

Supplementary Tables

Table 1 *Key Performance Measures*

(Canadian \$ in millions unless otherwise stated)	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992	1991
Net income	1,167	1,068	866	710	743	503	481	281	187	85	201
Net operating income	1,167	1,068	866	710	624	503	372	281	187	85	201
Adjusted shareholders' net income	1,159	1,075	874	710	743	503	481	281	187	85	201
Capital ⁽¹⁾	11,513	8,555	7,771	7,415	6,377	4,859	3,826	3,052	2,771	2,584	2,162
Operating return on shareholders' equity (%) ⁽²⁾	15.1%	16.1%	14.0%	12.9%	13.6%	12.4%	11.4%	9.6%	7.0%	3.3%	9.7%
Capital ⁽¹⁾ as a per cent of liabilities	17.2%	16.7%	16.1%	16.2%	14.4%	11.5%	10.6%	8.2%	7.8%	8.0%	7.6%

(1) Capital includes: Total equity (formerly surplus), Subordinated debt, Non-controlling interest in Manulife Financial Capital Trust and Trust preferred securities issued by subsidiaries

(2) Previously reported as operating return on surplus

Table 2 *Summary Consolidated Balance Sheets*

As at December 31 (Canadian \$ in millions)	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992	1991
Assets											
Bonds	46,070	33,270	30,853	30,691	28,662	25,627	21,259	18,452	16,763	14,805	12,382
Mortgages	7,902	7,174	6,867	7,702	7,809	8,106	6,917	8,555	9,368	9,565	9,052
Stocks	6,964	4,621	4,832	4,042	3,529	2,796	2,592	2,954	2,684	2,260	2,249
Real estate	3,484	3,262	3,179	2,992	2,806	3,044	2,888	3,350	3,395	3,275	2,873
Policy loans	4,644	3,616	3,207	3,137	2,663	2,354	1,973	1,856	1,651	1,425	1,187
Cash and short-term investments	4,995	3,783	3,047	1,329	1,842	2,600	1,792	2,683	2,447	1,554	1,724
Other investments	693	884	1,180	499	479	292	173	209	368	557	571
Total invested assets	74,752	56,610	53,165	50,392	47,790	44,819	37,594	38,059	36,676	33,441	30,038
Other assets	3,861	3,457	3,543	2,710	2,733	2,424	2,268	2,168	1,818	1,459	711
Total assets	78,613	60,067	56,708	53,102	50,523	47,243	39,862	40,227	38,494	34,900	30,749
Liabilities											
Actuarial liabilities	54,690	41,384	39,748	38,738	37,227	36,248	31,257	31,296	29,028	26,666	23,219
Other liabilities	12,346	9,829	8,439	6,873	6,865	6,088	4,759	5,863	6,678	5,635	5,351
Subordinated debt	1,418	588	582	627	581	566	341	-	-	-	-
Non-controlling interest in subsidiaries	1,064	299	750	76	54	48	20	16	17	15	17
Trust preferred securities issued by subsidiaries	802	756	735	783	728	-	-	-	-	-	-
Total equity⁽¹⁾	8,293	7,211	6,454	6,005	5,068	4,293	3,485	3,052	2,771	2,584	2,162
Total liabilities and equity	78,613	60,067	56,708	53,102	50,523	47,243	39,862	40,227	38,494	34,900	30,749

(1) Previously reported as surplus

Table 3 *Summary Consolidated Statements of Equity⁽¹⁾*

For the years ended December 31 (Canadian \$ in millions)	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992	1991
Balance, January 1	7,211	6,454	6,005	5,068	4,293	3,485	3,052	2,771	2,584	2,162	2,174
Net income for the year	1,167	1,068	866	710	743	503	481	281	187	85	201
Shareholder dividends	(231)	(193)	-	-	-	-	-	-	-	-	-
Adjustment to equity ⁽¹⁾	-	-	-	-	(48)	321	-	-	-	337	(213)
Conversion costs	-	-	(31)	-	-	-	-	-	-	-	-
Cash distributions to policyholders	-	-	(694)	-	-	-	-	-	-	-	-
Issue of common shares	2	-	694	-	-	-	-	-	-	-	-
Initial public offering costs	-	-	(58)	-	-	-	-	-	-	-	-
Purchase & cancellation of common shares	-	(206)	(128)	-	-	-	-	-	-	-	-
Issuance costs	(12)	-	-	-	-	-	-	-	-	-	-
Change in Currency Translation Account	156	88	(200)	227	80	(16)	(48)	-	-	-	-
Balance, December 31	8,293	7,211	6,454	6,005	5,068	4,293	3,485	3,052	2,771	2,584	2,162

