



**Statistical Information Package**

**Q1 2008**

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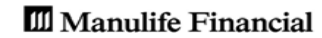
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Certain comparative amounts have been restated to conform to the current quarter's presentation

FINANCIAL REPORTING STRUCTURE



MFC

U.S. INSURANCE		U.S. WEALTH MANAGEMENT		CANADA		ASIA and JAPAN		REINSURANCE	CORPORATE & OTHER
Segment Component	Product Lines	Segment Component	Product Lines	Segment Component	Product Lines	Segment Component	Product Lines	Product Lines	Product Lines
<b>JOHN HANCOCK LIFE</b>	Variable Universal Life Universal Life Whole Life Term Life COLI	<b>JOHN HANCOCK VARIABLE ANNUITIES</b>	Variable Annuities	<b>INDIVIDUAL INSURANCE</b>	Universal Life Whole Life Term Life Living Benefits Affinity Markets	<b>HONG KONG</b>	Individual Insurance Group Life and Health Group Pensions Mutual Funds	Life Property and Casualty International Group Program: Group Life & Health Group Pensions	Investments Corporate & Other JHF Accident and Health Institutional Advisory Accounts
<b>JOHN HANCOCK LONG TERM CARE (LTC)</b>	Retail LTC Group LTC Federal LTC	<b>JOHN HANCOCK RETIREMENT PLAN SERVICES</b>	401 (k)	<b>INDIVIDUAL WEALTH MANAGEMENT (IWM)</b>	Annuities Fixed Rate Products Segregated Funds Manulife Bank Mutual Funds	<b>OTHER ASIA TERRITORIES</b>	Individual Insurance Group Life and Health Group Pensions Variable Annuities Mutual Funds		
		<b>JOHN HANCOCK MUTUAL FUNDS</b>	Mutual Funds Private Managed Accounts College Savings	<b>GROUP BUSINESSES</b>	Group Life & Health Group Savings and Retirement Solutions	<b>JAPAN</b>	Individual Insurance Variable Annuities		
		<b>JOHN HANCOCK FIXED PRODUCTS</b>	Fixed Deferred Annuities Payout Annuities Guaranteed Investment Contracts (GICs) SignatureNotes Fee-based products						

**Use of this document:**

Information in the document is supplementary to the Company's first quarter Press Release, MD&A and unaudited financial statements and the Company's 2007 Annual Report and should be read in conjunction with those documents.

**Change in Investment Gains and Losses Allocation**

Effective January 1, 2008 we changed our approach for allocating investment gains and losses to be more aligned with how we manage the assets and related risk positions. Investment gains and losses are now accumulated in two pools – insurance and wealth management and then allocated pro-rata to the business units based on their respective policy liabilities. Prior to 2008, gains and losses were reported in the business units where the specific assets giving rise to the gains and losses were located, and credit gains and losses were reported in the Corporate and Other segment. Investment gains and losses related to product features, such as segregated fund guarantees and future fees assumed in variable universal life and equity-linked policy liabilities, as well as investment gains and losses on full pass through products, such as par insurance, are not included in the pools.

Prior periods have been restated to conform to this new presentation.

**Performance and Non-GAAP Measures**

We use a number of non-GAAP financial measures to measure overall performance and to assess each of our businesses. Non-GAAP measures include return on common shareholders' equity, premiums and deposits, funds under management and new business embedded value. Return on equity is a profitability measure that presents the net income available to common shareholders as a percentage of the capital deployed to earn the income. The implementation of CICA Handbook Sections 3855 and 1530 on January 1, 2007 resulted in unrealized gains and losses on AFS securities and cash flow hedges, which do not have an impact on reported income for the period, being reflected in a new component of shareholders' equity. Accordingly, the Company calculates return on equity using average common shareholders' equity excluding accumulated other comprehensive income on AFS securities and on cash flow hedges. Non-GAAP financial measures are not defined terms under GAAP and, therefore, are unlikely to be comparable to similar terms used by other issuers.

**Constant Currency**

Amounts stated on a constant currency basis are calculated using Q1 2007 foreign exchange rates.

**FINANCIAL HIGHLIGHTS**

(Canadian \$ in millions unless otherwise stated and per share information, unaudited)



	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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**Shareholders' Net Income by Division**

U.S. Insurance	209	194	209	196	182	15%	781
U.S. Wealth Management	149	259	281	257	335	-55%	1,132
Canada	254	287	288	297	238	7%	1,110
Asia and Japan	186	205	227	236	183	2%	851
Reinsurance	73	57	44	68	69	5%	238
Corporate and other	(2)	142	21	48	(21)	-	190
<b>Net income attributed to shareholders</b>	<b>869</b>	<b>1,144</b>	<b>1,070</b>	<b>1,102</b>	<b>986</b>	<b>-12%</b>	<b>4,302</b>
Preferred share dividends	(7)	(8)	(7)	(7)	(8)	-13%	(30)
<b>Net income available to common shareholders</b>	<b>862</b>	<b>1,136</b>	<b>1,063</b>	<b>1,095</b>	<b>978</b>	<b>-12%</b>	<b>4,272</b>
<b>Net income available to common shareholders on a constant currency basis</b>	<b>932</b>	<b>1,338</b>	<b>1,154</b>	<b>1,138</b>	<b>978</b>	<b>-5%</b>	

**Selected Performance Measures**

Basic earnings per common share	\$0.57	\$0.76	\$0.70	\$0.72	\$0.63	-10%	\$ 2.81
Basic earnings per common share on a constant currency basis	\$0.62	\$0.89	\$0.76	\$0.74	\$0.63	-2%	
Diluted earnings per common share	\$0.57	\$0.75	\$0.70	\$0.71	\$0.63	-10%	\$ 2.78
Return on common shareholders' equity (annualized) <sup>1</sup>	15.1%	20.5%	18.9%	18.5%	16.1%	(100) bps	18.4%

<sup>1</sup> Return on common shareholders' equity is net income available to common shareholders divided by average common shareholders' equity excluding accumulated other comprehensive income on available-for-sale securities and on cash flow hedges. See page 2 for discussion on non-GAAP measures.

**Premiums and Deposits**

Life and health insurance premiums	3,679	3,795	3,637	3,692	3,674	0%	14,798
Annuity and pension premiums	1,321	1,504	1,245	1,140	1,057	25%	4,946
Segregated fund deposits	9,197	9,043	8,888	8,545	10,751	-14%	37,227
Mutual fund deposits	2,812	2,291	2,304	2,305	2,468	14%	9,368
ASO premium equivalents	633	630	582	584	577	10%	2,373
Other	136	151	141	172	262	-48%	726
<b>Total premiums and deposits</b>	<b>17,778</b>	<b>17,414</b>	<b>16,797</b>	<b>16,438</b>	<b>18,789</b>	<b>-5%</b>	<b>69,438</b>
<b>Total premiums and deposits on a constant currency basis</b>	<b>19,879</b>	<b>19,870</b>	<b>18,395</b>	<b>17,308</b>	<b>18,789</b>	<b>6%</b>	

**Funds Under Management**

General fund	165,661	161,300	159,170	163,675	174,215	-5%	161,300
Segregated funds	174,637	174,981	174,492	176,846	178,792	-2%	174,981
Mutual funds	32,146	32,948	36,185	38,810	40,383	-20%	32,948
Other funds <sup>2</sup>	27,694	27,119	29,506	31,240	33,321	-17%	27,119
<b>Total funds under management</b>	<b>400,138</b>	<b>396,348</b>	<b>399,353</b>	<b>410,571</b>	<b>426,711</b>	<b>-6%</b>	<b>396,348</b>
<b>Total funds under management on a constant currency basis</b>	<b>433,749</b>	<b>445,917</b>	<b>447,540</b>	<b>438,692</b>	<b>426,711</b>	<b>2%</b>	<b>445,917</b>

<sup>2</sup> Other funds includes College Savings (529 plan), Private Managed Accounts, Asia's MPF fund and Investment division's Institutional Advisory Accounts.

**Insurance Sales**

U.S. Insurance	255	357	252	282	226	13%	1,117
Canada	164	174	247	137	164	0%	722
Asia and Japan	127	109	115	104	103	23%	431
<b>Total insurance sales</b>	<b>546</b>	<b>640</b>	<b>614</b>	<b>523</b>	<b>493</b>	<b>11%</b>	<b>2,270</b>
<b>Total insurance sales on a constant currency basis</b>	<b>600</b>	<b>727</b>	<b>657</b>	<b>549</b>	<b>493</b>	<b>22%</b>	

**Wealth Management Sales**

U.S. Wealth Management	6,793	6,695	6,503	6,721	7,127	-5%	27,046
Canada	2,398	2,826	2,038	2,080	3,396	-29%	10,340
Asia and Japan	1,765	1,962	2,213	1,262	1,328	33%	6,765
<b>Total wealth management sales</b>	<b>10,956</b>	<b>11,483</b>	<b>10,754</b>	<b>10,063</b>	<b>11,851</b>	<b>-8%</b>	<b>44,151</b>
<b>Total wealth management sales on a constant currency basis</b>	<b>12,226</b>	<b>13,101</b>	<b>11,787</b>	<b>10,604</b>	<b>11,851</b>	<b>3%</b>	

**FINANCIAL HIGHLIGHTS (CONT'D)**

(Canadian \$ in millions unless otherwise stated and per share information, unaudited)



	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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**Common Share Statistics**

<b>Share Price - Toronto (in Canadian \$)</b>							
high	40.65	44.23	41.50	41.10	41.49	-2%	44.23
low	33.77	38.67	36.37	38.08	38.05	-11%	36.37
close	39.29	40.57	41.01	39.84	39.70	-1%	40.57
<b>Share Price - New York (in U.S \$)</b>							
high	40.98	46.93	41.35	37.79	35.45	16%	46.93
low	33.44	39.11	33.69	34.37	32.43	3%	32.43
close	37.98	40.75	41.26	37.32	34.45	10%	40.75
<b>Common shares outstanding (millions)</b>							
- end of period	1,497	1,501	1,502	1,519	1,539	-3%	1,501
- weighted average	1,498	1,502	1,511	1,532	1,546	-3%	1,522
- diluted weighted average	1,509	1,515	1,525	1,546	1,562	-3%	1,537
Dividend per common share paid in the quarter <sup>1</sup>	0.24	0.24	0.22	0.22	0.20	20%	0.88
Common share dividend payout ratio	41.6%	31.7%	31.1%	30.5%	31.5%	32%	30.9%

<sup>1</sup> On May 8, 2008, the Board of Directors approved a quarterly shareholders' cash dividend of \$0.24 per share on the common shares of the Company, payable on or after June 19, 2008 to shareholders of record at the close of business on May 21, 2008.

**Valuation Data**

Book value per common share	\$ 16.33	\$ 15.73	\$ 15.48	\$ 16.21	\$ 17.15	-5%	\$ 15.73
Market value to book value ratio	2.41	2.58	2.65	2.46	2.31	4%	2.58
Market capitalization (\$ billions)	58.8	60.9	61.6	60.5	61.1	-4%	60.9

**Capital Information**

Total capital <sup>2</sup>	28,426	27,527	27,258	28,620	30,487	-7%	27,527
<b>Capital ratios <sup>3</sup></b>							
MCCSR - The Manufacturers Life Insurance Company	198%	221%	214%	226%	232%	-15%	221%
RBC - John Hancock Life Insurance Company	439%	439%	370%	370%	370%	19%	439%

<sup>2</sup> Total capital includes liabilities for preferred shares and capital instruments, non-controlling interest in subsidiaries and total equity excluding AOCI on cash flow hedges

<sup>3</sup> For The Manufacturers Life Insurance Company, the capital ratio has been determined in accordance with the Minimum Continuing Capital & Surplus Requirements (MCCSR) of the Office of the Superintendent of Financial Institutions (Canada). The MCCSR ratio is calculated and reported quarterly. For John Hancock Life Insurance Company, the capital ratio has been determined in accordance with the Risk-Based Capital (RBC) requirements of the National Association of Insurance Commissioners. The RBC ratio is calculated and reported on an annual basis and reflects December 31, 2007.

**Foreign Exchange Information <sup>4</sup>**

- Balance Sheets	(CDN to \$ 1 US)	1.0279	0.9881	0.9963	1.0634	1.1529	-11%
	(CDN to 1 YEN)	0.010290	0.008844	0.008665	0.008618	0.009806	5%
- Statements of Operations	(CDN to \$ 1 US)	1.004225	0.981039	1.045479	1.097481	1.171636	-14%
	(CDN to 1 YEN)	0.009543	0.008676	0.008882	0.009088	0.009818	-3%

<sup>4</sup> Unless otherwise indicated, information contained in this supplement is in Canadian dollars. These are exchange rates used for currency conversion from U.S. dollars and Japanese yen to Canadian dollars for financial statement purposes.

**CONSOLIDATED STATEMENTS OF OPERATIONS**

(Canadian \$ in millions, unaudited)



	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
<b>Revenue</b>							
Premium income	5,000	5,299	4,882	4,832	4,731	6%	19,744
Investment income <sup>1</sup>	2,328	2,412	2,283	2,408	2,420	-4%	9,523
Other revenue	1,343	1,404	1,371	1,367	1,354	-1%	5,496
<b>Subtotal revenue</b>	8,671	9,115	8,536	8,607	8,505	2%	34,763
Realized/ unrealized (losses) gains on assets supporting policy liabilities and consumer notes <sup>2,3</sup>	(703)	1,163	834	(1,308)	129	-	818
<b>Total revenue</b>	7,968	10,278	9,370	7,299	8,634	-8%	35,581
<b>Policy benefits and expenses</b>							
To policyholders and beneficiaries							
Death, disability and other claims	1,520	1,454	1,430	1,569	1,651	-8%	6,104
Maturity and surrender benefits	1,844	1,992	2,083	1,857	2,179	-15%	8,111
Annuity payments	758	788	741	727	842	-10%	3,098
Policyholder dividends and experience rating refunds	342	393	408	391	364	-6%	1,556
Net transfers to segregated funds	358	417	227	158	150	139%	952
Change in actuarial liabilities <sup>2,4</sup>	(506)	1,250	565	(1,154)	(271)	87%	390
General expenses	864	866	835	842	844	2%	3,387
Investment expenses	231	248	237	257	241	-4%	983
Commissions	1,031	1,154	1,021	955	926	11%	4,056
Interest expense <sup>3</sup>	305	258	292	182	300	2%	1,032
Premium taxes	68	65	58	66	59	15%	248
Non-controlling interest in subsidiaries	2	35	7	9	7	-71%	58
<b>Total policy benefits and expenses</b>	6,817	8,920	7,904	5,859	7,292	-7%	29,975
<b>Income before income taxes</b>	1,151	1,358	1,466	1,440	1,342	-14%	5,606
Income taxes	(290)	(284)	(397)	(341)	(355)	-18%	(1,377)
<b>Net income</b>	861	1,074	1,069	1,099	987	-13%	4,229
Income (loss) attributed to participating policyholders	(8)	(70)	(1)	(3)	1	-	(73)
<b>Net income attributed to shareholders</b>	869	1,144	1,070	1,102	986	-12%	4,302
Preferred share dividends	(7)	(8)	(7)	(7)	(8)	0%	(30)
<b>Net income available to common shareholders</b>	862	1,136	1,063	1,095	978	-12%	4,272

**U.S. \$ in millions - Summary Statements of Operations**

<b>Net income available to common shareholders</b>	858	1,156	1,017	996	836	3%	4,005
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<sup>1</sup> Investment income includes dividends, interest, rental income and realized gains on assets supporting surplus.

<sup>2</sup> For fixed income assets supporting policy liabilities and for equities supporting pass through products, the impact of realized/ unrealized gains (losses) on the assets is largely offset in the change in actuarial liabilities.

<sup>3</sup> Assets supporting consumer notes are designated as fair value option. Consumer notes are also designated as fair value option with the change in their fair value of \$38 million for Q1 2008, \$32 million for Q4 2007, \$34 million for Q3 2007, (\$58) million for Q2 2007 and \$21 million for Q1 2007, included in interest expense.

<sup>4</sup> The change in actuarial liabilities includes the impact of net redemptions in John Hancock Fixed Products institutional products of \$0.4 billion in Q1 2008, \$0.6 billion in Q4 2007, \$0.7 billion in Q3 2007, \$0.2 billion in Q2 2007 and \$0.7 billion in Q1 2007 and \$2.2 billion in fiscal 2007.

**CONSOLIDATED BALANCE SHEETS**

(Canadian \$ in millions, unaudited)



	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1
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**ASSETS**

Invested assets						
Cash and short-term securities	11,512	12,354	9,917	10,511	10,561	9%
Securities						
Bonds <sup>1</sup>	75,213	72,831	73,008	74,453	80,860	-7%
Stocks <sup>2</sup>	11,379	11,134	11,812	11,930	12,510	-9%
Loans						
Mortgages	27,165	26,061	25,589	26,350	27,641	-2%
Private placements	22,123	21,591	21,877	22,937	24,406	-9%
Policy loans	6,129	5,823	5,770	6,052	6,417	-4%
Bank loans	2,238	2,182	2,160	2,106	2,081	8%
Real estate	6,000	5,727	5,660	5,826	6,118	-2%
Other investments	3,902	3,597	3,377	3,510	3,621	8%
<b>Total invested assets</b>	<b>165,661</b>	<b>161,300</b>	<b>159,170</b>	<b>163,675</b>	<b>174,215</b>	<b>-5%</b>
Other assets						
Accrued investment income	1,509	1,414	1,567	1,488	1,578	-4%
Outstanding premiums	686	672	608	670	638	8%
Goodwill	6,946	6,721	6,769	6,977	7,409	-6%
Intangible assets	1,620	1,573	1,602	1,561	1,686	-4%
Derivatives	2,809	2,129	2,038	1,923	2,106	33%
Miscellaneous	2,922	2,649	3,478	3,013	3,447	-15%
<b>Total other assets</b>	<b>16,492</b>	<b>15,158</b>	<b>16,062</b>	<b>15,632</b>	<b>16,864</b>	<b>-2%</b>
<b>Total assets</b>	<b>182,153</b>	<b>176,458</b>	<b>175,232</b>	<b>179,307</b>	<b>191,079</b>	<b>-5%</b>

<b>Segregated funds net assets</b>	<b>175,248</b>	<b>175,544</b>	<b>175,094</b>	<b>177,509</b>	<b>179,441</b>	<b>-2%</b>
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**LIABILITIES AND EQUITY**

Policy liabilities	127,910	124,422	123,856	128,368	137,367	-7%
Deferred realized net gains	112	107	110	115	121	-7%
Bank deposits	10,578	10,008	8,901	8,107	7,921	34%
Consumer notes	2,038	2,085	2,209	2,382	2,711	-25%
Long-term debt	1,836	1,820	1,829	1,867	1,918	-4%
Future income tax liability, net	2,966	2,839	2,806	2,611	2,564	16%
Derivatives	2,671	1,866	1,728	1,802	1,857	44%
Other liabilities	5,702	5,820	6,525	5,396	6,135	-7%
	153,813	148,967	147,964	150,648	160,594	-4%
<b>Liabilities for preferred shares and capital instruments</b>	<b>3,029</b>	<b>3,010</b>	<b>3,014</b>	<b>3,046</b>	<b>3,088</b>	<b>-2%</b>
<b>Non-controlling interest in subsidiaries</b>	<b>162</b>	<b>146</b>	<b>202</b>	<b>202</b>	<b>207</b>	<b>-22%</b>
<b>Equity</b>						
Participating policyholders' equity	74	82	152	153	156	-53%
Shareholders' equity						
Preferred shares	638	638	638	638	638	0%
Common shares	13,972	14,000	14,004	14,043	14,207	-2%
Contributed surplus	148	140	133	130	125	18%
Retained earnings	14,756	14,388	13,710	13,632	13,539	9%
Accumulated other comprehensive income (loss)						
on available-for-sale securities and cash flow hedges	807	1,291	1,550	1,713	1,846	-56%
on translation of net foreign operations	(5,246)	(6,204)	(6,135)	(4,898)	(3,321)	-58%
<b>Total equity</b>	<b>25,149</b>	<b>24,335</b>	<b>24,052</b>	<b>25,411</b>	<b>27,190</b>	<b>-8%</b>
<b>Total liabilities and equity</b>	<b>182,153</b>	<b>176,458</b>	<b>175,232</b>	<b>179,307</b>	<b>191,079</b>	<b>-5%</b>

<b>Segregated funds net liabilities</b>	<b>175,248</b>	<b>175,544</b>	<b>175,094</b>	<b>177,509</b>	<b>179,441</b>	<b>-2%</b>
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<sup>1</sup> This item consists of Bonds classified as AFS of \$9.7 billion at Q1 2008 (Q4 2007 - \$9.4 billion) and as fair value option of \$6.5 billion at Q1 2008 (Q4 2007 - \$6.3 billion).

