

TRS

Tax &
Retirement
Services



REGISTERED RETIREMENT INCOME

THE FACTS



EVERYTHING YOU SHOULD KNOW ABOUT YOUR RETIREMENT INCOME OPTIONS

MAKE THE CHOICE THAT'S RIGHT FOR YOU

Turning your Registered Retirement Savings Plan, or RRSP, into retirement income is a major financial decision. Canadians have been allowed to save for retirement on a registered (tax-sheltered) basis for many years and many will accumulate a substantial sum of money.

Canadians must convert their RRSPs and locked-in RRSPs into a form of income by the end of the year in which they turn 71 years of age. This life event presents a number of options, which are discussed in this booklet.

Making the choice that's right for you is an important life decision. With all the changes that retirement brings, you need to make the best use of your RRSP savings to enjoy your retirement to its fullest.

THE PURPOSE OF THIS BOOKLET

This booklet reviews the retirement income options available to you and allows you to explore in some detail those you find most appealing. We recommend you consult your advisor before finalizing your decision. By considering your long term goals and all sources of future income – including pension money and non-registered sources – your RRSP money can be used to ensure a comfortable, enjoyable retirement.

Several references are made in this booklet to a "spouse". Any references to a spouse should also be considered to include a common-law partner.

We hope this booklet answers many of your questions about your retirement income options. To discuss the particulars of your personal plan, simply contact your advisor.

REGISTERED RETIREMENT INCOME – THE FACTS

Registered Retirement Income – The Facts is distributed on the understanding that Manulife Investments is not engaged in rendering legal, accounting or other professional advice. If legal or other expert assistance is required, the services of a competent professional should be sought.

REGISTERED RETIREMENT INCOME IS TAXABLE

It is important to remember in your retirement planning that all income received from a registered annuity, RRIF, LIF, LRIF, PRIF, or RLIF is taxable in the year you receive it.

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Choosing the option that's right for you

CHOICES, CHOICES, CHOICES

When it comes to converting your RRSP into income, there are more options available to Canadians today than ever before. Depending on your preferences and goals, you can choose just one option or a combination. Some of today's options are flexible so if your financial needs change, you can select new options that best meet your changing needs.

This section contains a brief description of your retirement income choices. A more detailed description of each option is provided later in this booklet.

CASH

A straightforward option is to convert your RRSP money into cash. If you choose this option, you should be aware that any amounts received from your RRSP will be considered income in the year you receive it.

This means you will pay tax on the cash sum you receive from your RRSP. Before choosing this option, we recommend you consult an advisor.

ANNUITY

The oldest, and likely the best-known option is the annuity. An annuity can provide you with regular income for the rest of your life or for a certain number of years. The different types of annuity options are listed later in this booklet.

REGISTERED RETIREMENT INCOME FUND (RRIF)

A RRIF is a flexible income option that allows you to:

- Manage your investment mix according to your personal preferences
- Set up payment amounts and frequency to suit your individual needs
- Withdraw extra cash as you need it

LIFE INCOME FUND (LIF)

A LIF allows the transfer of locked-in funds from a pension plan when you terminate employment, or from a locked-in RRSP or a Locked-in Retirement Account (LIRA) to a retirement product that is essentially as flexible as the RRIF. A LIF can offer investment and payout flexibility with a set minimum and maximum each year.

In Newfoundland & Labrador and Saskatchewan, any remaining LIF funds must be used to purchase a life annuity at age 80. In all other provinces except Prince Edward Island, the LIF can continue until the individual dies. In some jurisdictions, 100 per cent of the LIF balance can be cashed out at age 90 (Federal, Ontario, New Brunswick) or at age 85 (Alberta).

Because Prince Edward Island does not currently have pension legislation only the RRIF option is available.

LIF – ONTARIO

Ontario introduced a new Life Income Fund (“New LIF”) in 2008. The New LIF can be acquired with funds from an Old LIF, a Locked-in Retirement Income Fund (LRIF), a LIRA, or the commuted value of a Registered Pension Plan (RPP) (subject to the terms of the pension plan).

Within 60 days of transferring locked-in funds into a New LIF, there is a one-time opportunity allowing up to 25 per cent of the value of the transferred funds to be taken in cash or transferred to a regular RRSP or RRIF.

With the introduction of the New LIF, an Old LIF or LRIF will no longer be available for purchase however existing contracts can continue or the funds can be transferred to a New LIF. The owner of an Old LIF is no longer required to purchase an annuity at age 80.