(1) Previously reported as surplus

Table 4 *Summary Consolidated Statements of Operations*

For the years ended December 31 (Canadian \$ in millions)	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992	1991
Revenue											
Premium income	10,247	8,515	8,672	5,696	5,622	5,694	5,193	4,988	4,456	4,104	4,000
Investment income	4,479	4,350	4,369	4,123	4,010	3,734	3,231	2,882	2,853	2,744	2,635
Other revenue	1,505	1,287	1,015	792	574	447	212	218	151	102	106
Total revenue	16,231	14,152	14,056	10,611	10,206	9,875	8,636	8,088	7,460	6,950	6,741
Policy benefits and expenses											
Payments to policyholders and beneficiaries	10,134	7,654	6,608	6,385	6,508	5,883	5,132	4,678	3,764	3,239	2,722
Policyholder dividends and experience rating refunds	900	859	738	604	508	471	356	312	267	247	212
Change in actuarial liabilities	(208)	822	2,628	252	169	873	1,089	1,214	1,788	2,004	2,378
General expenses and commissions	3,611	3,277	2,703	2,118	1,868	1,693	1,220	1,204	1,058	996	910
Interest expense	257	191	179	158	156	161	203	243	281	297	223
Premium taxes	105	96	84	74	83	72	64	57	50	52	38
Non-controlling interest in subsidiaries	4	(151)	(114)	7	11	6	2	1	2	(3)	-
Trust preferred securities issued by subsidiaries	65	63	62	62	54	-	-	-	-	-	-
Total policy benefits and expenses	14,868	12,811	12,888	9,660	9,357	9,159	8,066	7,709	7,210	6,832	6,483
Income before preferred share dividends, unusual items and income taxes	1,363	1,341	1,168	951	849	716	570	379	250	118	258
Preferred share dividends	-	-	-	-	-	-	-	-	-	(16)	(16)
Unusual items	-	-	-	-	176	-	126	-	-	-	-
Income taxes	(196)	(273)	(302)	(241)	(282)	(213)	(215)	(98)	(63)	(17)	(41)
Net income	1,167	1,068	866	710	743	503	481	281	187	85	201
Net income (loss) attributed to:											
Participating policyholders (after demutualization)	8	(7)	(8)	-	-	-	-	-	-	-	-
Net income attributed to:											
Shareholders (after demutualization)	1,159	1,075	267	-	-	-	-	-	-	-	-
Mutual operations (prior to demutualization)	-	-	607	710	743	503	481	281	187	85	201
Adjusted shareholders' net income	1,159	1,075	874	710	743	503	481	281	187	85	201
Net income	1,167	1,068	866	710	743	503	481	281	187	85	201

Table 5 *Funds under Management*

As at December 31 (Canadian \$ in millions)	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992	1991
Funds under management by category											
General fund	78,613	60,067	56,708	53,102	50,523	47,243	39,862	40,227	38,494	34,900	30,749
Segregated funds	59,206	54,908	49,055	38,200	27,018	18,553	5,532	5,445	4,012	2,734	2,270
Mutual funds	1,653	1,563	1,641	1,708	2,125	2,782	934	746	563	441	477
Securitized funds	-	-	-	-	-	-	-	4,622	4,477	3,696	2,435
Other managed funds ⁽¹⁾	2,710	6,982	4,732	3,680	2,652	2,944	330	279	-	-	-
Total	142,182	123,520	112,136	96,690	82,318	71,522	46,658	51,319	47,546	41,771	35,931

(1) Other managed funds included Seamark Asset Management Ltd. third party managed funds of \$4,288, \$3,074, \$2,314, \$1,797 and \$931 as at December 31, 2000, 1999, 1998, 1997 and 1996, respectively. Disposition of a portion of the Company's controlling interest in Seamark Asset Management Ltd. occurred in July 2001, at which time the Company ceased consolidation of the assets and liabilities and results of operations of Seamark and commenced accounting for this investment on an equity basis.

