds net assets								
Segregated funds net assets - Institutional	-	-	-	3,289	-	3,289	-	-
Segregated funds net assets - Other ⁽²⁾	28,163	37,902	74,916	278,759	(50)	419,690	20,852	55,454
Total	28,163	37,902	74,916	282,048	(50)	422,979	20,852	55,454
AUM per financial statements	188,540	146,147	209,080	291,512	16,852	852,131	139,600	154,765
Mutual funds	-	-	-	321,210	-	321,210	-	-
Institutional asset management ⁽³⁾	-	-	-	148,386	-	148,386	-	-
Other funds	-	-	-	18,131	-	18,131	-	-
Total AUM	188,540	146,147	209,080	779,239	16,852	1,339,858	139,600	154,765
Assets under administration	-	-	-	211,617	-	211,617	-	-
Total AUMA	\$ 188,540	\$ 146,147	\$ 209,080	\$ 990,856	\$ 16,852	\$ 1,551,475	\$ 139,600	\$ 154,765
Total AUMA, US \$⁽⁴⁾						\$ 1,148,433		
Total AUMA	\$ 188,540	\$ 146,147	\$ 209,080	\$ 990,856	\$ 16,852	\$ 1,551,475		
CER adjustment ⁽⁵⁾	-	-	-	-	-	-		
Total AUMA, CER basis	\$ 188,540	\$ 146,147	\$ 209,080	\$ 990,856	\$ 16,852	\$ 1,551,475		
Global WAM Managed AUMA								
Global WAM AUMA				\$ 990,856				
AUM managed by Global WAM for Manulife's other segments				220,309				
Total				\$ 1,211,165				

⁽¹⁾ Corporate and Other amount is related to net derivative assets reclassified from total invested assets to other lines on the Statement of Financial Position.

⁽²⁾ Corporate and Other segregated funds net assets represent elimination of amounts held by the Company.

⁽³⁾ Institutional asset management excludes Institutional segregated funds net assets.

⁽⁴⁾ US \$ AUMA is calculated as total AUMA in Canadian \$ divided by the US \$ exchange rate in effect at the end of the quarter.

⁽⁵⁾ The impact of updating foreign exchange rates to that which was used in 3Q24.

AUM and AUMA reconciliations

(Canadian \$ in millions, and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

As at	CAD \$						US \$ ⁽⁴⁾	
	June 30, 2024						June 30, 2024	
	Asia	Canada	U.S.	Global WAM	Corporate and Other	Total	Asia	U.S.
Total invested assets								
Manulife Bank net lending assets	\$ -	\$ 26,045	\$ -	\$ -	\$ -	\$ 26,045	\$ -	\$ -
Derivative reclassification ⁽¹⁾	-	-	-	-	5,546	5,546	-	-
Invested assets excluding above items	148,153	77,422	130,453	8,989	14,011	379,028	108,216	95,335
Total	148,153	103,467	130,453	8,989	19,557	410,619	108,216	95,335
Segregated funds net assets								
Segregated funds net assets - Institutional	-	-	-	3,380	-	3,380	-	-
Segregated funds net assets - Other ⁽²⁾	26,468	36,595	72,950	266,759	(46)	402,726	19,333	53,313
Total	26,468	36,595	72,950	270,139	(46)	406,106	19,333	53,313
AUM per financial statements	174,621	140,062	203,403	279,128	19,511	816,725	127,549	148,648
Mutual funds	-	-	-	304,214	-	304,214	-	-
Institutional asset management ⁽³⁾	-	-	-	142,314	-	142,314	-	-
Other funds	-	-	-	17,202	-	17,202	-	-
Total AUM	174,621	140,062	203,403	742,858	19,511	1,280,455	127,549	148,648
Assets under administration	-	-	-	201,064	-	201,064	-	-
Total AUMA	\$ 174,621	\$ 140,062	\$ 203,403	\$ 943,922	\$ 19,511	\$ 1,481,519	\$ 127,549	\$ 148,648
Total AUMA, US \$⁽⁴⁾						\$ 1,082,705		
Total AUMA	\$ 174,621	\$ 140,062	\$ 203,403	\$ 943,922	\$ 19,511	\$ 1,481,519		
CER adjustment ⁽⁵⁾	2,954	-	(2,543)	(4,852)	-	(4,441)		
Total AUMA, CER basis	\$ 177,575	\$ 140,062	\$ 200,860	\$ 939,070	\$ 19,511	\$ 1,477,078		
Global WAM Managed AUMA								
Global WAM AUMA				\$ 943,922				
AUM managed by Global WAM for Manulife's other segments				211,773				
Total				\$ 1,155,695				

Note: For footnotes (1) to (5), refer to the "AUM and AUMA reconciliation" table as at September 30, 2024 above.