LIF – ALBERTA

Prior to converting to a LIF, 50 per cent of the value of the locked-in funds can be taken in cash or transferred to a regular RRSP or RRIF.

LRIF – MANITOBA AND NEWFOUNDLAND & LABRADOR

Under the laws of Manitoba and Newfoundland & Labrador, funds in a locked-in RRSP, LIRA or a pension plan can be used to purchase a Locked-in Retirement Income Fund, or LRIF. An LRIF is similar to a LIF, except the maximum income is calculated differently.

An LRIF can last for as long as the owner is living. You are not required to purchase an annuity upon reaching a certain age.

LIF, LRIF AND PRESCRIBED RRIF (PRIF) – SASKATCHEWAN

In Saskatchewan, pension legislation no longer provides for a LIF/LRIF if the assets are coming from a pension plan or LIRA, although a new LIF can be opened to accept funds from an existing LIF and a new LRIF can be opened to accept funds from an existing LRIF.

Instead of LIFs and LRIFs, Saskatchewan introduced a PRIF in 2002. A PRIF can accept monies coming from a pension plan, LIRA, LIF or LRIF and has no restrictions with respect to the amount of money that can be withdrawn.

PRIF – MANITOBA

In Manitoba, LIF and LRIF holders, age 55 or older, have the option to make a one-time transfer to a PRIF equal to no more than 50 per cent of the total value of their LIFs and LRIFs. The 50 per cent transferred to the PRIF has no restrictions with respect to the amount of money that can be withdrawn.

RESTRICTED LIFE INCOME FUND (RLIF) – FEDERAL

If you worked for a federally regulated organization (e.g. involved in transportation, communication, atomic energy, flour feed & seed mills, banking), your pension, Locked-in RRSP or LIF will be governed by federal pension legislation.

Starting in 2008, holders of a federally governed Locked-in RRSP or LIF who are age 55 or older can transfer their locked-in funds to a RLIF. An RLIF is similar to a regular LIF but, within 60 days of opening the RLIF, there is a one-time opportunity to transfer 50 per cent of the total value to a regular RRSP or RRIF.

Retirement income options

THE CASH OPTION

CHOOSE THIS OPTION CAREFULLY

As mentioned earlier in this booklet, a straightforward option to converting your RRSP is to turn it into cash. A word of caution if you choose this option – any amount received from your RRSP must be included in your income, in the year you receive it. This means paying tax on the whole sum withdrawn.

Before you choose this option, we recommend you consult an advisor.

THE ANNUITY OPTION

WHAT IS AN ANNUITY?

An annuity is a fixed annual allowance provided by an investment. An annuity can provide a guaranteed regular income for the rest of your life or for a specified number of years.

The amount of income provided through an annuity is generally determined at the time of purchase, and will depend on:

- The amount of money deposited
- The current interest rate
- Your age
- Your sex
- The number of years for which the company promises to make payments

You decide how often you wish to receive payments (ranging from monthly to annually) and if you want your payments indexed to help offset inflation.

TYPES OF ANNUITIES

Life annuities

Life annuities, offered only by life insurance companies, guarantee income payments to you (the annuitant) for the duration of your life. Some life annuities provide retirement income to a second annuitant. The two types of life annuities are:

- **Single Life Annuity** – payments are guaranteed for your lifetime. You can select a minimum guaranteed payment period that will provide a death benefit to your beneficiary if you die before the end of the guarantee period
- **Joint and Survivor Life Annuity** – guarantees an income for the lifetimes of you and your spouse. This type of annuity can also have a minimum guaranteed payment period to provide a death benefit in the event that both annuitants (i.e. you and your spouse) die before the end of the guarantee period. If you are purchasing an annuity with locked-in pension funds and you have a spouse, you are required to purchase a joint and survivor life annuity. You may purchase a single life annuity only if your spouse consents in writing

Fixed Term (Term Certain) Annuities

A term certain annuity can be offered by life insurers as well as other financial institutions. This type of annuity pays the annuitant an amount (payment) for a specified period of time, as chosen at the time of purchase. When the last payment has been made, the contract expires and no further payments are made. If the annuitant dies before payments are scheduled to end, payments will continue to a designated beneficiary until the specified period has expired.

Legislation requires a term certain annuity funded by RRSP money must continue until the time you or your spouse reach age 90. At that time, the payments will stop.