<sup>2</sup> This item consists of Stocks classified as AFS of \$4.5 billion at Q1 2008 (Q4 2007 - \$4.2 billion) and as fair value option of \$6.9 billion at Q1 2008 (Q4 2007 - \$6.9 billion).

**CONSOLIDATED STATEMENTS OF EQUITY**

(Canadian \$ in millions, unaudited)



2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	Fiscal 2007
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**Participating policyholders' equity**

Balance, beginning of period	82	152	153	156	142	142
Cumulative effect of adopting new accounting policy for financial instruments	-	-	-	-	13	13
(Loss) income	(8)	(70)	(1)	(3)	1	(73)
<b>Balance, end of period</b>	<b>74</b>	<b>82</b>	<b>152</b>	<b>153</b>	<b>156</b>	<b>82</b>

**Preferred shares**

<b>Balance, beginning and end of period</b>	638	638	638	638	638	638
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**Common shares**

Balance, beginning of period	14,000	14,004	14,043	14,207	14,248	14,248
Issued on exercise of stock options and deferred share units and acquisition of a subsidiary	17	26	158	38	53	275
Purchase and cancellation	(45)	(30)	(197)	(202)	(94)	(523)
<b>Balance, end of period</b>	<b>13,972</b>	<b>14,000</b>	<b>14,004</b>	<b>14,043</b>	<b>14,207</b>	<b>14,000</b>

**Contributed surplus**

Balance, beginning of period	140	133	130	125	125	125
Redemption of preferred shares issued by a subsidiary	-	3	-	-	-	3
Exercise of stock options	(3)	(5)	(4)	(7)	(8)	(24)
Stock option expense	10	4	4	5	7	20
Tax benefit of stock options exercised	1	5	3	7	1	16
<b>Balance, end of period</b>	<b>148</b>	<b>140</b>	<b>133</b>	<b>130</b>	<b>125</b>	<b>140</b>

**Retained earnings**

Balance, beginning of period	14,388	13,710	13,632	13,539	13,512	13,512
Cumulative effect of adopting new accounting policies - at Jan. 1, 2007	-	-	-	-	(176)	(176)
Financial instruments	-	-	-	-	(157)	(157)
Leveraged leases	-	-	-	-	(157)	(157)
Net income attributed to shareholders	869	1,144	1,070	1,102	986	4,302
Preferred share dividends	(7)	(8)	(7)	(7)	(8)	(30)
Common share dividends	(359)	(361)	(333)	(337)	(310)	(1,341)
Purchase and cancellation of common shares	(135)	(97)	(652)	(665)	(308)	(1,722)
<b>Balance, end of period</b>	<b>14,756</b>	<b>14,388</b>	<b>13,710</b>	<b>13,632</b>	<b>13,539</b>	<b>14,388</b>

**Accumulated other comprehensive (loss) income**

Balance, beginning of period	(4,913)	(4,585)	(3,185)	(1,475)	(3,009)	(3,009)
Cumulative effect of adopting new accounting policies at January 1, 2007	-	-	-	-	1,741	1,741
Other comprehensive income (loss)	-	-	-	-	-	-
Available-for-sale securities unrealized (losses) gains, net of taxes of \$101	(393)	(131)	(69)	(74)	155	(119)
Available-for-sale securities realized (gains) and impairments (recoveries), net of taxes of \$37	(41)	(82)	(65)	(100)	(68)	(315)
Cash flow hedges unrealized (losses) gains, net of taxes of \$25	(49)	(45)	(28)	43	19	(11)
Cash flow hedges realized (gains) losses, net of taxes of nil	(1)	(1)	(1)	(2)	(1)	(5)
Unrealized currency translation (losses) gains, net of derivatives and taxes of \$33	958	(69)	(1,237)	(1,577)	(312)	(3,195)
<b>Balance, end of period</b>	<b>(4,439)</b>	<b>(4,913)</b>	<b>(4,585)</b>	<b>(3,185)</b>	<b>(1,475)</b>	<b>(4,913)</b>
<b>Total shareholders' equity, end of period</b>	<b>25,075</b>	<b>24,253</b>	<b>23,900</b>	<b>25,258</b>	<b>27,034</b>	<b>24,253</b>
<b>Total equity, end of period</b>	<b>25,149</b>	<b>24,335</b>	<b>24,052</b>	<b>25,411</b>	<b>27,190</b>	<b>24,335</b>

**CONSOLIDATED STATEMENTS OF CASH FLOWS**

(Canadian \$ in millions, unaudited)



	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
<b>Operating activities</b>							
Net income	861	1,074	1,069	1,099	987	-13%	4,229
Adjustments for non-cash items in net income:							
(Decrease) increase in actuarial liabilities, excluding John Hancock							
Fixed Products institutional products	(59)	1,844	1,217	(907)	390	-	2,544
Amortization of net realized gains and move to market adjustments in investments	(61)	(61)	(55)	(47)	(45)	36%	(208)
Accretion of discount	(79)	(83)	(81)	(75)	(63)	25%	(302)
Other amortization	65	68	65	68	80	-19%	281
Net realized and unrealized losses (gains), including impairments	675	(1,250)	(901)	1,238	(165)	-	(1,078)
Changes in fair value of consumer notes	38	32	34	(58)	21	81%	29
Future income tax expense	149	209	289	176	254	-41%	928
Stock option expense	10	4	4	5	7	43%	20
Non-controlling interest in subsidiaries	2	33	6	8	5	-60%	52
Net income adjusted for non-cash items	1,601	1,870	1,647	1,507	1,471	9%	6,495
Changes in policy related and operating receivables and payables	(941)	482	779	91	(376)	150%	976
<b>Cash provided by operating activities</b>	<b>660</b>	<b>2,352</b>	<b>2,426</b>	<b>1,598</b>	<b>1,095</b>	<b>-40%</b>	<b>7,471</b>
<b>Investing activities</b>							
Purchases and mortgage advances	(11,168)	(12,609)	(15,092)	(13,081)	(12,527)	-11%	(53,309)
Disposals and repayments	9,499	13,272	13,411	13,205	12,546	-24%	52,434
Amortization of premium	130	139	139	152	144	-10%	574
Changes in investment broker net receivables and payables	116	(142)	(54)	54	77	51%	(65)
Net cash increase from acquisition of subsidiaries	-	-	125	-	-	-	125
<b>Cash (used in) provided by investing activities</b>	<b>(1,423)</b>	<b>660</b>	<b>(1,471)</b>	<b>330</b>	<b>240</b>	<b>-</b>	<b>(241)</b>
<b>Financing activities</b>							
(Decrease) increase in securities sold but not yet purchased	(50)	40	(240)	20	179	-	(1)
Repayment of long-term debt, net	(3)	-	(1)	(1)	(1)	200%	(3)
Repayment of capital instruments	-	-	-	-	(570)	-	(570)
Net redemptions in John Hancock Fixed Products institutional products	(447)	(594)	(652)	(247)	(661)	-32%	(2,154)
Bank deposits, net	555	1,108	792	190	74	650%	2,164
Consumer notes matured, net	(198)	(165)	(88)	(96)	(85)	133%	(434)
Redemption of preferred shares issued by a subsidiary	-	(89)	-	-	-	-	(89)
Preferred share dividends	(7)	(8)	(7)	(7)	(8)	-13%	(30)
Common share dividends	(359)	(361)	(333)	(337)	(310)	16%	(1,341)
Funds repaid, net	(15)	(1)	(1)	(6)	(2)	650%	(10)
Purchase and cancellation of common shares	(180)	(127)	(849)	(867)	(402)	-55%	(2,245)
Common shares issued on exercise of options	14	21	17	31	45	-69%	114
Tax benefit of stock options exercised	1	5	3	7	1	0%	16
<b>Cash used in financing activities</b>	<b>(689)</b>	<b>(171)</b>	<b>(1,359)</b>	<b>(1,313)</b>	<b>(1,740)</b>	<b>-60%</b>	<b>(4,583)</b>
<b>Cash and short-term securities</b>							
(Decrease) increase during the period	(1,452)	2,841	(404)	615	(405)	259%	2,647
Currency impact on cash and short-term securities	407	(51)	(458)	(535)	(65)	-	(1,109)
Balance, beginning of period	11,866	9,076	9,938	9,858	10,328	15%	10,328
<b>Balance, end of period</b>	<b>10,821</b>	<b>11,866</b>	<b>9,076</b>	<b>9,938</b>	<b>9,858</b>	<b>10%</b>	<b>11,866</b>
<b>Cash and short-term securities</b>							
<b>Beginning of period</b>							
Gross cash and short-term securities	12,354	9,917	10,511	10,561	10,901	13%	10,901
Fair value adjustment, January 1, 2007	-	-	-	-	(3)	-	(3)
Net payments in transit, included in other liabilities	(488)	(841)	(573)	(703)	(570)	-14%	(570)
<b>Net cash and short-term securities, beginning of period</b>	<b>11,866</b>	<b>9,076</b>	<b>9,938</b>	<b>9,858</b>	<b>10,328</b>	<b>15%</b>	<b>10,328</b>
<b>End of period</b>							
Gross cash and short-term securities	11,512	12,354	9,917	10,511	10,561	9%	12,354
Net payments in transit, included in other liabilities	(691)	(488)	(841)	(573)	(703)	-2%	(488)
<b>Net cash and short-term securities, end of period</b>	<b>10,821</b>	<b>11,866</b>	<b>9,076</b>	<b>9,938</b>	<b>9,858</b>	<b>10%</b>	<b>11,866</b>

**CONSOLIDATED STATEMENTS OF SEGREGATED FUNDS**

(Canadian \$ in millions, unaudited)



2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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**Consolidated Statements of Segregated Funds Net Assets**

<b>Investments, at market value</b>						
Cash and short-term securities	3,548	4,025	2,883	2,810	2,847	25%
Bonds	9,698	9,591	9,647	10,009	10,846	-11%
Stocks and mutual funds	159,182	159,628	160,515	163,108	164,012	-3%
Other investments	4,148	3,961	3,743	3,995	4,138	0%
Accrued investment income	117	75	62	68	72	63%
Other liabilities, net	(1,445)	(1,736)	(1,756)	(2,481)	(2,474)	-42%
<b>Total segregated funds net assets</b>	<b>175,248</b>	<b>175,544</b>	<b>175,094</b>	<b>177,509</b>	<b>179,441</b>	<b>-2%</b>

**Composition of segregated funds net assets:**

Held by policyholders	174,637	174,981	174,492	176,846	178,792	-2%
Held by the Company	267	245	293	328	352	-24%
Held by other contract holders	344	318	309	335	297	16%
<b>Total segregated funds net assets</b>	<b>175,248</b>	<b>175,544</b>	<b>175,094</b>	<b>177,509</b>	<b>179,441</b>	<b>-2%</b>

**Consolidated Statements of Changes in Segregated Funds Net Assets**
**Additions**

Deposits from policyholders	9,197	9,043	8,888	8,545	10,751	-14%	37,227
Interest and dividends	863	4,213	942	1,335	993	-13%	7,483
Net transfers from general fund	358	417	227	158	150	139%	952
Currency revaluation	7,051	(875)	(8,886)	(12,305)	(1,574)	-	(23,640)
<b>Total additions</b>	<b>17,469</b>	<b>12,798</b>	<b>1,171</b>	<b>(2,267)</b>	<b>10,320</b>	<b>69%</b>	<b>22,022</b>

**Deductions**

Payments to policyholders	4,842	5,208	4,935	5,058	5,537	-13%	20,738
Net realized and unrealized investment losses (gains)	12,290	6,461	(2,028)	(6,055)	(2,375)	-	(3,997)
Management and administrative fees	633	679	679	662	654	-3%	2,674
<b>Total deductions</b>	<b>17,765</b>	<b>12,348</b>	<b>3,586</b>	<b>(335)</b>	<b>3,816</b>	<b>366%</b>	<b>19,415</b>
Net addition (deduction) to segregated funds for the period	(296)	450	(2,415)	(1,932)	6,504	-	2,607
Segregated funds net assets, beginning of period	175,544	175,094	177,509	179,441	172,937	2%	172,937
<b>Segregated funds net assets, end of period</b>	<b>175,248</b>	<b>175,544</b>	<b>175,094</b>	<b>177,509</b>	<b>179,441</b>	<b>-2%</b>	<b>175,544</b>

## CONSOLIDATED SOURCE OF EARNINGS

(Canadian \$ in millions, unaudited)



	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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### Source of Earnings <sup>1</sup>

Expected profit from in-force business	785	808	820	818	803	-2%	3,249
Impact of new business	(90)	(92)	(68)	(60)	(66)	36%	(286)
Experience gains <sup>2</sup>	133	313	488	339	345	-61%	1,485
Management actions and changes in assumptions	36	116	(31)	(36)	(56)	-	(7)
Earnings on surplus funds	304	296	283	367	305	0%	1,251
Other	(9)	(13)	(25)	15	10	-	(13)
<b>Income before income taxes</b>	<b>1,159</b>	<b>1,428</b>	<b>1,467</b>	<b>1,443</b>	<b>1,341</b>	<b>-14%</b>	<b>5,679</b>
Income taxes	(290)	(284)	(397)	(341)	(355)	-18%	(1,377)
<b>Net income attributed to shareholders</b>	<b>869</b>	<b>1,144</b>	<b>1,070</b>	<b>1,102</b>	<b>986</b>	<b>-12%</b>	<b>4,302</b>

<sup>1</sup> Per OSFI instructions, the Source of Earnings amounts denominated in foreign currencies are translated at the prior quarter's balance sheet rate. 'Experience gains' includes the adjustment to get to the income statement rate.

<sup>2</sup> Management Basis SOE reporting used in this supplementary information package is consistent with OSFI SOE guidelines with the exception that 'experience gains' includes the full impact on reported income from changes to the segregated fund guarantee reserves due to investment market performance. Under OSFI SOE guidelines the component of this reserve change related to changes in CTE level would be reported as a valuation basis change.

### Glossary

Expected profit from in-force business	Formula-driven release of PfADS (Provisions for Adverse Deviations) on the non-fee businesses and expected profit on fee businesses.
Impact of new business	For non-fee income businesses, the capitalized value of future profits less PfADS in respect of new business. For fee income businesses, the non-capitalized acquisition expenses.
Experience gains	Earnings impact of any differences between actual experience in the current period relative to expected experience implicit in the actuarial liabilities, and differences in current period fee income due to market performance.
Management actions and changes in assumptions	Earnings impact of: -management initiated actions in the period that generate a non-recurring current period impact -changes in methods and assumptions that impact actuarial liabilities or other liabilities -integration expenses from acquisitions that flow to income
Earnings on surplus funds	Actual investment returns on the Company's surplus (shareholders' equity).
Other	Earnings items not included in any other line of the SOE, including minority interests.
Income taxes	Tax charges to income, consistent with the amount on the statement of operations.