AUM and AUMA reconciliations

(Canadian \$ in millions, and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

As at	CAD \$						US \$ ⁽⁴⁾	
	March 31, 2024						March 31, 2024	
	Asia	Canada	U.S.	Global WAM	Corporate and Other	Total	Asia	U.S.
Total invested assets								
Manulife Bank net lending assets	\$ -	\$ 25,420	\$ -	\$ -	\$ -	\$ 25,420	\$ -	\$ -
Derivative reclassification ⁽¹⁾	-	-	-	-	5,114	5,114	-	-
Invested assets excluding above items	144,720	84,075	129,896	8,133	13,318	380,142	106,881	95,988
Total	144,720	109,495	129,896	8,133	18,432	410,676	106,881	95,988
Segregated funds net assets								
Segregated funds net assets - Institutional	-	-	-	3,334	-	3,334	-	-
Segregated funds net assets - Other ⁽²⁾	26,203	37,218	72,547	262,854	(47)	398,775	19,360	53,609
Total	26,203	37,218	72,547	266,188	(47)	402,109	19,360	53,609
AUM per financial statements	170,923	146,713	202,443	274,321	18,385	812,785	126,241	149,597
Mutual funds	-	-	-	300,178	-	300,178	-	-
Institutional asset management ⁽³⁾	-	-	-	121,263	-	121,263	-	-
Other funds	-	-	-	16,981	-	16,981	-	-
Total AUM	170,923	146,713	202,443	712,743	18,385	1,251,207	126,241	149,597
Assets under administration	-	-	-	198,698	-	198,698	-	-
Total AUMA	\$ 170,923	\$ 146,713	\$ 202,443	\$ 911,441	\$ 18,385	\$ 1,449,905	\$ 126,241	\$ 149,597
Total AUMA, US \$⁽⁴⁾						\$ 1,071,424		
Total AUMA	\$ 170,923	\$ 146,713	\$ 202,443	\$ 911,441	\$ 18,385	\$ 1,449,905		
CER adjustment ⁽⁵⁾	3,372	-	(292)	1,434	-	4,514		
Total AUMA, CER basis	\$ 174,295	\$ 146,713	\$ 202,151	\$ 912,875	\$ 18,385	\$ 1,454,419		
Global WAM Managed AUMA								
Global WAM AUMA				\$ 911,441				
AUM managed by Global WAM for Manulife's other segments				211,528				
Total				\$ 1,122,969				

Note: For footnotes (1) to (5), refer to the "AUM and AUMA reconciliation" table as at September 30, 2024 above.

AUM and AUMA reconciliations

(Canadian \$ in millions, and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

As at	CAD \$						US \$ ⁽⁴⁾	
	December 31, 2023						December 31, 2023	
	Asia	Canada	U.S.	Global WAM	Corporate and Other	Total	Asia	U.S.
Total invested assets								
Manulife Bank net lending assets	\$ -	\$ 25,321	\$ -	\$ -	\$ -	\$ 25,321	\$ -	\$ -
Derivative reclassification ⁽¹⁾	-	-	-	-	3,201	3,201	-	-
Invested assets excluding above items	144,433	86,135	133,959	7,090	17,071	388,688	109,533	101,592
Total	144,433	111,456	133,959	7,090	20,272	417,210	109,533	101,592
Segregated funds net assets								
Segregated funds net assets - Institutional	-	-	-	3,328	-	3,328	-	-
Segregated funds net assets - Other ⁽²⁾	24,854	36,085	68,585	244,738	(46)	374,216	18,846	52,014
Total	24,854	36,085	68,585	248,066	(46)	377,544	18,846	52,014
AUM per financial statements	169,287	147,541	202,544	255,156	20,226	794,754	128,379	153,606
Mutual funds	-	-	-	277,365	-	277,365	-	-
Institutional asset management ⁽³⁾	-	-	-	119,161	-	119,161	-	-
Other funds	-	-	-	15,435	-	15,435	-	-
Total AUM	169,287	147,541	202,544	667,117	20,226	1,206,715	128,379	153,606
Assets under administration	-	-	-	182,046	-	182,046	-	-
Total AUMA	\$ 169,287	\$ 147,541	\$ 202,544	\$ 849,163	\$ 20,226	\$ 1,388,761	\$ 128,379	\$ 153,606
Total AUMA, US \$⁽⁴⁾						\$ 1,053,209		
Total AUMA	\$ 169,287	\$ 147,541	\$ 202,544	\$ 849,163	\$ 20,226	\$ 1,388,761		
CER adjustment ⁽⁵⁾	4,932	-	4,964	15,522	-	25,418		
Total AUMA, CER basis	\$ 174,219	\$ 147,541	\$ 207,508	\$ 864,685	\$ 20,226	\$ 1,414,179		
Global WAM Managed AUMA								
Global WAM AUMA				\$ 849,163				
AUM managed by Global WAM for Manulife's other segments				205,814				
Total				\$ 1,054,977				

Note: For footnotes (1) to (5), refer to the "AUM and AUMA reconciliation" table as at September 30, 2024 above.

AUM and AUMA reconciliations

(Canadian \$ in millions, and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