The biggest difference between the life annuity and the term certain annuity is the length of time income is provided.

Deferred annuities

A deferred annuity is just as its name suggests. You can purchase an annuity now and your income payments can be deferred to a specific date in the future. For registered funds, the annuity must be purchased by the end of the year you turn 71, and income payments must start by the end of the year you turn 72. You are also required to take a full year's worth of payments in this first year. A potential advantage exists in locking-in a current interest rate to provide additional income some time in the future.

THE RRIF OPTION

WHAT IS A RRIF?

A Registered Retirement Income Fund, or RRIF, is a registered account that allows you to continue the investments held in your RRSP on a tax-sheltered basis, while paying you an income for as long as you choose or as long as there is money available in the plan.

A RRIF can be flexible in providing your retirement income, and just like an RRSP, you can own more than one RRIF at a time.

RRIF INVESTMENT OPTIONS

Different types of RRIF plans offer different investment options.

A Daily Interest Account is a temporary account that usually pays daily interest at a low variable rate. You can access your money at any time without penalty or you can invest it for longer terms when you feel interest rates are more acceptable.

With a Guaranteed Interest Contract (GIC) your investment term can usually range from one to thirty years. You pick the length of term and your money earns that guaranteed interest rate over the term specified. At the end of that term, you can choose to reinvest for a term that suits your needs. Some RRSPs allow you to transfer assets from existing terms intact, giving you flexibility to convert to a RRIF.

Another option is investment funds. Your RRIF can hold segregated or mutual funds where the performance is tied to the underlying investments held in the fund. These are typically based on the stock and/or bond markets, and returns will fluctuate with the market's performance.



You could select a self-directed RRIF, where you can hold a combination of assets in your RRIF. Your advisor can provide you with more details on this type of account.

INCOME PAYMENTS

Most RRIFs give you a choice of monthly, quarterly, semi-annual or annual payments. As well, a variety of income payment choices are available including:

- **Minimum payment** – the legislated RRIF minimum for that year
- **Earned interest payment** – the greater of the interest the plan earns each year and the legislated minimum payment
- **Level amount** – a consistent payment amount at the interval you choose as long as it is not less than the legislated minimum
- **Indexed amount** – you choose the index – e.g. 2 per cent, 3 per cent or more per year, as long as the payment is not less than the legislated minimum

Extra cash withdrawals may be made as you require them, depending on the terms of your plan. However, charges may apply.

Whatever option you choose, you should remember that any payment received from your RRIF is fully taxable and must be included in your income in the year you receive it.

RRIF MINIMUM CALCULATION

Each year, beginning the year after you open your RRIF, you must begin receiving a minimum amount of income as determined by the Canada Revenue Agency (CRA). This minimum depends on the value of your RRIF at the beginning of the year and your age.

For owners under the age of 71, the minimum formula works like this:

Value of your RRIF at the beginning of the year (January 1)
90 – your age or your spouse’s age on January 1*

*Before any payments are received out of the RRIF, you may elect to use your spouse’s age for calculating the minimum amounts.

Example: If you are 65 years old at the beginning of the year and your plan is worth \$100,000, your minimum payment for that year would be \$4,000 calculated as follows:

\$100,000
90 – 65
\$100,000
25
= \$4,000 (or 4 per cent of your balance)

USING YOUR SPOUSE’S AGE

You can choose to use your spouse’s age for calculating the RRIF minimum. You may want to do this if your spouse is younger and you do not wish to take as much from the RRIF as would be required for your age. In order to use your spouse’s age, you must elect this before any payments are received out of the RRIF. And, it’s important to note once this election is made, it cannot be changed – even if your spouse dies.

NO PAYMENTS REQUIRED IN THE FIRST YEAR

You do not have to take a payment to fulfill your RRIF minimum until the year after you open a RRIF because your RRIF did not have a value on January 1 of its first year. If you open a RRIF in 2009, for example, no income payments are required until 2010.

MINIMUMS WHEN TRANSFERRING A RRIF TO A DIFFERENT RRIF

If you transfer your RRIF to a new RRIF in the middle of the year, the surrendering RRIF is required to either hold back enough funds to pay any remaining yearly minimum to you or to make a lump-sum payment to you to satisfy the minimum requirement.