**U.S. INSURANCE**  
(Unaudited)



2008 Q1      2007 Q4      2007 Q3      2007 Q2      2007 Q1      2008 Q1 vs. 2007 Q1      Fiscal 2007

**Statements of Operations - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
<b>Revenue</b>							
Premium income	1,258	1,403	1,238	1,184	1,117	13%	4,942
Investment income	719	748	648	663	632	14%	2,691
Other revenue	148	154	146	141	144	3%	585
<b>Subtotal revenue</b>	<b>2,125</b>	<b>2,305</b>	<b>2,032</b>	<b>1,988</b>	<b>1,893</b>	<b>12%</b>	<b>8,218</b>
Realized/ unrealized gains (losses) on invested assets supporting policy liabilities <sup>1</sup>	(7)	566	455	(564)	5	-	462
<b>Total revenue</b>	<b>2,118</b>	<b>2,871</b>	<b>2,487</b>	<b>1,424</b>	<b>1,898</b>	<b>12%</b>	<b>8,680</b>
<b>Policy benefits and expenses</b>							
Policyholder benefits <sup>1</sup>	1,280	1,943	1,698	680	1,244	3%	5,565
General expenses	144	155	143	142	135	7%	575
Investment expenses	30	38	30	29	28	7%	125
Commissions	306	407	283	267	226	35%	1,183
Other	38	36	30	36	29	31%	131
<b>Total policy benefits and expenses</b>	<b>1,798</b>	<b>2,579</b>	<b>2,184</b>	<b>1,154</b>	<b>1,662</b>	<b>8%</b>	<b>7,579</b>
<b>Income before income taxes</b>	<b>320</b>	<b>292</b>	<b>303</b>	<b>270</b>	<b>236</b>	<b>36%</b>	<b>1,101</b>
Income taxes	(112)	(94)	(103)	(91)	(81)	38%	(369)
<b>Net income attributed to shareholders</b>	<b>208</b>	<b>198</b>	<b>200</b>	<b>179</b>	<b>155</b>	<b>34%</b>	<b>732</b>

<sup>1</sup> For fixed income assets supporting policy liabilities and for equities supporting pass through products, the impact of realized/ unrealized gains (losses) on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

**Source of Earnings - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
Expected profit from in-force business	159	146	130	125	127	25%	528
Impact of new business	(59)	(36)	(9)	(4)	(17)	247%	(66)
Experience gains	138	118	120	90	31	345%	359
Management actions and changes in assumptions	-	-	12	-	22	-100%	34
Earnings on surplus funds	84	68	67	67	68	24%	270
Other	(2)	(4)	(17)	(8)	5	-	(24)
<b>Income before income taxes</b>	<b>320</b>	<b>292</b>	<b>303</b>	<b>270</b>	<b>236</b>	<b>36%</b>	<b>1,101</b>
Income taxes	(112)	(94)	(103)	(91)	(81)	38%	(369)
<b>Net income attributed to shareholders</b>	<b>208</b>	<b>198</b>	<b>200</b>	<b>179</b>	<b>155</b>	<b>34%</b>	<b>732</b>

**Premiums and Deposits - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
Premiums	1,258	1,403	1,238	1,184	1,117	13%	4,942
Segregated fund deposits	290	326	298	260	293	-1%	1,177
<b>Total premiums and deposits</b>	<b>1,548</b>	<b>1,729</b>	<b>1,536</b>	<b>1,444</b>	<b>1,410</b>	<b>10%</b>	<b>6,119</b>

**Funds Under Management - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
General fund	46,393	45,605	44,823	43,508	43,271	7%	45,605
Segregated funds	10,750	11,525	11,699	11,446	11,005	-2%	11,525
<b>Total funds under management</b>	<b>57,143</b>	<b>57,130</b>	<b>56,522</b>	<b>54,954</b>	<b>54,276</b>	<b>5%</b>	<b>57,130</b>

**Canadian \$ in millions - Summary Statements of Operations and Key Metrics**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
Revenue	2,127	2,817	2,599	1,565	2,222	-4%	9,203
Total policy benefits and expenses	1,806	2,531	2,282	1,268	1,946	-7%	8,027
Net income attributed to shareholders	209	194	209	196	182	15%	781
Total premiums and deposits	1,554	1,696	1,605	1,585	1,652	-6%	6,538
Total funds under management	58,739	56,451	56,313	58,437	62,577	-6%	56,451

**U.S. INSURANCE - JOHN HANCOCK LIFE**  
(Unaudited)



	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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**Statements of Operations - U.S. \$ in millions**

<b>Revenue</b>							
Premium income	901	1,028	886	840	791	14%	3,545
Investment income	552	562	531	526	514	7%	2,133
Other revenue	143	147	143	138	140	2%	568
<b>Subtotal revenue</b>	1,596	1,737	1,560	1,504	1,445	10%	6,246
Realized/ unrealized (losses) gains on invested assets supporting policy liabilities <sup>1</sup>	(159)	272	253	(277)	59	-	307
<b>Total revenue</b>	1,437	2,009	1,813	1,227	1,504	-4%	6,553
<b>Policy benefits and expenses</b>							
Policyholder benefits <sup>1</sup>	808	1,260	1,209	660	1,018	-21%	4,147
General expenses	104	107	103	99	96	8%	405
Investment expenses	24	27	25	24	23	4%	99
Commissions	250	341	226	213	171	46%	951
Other	30	30	23	28	23	30%	104
<b>Total policy benefits and expenses</b>	1,216	1,765	1,586	1,024	1,331	-9%	5,706
<b>Income before income taxes</b>	221	244	227	203	173	28%	847
Income taxes	(78)	(78)	(78)	(68)	(59)	32%	(283)
<b>Net income attributed to shareholders <sup>2</sup></b>	143	166	149	135	114	25%	564

<sup>1</sup> For fixed income assets supporting policy liabilities and for equities supporting pass through products, the impact of realized/ unrealized (losses) gains on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

<sup>2</sup> Year over year increase is primarily due to favourable investment results and in-force business growth partially offset by strain from new business.

**Sales - U.S. \$ in millions**

Total sales <sup>3</sup>	209	313	198	199	147	42%	857
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<sup>3</sup> Consists of 100% of recurring premiums and 10% of both excess and single premiums.

**Premiums and Deposits - U.S. \$ in millions**

Premiums	901	1,028	886	840	791	14%	3,545
Segregated fund deposits	253	288	260	224	256	-1%	1,028
<b>Total premiums and deposits</b>	1,154	1,316	1,146	1,064	1,047	10%	4,573

**Funds Under Management - U.S. \$ in millions**

General fund	36,373	36,318	35,853	35,031	34,824	4%	36,318
Segregated funds	10,122	10,929	11,163	10,952	10,540	-4%	10,929
<b>Total funds under management</b>	46,495	47,247	47,016	45,983	45,364	2%	47,247

**Changes in General and Segregated Funds Under Management - U.S. \$ in millions**

<b>Beginning balance</b>	47,247	47,016	45,983	45,364	44,474	6%	44,474
Fair value adjustment- January 1, 2007	-	-	-	-	217	-100%	217
Premiums and deposits	1,154	1,316	1,146	1,064	1,047	10%	4,573
Investment (loss) income <sup>4</sup>	(390)	646	973	675	769	-	3,063
Benefits and withdrawals	(890)	(1,061)	(849)	(828)	(841)	6%	(3,579)
Other <sup>5</sup>	(626)	(670)	(237)	(292)	(302)	107%	(1,501)
<b>Ending balance</b>	46,495	47,247	47,016	45,983	45,364	2%	47,247

<sup>4</sup> Investment income consists of gross investment income for the general fund and interest, dividends and net realized and unrealized gains and losses for the segregated funds.

<sup>5</sup> Other is comprised of all changes to the statement of operations and the balance sheet that are not specifically identified in the roll forward. These include general expenses, investment expenses, taxes, changes in receivables and payables, transfers to/from other Business Units and changes in allocated capital.

**Canadian \$ in millions - Key Metrics**

Net income attributed to shareholders	143	163	156	148	133	8%	600
Sales	209	307	207	219	172	22%	905
Total premiums and deposits	1,157	1,293	1,198	1,165	1,228	-6%	4,884
Total funds under management	47,793	46,685	46,844	48,898	52,302	-9%	46,685

**U.S. INSURANCE - JOHN HANCOCK LONG TERM CARE**  
(Unaudited)



	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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**Statements of Operations - U.S. \$ in millions**

<b>Revenue</b>							
Premium income	357	375	352	344	326	10%	1,397
Investment income	167	186	117	137	118	42%	558
Other revenue	5	7	3	3	4	25%	17
<b>Subtotal revenue</b>	<b>529</b>	<b>568</b>	<b>472</b>	<b>484</b>	<b>448</b>	<b>18%</b>	<b>1,972</b>
Realized/ unrealized gains (losses) on invested assets supporting policy liabilities <sup>1</sup>	152	294	202	(287)	(54)	-	155
<b>Total revenue</b>	<b>681</b>	<b>862</b>	<b>674</b>	<b>197</b>	<b>394</b>	<b>73%</b>	<b>2,127</b>
<b>Policy benefits and expenses</b>							
Policyholder benefits <sup>1</sup>	472	683	489	20	226	109%	1,418
General expenses	40	48	40	43	39	3%	170
Investment expenses	6	11	5	5	5	20%	26
Commissions	56	66	57	54	55	2%	232
Other	8	6	7	8	6	33%	27
<b>Total policy benefits and expenses</b>	<b>582</b>	<b>814</b>	<b>598</b>	<b>130</b>	<b>331</b>	<b>76%</b>	<b>1,873</b>
<b>Income before income taxes</b>	<b>99</b>	<b>48</b>	<b>76</b>	<b>67</b>	<b>63</b>	<b>57%</b>	<b>254</b>
Income taxes	(34)	(16)	(25)	(23)	(22)	55%	(86)
<b>Net income attributed to shareholders<sup>2</sup></b>	<b>65</b>	<b>32</b>	<b>51</b>	<b>44</b>	<b>41</b>	<b>59%</b>	<b>168</b>

<sup>1</sup> For fixed income assets supporting policy liabilities and for equities supporting pass through products, the impact of realized/ unrealized gains (losses) on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

<sup>2</sup> Year over year increase is primarily due to favourable investment results and in-force business growth partially offset by strain from new business.

**Sales - U.S. \$ in millions**

New annualized premiums	46	50	43	58	46	0%	197
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**Premiums and Deposits - U.S. \$ in millions**

Premiums	357	375	352	344	326	10%	1,397
Segregated fund deposits	37	38	38	36	37	0%	149
<b>Total premiums and deposits</b>	<b>394</b>	<b>413</b>	<b>390</b>	<b>380</b>	<b>363</b>	<b>9%</b>	<b>1,546</b>

**Funds Under Management - U.S. \$ in millions**

General fund	10,020	9,287	8,970	8,477	8,447	19%	9,287
Segregated funds	628	596	536	494	465	35%	596
<b>Total funds under management</b>	<b>10,648</b>	<b>9,883</b>	<b>9,506</b>	<b>8,971</b>	<b>8,912</b>	<b>19%</b>	<b>9,883</b>

**Changes in General and Segregated Funds Under Management - U.S. \$ in millions**

<b>Beginning balance</b>	<b>9,883</b>	<b>9,506</b>	<b>8,971</b>	<b>8,912</b>	<b>8,094</b>	<b>22%</b>	<b>8,094</b>
Fair value adjustment- January 1, 2007	-	-	-	-	514	-100%	514
Premiums and deposits	394	413	390	380	363	9%	1,546
Investment income (loss) <sup>3</sup>	324	489	330	(152)	71	356%	738
Benefits and withdrawals	(105)	(102)	(95)	(102)	(89)	18%	(388)
Other <sup>4</sup>	152	(423)	(90)	(67)	(41)	-	(621)
<b>Ending balance</b>	<b>10,648</b>	<b>9,883</b>	<b>9,506</b>	<b>8,971</b>	<b>8,912</b>	<b>19%</b>	<b>9,883</b>

<sup>3</sup> Investment income consists of gross investment income (loss) for the general fund and interest, dividends and net realized and unrealized gains and losses for the segregated funds.

<sup>4</sup> Other is comprised of all changes to the statement of operations and the balance sheet that are not specifically identified in the roll forward. These include general expenses, investment expenses, taxes, changes in receivables and payables, transfers to/from other Business Units and changes in allocated capital.

**Canadian \$ in millions - Key Metrics**

Net income attributed to shareholders	66	31	53	48	49	35%	181
Sales	46	50	45	63	54	-15%	212
Total premiums and deposits	397	403	407	420	424	-6%	1,654
Funds under management	10,946	9,766	9,469	9,539	10,275	7%	9,766

2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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**Statements of Operations - U.S. \$ in millions**

<b>Revenue</b>							
Premium income	1,106	1,356	1,028	900	762	45%	4,046
Investment income	545	642	513	554	549	-1%	2,258
Other revenue	628	674	647	637	594	6%	2,552
<b>Subtotal revenue</b>	<b>2,279</b>	<b>2,672</b>	<b>2,188</b>	<b>2,091</b>	<b>1,905</b>	<b>20%</b>	<b>8,856</b>
Realized/ unrealized gains (losses) on invested assets supporting policy liabilities and consumer notes <sup>1,2</sup>	(250)	115	63	(176)	69	-	71
<b>Total revenue</b>	<b>2,029</b>	<b>2,787</b>	<b>2,251</b>	<b>1,915</b>	<b>1,974</b>	<b>3%</b>	<b>8,927</b>
<b>Policy benefits and expenses</b>							
Policyholder benefits <sup>1</sup>	1,208	1,770	1,223	1,048	996	21%	5,037
General expenses	186	192	186	185	177	5%	740
Investment expenses	111	131	117	113	110	1%	471
Commissions	268	291	288	266	235	14%	1,080
Other <sup>2</sup>	69	63	63	(21)	52	33%	157
<b>Total policy benefits and expenses</b>	<b>1,842</b>	<b>2,447</b>	<b>1,877</b>	<b>1,591</b>	<b>1,570</b>	<b>17%</b>	<b>7,485</b>
<b>Income before income taxes</b>	<b>187</b>	<b>340</b>	<b>374</b>	<b>324</b>	<b>404</b>	<b>-54%</b>	<b>1,442</b>
Income taxes	(39)	(76)	(104)	(89)	(119)	-67%	(388)
<b>Net income attributed to shareholders</b>	<b>148</b>	<b>264</b>	<b>270</b>	<b>235</b>	<b>285</b>	<b>-48%</b>	<b>1,054</b>

<sup>1</sup> For fixed income assets supporting policy liabilities and for equities supporting pass through products, the impact of realized/ unrealized gains (losses) on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

<sup>2</sup> For assets supporting consumer notes, the impact of realized/ unrealized gains (losses) on the assets is offset in interest expense, included in Other.

**Source of Earnings - U.S. \$ in millions**

Expected profit from in-force business	231	255	249	236	229	1%	969
Impact of new business	(32)	(47)	(30)	(33)	(30)	7%	(140)
Experience gains	(84)	38	94	43	117	-	292
Management actions and changes in assumptions	-	27	-	18	9	-100%	54
Earnings on surplus funds	69	70	69	68	70	-1%	277
Other	3	(3)	(8)	(8)	9	-67%	(10)
<b>Income before income taxes</b>	<b>187</b>	<b>340</b>	<b>374</b>	<b>324</b>	<b>404</b>	<b>-54%</b>	<b>1,442</b>
Income taxes	(39)	(76)	(104)	(89)	(119)	-67%	(388)
<b>Net income attributed to shareholders</b>	<b>148</b>	<b>264</b>	<b>270</b>	<b>235</b>	<b>285</b>	<b>-48%</b>	<b>1,054</b>

**Premiums and Deposits - U.S. \$ in millions**

Premiums	1,106	1,356	1,028	900	762	45%	4,046
Segregated fund deposits	5,487	5,227	5,250	5,231	5,525	-1%	21,233
Mutual fund deposits	2,414	1,758	1,712	1,766	1,722	40%	6,958
Other fund deposits	135	154	135	157	223	-39%	669
<b>Total premiums and deposits</b>	<b>9,142</b>	<b>8,495</b>	<b>8,125</b>	<b>8,054</b>	<b>8,232</b>	<b>11%</b>	<b>32,906</b>

**Funds Under Management - U.S. \$ in millions**

General fund	34,380	36,254	36,681	37,053	37,314	-8%	36,254
Segregated funds	104,722	110,189	110,529	106,757	100,250	4%	110,189
Mutual funds	26,430	27,917	30,972	31,604	30,567	-14%	27,917
Other funds	3,540	3,759	3,750	3,754	3,480	2%	3,759
<b>Total funds under management</b>	<b>169,072</b>	<b>178,119</b>	<b>181,932</b>	<b>179,168</b>	<b>171,611</b>	<b>-1%</b>	<b>178,119</b>

**Canadian \$ in millions - Summary Statements of Operations and Key Metrics**

Revenue	2,037	2,734	2,354	2,101	2,313	-12%	9,502
Total policy benefits and expenses	1,849	2,399	1,963	1,746	1,841	0%	7,948
Net income attributed to shareholders	149	259	281	257	335	-56%	1,132
Total premiums and deposits	9,180	8,335	8,494	8,839	9,646	-5%	35,314
<b>Total funds under management</b>	<b>173,789</b>	<b>175,999</b>	<b>181,258</b>	<b>190,528</b>	<b>197,853</b>	<b>-12%</b>	<b>175,999</b>

**U.S. WEALTH MANAGEMENT - JOHN HANCOCK VARIABLE ANNUITIES**

(Unaudited)



2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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**Statements of Operations - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
<b>Revenue</b>							
Premium income <sup>1</sup>	559	467	466	391	228	145%	1,552
Investment income	15	18	19	16	12	25%	65
Other revenue	349	367	348	337	311	12%	1,363
<b>Subtotal revenue</b>	<b>923</b>	<b>852</b>	<b>833</b>	<b>744</b>	<b>551</b>	<b>68%</b>	<b>2,980</b>
Realized/ unrealized gains (losses) on invested assets supporting policy liabilities <sup>2</sup>	36	(8)	-	(3)	2	nm	(9)
<b>Total revenue</b>	<b>959</b>	<b>844</b>	<b>833</b>	<b>741</b>	<b>553</b>	<b>73%</b>	<b>2,971</b>
<b>Policy benefits and expenses</b>							
Policyholder benefits <sup>2</sup>	628	411	382	321	189	232%	1,303
General expenses	66	67	69	69	61	8%	266
Investment expenses	36	42	38	37	34	6%	151
Commissions	165	178	180	163	127	30%	648
Other	1	2	-	-	1	0%	3
<b>Total policy benefits and expenses</b>	<b>896</b>	<b>700</b>	<b>669</b>	<b>590</b>	<b>412</b>	<b>117%</b>	<b>2,371</b>
<b>Income before income taxes</b>	<b>63</b>	<b>144</b>	<b>164</b>	<b>151</b>	<b>141</b>	<b>-55%</b>	<b>600</b>
Income taxes	(13)	(29)	(49)	(46)	(37)	-65%	(161)
<b>Net income attributed to shareholders <sup>3</sup></b>	<b>50</b>	<b>115</b>	<b>115</b>	<b>105</b>	<b>104</b>	<b>-52%</b>	<b>439</b>

<sup>1</sup> Premium increases are related to the segregated funds dollar cost averaging program.

<sup>2</sup> For fixed income assets supporting policy liabilities and for equities supporting pass through products, the impact of realized/ unrealized gains (losses) on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

<sup>3</sup> Decrease year over year primarily attributable to the impact of lower equity markets on segregated fund guarantee reserves.

**Sales/Premiums and Deposits - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
Premiums	559	467	466	391	228	145%	1,552
Segregated fund deposits	1,980	2,350	2,513	2,414	1,929	3%	9,206
<b>Total premiums and deposits</b>	<b>2,539</b>	<b>2,817</b>	<b>2,979</b>	<b>2,805</b>	<b>2,157</b>	<b>18%</b>	<b>10,758</b>

**Funds Under Management - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
General fund	852	1,199	1,049	820	571	49%	1,199
Segregated funds	50,781	53,777	53,819	51,661	48,599	4%	53,777
<b>Total funds under management</b>	<b>51,633</b>	<b>54,976</b>	<b>54,868</b>	<b>52,481</b>	<b>49,170</b>	<b>5%</b>	<b>54,976</b>

**Changes in General and Segregated Funds Under Management - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
<b>Beginning balance</b>	<b>54,976</b>	<b>54,868</b>	<b>52,481</b>	<b>49,170</b>	<b>47,716</b>	<b>15%</b>	<b>47,716</b>
Fair value adjustment- January 1, 2007	-	-	-	-	(4)	-	(4)
Premiums and deposits	2,539	2,817	2,979	2,805	2,157	18%	10,758
Investment (loss) income <sup>4</sup>	(3,758)	(969)	1,043	2,207	888	-	3,169
Withdrawals	(1,409)	(1,633)	(1,474)	(1,528)	(1,309)	8%	(5,944)
Other <sup>5</sup>	(715)	(107)	(161)	(173)	(278)	157%	(719)
<b>Ending balance</b>	<b>51,633</b>	<b>54,976</b>	<b>54,868</b>	<b>52,481</b>	<b>49,170</b>	<b>5%</b>	<b>54,976</b>

<sup>4</sup> Investment income consists of gross investment income for the general fund and interest, dividends and net realized and unrealized gains and losses for the segregated funds.

<sup>5</sup> Other is comprised of all changes to the statement of operations and the balance sheet that are not specifically identified in the roll forward. These include general expenses, investment expenses, taxes, changes in receivables and payables, transfers to/from other Business Units and changes in allocated capital.