As at	CAD \$						US \$ ⁽⁴⁾	
	September 30, 2023						September 30, 2023	
	Asia	Canada	U.S.	Global WAM	Corporate and Other	Total	Asia	U.S.
Total invested assets								
Manulife Bank net lending assets	\$ -	\$ 25,123	\$ -	\$ -	\$ -	\$ 25,123	\$ -	\$ -
Derivative reclassification ⁽¹⁾	-	-	-	-	8,141	8,141	-	-
Invested assets excluding above items	135,820	78,377	128,790	6,723	15,762	365,472	100,438	95,259
Total	135,820	103,500	128,790	6,723	23,903	398,736	100,438	95,259
Segregated funds net assets								
Segregated funds net assets - Institutional	-	-	-	3,477	-	3,477	-	-
Segregated funds net assets - Other ⁽²⁾	23,769	34,448	64,796	230,469	(47)	353,435	17,587	47,926
Total	23,769	34,448	64,796	233,946	(47)	356,912	17,587	47,926
AUM per financial statements	159,589	137,948	193,586	240,669	23,856	755,648	118,025	143,185
Mutual funds	-	-	-	266,069	-	266,069	-	-
Institutional asset management ⁽³⁾	-	-	-	111,754	-	111,754	-	-
Other funds	-	-	-	14,359	-	14,359	-	-
Total AUM	159,589	137,948	193,586	632,851	23,856	1,147,830	118,025	143,185
Assets under administration	-	-	-	173,897	-	173,897	-	-
Total AUMA	\$ 159,589	\$ 137,948	\$ 193,586	\$ 806,748	\$ 23,856	\$ 1,321,727	\$ 118,025	\$ 143,185
Total AUMA, US \$⁽⁴⁾						\$ 977,609		
Total AUMA	\$ 159,589	\$ 137,948	\$ 193,586	\$ 806,748	\$ 23,856	\$ 1,321,727		
CER adjustment ⁽⁵⁾	3,435	-	(129)	1,819	-	5,125		
Total AUMA, CER basis	\$ 163,024	\$ 137,948	\$ 193,457	\$ 808,567	\$ 23,856	\$ 1,326,852		
Global WAM Managed AUMA								
Global WAM AUMA				\$ 806,748				
AUM managed by Global WAM for Manulife's other segments				201,407				
Total				\$ 1,008,155				

Note: For footnotes (1) to (5), refer to the "AUM and AUMA reconciliation" table as at September 30, 2024 above.

Global WAM AUMA and Managed AUMA by business line and geographic source

(\$ millions, and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

As at	Sept 30, 2024	Jun 30, 2024	Mar 31, 2024	Dec 31, 2023	Sept 30, 2023
Global WAM AUMA by business line					
Retirement	\$ 501,173	\$ 477,740	\$ 467,579	\$ 431,601	\$ 410,433
Retail	335,570	318,269	316,406	292,629	278,372
Institutional asset management	154,113	147,913	127,456	124,933	117,943
Total	\$ 990,856	\$ 943,922	\$ 911,441	\$ 849,163	\$ 806,748
Global WAM AUMA by business line, CER basis⁽¹⁾					
Retirement	\$ 501,173	\$ 473,238	\$ 467,167	\$ 439,917	\$ 410,329
Retail	335,570	317,075	317,048	297,611	279,119
Institutional asset management	154,113	148,757	128,660	127,157	119,119
Total	\$ 990,856	\$ 939,070	\$ 912,875	\$ 864,685	\$ 808,567
Global WAM AUMA by geographic source					
Asia	\$ 137,040	\$ 128,791	\$ 122,354	\$ 115,523	\$ 113,642
Canada	255,281	242,781	243,678	233,351	219,518
U.S.	598,535	572,350	545,409	500,289	473,588
Total	\$ 990,856	\$ 943,922	\$ 911,441	\$ 849,163	\$ 806,748
Global WAM AUMA by geographic source, CER basis⁽¹⁾					
Asia	\$ 137,040	\$ 131,194	\$ 124,708	\$ 118,764	\$ 115,821
Canada	255,281	242,781	243,678	233,351	219,518
U.S.	598,535	565,095	544,489	512,570	473,228
Total	\$ 990,856	\$ 939,070	\$ 912,875	\$ 864,685	\$ 808,567
Global WAM Managed AUMA by business line					
Retirement	\$ 501,173	\$ 477,740	\$ 467,579	\$ 431,601	\$ 410,433
Retail	416,425	396,457	395,755	368,843	351,384
Institutional asset management	293,567	281,498	259,635	254,533	246,338
Total	\$ 1,211,165	\$ 1,155,695	\$ 1,122,969	\$ 1,054,977	\$ 1,008,155
Global WAM Managed AUMA by business line, CER basis⁽¹⁾					
Retirement	\$ 501,173	\$ 473,238	\$ 467,167	\$ 439,917	\$ 410,329
Retail	416,425	394,584	396,265	374,938	352,064
Institutional asset management	293,567	280,907	260,649	259,443	247,430
Total	\$ 1,211,165	\$ 1,148,729	\$ 1,124,081	\$ 1,074,298	\$ 1,009,823
Global WAM Managed AUMA by geographic source					
Asia	\$ 219,344	\$ 205,776	\$ 198,464	\$ 191,238	\$ 188,098
Canada	307,051	292,698	294,591	282,487	266,935
U.S.	684,770	657,221	629,914	581,252	553,122
Total	\$ 1,211,165	\$ 1,155,695	\$ 1,122,969	\$ 1,054,977	\$ 1,008,155
Global WAM Managed AUMA by geographic source, CER basis⁽¹⁾					
Asia	\$ 219,344	\$ 207,188	\$ 200,684	\$ 196,335	\$ 190,225
Canada	307,051	292,698	294,591	282,487	266,935
U.S.	684,770	648,843	628,806	595,476	552,663
Total	\$ 1,211,165	\$ 1,148,729	\$ 1,124,081	\$ 1,074,298	\$ 1,009,823

⁽¹⁾ AUMA adjusted to reflect the foreign exchange rates for the Statement of Financial Position in effect for 3Q24.

Average assets under management and administration (“average AUMA”) is the average of Global WAM’s AUMA during the reporting period. It is a measure used in analyzing and explaining fee income and earnings of our Global WAM segment. It is calculated as the average of the opening balance of AUMA and the ending balance of AUMA using daily balances where available and month-end or quarter-end averages when daily averages are unavailable. Similarly, Global WAM **average managed AUMA and average AUA** are the average of Global WAM’s managed AUMA and AUA, respectively, and are calculated in a manner consistent with average AUMA.