RRIF OWNERS 71 OR OLDER MINIMUM FORMULA

For RRIF owners 71 or older, legislation passed in 1992 changed the RRIF minimum formula so that, after age 70, the yearly minimum is calculated as a percentage of the value on January 1, as shown in the following table.

RRIF Minimum Percentage

Age* at January 1	Minimum % factor	Age* at January 1	Minimum % factor
65	4.00	80	8.75
66	4.17	81	8.99
67	4.35	82	9.27
68	4.55	83	9.58
69	4.76	84	9.93
70	5.00	85	10.33
71	7.38	86	10.79
72	7.48	87	11.33
73	7.59	88	11.96
74	7.71	89	12.71
75	7.85	90	13.62
76	7.99	91	14.73
77	8.15	92	16.12
78	8.33	93	17.92
79	8.53	94 & over	20.00

*Your age or your spouse’s age



WITHHOLDING TAX FOR CANADIAN RESIDENTS

Any amount you receive from a RRIF is taxable, and must be included in your income in the year you receive it. In addition, when payments exceed the RRIF minimum, by law, tax is withheld on the excess amount. This tax is taken directly from your RRIF payment and remitted to CRA on your behalf.

In the first calendar year the RRIF is issued, the RRIF minimum is nil. Since no minimum payment is received in the first year, CRA considers any payment to be an “excess payment”. This means that tax is deducted on all amounts paid to you in the first calendar year. When you complete your tax return each year, deduct the amount of tax withheld from your RRIF from the total amount you owe.

WITHHOLDING TAX FOR FOREIGN RESIDENTS

When payouts are made from a RRIF in Canada to a foreign resident, there is a legal requirement to deduct tax from both the RRIF minimum amount and any amount paid out in excess of the RRIF minimum.

DEATH BENEFIT

If you have a spouse at the time of your death, your RRIF plan may allow your spouse to become the annuitant (owner) under the RRIF. Payments would then continue to your spouse. Otherwise, the RRIF must be collapsed and the value of the RRIF must be paid to the named beneficiary or to your estate. In this case, the full value of the plan would be considered income and would be taxable to your estate in the year of death. There are exceptions if the beneficiary is:

- Your spouse
- A financially dependent child or grandchild who is less than 18 years of age
- A child or grandchild dependent because of physical or mental infirmity

TRANSFERS FROM RRIF TO RRIF

If your contract allows, you can transfer all or part of your RRIF to another type of RRIF at any time. You may also choose to transfer money to any type of annuity, ensuring either a guaranteed income for a specified term or a guaranteed income for life. Charges may apply on some transfers. If you transfer your RRIF to another carrier, other conditions may apply. For more information see the earlier section, “Minimums when transferring a RRIF to a different RRIF”.



SPOUSAL RRIFs

A Spousal RRIF is set up from a Spousal RRSP. A Spousal RRSP is a plan where you make the contributions to the RRSP, but your spouse is the annuitant (owner).

The main benefit is to achieve some tax savings through income splitting, assuming your spouse's income is lower. Any payments paid to your spouse will be taxed at a lower marginal rate.

Any amounts paid to your spouse in excess of the RRIF minimum for the year will be included in your income that year, rather than your spouse's (up to the amount of your contributions to a spousal RRSP in the current or two preceding years).

Note: This attribution rule does not apply if you and your spouse are living separately (due to marriage breakdown) when the amounts are withdrawn or if the spousal RRSP is used to purchase an annuity.

THE LIF OPTION

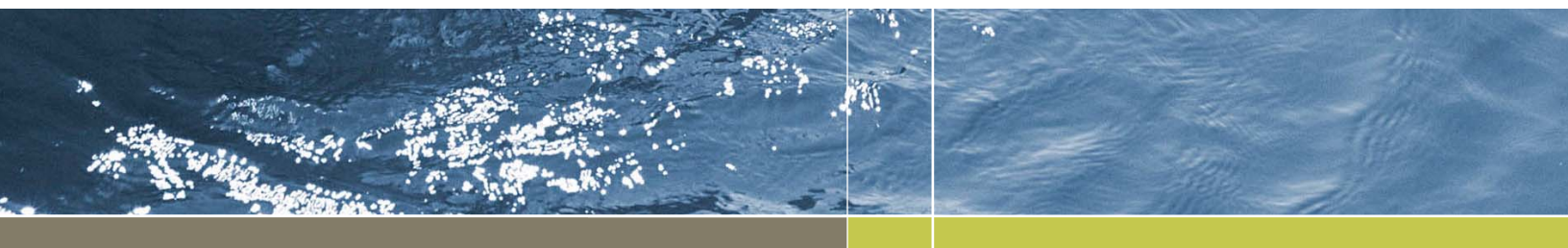
WHAT IS A LIF?