**Canadian \$ in millions - Key Metrics**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
Net income attributed to shareholders	49	113	120	114	122	-60%	469
Total sales/premiums and deposits	2,549	2,763	3,115	3,078	2,528	1%	11,484
Total funds under management	53,073	54,322	54,664	55,808	56,689	-6%	54,322

**U.S. WEALTH MANAGEMENT - JOHN HANCOCK RETIREMENT PLAN SERVICES**

(Unaudited)



2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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**Statements of Operations - U.S. \$ in millions**

<b>Revenue</b>							
Premium income	42	33	31	33	42	0%	139
Investment income	20	23	21	19	19	5%	82
Other revenue	173	185	179	176	164	5%	704
<b>Subtotal revenue</b>	<b>235</b>	<b>241</b>	<b>231</b>	<b>228</b>	<b>225</b>	<b>4%</b>	<b>925</b>
Realized/ unrealized (losses) gains on invested assets supporting policy liabilities <sup>1</sup>	(8)	-	(1)	(2)	2	-	(1)
<b>Total revenue</b>	<b>227</b>	<b>241</b>	<b>230</b>	<b>226</b>	<b>227</b>	<b>0%</b>	<b>924</b>
<b>Policy benefits and expenses</b>							
Policyholder benefits <sup>1</sup>	30	30	26	29	29	3%	114
General expenses	60	57	55	53	55	9%	220
Investment expenses	35	38	34	33	34	3%	139
Commissions	54	57	55	54	55	-2%	221
Other	1	1	2	1	1	0%	5
<b>Total policy benefits and expenses</b>	<b>180</b>	<b>183</b>	<b>172</b>	<b>170</b>	<b>174</b>	<b>3%</b>	<b>699</b>
<b>Income before income taxes</b>	<b>47</b>	<b>58</b>	<b>58</b>	<b>56</b>	<b>53</b>	<b>-11%</b>	<b>225</b>
Income taxes	(10)	(10)	(13)	(14)	(11)	-9%	(48)
<b>Net income attributed to shareholders <sup>2</sup></b>	<b>37</b>	<b>48</b>	<b>45</b>	<b>42</b>	<b>42</b>	<b>-12%</b>	<b>177</b>

<sup>1</sup> For fixed income assets supporting policy liabilities and for equities supporting pass through products, the impact of realized/ unrealized (losses) gains on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

<sup>2</sup> Decrease year over year primarily attributable to unfavourable investment results and higher expenses as a result of a strengthened Canadian dollar.

**Sales - U.S. \$ in millions**

New annualized premium sales	280	379	195	190	297	-6%	1,061
Single premium sales	997	1,040	800	835	1,281	-22%	3,956

**Premiums and Deposits - U.S. \$ in millions**

Premiums	42	33	31	33	42	0%	139
Segregated fund deposits	3,466	2,831	2,726	2,777	3,496	-1%	11,830
<b>Total premiums and deposits</b>	<b>3,508</b>	<b>2,864</b>	<b>2,757</b>	<b>2,810</b>	<b>3,538</b>	<b>-1%</b>	<b>11,969</b>

**Funds Under Management - U.S. \$ in millions**

General fund	1,174	1,266	1,214	1,130	1,062	11%	1,266
Segregated funds	49,764	52,131	52,400	50,644	47,305	5%	52,131
<b>Total funds under management</b>	<b>50,938</b>	<b>53,397</b>	<b>53,614</b>	<b>51,774</b>	<b>48,367</b>	<b>5%</b>	<b>53,397</b>

**Changes in General and Segregated Funds Under Management - U.S. \$ in millions**

<b>Beginning balance</b>	53,397	53,614	51,774	48,367	45,873	16%	45,873
Fair value adjustment- January 1, 2007	-	-	-	-	3	-100%	3
Premiums and deposits	3,508	2,864	2,757	2,810	3,538	-1%	11,969
Investment (loss) income <sup>3</sup>	(3,725)	(801)	1,007	2,371	981	-	3,558
Withdrawals	(2,124)	(2,302)	(1,948)	(1,798)	(1,997)	6%	(8,045)
Other <sup>4</sup>	(118)	22	24	24	(31)	281%	39
<b>Ending balance</b>	<b>50,938</b>	<b>53,397</b>	<b>53,614</b>	<b>51,774</b>	<b>48,367</b>	<b>5%</b>	<b>53,397</b>

<sup>3</sup> Investment income consists of gross investment income for the general fund and interest, dividends and net realized and unrealized gains and losses for the segregated funds.

<sup>4</sup> Other is comprised of all changes to the statement of operations and the balance sheet that are not specifically identified in the roll forward. These include general expenses, investment expenses, taxes, changes in receivables and payables, transfers to/from other Business Units and changes in allocated capital.

**Canadian \$ in millions - Key Metrics**

Net income attributed to shareholders	38	48	46	47	49	-22%	190
Sales - New annualized premiums	281	371	204	209	348	-19%	1,132
Sales - Single premiums	1,001	1,020	837	916	1,501	-33%	4,274
Total premiums and deposits	3,523	2,810	2,882	3,084	4,145	-15%	12,921
Total funds under management	52,360	52,760	53,417	55,058	55,763	-6%	52,760

**U.S. WEALTH MANAGEMENT - JOHN HANCOCK MUTUAL FUNDS**

(Unaudited)



2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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**Statements of Operations - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
<b>Revenue</b>							
Investment income	1	2	2	1	2	-50%	7
Other revenue	98	111	111	114	110	-11%	446
<b>Total revenue</b>	<b>99</b>	<b>113</b>	<b>113</b>	<b>115</b>	<b>112</b>	<b>-12%</b>	<b>453</b>
<b>Policy benefits and expenses</b>							
General expenses	38	42	39	38	38	0%	157
Investment expenses	20	22	24	23	21	-5%	90
Commissions	37	40	40	40	40	-8%	160
<b>Total policy benefits and expenses</b>	<b>95</b>	<b>104</b>	<b>102</b>	<b>101</b>	<b>99</b>	<b>-4%</b>	<b>407</b>
<b>Income before income taxes</b>							
	4	9	11	14	13	-69%	46
Income taxes	(1)	(3)	(4)	(5)	(5)	-80%	(17)
<b>Net income attributed to shareholders<sup>1</sup></b>	<b>3</b>	<b>6</b>	<b>7</b>	<b>9</b>	<b>8</b>	<b>-63%</b>	<b>29</b>

<sup>1</sup> Decrease year over year due to lower fee income from lower average assets.

**Deposits - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
Mutual fund deposits	2,414	1,758	1,712	1,766	1,722	40%	6,958
Other fund deposits <sup>2</sup>	135	154	135	149	213	-37%	651
<b>Total deposits</b>	<b>2,549</b>	<b>1,912</b>	<b>1,847</b>	<b>1,915</b>	<b>1,935</b>	<b>32%</b>	<b>7,609</b>

<sup>2</sup> Other fund deposits include College Savings (529 plan) and Private Managed Accounts.

**Funds Under Management - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
General fund	18	56	45	41	39	-54%	56
Mutual funds	26,430	27,917	30,972	31,604	30,567	-14%	27,917
Other funds <sup>3</sup>	3,540	3,759	3,750	3,754	3,480	2%	3,759
<b>Total funds under management</b>	<b>29,988</b>	<b>31,732</b>	<b>34,767</b>	<b>35,399</b>	<b>34,086</b>	<b>-12%</b>	<b>31,732</b>

<sup>3</sup> Other funds include College Savings (529 plan) and Private Managed Accounts.

**Changes in General, Mutual and Other Funds Under Management - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
<b>Beginning balance</b>	<b>31,732</b>	<b>34,767</b>	<b>35,399</b>	<b>34,086</b>	<b>33,942</b>	<b>-7%</b>	<b>33,942</b>
Deposits	2,549	1,912	1,847	1,915	1,935	32%	7,609
Investment (loss) income <sup>4</sup>	(2,114)	(1,896)	(466)	1,245	(58)	nm	(1,175)
Withdrawals	(2,184)	(2,949)	(1,906)	(1,718)	(1,593)	37%	(8,166)
Other <sup>5</sup>	5	(102)	(107)	(129)	(140)	-	(478)
<b>Ending balance</b>	<b>29,988</b>	<b>31,732</b>	<b>34,767</b>	<b>35,399</b>	<b>34,086</b>	<b>-12%</b>	<b>31,732</b>

<sup>4</sup> Investment income consists of gross investment income for the general fund and interest, dividends and net realized and unrealized gains and losses for the mutual and other funds.

<sup>5</sup> Other is comprised of all changes to the statement of operations and the balance sheet that are not specifically identified in the roll forward. These include general expenses, investment expenses, taxes, changes in receivables and payables, transfers to/from other Business Units and changes in allocated capital.

**Canadian \$ in millions - Key Metrics**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
Net income attributed to shareholders	3	5	8	9	10	-70%	32
Sales <sup>6</sup>	2,561	1,877	1,930	2,102	2,267	13%	8,176
Total funds under management	30,825	31,354	34,638	37,644	39,299	-22%	31,354

<sup>6</sup> Sales are measured by new premiums and deposits received.

**U.S. WEALTH MANAGEMENT - JOHN HANCOCK FIXED PRODUCTS**

(Unaudited)



2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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**Statements of Operations - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
<b>Revenue</b>							
Premium income	505	856	531	476	492	3%	2,355
Investment income	509	599	471	518	516	-1%	2,104
Other revenue	8	11	9	10	9	-11%	39
<b>Subtotal revenue</b>	<b>1,022</b>	<b>1,466</b>	<b>1,011</b>	<b>1,004</b>	<b>1,017</b>	<b>0%</b>	<b>4,498</b>
Realized/ unrealized (losses) gains on invested assets supporting policy liabilities and consumer notes <sup>1,2</sup>	(278)	123	64	(171)	65	-	81
<b>Total revenue</b>	<b>744</b>	<b>1,589</b>	<b>1,075</b>	<b>833</b>	<b>1,082</b>	<b>-31%</b>	<b>4,579</b>
<b>Policy benefits and expenses</b>							
Policyholder benefits <sup>1</sup>	550	1,329	815	698	778	-29%	3,620
General expenses	22	26	23	25	23	-4%	97
Investment expenses	20	29	21	20	21	-5%	91
Commissions	12	16	13	9	13	-8%	51
Other <sup>2</sup>	67	60	61	(22)	50	34%	149
<b>Total policy benefits and expenses</b>	<b>671</b>	<b>1,460</b>	<b>933</b>	<b>730</b>	<b>885</b>	<b>-24%</b>	<b>4,008</b>
<b>Income before income taxes</b>	<b>73</b>	<b>129</b>	<b>142</b>	<b>103</b>	<b>197</b>	<b>-63%</b>	<b>571</b>
Income taxes	(15)	(34)	(38)	(24)	(66)	-77%	(162)
<b>Net income attributed to shareholders <sup>3</sup></b>	<b>58</b>	<b>95</b>	<b>104</b>	<b>79</b>	<b>131</b>	<b>-56%</b>	<b>409</b>

<sup>1</sup> For fixed income assets supporting policy liabilities and for equities supporting pass through products, the impact of realized/ unrealized (losses) gains on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

<sup>2</sup> For assets supporting consumer notes (SignatureNotes), the impact of realized/ unrealized gains (losses) on the assets is offset in interest expense, included in Other.

<sup>3</sup> Year over year decrease driven by the non-recurrence of the strong investment gains experienced in 2007.

**Sales - U.S. \$ in millions**
**Spread-based Products**

Payout annuities	207	432	187	198	146	42%	963
Fixed deferred annuities	141	191	194	123	135	4%	643
SignatureNotes	-	-	-	8	10	-100%	18
<b>Total spread-based sales</b>	<b>348</b>	<b>623</b>	<b>381</b>	<b>329</b>	<b>291</b>	<b>20%</b>	<b>1,624</b>

**Fee-based Products**

Pension participating	11	8	11	7	17	-35%	43
Separate accounts	41	46	6	43	104	-61%	199
<b>Total fee-based sales</b>	<b>52</b>	<b>54</b>	<b>17</b>	<b>50</b>	<b>121</b>	<b>-57%</b>	<b>242</b>

**Total sales**

400	677	398	379	412	-3%	1,866
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**Premiums and Deposits - U.S. \$ in millions**

Premiums	505	856	531	476	492	3%	2,355
Segregated fund deposits	41	46	11	40	100	-59%	197
Other fund deposits - SignatureNotes <sup>4</sup>	-	-	-	8	10	-100%	18
<b>Total premiums and deposits</b>	<b>546</b>	<b>902</b>	<b>542</b>	<b>524</b>	<b>602</b>	<b>-9%</b>	<b>2,570</b>

<sup>4</sup>SignatureNotes is measured by sales.

**Funds Under Management - U.S. \$ in millions**

General fund	32,336	33,733	34,373	35,062	35,642	-9%	33,733
Segregated funds	4,177	4,281	4,310	4,452	4,346	-4%	4,281
<b>Total funds under management</b>	<b>36,513</b>	<b>38,014</b>	<b>38,683</b>	<b>39,514</b>	<b>39,988</b>	<b>-9%</b>	<b>38,014</b>

**U.S. WEALTH MANAGEMENT - JOHN HANCOCK FIXED PRODUCTS (CONT'D)**

(Unaudited)



2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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**Changes in General and Segregated Funds Under Management - U.S. \$ in millions**

<b>Beginning balance</b>	38,014	38,683	39,514	39,988	41,243	-8%	41,243
Fair value adjustment- January 1, 2007	-	-	-	-	231	-100%	231
Premiums and segregated fund deposits	546	902	542	516	592	-8%	2,552
Investment income <sup>1</sup>	135	768	645	424	662	-80%	2,499
Withdrawals	(1,605)	(1,789)	(1,951)	(1,374)	(1,869)	-14%	(6,983)
Other <sup>2</sup>	(577)	(550)	(67)	(40)	(871)	-34%	(1,528)
<b>Ending balance</b>	36,513	38,014	38,683	39,514	39,988	-9%	38,014

<sup>1</sup> Investment income consists of gross investment income for the general fund and interest, dividends and net realized and unrealized gains and losses for the segregated funds.

<sup>2</sup> Other is comprised of all changes to the statement of operations and the balance sheet that are not specifically identified in the roll forward. These include general expenses, investment expenses, taxes, changes in receivables and payables, transfers to/ from other Business Units and changes in allocated capital.

**Canadian \$ in millions - Key Metrics**

Net income attributed to shareholders	59	94	108	86	154	-62%	442
Sales	401	664	417	416	483	-17%	1,980
Total premiums and deposits	547	885	567	575	706	-23%	2,733
Total funds under management	37,531	37,563	38,539	42,018	46,102	-19%	37,563

**CANADIAN DIVISION**  
(Canadian \$ in millions, unaudited)



2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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**Statements of Operations**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
<b>Revenue</b>							
Premium income	1,611	1,624	1,522	1,556	1,506	7%	6,208
Investment income	746	747	710	659	687	9%	2,803
Other revenue	286	281	264	247	252	13%	1,044
<b>Subtotal revenue</b>	<b>2,643</b>	<b>2,652</b>	<b>2,496</b>	<b>2,462</b>	<b>2,445</b>	<b>8%</b>	<b>10,055</b>
Realized/ unrealized (losses) gains on invested assets supporting policy liabilities <sup>1</sup>	(117)	364	17	(554)	(37)	216%	(210)
<b>Total revenue</b>	<b>2,526</b>	<b>3,016</b>	<b>2,513</b>	<b>1,908</b>	<b>2,408</b>	<b>5%</b>	<b>9,845</b>
<b>Policy benefits and expenses</b>							
Policyholder benefits <sup>1</sup>	1,447	1,925	1,433	852	1,435	1%	5,645
General expenses	257	262	247	236	231	11%	976
Investment expenses	68	70	67	66	65	5%	268
Commissions	277	302	237	229	232	19%	1,000
Other	142	141	131	121	120	18%	513
<b>Total policy benefits and expenses</b>	<b>2,191</b>	<b>2,700</b>	<b>2,115</b>	<b>1,504</b>	<b>2,083</b>	<b>5%</b>	<b>8,402</b>
<b>Income before income taxes</b>	<b>335</b>	<b>316</b>	<b>398</b>	<b>404</b>	<b>325</b>	<b>3%</b>	<b>1,443</b>
Income taxes	(82)	(19)	(111)	(110)	(90)	-9%	(330)
<b>Net income</b>	<b>253</b>	<b>297</b>	<b>287</b>	<b>294</b>	<b>235</b>	<b>8%</b>	<b>1,113</b>
Income (loss) attributed to participating policyholders	(1)	10	(1)	(3)	(3)	-67%	3
<b>Net income attributed to shareholders</b>	<b>254</b>	<b>287</b>	<b>288</b>	<b>297</b>	<b>238</b>	<b>7%</b>	<b>1,110</b>

<sup>1</sup> For fixed income assets supporting policy liabilities and for equities supporting pass through products, the impact of realized/ unrealized (losses) gains on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

**Source of Earnings**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
Expected profit from in-force business	177	179	194	171	161	10%	705
Impact of new business	(9)	(14)	(16)	(5)	(2)	350%	(37)
Experience gains	86	55	136	124	67	28%	382
Management actions and changes in assumptions	(3)	(11)	-	-	23	-	12
Earnings on surplus funds	93	88	88	88	88	6%	352
Other	(8)	9	(3)	29	(9)	-11%	26
<b>Income before income taxes</b>	<b>336</b>	<b>306</b>	<b>399</b>	<b>407</b>	<b>328</b>	<b>2%</b>	<b>1,440</b>
Income taxes	(82)	(19)	(111)	(110)	(90)	-9%	(330)
<b>Net income attributed to shareholders</b>	<b>254</b>	<b>287</b>	<b>288</b>	<b>297</b>	<b>238</b>	<b>7%</b>	<b>1,110</b>

**Premiums and Deposits**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
Premiums	1,611	1,624	1,522	1,556	1,506	7%	6,208
Segregated fund deposits	1,587	1,929	1,121	1,299	2,633	-40%	6,982
Mutual fund deposits	159	129	122	130	177	-10%	558
ASO premium equivalents	633	630	582	584	577	10%	2,373
<b>Total premiums and deposits</b>	<b>3,990</b>	<b>4,312</b>	<b>3,347</b>	<b>3,569</b>	<b>4,893</b>	<b>-18%</b>	<b>16,121</b>

**Funds Under Management**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
General fund	51,495	51,474	49,335	48,496	48,379	6%	51,474
Segregated funds	31,123	31,391	30,829	30,692	29,631	5%	31,391
Mutual funds	3,161	3,286	3,386	3,451	3,413	-7%	3,286
<b>Total funds under management</b>	<b>85,779</b>	<b>86,151</b>	<b>83,550</b>	<b>82,639</b>	<b>81,423</b>	<b>5%</b>	<b>86,151</b>

**CANADA - INDIVIDUAL INSURANCE**

(Canadian \$ in millions, unaudited)



	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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**Statements of Operations**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
<b>Revenue</b>							
Premium income	574	583	524	559	537	7%	2,203
Investment income	294	295	273	232	266	11%	1,066
Other revenue	5	1	6	4	7	-29%	18
<b>Subtotal revenue</b>	<b>873</b>	<b>879</b>	<b>803</b>	<b>795</b>	<b>810</b>	<b>8%</b>	<b>3,287</b>
Realized/ unrealized (losses) gains on invested assets supporting policy liabilities <sup>1</sup>	(78)	203	56	(231)	2	-	30
<b>Total revenue</b>	<b>795</b>	<b>1,082</b>	<b>859</b>	<b>564</b>	<b>812</b>	<b>-2%</b>	<b>3,317</b>
<b>Policy benefits and expenses</b>							
Policyholder benefits <sup>1</sup>	400	771	497	184	511	-22%	1,963
General expenses	77	81	78	76	73	5%	308
Investment expenses	17	19	18	18	18	-6%	73
Commissions	108	117	101	99	85	27%	402
Other	19	20	18	17	18	6%	73
<b>Total policy benefits and expenses</b>	<b>621</b>	<b>1,008</b>	<b>712</b>	<b>394</b>	<b>705</b>	<b>-12%</b>	<b>2,819</b>
<b>Income before income taxes</b>	<b>174</b>	<b>74</b>	<b>147</b>	<b>170</b>	<b>107</b>	<b>63%</b>	<b>498</b>
Income taxes	(43)	27	(39)	(44)	(25)	72%	(81)
<b>Net income</b>	<b>131</b>	<b>101</b>	<b>108</b>	<b>126</b>	<b>82</b>	<b>60%</b>	<b>417</b>
Income (loss) attributed to participating policyholders	(1)	10	(1)	(3)	(3)	-67%	3
<b>Net income attributed to shareholders <sup>2</sup></b>	<b>132</b>	<b>91</b>	<b>109</b>	<b>129</b>	<b>85</b>	<b>55%</b>	<b>414</b>

<sup>1</sup> For fixed income assets supporting policy liabilities and for equities supporting pass through products, the impact of realized/ unrealized (losses) gains on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

<sup>2</sup> Year over year increase driven by more favourable investment performance, partially offset by the negative impact of equity market declines.