Manulife Bank net lending assets is a financial measure equal to the sum of Manulife Bank's loans and mortgages, net of allowances. **Manulife Bank average net lending assets** is a financial measure which is calculated as the quarter-end average of the opening and the ending balance of net lending assets. Both of these financial measures are a measure of the size of Manulife Bank's portfolio of loans and mortgages and are used to analyze and explain its earnings.

As at (\$ millions)	Sept 30, 2024	Jun 30, 2024	Mar 31, 2024	Dec 31, 2023	Sept 30, 2023
Mortgages	\$ 54,083	\$ 53,031	\$ 52,605	\$ 52,421	\$ 51,012
Less: mortgages not held by Manulife Bank	29,995	29,324	29,568	29,536	28,402
Total mortgages held by Manulife Bank	24,088	23,707	23,037	22,885	22,610
Loans to Bank clients	2,283	2,338	2,383	2,436	2,513
Manulife Bank net lending assets	\$ 26,371	\$ 26,045	\$ 25,420	\$ 25,321	\$ 25,123
Manulife Bank average net lending assets					
Beginning of period	\$ 26,045	\$ 25,420	\$ 25,321	\$ 25,123	\$ 25,003
End of period	26,371	26,045	25,420	25,321	25,123
Manulife Bank average net lending assets by quarter	\$ 26,208	\$ 25,733	\$ 25,371	\$ 25,222	\$ 25,063
Manulife Bank average net lending assets – Year-to-date	\$ 25,846				\$ 24,951
Manulife Bank average net lending assets – full year				\$ 25,050	

Financial leverage ratio is a debt-to-equity ratio. The ratio is calculated as the sum of long-term debt, capital instruments and preferred shares and other equity instruments divided by the sum of long-term debt, capital instruments, equity and post-tax CSM.

Adjusted book value is the sum of common shareholders' equity and post-tax CSM net of NCI. It is an important measure for monitoring growth and measuring insurance businesses' value. **Adjusted book value per common share** is calculated by dividing adjusted book value by the number of common shares outstanding at the end of the period.

As at (\$ millions)	Sept 30, 2024	Jun 30, 2024	Mar 31, 2024	Dec 31, 2023	Sept 30, 2023
Common shareholders' equity	\$ 42,913	\$ 42,305	\$ 41,590	\$ 40,379	\$ 40,747
Post-tax CSM, net of NCI	18,595	18,290	18,547	17,748	14,992
Adjusted book value	\$ 61,508	\$ 60,595	\$ 60,137	\$ 58,127	\$ 55,739

Consolidated capital serves as a foundation of our capital management activities at the MFC level. Consolidated capital is calculated as the sum of: (i) total equity excluding accumulated other comprehensive income ("AOCI") on cash flow hedges; (ii) post-tax CSM; and (iii) certain other capital instruments that qualify as regulatory capital. For regulatory reporting purposes under the LICAT framework, the numbers are further adjusted for various additions or deductions to capital as mandated by the guidelines defined by OSFI.

As at (\$ millions)	Sept 30, 2024	Jun 30, 2024	Mar 31, 2024	Dec 31, 2023	Sept 30, 2023
Total equity	\$ 51,639	\$ 50,756	\$ 49,892	\$ 48,727	\$ 49,035
Less: AOCI gain/(loss) on cash flow hedges	70	95	70	26	47
Total equity excluding AOCI on cash flow hedges	51,569	50,661	49,822	48,701	48,988
Post-tax CSM	19,725	19,184	19,425	18,503	15,675
Qualifying capital instruments	6,997	7,714	7,196	6,667	6,702
Consolidated capital	\$ 78,291	\$ 77,559	\$ 76,443	\$ 73,871	\$ 71,365

Core EBITDA is a financial measure which Manulife uses to better understand the long-term earnings capacity and valuation of our Global WAM business on a basis more comparable to how the profitability of global asset managers are generally measured. Core EBITDA presents core earnings before the impact of interest, taxes, depreciation, and amortization. Core EBITDA excludes certain acquisition expenses related to insurance contracts in our retirement businesses which are deferred and amortized over the expected lifetime of the customer relationship. Core EBITDA was selected as a key performance indicator for our Global WAM business, as EBITDA is widely used among asset management peers, and core earnings is a primary profitability metric for the Company overall.

Reconciliation of Global WAM core earnings to core EBITDA and Global WAM core EBITDA by business line and geographic source

(\$ millions, pre-tax and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)