A LIF is a retirement income option available in most provinces for a locked-in RRSP, a LIRA and pension money. In Newfoundland & Labrador and Saskatchewan, you have to purchase a Joint and Survivor Annuity before the end of the year you turn 80.

DIFFERENCES FROM A RRIF

A LIF works much the same as a RRIF, except for the following differences:

- A LIF can only be purchased with locked-in pension funds
- A LIF has a legislated maximum and minimum income payment. A RRIF has only a minimum
- In Newfoundland & Labrador and Saskatchewan, a LIF must be collapsed by the end of the year in which you turn 80 and the proceeds must be used to purchase a life annuity. A RRIF can continue indefinitely



INCOME PAYMENT OPTIONS

LIF payments can occur monthly, quarterly, semi-annually or annually. A variety of payment options are available including:

- **LIF minimum payment** – the legislated RRIF minimum for that year
- **Earned interest payment** – the greater of the interest the plan earns each year and the legislated minimum payment. This cannot exceed the legislated maximum
- **Level amount** – a consistent payment amount at the interval you choose, as long as it falls between the legislated minimum and maximum
- **Indexed amount** – you choose the index, e.g. 2 per cent, 3 per cent or more per year, as long as the payment meets the legislated minimum and does not exceed the legislated maximum
- **LIF maximum payment** – see below

LIF MINIMUMS AND MAXIMUMS

The total of all payments received each year must fall between the LIF minimum and maximum. The LIF minimum works like the RRIF minimum (described in the RRIF Options section). The LIF maximum is calculated each year beginning with the initial year of the plan. Total payments from the LIF cannot exceed this amount.

Depending on how long the plan has been open, the maximum is pro-rated in the initial year of the LIF (Alberta, Ontario, Newfoundland & Labrador and federally regulated plans). For example, if the plan was opened in July, the owner would be entitled to receive one-half of the LIF maximum in that year. In Quebec, New Brunswick, Nova Scotia, Manitoba and British Columbia, a full year's maximum can be withdrawn regardless of when the LIF was opened.

Maximums vary by jurisdiction and are based on a formula established by the federal or provincial pension legislation that governs the pension plan. The formula produces a LIF maximum income percentage chart each year based on your age on January 1.

To calculate your maximum payment in all provinces except British Columbia, Ontario and Alberta, take the LIF maximum income percentage based on your age on January 1, and multiply by the value of your plan on this date. This is done yearly, based on the previous year's November CANSIM rate. The CANSIM rate is set monthly by the Government of Canada, based on that month's average rate for long-term Government of Canada bonds. In British Columbia, Ontario and Alberta, the maximum payment is the better of the above LIF calculation or the investment returns for the preceding year.



WITHHOLDING TAX

For information about withholding tax for Canadian and foreign residents, see the Withholding Tax section (page 10) of this booklet. The same provisions apply to a LIF.

TRANSFERS

A LIF can only be transferred to:

- Another LIF
- An LRIF (Newfoundland & Labrador, Manitoba)
- A PRIF (Manitoba and Saskatchewan)
- A RLIF (Federal)
- A LIRA or locked-in RRSP if before December 31 of the year you turn 71
- A pension plan
- A Joint and Survivor annuity, if you have a spouse
- A Single Life Annuity, if you have no spouse or receive your spouse's consent

MAXIMUMS WHEN TRANSFERRING A LIF TO A DIFFERENT CARRIER

If you transfer your LIF to a different carrier in the middle of the year, ensure you withdraw all the funds you will require for the year (up to the maximum). By law, the new carrier cannot make any payments to you until the next calendar year.

DEATH BENEFIT

If you have a LIF at the time of your death, the death benefit must be paid to your spouse. Your LIF may also allow your spouse to become the annuitant and continue to receive payments.

If you do not have a spouse at the time of your death, the LIF will be paid to the named beneficiary or to your estate. Pension legislation differs in each province. In some provinces, the death benefit payment to your spouse may have to remain locked-in.