**Sales**

<b>New annualized premium sales</b>							
Individual life	57	65	50	57	44	30%	216
Affinity markets	17	17	18	18	16	6%	69
<b>Total new annualized premium sales</b>	<b>74</b>	<b>82</b>	<b>68</b>	<b>75</b>	<b>60</b>	<b>23%</b>	<b>285</b>
<b>Single premium sales</b>							
Affinity markets	40	44	44	28	33	21%	149

**Premiums and Deposits**

Premiums	574	583	524	559	537	7%	2,203
Segregated fund deposits	2	2	2	2	2	0%	8
ASO premium equivalents	12	12	11	10	10	20%	43
<b>Total premiums and deposits</b>	<b>588</b>	<b>597</b>	<b>537</b>	<b>571</b>	<b>549</b>	<b>7%</b>	<b>2,254</b>

**Funds Under Management**

General fund	20,760	20,656	19,997	19,678	19,633	6%	20,656
Segregated funds	274	294	296	297	285	-4%	294
<b>Total funds under management</b>	<b>21,034</b>	<b>20,950</b>	<b>20,293</b>	<b>19,975</b>	<b>19,918</b>	<b>6%</b>	<b>20,950</b>

**Changes in General and Segregated Funds Under Management**

<b>Beginning balance</b>	<b>20,950</b>	<b>20,293</b>	<b>19,975</b>	<b>19,918</b>	<b>18,681</b>	<b>12%</b>	<b>18,681</b>
Fair value adjustment- January 1, 2007	-	-	-	-	989	-100%	989
Premiums and deposits	576	585	526	561	539	7%	2,211
Investment income <sup>3</sup>	203	499	336	19	274	-26%	1,128
Benefits and withdrawals	(263)	(266)	(240)	(258)	(272)	-3%	(1,036)
Other <sup>4</sup>	(432)	(161)	(304)	(265)	(293)	47%	(1,023)
<b>Ending balance</b>	<b>21,034</b>	<b>20,950</b>	<b>20,293</b>	<b>19,975</b>	<b>19,918</b>	<b>6%</b>	<b>20,950</b>

<sup>3</sup> Investment income consists of gross investment income for the general fund and interest, dividends and net realized and unrealized gains and losses for the segregated funds.

<sup>4</sup> Other is comprised of all changes to the statement of operations and the balance sheet that are not specifically identified in the roll forward. These include general expenses, investment expenses, taxes, changes in receivables and payables, transfers to/from other Business Units and changes in allocated capital.

**CANADA - INDIVIDUAL WEALTH MANAGEMENT**

(Canadian \$ in millions, unaudited)



2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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**Statements of Operations**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
<b>Revenue</b>							
Premium income	133	103	109	98	78	71%	388
Investment income	307	311	298	287	283	8%	1,179
Other revenue	219	219	195	183	177	24%	774
<b>Subtotal revenue</b>	<b>659</b>	<b>633</b>	<b>602</b>	<b>568</b>	<b>538</b>	<b>22%</b>	<b>2,341</b>
Realized/ unrealized (losses) gains on invested assets supporting policy liabilities <sup>1</sup>	(50)	115	(27)	(222)	(29)	72%	(163)
<b>Total revenue</b>	<b>609</b>	<b>748</b>	<b>575</b>	<b>346</b>	<b>509</b>	<b>20%</b>	<b>2,178</b>
<b>Policy benefits and expenses</b>							
Policyholder benefits <sup>1</sup>	234	287	159	(50)	92	154%	488
General expenses	70	73	58	55	53	32%	239
Investment expenses	39	39	37	36	37	5%	149
Commissions	135	150	103	95	113	19%	461
Other	102	99	91	82	81	26%	353
<b>Total policy benefits and expenses</b>	<b>580</b>	<b>648</b>	<b>448</b>	<b>218</b>	<b>376</b>	<b>54%</b>	<b>1,690</b>
<b>Income before income taxes</b>	<b>29</b>	<b>100</b>	<b>127</b>	<b>128</b>	<b>133</b>	<b>-78%</b>	<b>488</b>
Income taxes	(1)	(5)	(36)	(36)	(40)	-98%	(117)
<b>Net income attributed to shareholders<sup>2</sup></b>	<b>28</b>	<b>95</b>	<b>91</b>	<b>92</b>	<b>93</b>	<b>-70%</b>	<b>371</b>

<sup>1</sup> For fixed income assets supporting policy liabilities and for equities supporting pass through products, the impact of realized/ unrealized (losses) gains on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

<sup>2</sup> Year over year decrease driven by the impact of the decline in equity markets on segregated fund guarantee reserves, partially offset by growth in the Manulife Bank.

**Premiums and Deposits**

Premiums	133	103	109	98	78	71%	388
Segregated fund deposits	1,098	1,306	746	830	1,054	4%	3,936
Mutual fund deposits	159	129	122	130	177	-10%	558
<b>Total premiums and deposits</b>	<b>1,390</b>	<b>1,538</b>	<b>977</b>	<b>1,058</b>	<b>1,309</b>	<b>6%</b>	<b>4,882</b>

**Sales**

Total premiums and deposits	1,390	1,538	977	1,058	1,309	6%	4,882
Manulife Bank lending volumes <sup>3</sup>	910	928	959	892	752	21%	3,531
<b>Total Sales</b>	<b>2,299</b>	<b>2,466</b>	<b>1,936</b>	<b>1,950</b>	<b>2,061</b>	<b>12%</b>	<b>8,413</b>

<sup>3</sup> Manulife Bank lending volumes represent bank loans and mortgages authorized in the period.

**Funds Under Management**

General fund - Manulife Bank	10,805	10,238	9,126	8,338	8,125	33%	10,238
General fund - Other	10,513	11,096	11,035	11,132	11,282	-7%	11,096
Segregated funds	19,812	19,946	19,568	19,486	18,835	5%	19,946
Mutual funds	3,161	3,286	3,386	3,451	3,413	-7%	3,286
<b>Total funds under management</b>	<b>44,291</b>	<b>44,566</b>	<b>43,115</b>	<b>42,407</b>	<b>41,655</b>	<b>6%</b>	<b>44,566</b>

**CANADA - INDIVIDUAL WEALTH MANAGEMENT (CONT'D)**

(Canadian \$ in millions, unaudited)



2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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**Changes in Funds Under Management**
**General Fund**

<b>Beginning balance</b>	21,334	20,161	19,470	19,407	18,982	12%	18,982
Fair value adjustment- January 1, 2007	-	-	-	-	893	-100%	893
Premiums	133	103	109	98	78	71%	388
Investment income	257	426	271	65	254	1%	1,016
Benefits and withdrawals	(279)	(309)	(275)	(324)	(326)	-14%	(1,234)
Bank deposits	570	1,107	794	186	76	650%	2,163
Other <sup>1</sup>	(697)	(154)	(208)	38	(550)	27%	(874)
<b>Ending balance</b>	21,318	21,334	20,161	19,470	19,407	10%	21,334

<sup>1</sup> Other for the general fund is comprised of all changes to the statements of operations and balance sheet that are not specifically identified in the roll forward. This includes general expenses, investment expenses, taxes, changes in receivables and payables and changes in allocated capital.

**Segregated Funds**

<b>Beginning balance</b>	19,946	19,568	19,486	18,835	18,140	10%	18,140
Deposits	1,098	1,306	746	830	1,054	4%	3,936
Investment (loss) income <sup>2</sup>	(555)	(305)	(66)	564	420	-	613
Withdrawals	(569)	(469)	(455)	(598)	(652)	-13%	(2,174)
Other <sup>3</sup>	(108)	(154)	(143)	(145)	(127)	-15%	(569)
<b>Ending balance</b>	19,812	19,946	19,568	19,486	18,835	5%	19,946

**Mutual Funds**

<b>Beginning balance</b>	3,286	3,386	3,451	3,413	3,441	-5%	3,441
Deposits	159	129	122	130	177	-10%	558
Investment (loss) income <sup>2</sup>	(62)	(51)	(4)	120	56	-	121
Withdrawals	(207)	(161)	(167)	(195)	(245)	-16%	(768)
Other <sup>3</sup>	(15)	(17)	(16)	(17)	(16)	-6%	(66)
<b>Ending balance</b>	3,161	3,286	3,386	3,451	3,413	-7%	3,286

<sup>2</sup> Investment income for segregated and mutual funds includes net realized and unrealized investment gains and losses, interest and dividend revenue.

<sup>3</sup> Other for segregated and mutual funds includes expenses and transfers to/from other Business Units.

**CANADA - GROUP BUSINESSES**

(Canadian \$ in millions, unaudited)



2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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**Statements of Operations**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
<b>Revenue</b>							
Premium income	904	938	889	899	891	1%	3,617
Investment income	145	141	139	140	138	5%	558
Other revenue	62	61	63	60	68	-9%	252
<b>Subtotal revenue</b>	<b>1,111</b>	<b>1,140</b>	<b>1,091</b>	<b>1,099</b>	<b>1,097</b>	<b>1%</b>	<b>4,427</b>
Realized/ unrealized gains (losses) on invested assets supporting policy liabilities <sup>1</sup>	11	46	(12)	(101)	(10)	-	(77)
<b>Total revenue</b>	<b>1,122</b>	<b>1,186</b>	<b>1,079</b>	<b>998</b>	<b>1,087</b>	<b>3%</b>	<b>4,350</b>
<b>Policy benefits and expenses</b>							
Policyholder benefits <sup>1</sup>	813	867	777	718	832	-2%	3,194
General expenses	110	108	111	105	105	5%	429
Investment expenses	12	12	12	12	10	20%	46
Commissions	34	35	33	35	34	0%	137
Other	21	22	22	22	21	0%	87
<b>Total policy benefits and expenses</b>	<b>990</b>	<b>1,044</b>	<b>955</b>	<b>892</b>	<b>1,002</b>	<b>-1%</b>	<b>3,893</b>
<b>Income before income taxes</b>							
Income taxes	132	142	124	106	85	55%	457
	(38)	(41)	(35)	(31)	(24)	58%	(131)
<b>Net income attributed to shareholders <sup>2</sup></b>	<b>94</b>	<b>101</b>	<b>89</b>	<b>75</b>	<b>61</b>	<b>54%</b>	<b>326</b>

<sup>1</sup> For fixed income assets supporting policy liabilities and for equities supporting pass through products, the impact of realized/ unrealized gains (losses) on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

<sup>2</sup> Year over year increase primarily attributable to improved claims experience, business growth and favourable investment returns.

**Sales**

Group Benefits <sup>3</sup>	90	92	179	62	104	-13%	437
Group Savings and Retirement Solutions - new annualized premium sales	42	57	31	22	122	-66%	232
Group Savings and Retirement Solutions - single premium sales	57	303	71	108	1,213	-95%	1,695
<b>Total sales</b>	<b>189</b>	<b>452</b>	<b>281</b>	<b>192</b>	<b>1,439</b>	<b>-87%</b>	<b>2,364</b>

<sup>3</sup> Sales for the Group Benefits business are measured by new annualized premiums (including amendments) and single premium sales, including ASO premium equivalents.

**Premiums and Deposits**

Premiums	904	938	889	899	891	1%	3,617
Segregated fund deposits	487	621	373	467	1,577	-69%	3,038
ASO premium equivalents	621	618	571	574	567	10%	2,330
<b>Total premiums and deposits</b>	<b>2,012</b>	<b>2,177</b>	<b>1,833</b>	<b>1,940</b>	<b>3,035</b>	<b>-34%</b>	<b>8,985</b>

**Funds Under Management**

General funds	9,417	9,484	9,177	9,348	9,339	1%	9,484
Segregated funds	11,037	11,151	10,965	10,909	10,511	5%	11,151
<b>Total funds under management</b>	<b>20,454</b>	<b>20,635</b>	<b>20,142</b>	<b>20,257</b>	<b>19,850</b>	<b>3%</b>	<b>20,635</b>

**Changes in General and Segregated Funds Under Management**

<b>Beginning balance</b>	<b>20,635</b>	<b>20,142</b>	<b>20,257</b>	<b>19,850</b>	<b>18,154</b>	<b>14%</b>	<b>18,154</b>
Fair value adjustment- January 1, 2007	-	-	-	-	303	-100%	303
Premiums and deposits	1,391	1,559	1,262	1,366	2,468	-44%	6,655
Investment (loss) income <sup>4</sup>	(123)	21	69	269	300	-	659
Benefits and withdrawals	(1,036)	(1,035)	(1,006)	(1,058)	(1,058)	-2%	(4,157)
Other <sup>5</sup>	(413)	(52)	(440)	(170)	(317)	30%	(979)
<b>Ending balance</b>	<b>20,454</b>	<b>20,635</b>	<b>20,142</b>	<b>20,257</b>	<b>19,850</b>	<b>3%</b>	<b>20,635</b>

<sup>4</sup> Investment income consists of gross investment income for the general fund and interest, dividends and net realized and unrealized gains and losses for the segregated funds.

<sup>5</sup> Other is comprised of all changes to the statement of operations and the balance sheet that are not specifically identified in the roll forward. These includes general expenses, investment expenses, taxes, changes in receivables and payables, transfers to/from other Business Units and changes in allocated capital.

**ASIA AND JAPAN DIVISION**

(Unaudited)



2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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**Statements of Operations - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
<b>Revenue</b>							
Premium income	754	742	710	662	639	18%	2,753
Investment income	189	181	180	173	155	22%	689
Other revenue	207	223	198	172	130	59%	723
<b>Subtotal revenue</b>	<b>1,150</b>	<b>1,146</b>	<b>1,088</b>	<b>1,007</b>	<b>924</b>	<b>24%</b>	<b>4,165</b>
Realized/ unrealized (losses) gains on invested assets supporting policy liabilities <sup>1</sup>	(327)	107	241	81	68	-	497
<b>Total revenue</b>	<b>823</b>	<b>1,253</b>	<b>1,329</b>	<b>1,088</b>	<b>992</b>	<b>-17%</b>	<b>4,662</b>
<b>Policy benefits and expenses</b>							
Policyholder benefits <sup>1</sup>	223	672	721	528	515	-57%	2,436
General expenses	149	164	142	131	123	21%	560
Investment expenses	11	10	9	27	8	38%	54
Commissions	177	168	179	127	130	36%	604
Other	22	20	23	25	19	16%	87
<b>Total policy benefits and expenses</b>	<b>582</b>	<b>1,034</b>	<b>1,074</b>	<b>838</b>	<b>795</b>	<b>-27%</b>	<b>3,741</b>
<b>Income before income taxes</b>	<b>241</b>	<b>219</b>	<b>255</b>	<b>250</b>	<b>197</b>	<b>22%</b>	<b>921</b>
Income taxes	(62)	(45)	(39)	(35)	(40)	55%	(159)
<b>Net income</b>	<b>179</b>	<b>174</b>	<b>216</b>	<b>215</b>	<b>157</b>	<b>14%</b>	<b>762</b>
Less: net income attributed to participating policyholders	(7)	(35)	-	-	3	-	(32)
<b>Net income attributed to shareholders</b>	<b>186</b>	<b>209</b>	<b>216</b>	<b>215</b>	<b>154</b>	<b>21%</b>	<b>794</b>

<sup>1</sup> For fixed income assets supporting policy liabilities and for equities supporting pass through products, the impact of realized/ unrealized (losses) gains on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

**Source of Earnings - U.S. \$ in millions**

Expected profit from in-force business	158	158	143	133	128	23%	562
Impact of new business	5	8	(8)	(5)	(8)	-	(13)
Experience gains	48	50	62	78	34	41%	224
Management actions and changes in assumptions	(1)	1	16	-	(1)	0%	16
Earnings on surplus funds	41	41	38	43	38	8%	160
Other	(3)	(4)	4	1	3	-	4
<b>Income before income taxes</b>	<b>248</b>	<b>254</b>	<b>255</b>	<b>250</b>	<b>194</b>	<b>28%</b>	<b>953</b>
Income taxes	(62)	(45)	(39)	(35)	(40)	55%	(159)
<b>Net income attributed to shareholders</b>	<b>186</b>	<b>209</b>	<b>216</b>	<b>215</b>	<b>154</b>	<b>21%</b>	<b>794</b>

**Premiums and Deposits - U.S. \$ in millions**

Premiums	754	742	710	662	639	18%	2,753
Segregated fund deposits	1,677	1,700	1,880	1,111	1,083	55%	5,774
Mutual fund deposits	227	446	375	216	233	-3%	1,270
<b>Total premiums and deposits</b>	<b>2,658</b>	<b>2,888</b>	<b>2,965</b>	<b>1,989</b>	<b>1,955</b>	<b>36%</b>	<b>9,797</b>

**Funds Under Management - U.S. \$ in millions**

General fund	17,000	16,954	16,419	15,360	14,888	14%	16,954
Segregated funds	21,506	20,977	19,569	16,829	15,766	36%	20,977
Mutual funds	1,768	2,102	1,950	1,646	1,499	18%	2,102
Other funds	3,119	3,746	3,805	3,031	2,764	13%	3,746
<b>Total funds under management</b>	<b>43,393</b>	<b>43,779</b>	<b>41,743</b>	<b>36,866</b>	<b>34,917</b>	<b>24%</b>	<b>43,779</b>

**Number of Agents**

Number of Agents	29,526	28,485	27,395	25,871	24,474	21%	28,485
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**Canadian \$ in millions - Summary Statements of Operations and Key Metrics**

Revenue	825	1,230	1,391	1,191	1,164	-29%	4,976
Total policy benefits and expenses	584	1,016	1,125	916	933	-37%	3,990
Net income attributed to shareholders	186	204	226	237	183	2%	850
Total premiums and deposits	2,670	2,831	3,102	2,182	2,291	17%	10,406
Total funds under management	44,604	43,259	41,592	39,203	40,258	11%	43,259

**ASIA AND JAPAN - HONG KONG**

(Unaudited)



	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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**Statements of Operations - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
<b>Revenue</b>							
Premium income	276	283	283	265	268	3%	1,099
Investment income	79	81	79	83	68	16%	311
Other revenue	63	80	63	80	44	43%	267
<b>Subtotal revenue</b>	<b>418</b>	<b>444</b>	<b>425</b>	<b>428</b>	<b>380</b>	<b>10%</b>	<b>1,677</b>
Realized/ unrealized (losses) gains on invested assets supporting policy liabilities <sup>1</sup>	(152)	127	209	13	(25)	508%	324
<b>Total revenue</b>	<b>266</b>	<b>571</b>	<b>634</b>	<b>441</b>	<b>355</b>	<b>-25%</b>	<b>2,001</b>
<b>Policy benefits and expenses</b>							
Policyholder benefits <sup>1</sup>	81	368	443	220	190	-57%	1,220
General expenses	38	41	38	37	37	3%	153
Investment expenses	5	3	4	22	3	67%	32
Commissions	43	48	45	43	42	2%	178
Other	11	11	10	10	9	22%	40
<b>Total policy benefits and expenses</b>	<b>178</b>	<b>471</b>	<b>540</b>	<b>332</b>	<b>281</b>	<b>-37%</b>	<b>1,623</b>
<b>Income before income taxes</b>	<b>88</b>	<b>100</b>	<b>95</b>	<b>109</b>	<b>74</b>	<b>19%</b>	<b>378</b>
Income taxes	(18)	(7)	5	(3)	(6)	200%	(11)
<b>Net income attributed to shareholders<sup>2</sup></b>	<b>70</b>	<b>93</b>	<b>100</b>	<b>106</b>	<b>68</b>	<b>3%</b>	<b>367</b>

<sup>1</sup> For fixed income assets supporting policy liabilities and for equities supporting pass through products, the impact of realized/ unrealized (losses) gains on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

<sup>2</sup> Year over year increase was primarily a result of higher fee income driven by the increase in average assets across the pension and wealth management businesses offset by the impact of equity market declines.