	Quarterly Results					YTD Results		Full Year Results
	3Q24	2Q24	1Q24	4Q23	3Q23	2024	2023	2023
Global WAM core earnings (post-tax)	\$ 499	\$ 399	\$ 357	\$ 353	\$ 361	\$ 1,255	\$ 968	\$ 1,321
Add back taxes, acquisition costs, other expenses and deferred sales commissions								
Core income tax (expenses) recoveries (see above)	6	46	58	55	59	110	149	204
Amortization of deferred acquisition costs and other depreciation	48	49	42	45	41	139	121	166
Amortization of deferred sales commissions	19	19	20	21	19	58	59	80
Core EBITDA	\$ 572	\$ 513	\$ 477	\$ 474	\$ 480	\$ 1,562	\$ 1,297	\$ 1,771
CER adjustment ⁽¹⁾	-	(2)	4	(1)	5	2	10	9
Core EBITDA, CER basis	\$ 572	\$ 511	\$ 481	\$ 473	\$ 485	\$ 1,564	\$ 1,307	\$ 1,780
Core EBITDA by business line								
Retirement	\$ 320	\$ 284	\$ 265	\$ 265	\$ 242	\$ 869	\$ 692	\$ 957
Retail	200	181	178	175	190	559	529	704
Institutional asset management	52	48	34	34	48	134	76	110
Total	\$ 572	\$ 513	\$ 477	\$ 474	\$ 480	\$ 1,562	\$ 1,297	\$ 1,771
Core EBITDA by geographic source								
Asia	\$ 157	\$ 144	\$ 139	\$ 135	\$ 132	\$ 440	\$ 370	\$ 505
Canada	157	133	139	152	146	429	430	582
U.S.	258	236	199	187	202	693	497	684
Total	\$ 572	\$ 513	\$ 477	\$ 474	\$ 480	\$ 1,562	\$ 1,297	\$ 1,771
Core EBITDA by business line, CER basis⁽²⁾								
Retirement	\$ 320	\$ 283	\$ 267	\$ 265	\$ 245	\$ 870	\$ 699	\$ 964
Retail	200	181	179	175	191	560	531	706
Institutional asset management	52	47	35	33	49	134	77	110
Total, CER basis	\$ 572	\$ 511	\$ 481	\$ 473	\$ 485	\$ 1,564	\$ 1,307	\$ 1,780
Core EBITDA by geographic source, CER basis⁽²⁾								
Asia	\$ 157	\$ 143	\$ 141	\$ 135	\$ 134	\$ 441	\$ 373	\$ 508
Canada	157	133	139	152	146	429	430	582
U.S.	258	235	201	186	205	694	504	690
Total, CER basis	\$ 572	\$ 511	\$ 481	\$ 473	\$ 485	\$ 1,564	\$ 1,307	\$ 1,780

⁽¹⁾ The impact of updating foreign exchange rates to that which was used in 3Q24.

⁽²⁾ Core EBITDA adjusted to reflect the foreign exchange rates for the Statement of Income in effect for 3Q24.

Core EBITDA margin is a financial measure which Manulife uses to better understand the long-term profitability of our Global WAM business on a more comparable basis to how profitability of global asset managers are measured. Core EBITDA margin presents core earnings before the impact of interest, taxes, depreciation, and amortization divided by core revenue from these businesses. **Core revenue** is used to calculate our core EBITDA margin, and is equal to the sum of pre-tax other revenue and investment income in Global WAM included in core EBITDA, and it excludes such items as revenue related to integration and acquisitions and market experience gains (losses). Core EBITDA margin was selected as a key performance indicator for our Global WAM business, as EBITDA margin is widely used among asset management peers, and core earnings is a primary profitability metric for the Company overall.

(\$ millions, unless otherwise stated)	Quarterly Results					YTD Results		Full Year Results
	3Q24	2Q24	1Q24	4Q23	3Q23	2024	2023	2023
Core EBITDA margin								
Core EBITDA	\$ 572	\$ 513	\$ 477	\$ 474	\$ 480	\$ 1,562	\$ 1,297	\$ 1,771
Core revenue	\$ 2,055	\$ 1,948	\$ 1,873	\$ 1,842	\$ 1,783	\$ 5,876	\$ 5,261	\$ 7,103
Core EBITDA margin	27.8%	26.3%	25.5%	25.7%	26.9%	26.6%	24.7%	24.9%
Global WAM core revenue								
Other revenue per financial statements	\$ 1,928	\$ 1,849	\$ 1,808	\$ 1,719	\$ 1,645	\$ 5,585	\$ 5,027	\$ 6,746
Less: Other revenue in segments other than Global WAM	53	40	58	31	(64)	151	6	37
Other revenue in Global WAM (fee income)	\$ 1,875	\$ 1,809	\$ 1,750	\$ 1,688	\$ 1,709	\$ 5,434	\$ 5,021	\$ 6,709
Investment income per financial statements	\$ 4,487	\$ 4,261	\$ 4,251	\$ 4,497	\$ 4,028	\$ 12,999	\$ 11,683	\$ 16,180
Realized and unrealized gains (losses) on assets supporting insurance and investment contract liabilities per financial statements	1,730	564	538	2,674	(2,430)	2,832	464	3,138
Total investment income	6,217	4,825	4,789	7,171	1,598	15,831	12,147	19,318
Less: Investment income in segments other than Global WAM	5,991	4,687	4,649	6,941	1,578	15,327	11,945	18,886
Investment income in Global WAM	\$ 226	\$ 138	\$ 140	\$ 230	\$ 20	\$ 504	\$ 202	\$ 432
Total other revenue and investment income in Global WAM	\$ 2,101	\$ 1,947	\$ 1,890	\$ 1,918	\$ 1,729	\$ 5,938	\$ 5,223	\$ 7,141
Less: Total revenue reported in items excluded from core earnings								
Market experience gains (losses)	33	(9)	8	63	(54)	32	(35)	28
Revenue related to integration and acquisitions	13	8	9	13	-	30	(3)	10
Global WAM core revenue	\$ 2,055	\$ 1,948	\$ 1,873	\$ 1,842	\$ 1,783	\$ 5,876	\$ 5,261	\$ 7,103

Core expenses is used to calculate our expense efficiency ratio and is equal to total expenses that are included in core earnings and excludes such items as material legal provisions for settlements, restructuring charges and expenses related to integration and acquisitions. **Total expenses** include the following amounts from our financial statements:

1. General expenses that flow directly through income;
2. Directly attributable maintenance expenses, which are reported in insurance service expenses and flow directly through income; and
3. Directly attributable acquisition expenses for contracts measured using the PAA method and for other products without a CSM, both of which are reported in insurance service expenses, and flow directly through income.