THE LRIF OPTION

LRIF – MANITOBA AND NEWFOUNDLAND & LABRADOR

If you have pension money governed under the laws of Manitoba and Newfoundland & Labrador, you have another option called a Locked-in Retirement Income Fund, or LRIF.

An LRIF is similar to a LIF in that it can only be purchased with locked-in pension money.

There are a couple of differences between the two:

- LRIF maximum payments are calculated differently than LIF maximums. The maximum is essentially limited to the investment income earned in the prior year
- LRIF plans never have to be converted to an annuity. You can hold an LRIF for as long as you live

A word of caution – because the LRIF maximum is based on investment earnings, there will only be a gap between the minimum and maximum when the investment returns are greater than the RRIF minimum. Although this can be achievable in the earlier years (for example, the RRIF minimum at age 70 is 5 per cent), it becomes more difficult as the age of the LRIF holder increases. In years where LRIF earnings are lower than the RRIF minimum, the withdrawal is restricted to the minimum amount.



THE PRIF OPTION

PRIF – SASKATCHEWAN

If you have pension money governed under the laws of Saskatchewan, your only options are a PRIF or the purchase of a life annuity.

A PRIF is similar to a LIF or LRIF in that it can only be purchased with locked-in pension money or a LIRA.

- With consent of your spouse, a PRIF can be purchased at age 55, or earlier if the rules of the pension plan allow the retirement income at an earlier age
- A PRIF does not have any restrictions as to the amount of money that can be withdrawn. In this way, it is the same as a RRIF

PRIF – MANITOBA

In Manitoba, a one-time transfer of up to 50 per cent of LIF and LRIF funds can be made to a PRIF. Applicants should therefore decide if they want to transfer assets from one or more of their LIFs and LRIFs and make appropriate arrangements with all affected financial institutions at the same time.

- There is no limit on maximum annual payments and the owner may withdraw part or all of their funds at any time

- Owners must be at least 55 years old in order to apply for a transfer to a PRIF and must have the consent of their spouse

THE RLIF OPTION

RLIF – FEDERAL

If your pension or locked-in funds are governed by federal pension legislation you now have the option to purchase a Restricted Life Income Fund (RLIF)

Within 60 days of opening the RLIF, there is a one-time opportunity to transfer up to 50 per cent of the RLIF balance into a tax-deferred savings vehicle with no maximum annual withdrawal limits (e.g. a regular RRIF or RRSP).

For the 50 per cent unlocking, owners must be at least 55 years old and must have the consent of their spouse.

The funds remaining in the RLIF will be subject to the same minimum and maximum annual withdrawal limits as a LIF.



An overview of your options

PROS	CONS
Cash	
<ul style="list-style-type: none"> ■ Turn your retirement funds into cash 	<ul style="list-style-type: none"> ■ Pay income tax on entire amount when withdrawn
Life Annuity	
<ul style="list-style-type: none"> ■ Guaranteed regular income for life ■ Provides a death benefit during the guaranteed term (if chosen) 	<ul style="list-style-type: none"> ■ No inflation protection unless fixed percentage indexing is selected ■ Not as flexible as a RRIF
Joint and Survivor Annuity	
<ul style="list-style-type: none"> ■ Guarantees regular income for the lives of you and your spouse ■ Provides a death benefit during the guaranteed term (if chosen) 	<ul style="list-style-type: none"> ■ No inflation protection unless fixed percentage indexing is selected ■ Not as flexible as a RRIF
Term Certain Annuity to age 90 (you or your spouse)	
<ul style="list-style-type: none"> ■ Guarantees regular income to age 90 ■ Provides a death benefit to age 90 	<ul style="list-style-type: none"> ■ No income after you reach age 90 ■ No inflation protection unless indexed ■ Not as flexible as a RRIF
RRIF/LIF/LRIF/PRIF/RLIF	
<ul style="list-style-type: none"> ■ Offers options similar to an RRSP but also pays out income ■ With a RRIF, you can receive income for as long as you choose ■ Income flexibility with extra withdrawals if needed (subject to LIF/LRIF/RLIF legislated maximums) ■ Provides a death benefit for as long as you receive income, based on remaining value of the plan ■ Range of investment choices ■ LRIF (Manitoba and Newfoundland & Labrador), LIF (British Columbia, Alberta, Manitoba, Ontario, Quebec, New Brunswick, Nova Scotia and Federal) PRIF (Saskatchewan and Manitoba) and RLIF (Federal) never have to be annuitized 	<ul style="list-style-type: none"> ■ May require some degree of investment management ■ LIF/LRIF/RLIF has a minimum and maximum income each year ■ With a LIF, in Newfoundland & Labrador and Saskatchewan, you must purchase a Joint and Survivor Annuity by the end of the year you turn 80



WITH YOU EVERY STEP OF THE WAY

Manulife Investments offers a variety of products and services to help meet your individual retirement needs. Depending upon the province in which you reside, our investment products are available for RRIF, LIF, LRIF, PRIF and RLIF contracts. You can select any or a combination of these products to meet your personal investment needs.