**Sales - U.S. \$ in millions**

<b>Insurance<sup>3</sup></b>							
New annualized premiums	31	35	31	31	28	11%	125
Single premiums	4	5	4	3	1	300%	13
<b>Wealth Management</b>							
Group pensions - new annualized premium sales	18	18	16	14	15	20%	63
Group pensions - single premium sales	133	168	135	100	98	36%	501
Individual Wealth Management <sup>4</sup>	211	325	379	229	234	-10%	1,167

<sup>3</sup> Sales for Insurance are measured by new annualized and single premium sales.

<sup>4</sup> Sales for Individual Wealth Management are measured by premiums and deposits, and include mutual fund deposits, investment linked and variable annuity sales.

**Premiums and Deposits - U.S. \$ in millions**

Premiums	276	283	283	265	268	3%	1,099
Segregated fund deposits	497	599	525	478	438	13%	2,040
Mutual fund deposits	47	85	170	29	72	-35%	356
<b>Total premiums and deposits</b>	<b>820</b>	<b>967</b>	<b>978</b>	<b>772</b>	<b>778</b>	<b>5%</b>	<b>3,495</b>

**Funds Under Management - U.S. \$ in millions**

General fund	6,649	6,801	6,541	6,141	5,946	12%	6,801
Segregated funds	7,844	8,451	8,029	7,030	6,267	25%	8,451
Mutual funds	972	1,247	1,278	1,028	989	-2%	1,247
Other funds	3,119	3,746	3,805	3,031	2,764	13%	3,746
<b>Total funds under management</b>	<b>18,584</b>	<b>20,245</b>	<b>19,653</b>	<b>17,230</b>	<b>15,966</b>	<b>16%</b>	<b>20,245</b>

**Number of Agents**

Number of Agents	3,508	3,545	3,444	3,364	3,416	3%	3,545
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**ASIA AND JAPAN - HONG KONG (CONT'D)**

(Unaudited)



	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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**Changes in General, Segregated, Mutual and Other Funds Under Management - U.S. \$ in millions**

<b>Beginning balance</b>	20,245	19,653	17,230	15,966	14,283	42%	14,283
Fair value adjustment- January 1, 2007	-	-	-	-	316	-100%	316
Premiums and deposits	820	967	978	772	778	5%	3,495
Investment (loss) income <sup>1</sup>	(1,923)	334	1,886	955	134	-	3,309
Benefits and withdrawals	(304)	(416)	(386)	(391)	(359)	-15%	(1,551)
Other <sup>2</sup>	(254)	(294)	(56)	(72)	814	-	393
<b>Ending balance</b>	18,584	20,245	19,653	17,230	15,966	16%	20,245

<sup>1</sup> Investment income consists of gross investment income for the general fund and interest, dividends and net realized and unrealized gains and losses for the segregated funds, mutual fund and other managed fund.

<sup>2</sup> Other is comprised of all changes to the statement of operations and the balance sheet that are not specifically identified in the roll forward. These include general expenses, investment expenses, taxes, changes in receivables and payables, transfers to/from other Business Units and changes in allocated capital. This includes deposits in Q1 2007 and withdrawals in Q4 2007 on an externally managed fund which have not been included in premiums and deposits, and benefits and withdrawals.

**Canadian \$ in millions - Key Metrics**

Net income attributed to shareholders	71	91	104	117	80	-12%	392
Sales - Insurance	35	41	34	39	33	6%	147
Sales - Wealth Management	364	502	554	376	407	-11%	1,839
Total premiums and deposits	825	947	1,023	847	912	-10%	3,729
Total funds under management	19,103	20,005	19,579	18,324	18,410	4%	20,005

**ASIA AND JAPAN - OTHER ASIA TERRITORIES**

(Unaudited)



2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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**Statements of Operations - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
<b>Revenue</b>							
Premium income	251	266	244	217	189	33%	916
Investment income	76	72	71	63	57	33%	263
Other revenue	30	33	26	27	26	15%	112
<b>Subtotal revenue</b>	<b>357</b>	<b>371</b>	<b>341</b>	<b>307</b>	<b>272</b>	<b>31%</b>	<b>1,291</b>
Realized/ unrealized (losses) gains on invested assets supporting policy liabilities <sup>1</sup>	(131)	(16)	35	89	83	-	191
<b>Total revenue</b>	<b>226</b>	<b>355</b>	<b>376</b>	<b>396</b>	<b>355</b>	<b>-36%</b>	<b>1,482</b>
<b>Policy benefits and expenses</b>							
Policyholder benefits <sup>1</sup>	80	224	221	247	225	-64%	916
General expenses	49	59	47	41	39	26%	186
Investment expenses	3	3	3	2	2	50%	10
Commissions	49	52	50	42	41	20%	185
Other	7	5	9	12	8	-13%	34
<b>Total policy benefits and expenses</b>	<b>188</b>	<b>343</b>	<b>330</b>	<b>344</b>	<b>315</b>	<b>-40%</b>	<b>1,331</b>
<b>Income before income taxes</b>	<b>38</b>	<b>13</b>	<b>47</b>	<b>52</b>	<b>40</b>	<b>-5%</b>	<b>152</b>
Income taxes	(13)	(11)	(12)	(13)	(11)	18%	(46)
<b>Net income</b>	<b>25</b>	<b>2</b>	<b>35</b>	<b>40</b>	<b>30</b>	<b>-17%</b>	<b>106</b>
Less: net income attributed to participating policyholders <sup>2</sup>	(7)	(35)	-	-	3	-	(32)
<b>Net income attributed to shareholders<sup>3</sup></b>	<b>32</b>	<b>37</b>	<b>35</b>	<b>40</b>	<b>27</b>	<b>19%</b>	<b>138</b>

<sup>1</sup> For fixed income assets supporting policy liabilities and for equities supporting pass through products, the impact of realized/ unrealized (losses) gains on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

<sup>2</sup> Q4 2007 net loss attributed to participating policyholders is primarily due to changes in actuarial methods and assumptions.

<sup>3</sup> Year over year increase was primarily as a result of growth in insurance and wealth management sales.

**Sales - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
<b>Insurance</b>							
New annualized premiums	45	48	55	44	37	22%	184
Single premiums	31	21	32	31	31	0%	115
<b>Wealth Management<sup>4</sup></b>	<b>361</b>	<b>554</b>	<b>358</b>	<b>322</b>	<b>271</b>	<b>33%</b>	<b>1,505</b>

<sup>4</sup> Sales for Wealth Management businesses are measured by premiums and deposits, and include mutual fund deposits, pension sales, investment linked and variable annuity sales.

**Premiums and Deposits - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
Premiums	251	266	244	217	189	33%	916
Segregated fund deposits	190	207	176	158	140	36%	681
Mutual fund deposits	180	361	205	187	161	12%	914
<b>Total premiums and deposits</b>	<b>621</b>	<b>834</b>	<b>625</b>	<b>562</b>	<b>490</b>	<b>27%</b>	<b>2,511</b>

**Funds Under Management - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
General fund	5,340	5,331	5,059	4,807	4,499	19%	5,331
Segregated funds	1,804	1,876	1,701	1,476	1,268	42%	1,876
Mutual funds	796	855	672	618	510	56%	855
<b>Total funds under management</b>	<b>7,940</b>	<b>8,062</b>	<b>7,432</b>	<b>6,901</b>	<b>6,277</b>	<b>26%</b>	<b>8,062</b>

**ASIA AND JAPAN - OTHER ASIA TERRITORIES**

(Unaudited)



2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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**Changes in General, Segregated and Mutual Funds Under Management - U.S. \$ in millions**

<b>Beginning balance</b>	8,062	7,432	6,901	6,277	5,567	45%	5,567
Fair value adjustment- January 1, 2007	-	-	-	-	333	-100%	333
Premiums and deposits	621	834	625	562	490	27%	2,511
Investment (loss) income <sup>1</sup>	(392)	139	268	323	218	-	948
Benefits and withdrawals	(333)	(416)	(364)	(341)	(210)	59%	(1,331)
Other <sup>2</sup>	(18)	74	2	80	(121)	-85%	34
<b>Ending balance</b>	7,940	8,062	7,432	6,901	6,277	26%	8,062

<sup>1</sup> Investment income consists of gross investment income for the general fund and interest, dividends and net realized and unrealized gains and losses for the segregated funds and mutual funds.

<sup>2</sup> Other is comprised of all changes to the statement of operations and the balance sheet that are not specifically identified in the roll forward. These includes general expenses, investment expenses, taxes, changes in receivables and payables, transfers to/from other Business Units, impact of currency changes and changes in allocated capital.

**Number of Agents**

Number of Agents	22,266	21,201	20,216	18,815	17,442	28%	21,201
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**Canadian \$ in millions - Key Metrics**

Net income attributed to shareholders	31	37	36	44	32	-3%	149
Sales - Insurance	76	69	91	82	82	-7%	324
Sales - Wealth management	363	544	373	354	318	14%	1,589
Total premiums and deposits	623	818	654	616	575	8%	2,663
Total funds under management	8,162	7,966	7,408	7,338	7,238	13%	7,966

**ASIA AND JAPAN - JAPAN**  
(Unaudited)



2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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**Statements of Operations - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
<b>Revenue</b>							
Premium income	227	193	183	180	182	25%	738
Investment income	34	28	30	27	30	13%	115
Other revenue	114	110	109	65	60	90%	344
<b>Subtotal revenue</b>	<b>375</b>	<b>331</b>	<b>322</b>	<b>272</b>	<b>272</b>	<b>38%</b>	<b>1,197</b>
Realized/ unrealized (losses) gains on invested assets supporting policy liabilities <sup>1</sup>	(44)	(4)	(3)	(21)	10	-	(18)
<b>Total revenue</b>	<b>331</b>	<b>327</b>	<b>319</b>	<b>251</b>	<b>282</b>	<b>17%</b>	<b>1,179</b>
<b>Policy benefits and expenses</b>							
Policyholder benefits <sup>1</sup>	62	81	58	61	100	-38%	300
General expenses	62	64	57	53	47	32%	221
Investment expenses	3	4	2	3	3	0%	12
Commissions	85	68	84	42	47	81%	241
Other	4	4	4	3	2	100%	13
<b>Total policy benefits and expenses</b>	<b>216</b>	<b>221</b>	<b>205</b>	<b>162</b>	<b>199</b>	<b>9%</b>	<b>787</b>
<b>Income before income taxes</b>	<b>115</b>	<b>106</b>	<b>114</b>	<b>89</b>	<b>83</b>	<b>39%</b>	<b>392</b>
Income taxes	(31)	(28)	(32)	(19)	(23)	35%	(102)
<b>Net income attributed to shareholders <sup>2</sup></b>	<b>84</b>	<b>78</b>	<b>82</b>	<b>70</b>	<b>60</b>	<b>40%</b>	<b>290</b>

<sup>1</sup> For fixed income assets supporting policy liabilities and for equities supporting pass through products, the impact of realized/ unrealized (losses) gains on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

<sup>2</sup> Year over year increase primarily due to growth in the in-force variable annuity business, higher new business gains due to the spike in Increasing Term sales and the appreciation of the yen against the U.S. dollar.

**Sales - U.S. \$ in millions**

Individual Insurance - New annualized premiums	51	26	25	20	22	132%	93
Wealth Management - Variable Annuities <sup>3</sup>	1,034	933	1,230	486	514	101%	3,163

<sup>3</sup> New business sales for variable annuities are measured by segregated fund deposits before front end loads.

**Premiums and Deposits - U.S. \$ in millions**

Premiums	227	193	183	180	182	25%	738
Segregated fund deposits	990	894	1,179	475	505	96%	3,053
<b>Total premiums and deposits</b>	<b>1,217</b>	<b>1,087</b>	<b>1,362</b>	<b>655</b>	<b>687</b>	<b>77%</b>	<b>3,791</b>

**Funds Under Management - U.S. \$ in millions**

General fund	5,011	4,822	4,819	4,412	4,443	13%	4,822
Segregated funds	11,858	10,650	9,839	8,323	8,231	44%	10,650
<b>Total funds under management</b>	<b>16,869</b>	<b>15,472</b>	<b>14,658</b>	<b>12,735</b>	<b>12,674</b>	<b>33%</b>	<b>15,472</b>

**ASIA AND JAPAN - JAPAN (CONT'D)**

(Unaudited)



2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
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**Changes in Funds Under Management - U.S. \$ in millions**
**General Fund**

<b>Beginning balance</b>	4,822	4,819	4,412	4,443	4,640	4%	4,640
Fair value adjustment- January 1, 2007	-	-	-	-	114	-100%	114
Premiums and deposits	227	193	183	180	182	25%	738
Investment (loss) income	(10)	24	27	6	40	-	97
Benefits and withdrawals	(218)	(207)	(188)	(204)	(186)	17%	(785)
Other <sup>1</sup>	190	(7)	385	(13)	(347)	-	18
<b>Ending balance</b>	5,011	4,822	4,819	4,412	4,443	13%	4,822

<sup>1</sup> Other for the general fund is comprised of all changes to the statements of operations and balance sheet that are not specifically identified in the roll forward. This includes general expenses, investment expenses, taxes, impact of currency changes, changes in receivables and payables and changes in allocated capital.

**Segregated Funds**

<b>Beginning balance</b>	10,650	9,839	8,323	8,231	7,722	38%	7,722
Premiums and deposits	990	894	1,179	475	505	96%	3,053
Investment (loss) income <sup>2</sup>	(872)	(190)	(148)	196	69	-	(73)
Withdrawals	(105)	(125)	(93)	(129)	(121)	-13%	(468)
Other <sup>3</sup>	1,195	232	578	(450)	56	nm	416
<b>Ending balance</b>	11,858	10,650	9,839	8,323	8,231	44%	10,650

<sup>2</sup> Investment income for segregated funds includes net realized and unrealized investment gains and losses, interest and dividend revenue.

<sup>3</sup> Other for segregated funds includes expenses and the impact of currency changes.

**Number of Agents**

Number of agents	3,752	3,739	3,735	3,692	3,616	4%	3,739
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**Yen in millions - Key Metrics**

Net income attributed to shareholders	8,870	8,747	9,693	8,437	7,204	23%	34,081
Sales - Individual Insurance	5,349	3,008	2,865	2,508	2,572	108%	10,953
Sales - Wealth Management	108,777	105,502	144,765	58,604	61,395	77%	370,266
Total premiums and deposits	128,036	122,882	160,303	79,113	81,957	56%	444,255
Total funds under management	1,684,946	1,728,594	1,685,469	1,571,491	1,489,747	13%	1,728,594

**REINSURANCE DIVISION**  
(Unaudited)



2008 Q1      2007 Q4      2007 Q3      2007 Q2      2007 Q1      2008 Q1 vs. 2007 Q1      Fiscal 2007

**Statements of Operations - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
<b>Revenue</b>							
Premium income	258	245	238	238	235	10%	956
Investment income	42	42	45	43	42	0%	172
Other revenue	5	5	5	4	5	0%	19
<b>Subtotal revenue</b>	<b>305</b>	<b>292</b>	<b>288</b>	<b>285</b>	<b>282</b>	<b>8%</b>	<b>1,147</b>
Realized/ unrealized gains (losses) on invested assets supporting policy liabilities <sup>1</sup>	-	28	25	(23)	1	-100%	31
<b>Total revenue</b>	<b>305</b>	<b>320</b>	<b>313</b>	<b>262</b>	<b>283</b>	<b>8%</b>	<b>1,178</b>
<b>Policy benefits and expenses</b>							
Policyholder benefits <sup>1</sup>	194	229	239	161	182	7%	811
General expenses	13	14	12	12	11	18%	49
Investment expenses	1	1	-	1	1	0%	3
Commissions	-	-	1	1	1	-100%	3
Other	3	2	1	2	2	50%	7
<b>Total policy benefits and expenses</b>	<b>211</b>	<b>246</b>	<b>253</b>	<b>177</b>	<b>197</b>	<b>7%</b>	<b>873</b>
<b>Income before income taxes</b>	<b>94</b>	<b>74</b>	<b>60</b>	<b>85</b>	<b>86</b>	<b>9%</b>	<b>305</b>
Income taxes	(21)	(16)	(18)	(23)	(27)	-22%	(84)
<b>Net income attributed to shareholders<sup>2</sup></b>	<b>73</b>	<b>58</b>	<b>42</b>	<b>62</b>	<b>59</b>	<b>24%</b>	<b>221</b>

<sup>1</sup> For fixed income assets supporting policy liabilities, the impact of realized/ unrealized gains (losses) on the assets is largely offset in the change in actuarial liabilities, included in policyholder benefits.

<sup>2</sup> Year over year increase due to a change in premium accrual estimates, new business in Life, favourable investment gains and improved claims experience in Property and Casualty reinsurance.

