

"Manulife's IncomePlus assets top \$1 billion"

(March 6, 2007)

Nineteen weeks after its introduction, Manulife Investments has racked up \$1 billion in sales of IncomePlus, its guaranteed minimum withdrawal benefit product.

Manulife said the product is a retirement solution that provides guaranteed monthly payments independent of when an investor retires in the market cycle, as well as growth potential, flexibility and control.

"Our research told us that a guaranteed minimum withdrawal benefit would fill a need among pre-retirement or retired investors, especially after we observed the success of this category in the U.S.," said J. Roy Firth, executive vice-president, Manulife Financial. "But frankly, the results have far exceeded even our most optimistic expectations. We're thrilled that Canadian investors and advisors see this as a useful tool and innovative solution to help them plan for retirement."

Manulife said IncomePlus is currently the only product of its type available in Canada that provides downside protection, the ability to extend the guaranteed payment period and potentially increase the payments; flexibility and control over investments and access to funds; and security from creditors, probate process and fees.

IncomePlus includes a range of funds managed by fund companies such as AIM Trimark Investments, CI Investments, Fidelity Investments, MFC Global Investment Management and Mackenzie Investments.