Financial needs change over the years. That's why we've developed a suite of products and services ranging from wealth accumulation and protection, to generating guaranteed income for life. By offering Canadians a competitive range of investment products and services, backed with a commitment to exceptional customer service, Manulife Investments is with you every step of the way.

MANULIFE MUTUAL FUNDS

For Canadians looking to build wealth, Manulife Mutual Funds* can offer an ideal solution. Through both Manulife Funds and Manulife Corporate Classes, investors and their advisors can build fully-diversified portfolios that provide exposure to stocks, bonds and money market securities from Canada and abroad.

Manulife Investments also offers access to a range of professionally managed asset allocation portfolios,

Simplicity. These “fund-of-funds” portfolios feature a highly disciplined group of asset managers that can be easily accessed by the individual investor and funds that have the potential to provide competitive rates of return.

Manulife's i-Watch® selection and monitoring process carefully chooses leading asset managers from around the world, to provide retail investors with a unique suite of investment options exclusive to Manulife Investments.

*A division of Elliott & Page Limited.

MANULIFE SEGREGATED FUND CONTRACTS

For conservative investors looking to grow their wealth but who are also concerned about minimizing risk potential, segregated fund contracts from Manulife Investments provide an ideal solution. The appeal of these contracts is the combination of the growth potential offered by investment funds, and the unique wealth protection features of an insurance contract.

Through Manulife Segregated Fund contracts, investors can limit their exposure to risk through death and maturity guarantees, potential creditor protection features, and the estate planning benefits – all from a single investment. These contracts may be ideally suited for mature investors planning their estate, investors concerned about the effects of market volatility, as well as small business owners.

GIF SELECT FEATURING INCOMEPLUS

The first Guaranteed Minimum Withdrawal Benefit available in Canada. IncomePlus can provide predictable, sustainable and potentially increasing income for life, to help investors achieve the retirement lifestyle they want.

The 75 Series available within GIF Select can provide younger investors with a low cost option to help grow their wealth. In addition to low MERs, the 75 Series offers potential protection from creditors as well as estate planning benefits.

As investors move closer to retirement, they have the ability to switch from the 75 Series into the IncomePlus Series, which can provide income for life.

*As at June 30, 2008.



MANULIFE INVESTMENTS GIC

For individuals looking for interest income while protecting their initial investment, a Manulife Investments Guaranteed Interest Contract (GIC) offers competitive rates, multiple investment choices, and flexible withdrawal options. Investors can choose from a basic GIC investment, or specialty options such as the Laddered GIC Account that can significantly reduce the impact of fluctuating rates.

The Manulife Investments GIC also offers unique protection features that are available from an insurance company, such as the potential for protection from creditors plus estate planning benefits. For Canadians looking for a low risk investment with a guaranteed return, a Manulife Investments GIC offers benefits that are different than bank Guaranteed Investment Certificates (GICs).

MANULIFE ANNUITIES

For some Canadians, securing a guaranteed source of income is an important investment objective. To benefit these investors, Manulife Annuities provide flexible income options that can guarantee a stream of income for life, or a period of time. Through a simple, lump sum investment, individuals can secure income without having to worry about ongoing investment decisions or volatile markets.

Manulife Annuities can also provide rising income payments over time to help offset inflation plus they can offer some estate planning opportunities.

ABOUT MANULIFE INVESTMENTS

Manulife Investments is a leading provider of financial and investment solutions to Canadians. A critical part of our philosophy is to apply a highly disciplined approach to managing our customers' assets. With over \$34.6 billion* in funds under management, Manulife Investments benefits from strong Canadian roots and the growing global presence of Manulife Financial.

To learn more about the range of investment options available from Manulife Investments, contact your advisor or visit www.manulife.ca/investments.



For more information, please contact your advisor or visit www.manulife.ca/investments

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With you every step of the way®

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