Table 6 *Premiums and Deposits by Line of Business and Geographic Territory*

For the years ended December 31 (Canadian \$ in millions)	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992	1991
General fund premiums by line of business											
Life and health insurance	6,594	5,284	5,552	3,953	3,758	3,743	3,089	2,836	2,541	2,295	2,050
Annuities and pensions	2,862	2,463	2,304	994	1,067	1,298	1,535	1,598	1,417	1,408	1,619
Reinsurance	791	768	816	749	797	653	569	554	498	401	331
Total	10,247	8,515	8,672	5,696	5,622	5,694	5,193	4,988	4,456	4,104	4,000
General fund premiums by geographic territory											
United States	4,187	3,652	3,498	2,276	2,202	2,181	2,152	2,241	2,373	2,161	2,190
Canada	2,963	2,540	3,347	2,292	2,294	2,549	2,142	1,963	1,548	1,459	1,418
International	3,097	2,323	1,825	1,120	1,121	964	806	685	438	367	280
Divested operations	–	–	2	8	5	–	93	99	97	117	112
Total	10,247	8,515	8,672	5,696	5,622	5,694	5,193	4,988	4,456	4,104	4,000
Segregated fund deposits by geographic territory											
United States	11,790	12,650	9,031	6,837	5,376	3,365	931	670	385	214	126
Canada	1,190	1,681	1,347	1,730	1,418	757	323	671	488	204	118
International	1,064	446	331	279	232	169	113	78	57	37	32
Divested operations	–	–	–	–	–	–	37	171	162	161	168
Total	14,044	14,777	10,709	8,846	7,026	4,291	1,404	1,590	1,092	616	444

Table 7 *Quarterly Information – Summary Statements of Operations*

For the three months ended (Canadian \$ in millions)	2001				2000			
	12/31	9/30	6/30	3/31	12/31	9/30	6/30	3/31
Revenues								
Premium income	2,802	2,771	2,558	2,116	2,114	1,981	2,141	2,279
Investment income	1,289	1,023	1,166	1,001	1,056	1,120	1,098	1,076
Other revenue	401	401	357	346	338	337	321	291
Total revenue	4,492	4,195	4,081	3,463	3,508	3,438	3,560	3,646
Policy benefits and expenses								
Payments to policyholders and beneficiaries	2,676	2,981	2,549	1,928	1,734	1,931	1,875	2,114
Policyholder dividends and experience rating refunds	239	253	215	193	254	200	222	183
Change in actuarial liabilities	37	(237)	(69)	61	177	134	293	218
General expenses and commissions	989	872	895	855	935	793	812	737
Interest expense	68	66	57	66	55	48	48	40
Premium taxes	28	25	28	24	25	24	24	23
Non-controlling interest in subsidiaries	7	–	2	(5)	(70)	(42)	(54)	15
Trust preferred securities issued by subsidiaries	16	17	16	16	16	16	15	16
Total policy benefits and expenses	4,060	3,977	3,693	3,138	3,126	3,104	3,235	3,346
Income before income taxes	432	218	388	325	382	334	325	300
Income taxes	(96)	31	(80)	(51)	(96)	(19)	(83)	(75)
Net income	336	249	308	274	286	315	242	225
Net income (loss) attributed to participating policyholders	–	1	3	4	–	–	(5)	(2)
Net income attributed to shareholders	336	248	305	270	286	315	247	227
Net income	336	249	308	274	286	315	242	225
Return on shareholders' equity (annualized)	16.4%	12.6%	16.2%	15.0%	16.1%	18.5%	15.3%	14.3%
Capital as a per cent of liabilities	17.2%	15.1%	14.9%	18.3%	16.7%	16.4%	15.8%	15.9%