**Source of Earnings - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
Expected profit from in-force business	50	51	50	49	49	2%	199
Impact of new business	4	(4)	(2)	(5)	-	-	(11)
Experience gains	(16)	11	(6)	25	20	-	50
Management actions and changes in assumptions	39	(1)	-	-	-	-	(1)
Earnings on surplus funds	17	17	18	16	17	0%	68
Other	-	-	-	-	-	-	-
<b>Income before income taxes</b>	<b>94</b>	<b>74</b>	<b>60</b>	<b>85</b>	<b>86</b>	<b>9%</b>	<b>305</b>
Income taxes	(21)	(16)	(18)	(23)	(27)	-22%	(84)
<b>Net income attributed to shareholders</b>	<b>73</b>	<b>58</b>	<b>42</b>	<b>62</b>	<b>59</b>	<b>24%</b>	<b>221</b>

**Premiums - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
Life reinsurance	128	128	113	123	123	4%	487
Property and Casualty reinsurance	16	18	16	15	17	-6%	66
International Group Program	114	99	109	100	95	20%	403
<b>Total premiums</b>	<b>258</b>	<b>245</b>	<b>238</b>	<b>238</b>	<b>235</b>	<b>10%</b>	<b>956</b>

**Funds Under Management - U.S. \$ in millions**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
General fund	2,445	2,610	2,612	2,447	2,430	1%	2,610

**Canadian \$ in millions - Key Metrics**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
Net income attributed to shareholders	73	57	44	68	69	5%	238
Total premiums	259	240	249	262	275	-6%	1,026
Total funds under management	2,513	2,581	2,604	2,601	2,799	-10%	2,581

**CORPORATE & OTHER**  
(Canadian \$ in millions, unaudited)



2008 Q1      2007 Q4      2007 Q3      2007 Q2      2007 Q1      2008 Q1 vs. 2007 Q1      Fiscal 2007

**Statements of Operations**

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1	2008 Q1 vs. 2007 Q1	Fiscal 2007
<b>Revenue</b>							
Investment (loss) income	(41)	(44)	12	37	28	-	33
Other revenue	65	87	66	72	80	-19%	305
Realized gains on invested assets	123	123	109	135	89	38%	456
<b>Total revenue</b>	<b>147</b>	<b>166</b>	<b>187</b>	<b>244</b>	<b>197</b>	<b>-25%</b>	<b>794</b>
<b>Policy benefits and expenses</b>							
General expenses	113	89	82	91	90	26%	352
Investment expenses	9	2	7	4	4	125%	17
Commissions	-	-	1	-	-	-	1
Other	54	(104)	65	135	167	-68%	263
<b>Total policy benefits and expenses</b>	<b>176</b>	<b>(13)</b>	<b>155</b>	<b>230</b>	<b>261</b>	<b>-33%</b>	<b>633</b>
<b>Income (loss) before income taxes</b>	<b>(29)</b>	<b>179</b>	<b>32</b>	<b>14</b>	<b>(64)</b>	<b>-55%</b>	<b>161</b>
Income taxes	27	(37)	(11)	34	43	-37%	29
<b>Net income (loss) attributed to shareholders<sup>1</sup></b>	<b>(2)</b>	<b>142</b>	<b>21</b>	<b>48</b>	<b>(21)</b>	<b>-90%</b>	<b>190</b>

<sup>1</sup> Year over year increase due to the non-recurrence of a \$69 charge for asset repositioning in 2007, partially offset by lower gains on AFS securities, less favourable claims experience in the John Hancock Accident and Health business and lower earnings from Investment Division's external asset management business.

**Deposits**

Segregated fund deposits	125	-	-	1	32	291%	33
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**Funds Under Management**

General fund	11,151	9,606	9,667	10,576	12,960	-14%	9,606
Segregated funds	2,715	2,598	2,389	2,563	2,719	0%	2,598
Other funds	20,848	19,704	21,979	24,023	26,122	-20%	19,704
<b>Total funds under management</b>	<b>34,714</b>	<b>31,908</b>	<b>34,035</b>	<b>37,162</b>	<b>41,801</b>	<b>-17%</b>	<b>31,908</b>

# **Asset Information**

**ASSET COMPOSITION AND QUALITY - PORTFOLIO COMPOSITION**

(Canadian \$ in millions, unaudited)

<b>Invested assets</b>	<b>As at Q1 2008</b>		<b>As at Q4 2007</b>		<b>As at Q3 2007</b>		<b>As at Q2 2007</b>		<b>As at Q1 2007</b>	
		%		%		%		%		%
<b>Carrying value</b>										
Cash and short-term securities	11,512	7 %	12,354	8 %	9,917	6 %	10,511	6 %	10,561	6 %
Bonds										
Canadian government & agency	11,537	7 %	11,057	7 %	10,809	7 %	10,959	7 %	11,325	6 %
US government & agency	5,566	3 %	6,058	4 %	7,053	4 %	7,586	5 %	8,570	5 %
Foreign governments & agency	5,225	3 %	4,678	3 %	4,621	3 %	4,805	3 %	4,903	3 %
Subtotal government bonds	22,328	13 %	21,793	14 %	22,483	14 %	23,350	15 %	24,798	14 %
Corporate	44,165	27 %	42,084	26 %	41,306	26 %	41,320	25 %	45,142	26 %
Mortgage/asset-backed securities	8,720	5 %	8,954	5 %	9,219	6 %	9,783	6 %	10,920	6 %
Subtotal bonds	75,213	45 %	72,831	45 %	73,008	46 %	74,453	46 %	80,860	46 %
Stocks	11,379	7 %	11,134	7 %	11,812	7 %	11,930	7 %	12,510	7 %
Mortgages	27,165	17 %	26,061	16 %	25,589	16 %	26,350	16 %	27,641	16 %
Private placements	22,123	13 %	21,591	13 %	21,877	14 %	22,937	14 %	24,406	14 %
Policy loans	6,129	4 %	5,823	4 %	5,770	4 %	6,052	4 %	6,417	4 %
Bank loans	2,238	1 %	2,182	1 %	2,160	1 %	2,106	1 %	2,081	1 %
Real estate	6,000	4 %	5,727	4 %	5,660	4 %	5,826	4 %	6,118	4 %
Other investments	3,902	2 %	3,597	2 %	3,377	2 %	3,510	2 %	3,621	2 %
<b>Total invested assets</b>	<b>165,661</b>	<b>100 %</b>	<b>161,300</b>	<b>100 %</b>	<b>159,170</b>	<b>100 %</b>	<b>163,675</b>	<b>100 %</b>	<b>174,215</b>	<b>100 %</b>
<b>Fair value</b>										
Cash and short-term securities	11,512	7 %	12,354	8 %	9,917	6 %	10,511	6 %	10,561	6 %
Bonds	75,213	44 %	72,831	44 %	73,008	45 %	74,453	45 %	80,860	46 %
Stocks	11,379	7 %	11,134	7 %	11,812	7 %	11,930	7 %	12,510	7 %
Mortgages	27,447	16 %	26,071	16 %	25,480	16 %	26,196	16 %	28,024	16 %
Private placements	22,107	13 %	21,573	13 %	21,752	13 %	22,626	14 %	24,369	14 %
Policy loans	6,129	4 %	5,823	4 %	5,770	4 %	6,052	4 %	6,417	4 %
Bank loans	2,241	1 %	2,191	1 %	2,197	1 %	2,167	1 %	2,173	1 %
Real estate	7,955	5 %	7,608	5 %	7,245	5 %	7,161	4 %	7,442	4 %
Other investments	4,623	3 %	4,236	3 %	4,110	3 %	4,126	2 %	4,204	2 %
<b>Total invested assets</b>	<b>168,606</b>	<b>100 %</b>	<b>163,821</b>	<b>100 %</b>	<b>161,291</b>	<b>100 %</b>	<b>165,222</b>	<b>100 %</b>	<b>176,560</b>	<b>100 %</b>
<b>Deferred realized net gains</b>										
Real estate	112	100 %	107	100 %	110	100 %	115	100 %	121	100 %

**ASSET COMPOSITION AND QUALITY - FIXED INTEREST INVESTMENTS**

(Canadian \$ in millions, unaudited)


**Bond and Private Placement Portfolio Credit Quality (at carrying value)**

NAIC designation	As at											
	2008 Q1		2007 Q4		2007 Q3		2007 Q2		2007 Q1			
		%		%		%		%		%		
AAA	1		20,479	21%	20,536	22%	21,541	23%	22,239	23%	23,213	22%
AA	1		21,749	22%	20,690	22%	20,352	21%	20,453	21%	22,490	22%
A	1		27,945	29%	27,128	29%	26,829	28%	27,399	28%	29,811	28%
BBB	2		22,881	24%	21,882	23%	22,327	24%	23,388	24%	25,566	24%
BB	3		3,199	3%	3,233	3%	2,833	3%	2,759	3%	2,927	3%
B & lower, and unrated	4 & below		1,083	1%	953	1%	1,003	1%	1,152	1%	1,259	1%
<b>Total</b>			<b>97,336</b>	<b>100%</b>	<b>94,422</b>	<b>100%</b>	<b>94,885</b>	<b>100%</b>	<b>97,390</b>	<b>100%</b>	<b>105,266</b>	<b>100%</b>

**Bond and Private Placement Portfolio by Sector / Industry Holdings (at fair value)**

	As at Q1 2008			As at Q4 2007			As at Q1 2007		
	Fair value	Investment %	grade %	Fair value	Investment %	grade %	Fair value	Investment %	grade %
Government and agency	26,055	27%	96%	25,383	27%	96%	28,914	27%	96%
Financial	21,861	23%	99%	21,048	22%	99%	21,655	21%	99%
Telecommunications	2,526	3%	90%	2,421	3%	90%	3,119	3%	97%
Utilities	13,131	14%	94%	12,475	13%	94%	13,573	13%	93%
Energy	6,233	6%	98%	5,761	6%	98%	6,086	6%	96%
Industrial	5,589	6%	94%	5,364	6%	94%	5,847	6%	96%
Securitized (ABS/MBS)	8,973	9%	99%	9,218	10%	99%	11,820	11%	99%
Consumer (non-cyclical)	4,746	5%	94%	4,869	5%	94%	5,399	5%	98%
Consumer (cyclical)	2,914	3%	88%	2,789	3%	88%	3,237	3%	86%
Basic materials	3,349	3%	80%	3,237	4%	80%	3,255	3%	82%
Technology	287	0%	100%	263	0%	100%	337	0%	99%
Media & internet	1,377	1%	97%	1,308	1%	97%	1,647	2%	94%
Diversified & miscellaneous	279	0%	98%	268	0%	98%	340	0%	97%
<b>Total</b>	<b>97,320</b>	<b>100%</b>	<b>96%</b>	<b>94,404</b>	<b>100%</b>	<b>96%</b>	<b>105,229</b>	<b>100%</b>	<b>96%</b>

**Mortgage Portfolio Composition (at carrying value)**

	As at 2008 Q1		As at 2007 Q4		As at 2007 Q3		As at 2007 Q2		As at 2007 Q1	
		%		%		%		%		%
Commercial										
Residential <sup>1</sup>	4,278	16%	4,126	16%	4,097	16%	4,222	16%	4,501	16%
Retail	5,721	21%	5,586	22%	5,671	22%	6,051	23%	6,392	23%
Office	3,996	15%	3,883	15%	3,806	15%	4,108	15%	4,556	16%
Industrial	3,406	12%	3,225	12%	3,201	13%	3,310	13%	3,511	13%
Other commercial	2,453	9%	2,393	9%	2,275	9%	2,292	9%	2,205	8%
Other mortgages										
Manulife Bank single residential	5,097	19%	4,712	18%	4,342	17%	4,045	15%	3,766	14%
Agriculture	2,214	8%	2,136	8%	2,197	8%	2,322	9%	2,710	10%
<b>Total <sup>2</sup></b>	<b>27,165</b>	<b>100%</b>	<b>26,061</b>	<b>100%</b>	<b>25,589</b>	<b>100%</b>	<b>26,350</b>	<b>100%</b>	<b>27,641</b>	<b>100%</b>

<sup>1</sup> Includes multi-unit residential properties, such as condominiums.

<sup>2</sup> Includes government insured mortgages (\$6,381 or 23% as at March 31, 2008).

**ASSET COMPOSITION AND QUALITY - IMPAIRED ASSETS AND PROVISIONS**

(Canadian \$ in millions, unaudited)


**Net Impaired Assets**

	As at Q1 2008			As at Q4 2007			As at Q3 2007			As at Q2 2007			As at Q1 2007		
	Gross amount	Allowances	Carrying value	Gross amount	Allowances	Carrying value	Gross amount	Allowances	Carrying value	Gross amount	Allowances	Carrying value	Gross amount	Allowances	Carrying value
<b>Loans:</b>															
Mortgages and Bank loans	45	20	25	45	23	22	66	30	36	111	41	70	199	65	134
Private placements	169	72	97	139	53	86	198	59	139	226	76	150	225	76	149
<b>Sub-total</b>	<b>214</b>	<b>92</b>	<b>122</b>	<b>184</b>	<b>76</b>	<b>108</b>	<b>264</b>	<b>89</b>	<b>175</b>	<b>337</b>	<b>117</b>	<b>220</b>	<b>424</b>	<b>141</b>	<b>283</b>
<b>Other<sup>1</sup>:</b>															
Bonds - FVO	7	-	7	15	-	15	4	-	4	4	-	4	4	-	4
Bonds - AFS	5	-	5	-	-	-	-	-	-	-	-	-	-	-	-
Other	176	-	176	117	-	117	113	-	113	80	-	80	84	-	84
<b>Sub-total</b>	<b>188</b>	<b>-</b>	<b>188</b>	<b>132</b>	<b>-</b>	<b>132</b>	<b>117</b>	<b>-</b>	<b>117</b>	<b>84</b>	<b>-</b>	<b>84</b>	<b>88</b>	<b>-</b>	<b>88</b>
<b>Total</b>	<b>402</b>	<b>92</b>	<b>310</b>	<b>316</b>	<b>76</b>	<b>240</b>	<b>381</b>	<b>89</b>	<b>292</b>	<b>421</b>	<b>117</b>	<b>304</b>	<b>512</b>	<b>141</b>	<b>371</b>

<sup>1</sup> Impairments of Other assets are charged directly to the carrying value of the asset. Accordingly, no allowances are shown against these assets.

**Provisions, impairments and recoveries**

	For the three months ended					YTD 2008	Fiscal 2007
	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1		
Net impairment (recovery) during the period <sup>2</sup>							
Par <sup>3</sup>							
- Loans	4	1	(1)	(8)	4	4	(4)
- Bonds - FVO	-	-	-	-	-	-	-
- Other	1	-	-	-	-	1	-
Non-par <sup>3</sup>							
- Loans	10	(11)	(12)	(13)	17	10	(19)
- Bonds - FVO	27	8	-	-	-	27	8
- Bonds - AFS	14	4	-	-	-	14	4
- Other <sup>4</sup>	24	23	31	5	(6)	24	53
<b>Total net impairment (recovery)</b>	<b>80</b>	<b>25</b>	<b>18</b>	<b>(16)</b>	<b>15</b>	<b>80</b>	<b>42</b>

<sup>2</sup> Net impairment (recovery) includes net new provisions (recoveries) on loans and net impairments (gains on sale) on bonds and other invested assets, including those held at fair value. Although GAAP does not require us to measure the impairment portion of unrealized losses on bonds classified as FVO, we believe this is a key metric for our business.

<sup>3</sup> Par refers to assets backing participating policyholder liabilities.

<sup>4</sup> Other includes public and private equities.

	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1
<b>Net impaired assets as a percentage of total invested assets</b>	0.19%	0.15%	0.18%	0.19%	0.21%

**INVESTMENT INCOME**

(Canadian \$ in millions, unaudited)



	Q1 2008		Q4 2007		Q3 2007		Q2 2007		Q1 2007	
	Amount	Yield	Amount	Yield	Amount	Yield	Amount	Yield	Amount	Yield
<b>Cash and short-term securities</b>										
Investment income	117	n/a	102	n/a	129	n/a	133	n/a	139	n/a
<b>Bonds</b>										
Interest income	945	5.3%	954	5.4%	978	5.4%	1,000	5.4%	1,028	5.3%
Impairments, net <sup>1</sup>	(41)		(12)		-		-		-	
Realized gains and losses on AFS securities	2		24		3		(1)		5	
<b>Total</b>	<b>906</b>	<b>5.0%</b>	<b>966</b>	<b>5.5%</b>	<b>981</b>	<b>5.4%</b>	<b>999</b>	<b>5.4%</b>	<b>1,033</b>	<b>5.2%</b>
<sup>1</sup> Includes impairments on bonds classified as AFS and fair value option.										
<b>Stock securities</b>										
Dividend income	81	3.0%	76	2.7%	64	2.2%	82	2.7%	73	2.3%
Impairments, net	(25)		(13)		(10)		(3)		(7)	
Realized gains and losses on AFS securities	110		94		102		119		78	
<b>Total</b>	<b>166</b>	<b>6.3%</b>	<b>157</b>	<b>5.8%</b>	<b>156</b>	<b>5.5%</b>	<b>198</b>	<b>6.7%</b>	<b>144</b>	<b>4.6%</b>
<b>Loans</b>										
Mortgage loans	388	6.0%	386	6.2%	381	6.0%	403	6.2%	400	5.8%
Private placements	306	5.8%	338	6.4%	337	6.0%	335	5.8%	352	5.8%
Policy loans	102	6.9%	100	7.0%	104	6.9%	104	6.8%	106	6.6%
Bank loans	39	7.5%	40	7.8%	38	7.5%	37	7.4%	36	7.3%
<b>Total</b>	<b>835</b>	<b>6.1%</b>	<b>864</b>	<b>6.4%</b>	<b>860</b>	<b>6.2%</b>	<b>879</b>	<b>6.1%</b>	<b>894</b>	<b>5.9%</b>
<b>Real estate</b>										
Rental income	93	6.9%	99	7.6%	90	6.4%	99	6.9%	109	7.5%
Amortization of realized net gains and move to market	61	4.6%	61		55		47		45	
<b>Total</b>	<b>154</b>	<b>11.5%</b>	<b>160</b>	<b>12.3%</b>	<b>145</b>	<b>10.8%</b>	<b>146</b>	<b>10.7%</b>	<b>154</b>	<b>11.1%</b>
<b>Other investments</b>										
Investment income	150	n/a	187	n/a	21	n/a	83	n/a	63	n/a
<b>Derivatives</b>										
Investment income (loss)	0	n/a	(24)	n/a	(9)	n/a	(30)	n/a	(7)	n/a
<b>Investment Income <sup>2</sup></b>	<b>2,328</b>	<b>5.9%</b>	<b>2,412</b>	<b>6.3%</b>	<b>2,283</b>	<b>5.7%</b>	<b>2,408</b>	<b>5.7%</b>	<b>2,420</b>	<b>5.6%</b>
<sup>2</sup> Investment income includes dividends, interest, rental income and realized gains on assets supporting surplus.										
<b>Realized/ unrealized gains (losses) on assets supporting policy liabilities and consumer notes</b>										
Bonds	(296)		971		438		(1,553)		41	
Stocks	(557)		(105)		194		394		145	
Loans	34		59		30		49		36	
Other investments	30		6		6		10		18	
Derivatives	86		232		166		(208)		(111)	
<b>Total</b>	<b>(703)</b>	<b>n/a</b>	<b>1,163</b>	<b>n/a</b>	<b>834</b>	<b>n/a</b>	<b>(1,308)</b>	<b>n/a</b>	<b>129</b>	<b>n/a</b>
<b>Total investment income</b>	<b>1,625</b>	<b>4.1%</b>	<b>3,575</b>	<b>9.4%</b>	<b>3,117</b>	<b>7.9%</b>	<b>1,100</b>	<b>2.6%</b>	<b>2,549</b>	<b>5.9%</b>
<b>Investment expenses related to invested assets</b>	<b>(90)</b>	<b>n/a</b>	<b>(99)</b>	<b>n/a</b>	<b>(91)</b>	<b>n/a</b>	<b>(90)</b>	<b>n/a</b>	<b>(95)</b>	<b>n/a</b>
<b>Investment income less investment expenses</b>	<b>1,535</b>	<b>3.9%</b>	<b>3,476</b>	<b>9.1%</b>	<b>3,026</b>	<b>7.7%</b>	<b>1,010</b>	<b>2.4%</b>	<b>2,454</b>	<b>5.7%</b>