(\$ millions, and based on actual foreign exchange rates in effect in the applicable reporting period, unless otherwise stated)	Quarterly Results					YTD Results		Full Year Results
	3Q24	2Q24	1Q24	4Q23	3Q23	2024	2023	2023
Core expenses								
General expenses - Statements of Income	\$ 1,204	\$ 1,225	\$ 1,102	\$ 1,180	\$ 1,042	\$ 3,531	\$ 3,150	\$ 4,330
Directly attributable acquisition expense for contracts measured using the PAA method and for other products without a CSM ⁽¹⁾	36	39	38	42	37	113	105	147
Directly attributable maintenance expense ⁽¹⁾	509	509	539	565	544	1,557	1,640	2,205
Total expenses	1,749	1,773	1,679	1,787	1,623	5,201	4,895	6,682
Less: General expenses included in items excluded from core earnings								
Restructuring charge	25	-	-	46	-	25	-	46
Integration and acquisition	-	57	-	8	-	57	-	8
Legal provisions and Other expenses	8	3	6	8	1	17	70	78
Total	33	60	6	62	1	99	70	132
Core expenses	\$ 1,716	\$ 1,713	\$ 1,673	\$ 1,725	\$ 1,622	\$ 5,102	\$ 4,825	\$ 6,550
CER adjustment ⁽²⁾	-	1	11	2	12	12	19	21
Core expenses, CER basis	\$ 1,716	\$ 1,714	\$ 1,684	\$ 1,727	\$ 1,634	\$ 5,114	\$ 4,844	\$ 6,571
Total expenses	\$ 1,749	\$ 1,773	\$ 1,679	\$ 1,787	\$ 1,623	\$ 5,201	\$ 4,895	\$ 6,682
CER adjustment ⁽²⁾	-	1	11	2	12	12	19	21
Total expenses, CER basis	\$ 1,749	\$ 1,774	\$ 1,690	\$ 1,789	\$ 1,635	\$ 5,213	\$ 4,914	\$ 6,703

⁽¹⁾ Expenses are components of insurance service expenses on the Statements of Income that flow directly through income.

⁽²⁾ The impact of updating foreign exchange rates to that which was used in 3Q24.

Expense efficiency ratio is a financial measure which Manulife uses to measure progress towards our target to be more efficient. It is defined as core expenses divided by the sum of core earnings before income taxes (“pre-tax core earnings”) and core expenses.

Embedded value (“EV”) is a measure of the present value of shareholders’ interests in the expected future distributable earnings on in-force business reflected in the Consolidated Statements of Financial Position of Manulife, excluding any value associated with future new business.

With the adoption of IFRS 17 “Insurance Contracts”, the calculation of EV has changed for periods beginning after 2022 as follows:

- Canadian businesses, the International High Net Worth business, as well as business ceded to an affiliate reinsurer, reflect IFRS 17 earnings and LICAT required capital, instead of IFRS 4 earnings and LICAT required capital;
- U.S. businesses reflects local statutory earnings (NAIC) and capital requirements (RBC), instead of IFRS 4 earnings and LICAT required capital; and
- Asian businesses remained on local statutory bases.

EV for periods after December 31, 2022 is calculated as the sum of the adjusted net worth and the value of in-force business calculated as at December 31. The adjusted net worth is the IFRS shareholders’ equity adjusted for goodwill and intangible assets, fair value of surplus assets, the fair value of debt, preferred shares, and other equity, and local statutory balance sheet, regulatory reserve, and capital for our U.S. and Asian businesses. The value of in-force business in Canada and the International High Net Worth business and business ceded to an affiliate reinsurer is the present value of expected future IFRS earnings, on an IFRS 17 basis, on in-force business less the present value of the cost of holding capital to support the in-force business under the LICAT framework. The value of the remaining in-force business in the U.S. and Asia reflects local statutory earnings and capital requirements. The value of in-force business excludes Global WAM, Bank or P&C Reinsurance businesses.

Net annualized fee income yield on average AUMA (“Net fee income yield”) is a financial measure that represents the net annualized fee income from Global WAM channels over average AUMA. This measure provides information on Global WAM’s adjusted return generated from managing AUMA.

Net annualized fee income is a financial measure that represents Global WAM income before income taxes, adjusted to exclude items unrelated to net fee income, including general expenses, investment income, non-AUMA related net benefits and claims, and net premium taxes. It also excludes the components of Global WAM net fee income from managing assets on behalf of other segments. This measure is annualized based on the number of days in the year divided by the number of days in the reporting period.