# **Actuarial Liabilities Information**

**ACTUARIAL LIABILITIES - SEGREGATED FUND AND VARIABLE ANNUITY PRODUCT GUARANTEES**

(Canadian \$, unaudited)



	\$ in billions		\$ in millions			%	
	Fund value, net of amounts reinsured <sup>1</sup>	Amount at risk, net of amounts reinsured <sup>1</sup>	Present value of guarantee fees over expected guarantee costs (A)	Actuarial liabilities <sup>3</sup> (B)	Recoverability margin (A+B)	CTE level <sup>4</sup>	Confidence level <sup>5</sup>
<b>As at Q1 2008</b>							
Maturity / Income Benefits	63.1	2.9					
Death Benefits <sup>2</sup>	10.7	2.2					
<b>Balance</b>	<b>73.8</b>	<b>5.1</b>	<b>2,154</b>	<b>762</b>	<b>2,916</b>	<b>68</b>	<b>90</b>
<b>As at Q4 2007</b>							
Maturity / Income Benefits	60.7	0.9					
Death Benefits <sup>2</sup>	11.1	1.2					
<b>Balance</b>	<b>71.8</b>	<b>2.1</b>	<b>2,093</b>	<b>526</b>	<b>2,619</b>	<b>72</b>	<b>92</b>
<b>As at Q3 2007</b>							
Maturity / Income Benefits	58.4	0.5					
Death Benefits <sup>2</sup>	11.4	1.0					
<b>Balance</b>	<b>69.8</b>	<b>1.5</b>	<b>2,028</b>	<b>425</b>	<b>2,453</b>	<b>74</b>	<b>93</b>
<b>As at Q2 2007</b>							
Maturity / Income Benefits	56.3	0.4					
Death Benefits <sup>2</sup>	12.2	1.0					
<b>Balance</b>	<b>68.5</b>	<b>1.4</b>	<b>1,879</b>	<b>454</b>	<b>2,333</b>	<b>76</b>	<b>94</b>
<b>As at Q1 2007</b>							
Maturity / Income Benefits	55.0	0.4					
Death Benefits <sup>2</sup>	12.8	1.1					
<b>Balance</b>	<b>67.8</b>	<b>1.5</b>	<b>1,788</b>	<b>552</b>	<b>2,340</b>	<b>77</b>	<b>93</b>

<sup>1</sup> Amounts reinsured include amounts covered under stop loss treaties as well as first dollar treaties. Certain of the treaties include deductibles and claims limits.

<sup>2</sup> Death benefits include stand-alone guarantees and guarantees in excess of maturity or income guarantees where both are provided on one policy.

<sup>3</sup> The \$237 million increase in actuarial liabilities in Q1 2008 is due to a \$225 million increase related to normal market movement of reserves, of which \$282 million is an increase before the change in the CTE level, and a \$17 million increase related to currency, partially offset by a \$5 million decrease related to assumption changes.

<sup>4</sup> Canadian GAAP requires that the reserve for segregated fund and variable products have a Conditional Tail Expectation ("CTE") of between 60 and 80. A reserve at the CTE (60) level covers the average cost of the top 40% of the scenarios tested with the highest net cost. A reserve at the CTE (80) level covers the average cost of the top 20% of the scenarios tested with the highest net cost. The CTE level varies across businesses and the CTE level shown is the average across all businesses.

<sup>5</sup> The confidence level represents the percentage of the scenarios tested that the booked reserve covers (e.g., a 90th percentile confidence level means that the booked reserve equals or exceeds the scenario cost for 90% of the scenarios tested). The confidence level varies across businesses and the confidence level shown is the average across all businesses.

The net amount at risk is not currently payable. Guaranteed death benefits are contingent and only payable upon the eventual death of policyholders if fund values remain below guaranteed values. Maturity and income benefits are also contingent and only payable at scheduled maturity in the future, if the policyholders are still living and have not terminated their policies and fund values remain below guaranteed values.

Guaranteed benefits in a single contract are frequently a combination of death benefit and maturity or income benefits. Actuarial liabilities reflect the combined impact of the death and maturity/income benefit guarantees taking into account that, in practice, only one of the benefits will be payable.

Segregated fund guarantees are valued as U.S insurance contracts under section 4211 with the exception of certain reinsurance ceded contracts in U.S Wealth Management and reinsurance assumed contracts in Reinsurance Division that are valued as financial instruments.

**ACTUARIAL LIABILITIES - WEALTH MANAGEMENT DAC BALANCES**

(Canadian \$ in millions, unaudited)



	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1
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**Change in Deferred Acquisition Costs (DAC)**

Opening balance	4,588	4,448	4,498	4,659	4,538
Amount capitalized	366	386	375	366	362
Amount amortized	(215)	(226)	(207)	(207)	(203)
Currency	193	(20)	(218)	(320)	(38)
<b>Ending balance</b>	<b>4,932</b>	<b>4,588</b>	<b>4,448</b>	<b>4,498</b>	<b>4,659</b>

**DAC Balances**

John Hancock Variable Annuities	2,249	2,086	2,034	2,064	2,136
John Hancock Retirement Plan Services	1,116	1,045	1,027	1,072	1,137
John Hancock Mutual Funds	26	25	26	29	32
Canadian Individual Wealth Management	852	821	774	757	736
Hong Kong	238	218	206	207	212
Japan	376	323	318	310	351
Other	75	70	63	59	55
<b>Total DAC</b>	<b>4,932</b>	<b>4,588</b>	<b>4,448</b>	<b>4,498</b>	<b>4,659</b>

**Funds Under Management**

John Hancock Variable Annuities	53,073	54,322	54,664	55,808	56,689
John Hancock Retirement Plan Services	52,360	52,760	53,417	55,058	55,763
John Hancock Mutual Funds	30,825	31,354	34,638	37,644	39,299
Canadian Individual Wealth Management <sup>1</sup>	31,078	31,007	30,233	29,788	28,736
Hong Kong	12,294	13,279	13,041	11,815	11,632
Japan	12,147	10,484	9,763	8,811	9,443
Other	15,599	15,757	15,242	15,396	15,058
<b>Total Funds Under Management</b>	<b>207,376</b>	<b>208,963</b>	<b>210,998</b>	<b>214,320</b>	<b>216,620</b>

**DAC as a % of Funds Under Management**

John Hancock Variable Annuities	4.2%	3.8%	3.7%	3.7%	3.8%
John Hancock Retirement Plan Services	2.1%	2.0%	1.9%	1.9%	2.0%
John Hancock Mutual Funds	0.1%	0.1%	0.1%	0.1%	0.1%
Canadian Individual Wealth Management	2.7%	2.6%	2.6%	2.5%	2.6%
Hong Kong	1.9%	1.6%	1.6%	1.8%	1.8%
Japan	3.1%	3.1%	3.3%	3.5%	3.7%
Other	0.5%	0.4%	0.4%	0.4%	0.4%
<b>Total DAC as a % of Funds Under Management</b>	<b>2.4%</b>	<b>2.2%</b>	<b>2.1%</b>	<b>2.1%</b>	<b>2.2%</b>

DAC balances are classified as other assets on the balance sheet for the mutual fund businesses and are classified as reductions in actuarial liabilities for annuities, pensions and other wealth product lines. Recoverability is tested quarterly.

<sup>1</sup> Funds under management has been adjusted to show only the assets with applicable DAC balances.

**New Business Embedded Value Adjusted to Current (2008) Basis**

<b>Quarter</b>	<b>Insurance</b>	<b>Wealth Management</b>	<b>Total</b>
Q1 2008	239	351	590
<b>Total 2008 YTD</b>	239	351	590
Q4 2007	240	381	621
Q3 2007	192	322	514
Q2 2007	221	267	488
Q1 2007	164	273	437
<b>Total 2007</b>	817	1,243	2,060

Current (2008) Basis numbers all use 2008 year start exchange rates and discount rates. The year start exchange rate was 0.9881 for the U.S., 0.126 for Hong Kong, and 0.0088 for Japan.

The year start discount rate was 8.00% for Canada, 8.25% for the U.S., 9.0% for Hong Kong and 6.50% for Japan.

# **Capital Information**

**REGULATORY CAPITAL**  
(Canadian \$ in millions, unaudited)



2008                      2007                      2007                      2007                      2007  
Q1                              Q4                              Q3                              Q2                              Q1

**The Manufacturers Life Insurance Company's MCCR**

**Capital available:**

Tier 1 capital

Common shares	3,433	3,433	3,433	3,294	3,294
Retained earnings	10,470	9,191	10,829	10,431	10,090
Qualifying non-controlling interests	154	126	88	87	88
Innovative instruments	1,000	1,000	1,000	1,000	1,000
Other	527	519	591	586	578
<b>Gross Tier 1 capital</b>	<b>15,584</b>	<b>14,269</b>	<b>15,941</b>	<b>15,398</b>	<b>15,050</b>
Deductions:					
Goodwill & intangibles in excess of limit	(2,641)	(2,582)	(2,594)	(2,521)	(2,577)
Other	(1,775)	(1,672)	(1,423)	(1,479)	(1,515)
<b>Net Tier 1 capital - A</b>	<b>11,168</b>	<b>10,015</b>	<b>11,924</b>	<b>11,398</b>	<b>10,958</b>

Tier 2 Capital <sup>1</sup>

Tier 2A	933	1,322	1,531	1,655	1,816
Tier 2B allowed	1,985	1,985	1,985	1,985	1,985
Tier 2C	2,092	1,956	1,641	1,699	1,746
<b>Total Tier 2 capital allowed</b>	<b>5,010</b>	<b>5,263</b>	<b>5,157</b>	<b>5,339</b>	<b>5,547</b>

<b>Total Tier 1 and Tier 2 capital</b>	<b>16,178</b>	<b>15,278</b>	<b>17,081</b>	<b>16,737</b>	<b>16,505</b>
Less Adjustments	(1,293)	(872)	(3,960)	(2,777)	(1,731)
<b>Total Capital Available - B</b>	<b>14,885</b>	<b>14,406</b>	<b>13,121</b>	<b>13,960</b>	<b>14,774</b>

**Capital Required:**

Asset default & market risk	4,281	3,336	3,104	3,096	3,180
Insurance risks	1,917	1,894	1,804	1,826	1,889
Interest rate risks	1,327	1,297	1,233	1,247	1,296
<b>Total Capital Required - C</b>	<b>7,525</b>	<b>6,527</b>	<b>6,141</b>	<b>6,169</b>	<b>6,365</b>

<b>MCCR Ratio: Total (B/C) x 100</b>	<b>198%</b>	<b>221%</b>	<b>214%</b>	<b>226%</b>	<b>232%</b>
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<sup>1</sup> Tier 2 capital includes after-tax unrealized gains on Available for Sale stocks and bonds (2A), qualifying capital instruments (2A or 2B) and other available capital components (2C).

**John Hancock Life Insurance Company's RBC**

<b>Risk-Based Capital Ratio <sup>2</sup></b>	<b>439%</b>	<b>439%</b>	<b>370%</b>	<b>370%</b>	<b>370%</b>
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<sup>2</sup> Ratios are calculated and reported on an annual basis and reflect December 31, 2007.

**Accumulated Other Comprehensive Income:** A separate component of shareholders' equity and includes net unrealized gains on available-for-sale securities, net unrealized gains on derivative instruments designated within an effective cash flow hedge, and unrealized foreign currency translation gains and losses. These items have been recognized in comprehensive income, but excluded from net income.

**Return on Common Shareholders' Equity:** Net income available to common shareholders divided by average common equity excluding accumulated other comprehensive income (loss) on available-for-sale securities and on cash flow hedges.

**Annuity:** A contract which allows the contract holder to either i) accumulate funds for retirement planning, or ii) receive scheduled payments, either periodically for a specified period of time or until death.

- **Fixed Annuity:** The return to the contract holder is specified in the contract i.e. the Company bears the investment risk.
- **Variable Annuity:** Funds are invested in segregated funds (also called separate accounts in the U.S.) and the return to the contract holder fluctuates according to the earnings of the underlying investments. In some instances, guarantees are provided.

**Available-For-Sale Financial Assets:** Non-derivative financial assets that are designated as available-for-sale or that are not classified as loans and receivables, held-to-maturity investments, or held for trading.

**Book Value per Share:** Ratio obtained by dividing total equity by the number of common shares outstanding at the end of the period.

**Cash Flow Hedges:** A hedge of the exposure to variability in cash flows associated with a recognized asset or liability, a forecasted transaction or a foreign currency risk in an unrecognized firm commitment that is attributable to a particular risk and could affect reported net income.

**Consumer Notes:** Investment products sold through *Signature* Notes program via broker-dealer network to retail customers in the form of publicly traded fixed and/or floating rate securities.

**Corporate Owned Life Insurance (COLI):** Life insurance purchased by organizations, predominantly to finance non-qualified executive deferred compensation plans.

**Deferred Acquisition Costs (DAC):** Costs directly attributable to the acquisition of new business, principally agents' compensation, which are capitalized on the Company's balance sheet and amortized into income over a specified period.

**Fair Value:** Amount of consideration that would be agreed upon in an arm's length transaction between knowledgeable, willing parties who are under no compulsion to act.

**Funds Under Management (FUM):** Include general fund assets, segregated fund assets, mutual fund assets and other funds.

- **General Fund Assets:** Total invested assets as presented on the Company's balance sheet.
- **Segregated Fund Assets:** Net assets held by policyholders in segregated funds related to insurance, annuity and pension products. These funds are maintained separately from the Company's general account and the policyholder / contract holder bears the investment risk of the underlying fund.
- **Mutual Fund Assets:** Net assets held in proprietary mutual funds.
- **Other Funds:** Funds managed or administered by the Company other than those associated with a contract issued by the Company.

**Impaired Assets:** Mortgages, bonds and other investment securities in default where there is no longer reasonable assurance of collection.

**Leveraged Leases:** In these leases the financing provided by the long-term creditor is nonrecourse as to the general credit of the lessor. The amount of the financing is sufficient to provide the lessor with substantial "leverage" in the transaction. Here, lessor's net investment declines during the early years once the investment has been completed and rises during the later years of the lease before its final elimination. Such decreases and increases in the net investment balance may occur more than once.

**Long-Term Care (LTC):** Insurance coverage available on an individual or group basis to provide reimbursement for medical and other services to the chronically ill, disabled or mentally challenged.

**Minimum Continuing Capital and Surplus Requirements (MCCSR):** The ratio of the available capital of a life insurance company to its required capital, each as calculated under the Office of the Superintendent of Financial Institutions' (OSFI) published guidelines.

**Premiums and Deposits:** Include general fund premiums, segregated fund deposits, mutual fund deposits, other fund deposits and ASO premium equivalents.

- **General Fund Premiums:** Premiums earned on insurance and fixed annuity contracts as reflected in the Company's statement of operations.
- **Segregated Fund Deposits:** Deposits related to insurance, annuity and pension products which are invested in segregated funds.
- **Mutual Fund Deposits:** Deposits received in proprietary mutual funds.
- **Other Fund Deposits:** Deposits received from customers related to non-proprietary funds for Manulife-branded products.
- **ASO Premium Equivalents:** ASO ("administrative services only") contracts are group insurance contracts administered by the Company on behalf of the client on which the Company earns a fee for its services but the client retains all risks inherent in the group insurance. ASO premium equivalents are a measure of the business volume calculated as expected claims plus administrative fees charged.

**Sales:** Sales are measured according to product type.

- **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. Sales are reported gross before the impact of reinsurance. Single premium is the lump sum premium from the sale of a single premium product e.g. travel insurance.
- **Group Insurance:** Sales include new annualized premiums and ASO premium equivalents on new cases, as well as the addition of new coverages and amendments to contracts, excluding rate increases.
- **Individual Wealth Management:** All new deposits are reported as sales. This includes individual annuities, both fixed and variable; segregated fund products; mutual funds; college savings 529 plans; and authorized bank loans and mortgages.
- **Group Pensions:** New regular premiums reflect an estimate of expected deposits in the first year of the plan with the Company. Single premium sales reflect the assets transferred from the previous plan provider. Sales include the impact of the addition of a new division or of a new product to an existing client as well as increases in the contribution rate for an existing plan.

**Risk-Based Capital (RBC):** Risk-based capital is a method developed by the National Association of Insurance Commissioners in the U.S. (NAIC) to measure the minimum amount of capital that an insurance company needs to support its overall business operations.

**Total Capital (Balance Sheet):** Includes liabilities for preferred shares and capital instruments, non-controlling interest in subsidiaries and total equity excluding Accumulated Other Comprehensive Income on cash flow hedges.

**Universal Life Insurance:** A form of permanent life insurance with flexible premiums. The customer may vary the premium payment and death benefit within certain restrictions. The contract is credited with a rate of interest based on the return of a portfolio of assets held by the Company, possibly with a minimum rate guarantee, which may be reset periodically at the discretion of the Company.

**Variable Universal Life Insurance:** A form of permanent life insurance with flexible premiums in which the cash value and possibly the death benefit of the policy fluctuate according to the investment performance of segregated funds (or separate accounts).

**GENERAL INFORMATION**

**MANULIFE FINANCIAL CORPORATION HEAD OFFICE**

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**TRANSFER AGENT**

Canada  
 CIBC Mellon Trust Company  
 1-800-783-9495  
[www.cibcmellon.com/investor](http://www.cibcmellon.com/investor)

United States  
 Mellon Investor Services  
 1-800-249-7702  
[www.melloninvestor.com](http://www.melloninvestor.com)

**COMMON STOCK**

Common Stock of Manulife Financial is traded on:

<u>Stock Exchange</u>	<u>Symbol</u>
Toronto	MFC
New York	MFC
Hong Kong	0945
Philippines	MFC

**INVESTOR INFORMATION**

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**INDUSTRY RATING INFORMATION**

The following rating agencies each assign The Manufacturers Life Insurance Company and John Hancock Life Insurance Company ratings within their highest range of categories, thereby recognizing the companies as among the strongest in the life insurance industry.

**The Manufacturers Life Insurance Company**

<u>Purpose</u>	<u>Rating agency</u>	<u>Rating</u>
Claims paying/	A.M. Best	A++
Financial strength	Dominion Bond Rating Service	IC-1
	FitchRatings	AA+
	Moody's	Aa1
	Standard & Poor's	AAA

**John Hancock Life Insurance Company**

<u>Purpose</u>	<u>Rating agency</u>	<u>Rating</u>
Claims paying/	A.M. Best	A++
Financial strength	Dominion Bond Rating Service	not rated
	FitchRatings	AA+
	Moody's	Aa1
	Standard & Poor's	AAA