Reconciliation of income before income taxes to net fee income yield

(\$ millions, unless otherwise stated)	Quarterly Results					YTD Results		Full Year Results
	3Q24	2Q24	1Q24	4Q23	3Q23	2024	2023	2023
Income before income taxes	\$ 2,341	\$ 1,384	\$ 1,252	\$ 2,123	\$ 1,174	\$ 4,977	\$ 4,329	\$ 6,452
Less: Income before income taxes for segments other than Global WAM	1,822	1,001	826	1,699	808	3,649	3,256	4,955
Global WAM income before income taxes	519	383	426	424	366	1,328	1,073	1,497
Items unrelated to net fee income	677	771	665	648	717	2,113	2,067	2,715
Global WAM net fee income	1,196	1,154	1,091	1,072	1,083	3,441	3,140	4,212
Less: Net fee income from other segments	169	169	155	174	171	493	449	623
Global WAM net fee income excluding net fee income from other segments	1,027	985	936	898	912	2,948	2,691	3,589
Net annualized fee income	\$ 4,084	\$ 3,963	\$ 3,765	\$ 3,563	\$ 3,618	\$ 3,941	\$ 3,598	\$ 3,589
Average Assets under Management and Administration	\$ 963,003	\$ 933,061	\$ 879,837	\$ 816,706	\$ 813,157	\$ 923,914	\$ 812,341	\$ 812,662
Net fee income yield (bps)	42.4	42.5	42.8	43.6	44.5	42.7	44.3	44.2

New business value (“NBV”) is the change in embedded value as a result of sales in the reporting period. NBV is calculated as the present value of shareholders’ interests in expected future distributable earnings, after the cost of capital calculated under the LICAT framework in Canada and the International High Net Worth business, and the local capital requirements in Asia and the U.S., on actual new business sold in the period using assumptions that are consistent with the assumptions used in the calculation of embedded value. NBV excludes businesses with immaterial insurance risks, such as the Company’s Global WAM, Manulife Bank and the P&C Reinsurance businesses. NBV is a useful metric to evaluate the value created by the Company’s new business franchise.

New business value margin (“NBV margin”) is calculated as NBV divided by APE sales excluding NCI. APE sales are calculated as 100% of regular premiums and deposits sales and 10% of single premiums and deposits sales. NBV margin is a useful metric to help understand the profitability of our new business.

Sales are measured according to product type:

For individual insurance, sales include 100% of new annualized premiums and 10% of both excess and single premiums. For individual insurance, new annualized premiums reflect the annualized premium expected in the first year of a policy that requires premium payments for more than one year. Single premium is the lump sum premium from the sale of a single premium product, e.g. travel insurance. Sales are reported gross before the impact of reinsurance.

For group insurance, sales include new annualized premiums and administrative services only premium equivalents on new cases, as well as the addition of new coverages and amendments to contracts, excluding rate increases.

Insurance-based wealth accumulation product sales include all new deposits into variable and fixed annuity contracts. As we discontinued sales of new variable annuity contracts in the U.S. in the first quarter of 2013, subsequent deposits into existing U.S. variable annuity contracts are not reported as sales. Asia variable annuity deposits are included in APE sales.

APE sales are comprised of 100% of regular premiums and deposits and 10% of excess and single premiums and deposits for both insurance and insurance-based wealth accumulation products.

Gross flows is a new business measure presented for our Global WAM business and includes all deposits into mutual funds, group pension/retirement savings products, private wealth and institutional asset management products. Gross flows is a common industry metric for WAM businesses as it provides a measure of how successful the businesses are at attracting assets.

Net flows is presented for our Global WAM business and includes gross flows less redemptions for mutual funds, group pension/retirement savings products, private wealth and institutional asset management products. In addition, net flows include the net flows of exchange traded funds and non-proprietary products sold by Manulife Securities. Net flows is a common industry metric for WAM businesses as it provides a measure of how successful the businesses are at attracting and retaining assets. When net flows are positive, they are referred to as net inflows. Conversely, negative net flows are referred to as net outflows.

Remittances is defined as the cash remitted or made available for distribution to Manulife Financial Corporation from its subsidiaries. It is a key metric used by management to evaluate our financial flexibility.

E4 Caution regarding forward-looking statements

From time to time, MFC makes written and/or oral forward-looking statements, including in this document. In addition, our representatives may make forward-looking statements orally to analysts, investors, the media and others. 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.

The forward-looking statements in this document include, but are not limited to, statements about our ability to achieve our medium-term financial and operating targets, our strategic priorities and targets, planned share buybacks, the impact of changes in tax laws, the probability and impact of LICAT scenario switches, and strategic and products risks and also relate to, among other things, our 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 “endeavour” (or the negative thereof) and words and expressions of similar import, and include statements concerning possible or assumed future results. Although we believe 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, inflation rates, currency rates, investment losses and defaults, market liquidity and creditworthiness of guarantors, reinsurers and counterparties); the ongoing prevalence of COVID-19, including any variants, as well as actions that have been, or may be taken by governmental authorities in response to COVID-19, including the impacts of any variants; 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 obtain premium rate increases on in-force policies; 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; unforeseen liabilities or asset impairments arising from acquisitions and dispositions of businesses; the realization of losses arising from the sale of investments classified as FVOCI; 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; geopolitical uncertainty, including international conflicts; acquisitions and our ability to complete acquisitions including the availability of equity and debt financing for this purpose; the disruption of or changes to key elements of the Company's or public infrastructure systems; environmental concerns, including climate change; our ability to protect our intellectual property and exposure to claims of infringement; and our inability to withdraw cash from subsidiaries and the fact that the amount and timing of any future common share repurchases will depend on the earnings, cash requirements and financial condition of Manulife, market conditions, capital requirements (including under LICAT capital standards), common share issuance requirements, applicable law and regulations (including Canadian and U.S. securities laws and Canadian insurance company regulations), and other factors deemed relevant by Manulife, and may be subject to regulatory approval or conditions.

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 document under "Risk Management and Risk Factors Update" and "Critical Actuarial and Accounting Policies", under "Risk Management and Risk Factors" and "Critical Actuarial and Accounting Policies" in the Management's Discussion and Analysis in our most recent annual report and, in the "Risk Management" note to the consolidated financial statements in our most recent annual and interim reports and elsewhere in our filings with Canadian and U.S. securities regulators.

The forward-looking statements in this document are, unless otherwise indicated, stated as of the date hereof 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. We do not undertake to update any forward-looking statements, except as required by law.

E5 Quarterly financial information

The following table provides summary information related to our eight most recently completed quarters. With the adoption of IFRS 17 and IFRS 9 "Financial Instruments" on January 1, 2023, we have restated 2022 quarterly information using the new standards.

As at and for the three months ended (\$ millions, except per share amounts or otherwise stated)	Sept 30, 2024	Jun 30, 2024	Mar 31, 2024	Dec 31, 2023	Sept 30, 2023	Jun 30, 2023	Mar 31, 2023	Dec 31, 2022
Revenue								
Insurance revenue	\$ 6,746	\$ 6,515	\$ 6,497	\$ 6,414	\$ 6,215	\$ 5,580	\$ 5,763	\$ 6,128
Net investment result	5,912	4,512	4,493	6,784	1,265	4,819	5,153	1,440
Other revenue	1,928	1,849	1,808	1,719	1,645	1,691	1,691	1,671
Total revenue	\$ 14,586	\$ 12,876	\$ 12,798	\$ 14,917	\$ 9,125	\$ 12,090	\$ 12,607	\$ 9,239
Income (loss) before income taxes	\$ 2,341	\$ 1,384	\$ 1,252	\$ 2,123	\$ 1,174	\$ 1,436	\$ 1,719	\$ 697
Income tax (expenses) recoveries	(274)	(252)	(280)	(322)	51	(265)	(309)	226
Net income (loss)	\$ 2,067	\$ 1,132	\$ 972	\$ 1,801	\$ 1,225	\$ 1,171	\$ 1,410	\$ 923
Net income (loss) attributed to shareholders	\$ 1,839	\$ 1,042	\$ 866	\$ 1,659	\$ 1,013	\$ 1,025	\$ 1,406	\$ 915
Basic earnings (loss) per common share	\$ 1.01	\$ 0.53	\$ 0.45	\$ 0.86	\$ 0.53	\$ 0.50	\$ 0.73	\$ 0.43
Diluted earnings (loss) per common share	\$ 1.00	\$ 0.52	\$ 0.45	\$ 0.86	\$ 0.52	\$ 0.50	\$ 0.73	\$ 0.43
Segregated funds deposits	\$ 11,545	\$ 11,324	\$ 12,206	\$ 10,361	\$ 10,172	\$ 10,147	\$ 11,479	\$ 10,165
Total assets (in billions)	\$ 953	\$ 915	\$ 907	\$ 876	\$ 836	\$ 851	\$ 862	\$ 834
Weighted average common shares (in millions)	1,774	1,793	1,805	1,810	1,826	1,842	1,858	1,878
Diluted weighted average common shares (in millions)	1,780	1,799	1,810	1,814	1,829	1,846	1,862	1,881
Dividends per common share	\$ 0.400	\$ 0.400	\$ 0.400	\$ 0.365	\$ 0.365	\$ 0.365	\$ 0.365	\$ 0.330
CDN\$ to US\$1 - Statement of Financial Position	1.3510	1.3684	1.3533	1.3186	1.3520	1.3233	1.3534	1.3549
CDN\$ to US\$1 - Statement of Income	1.3639	1.3682	1.3485	1.3612	1.3411	1.3430	1.3524	1.3575

E6 Revenue

Revenue (\$ millions, unaudited)	Quarterly Results			YTD Results	
	3Q24	2Q24	3Q23	2024	2023
Insurance revenue	\$ 6,746	\$ 6,515	\$ 6,215	\$ 19,758	\$ 17,558
Net investment income	5,912	4,512	1,265	14,917	11,237
Other revenue	1,928	1,849	1,645	5,585	5,027
Total revenue	\$ 14,586	\$ 12,876	\$ 9,125	\$ 40,260	\$ 33,822
Asia	\$ 3,314	\$ 3,814	\$ 1,547	\$ 10,714	\$ 8,424
Canada	4,365	3,037	2,446	10,942	9,130
U.S.	4,531	4,002	3,478	12,224	10,756
Global Wealth and Asset Management	1,775	1,633	1,382	4,960	4,264
Corporate and Other	601	390	272	1,420	1,248
Total revenue	\$ 14,586	\$ 12,876	\$ 9,125	\$ 40,260	\$ 33,822

Total revenue was \$14.6 billion in 3Q24 compared with \$9.1 billion in 3Q23 due to an increase in net investment income, insurance revenue and other revenue.

By segment, the increase in revenue reflected a higher net investment income in all segments, higher insurance revenue in the Asia, the U.S and Canada, and higher other revenue in Global WAM and Corporate and Other, partially offset by Asia.

On a year-to-date basis, total revenue was \$40.3 billion in 2024 compared with \$33.8 billion in 2023 due to an increase in net investment income, insurance revenue and other revenue.

By segment, the increase in year-to-date revenue reflected higher net investment income in all segments, higher insurance revenue in the U.S, Canada and Asia, and higher other revenue in Global WAM.

E7 Other

No changes were made in our internal control over financial reporting during the three months ended September 30, 2024, that have materially affected or are reasonably likely to materially affect our internal control over financial reporting.

As in prior quarters, MFC's Audit Committee has reviewed this MD&A and the unaudited interim financial report and MFC's Board of Directors approved this MD&A prior to its release.