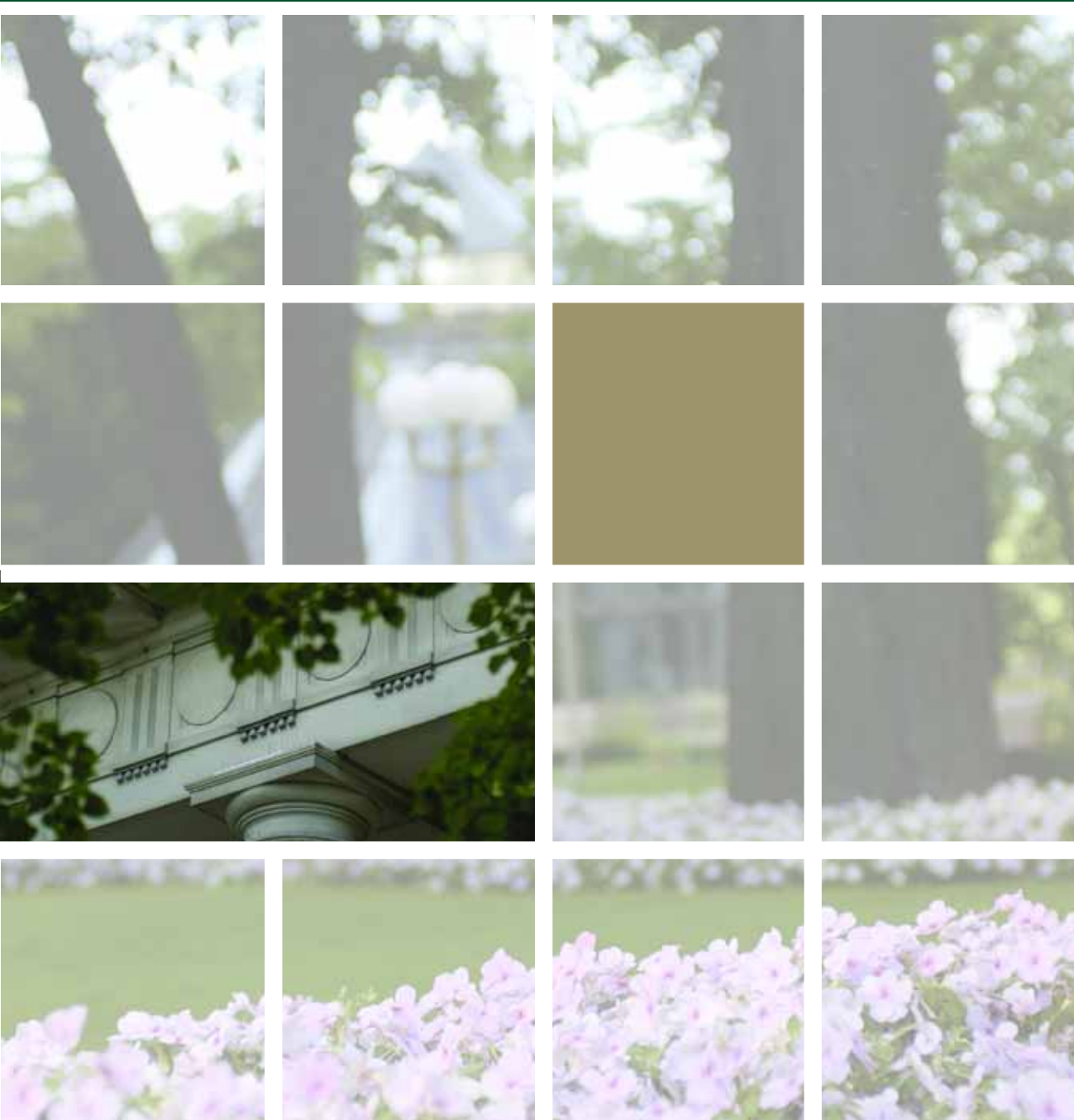


# Manulife Reinsurance



LIFE RETROCESSION

# Manulife Reinsurance - A Recognized Leader



Manulife Reinsurance, a division of Manulife Financial, is uniquely equipped to create innovative and customized solutions to your business needs in the areas of:

- Life Retrocession
- Property & Casualty Retrocession
- Structured Reinsurance
- International Employee Benefits Management

With operations in North America, Europe, Bermuda, Barbados and Singapore – and unparalleled expertise in actuarial, tax, accounting, and underwriting disciplines – we have the global reach, local insight, and proven skills to provide you with the business solutions that best meet your needs.

Backed by the financial strength of our parent company, Manulife Financial Corporation, creativity and competence are what define our leadership.

## Life Retrocession

***As the leading North American life retrocessionaire, Manulife Reinsurance has long-standing relationships with pre-eminent life reinsurers from around the world.***

Established in 1984, Manulife Reinsurance is now the largest individual life retrocessionaire in North America, providing life reinsurance solutions for reinsurers in North America and Europe. Whether from our home office in Toronto, our office in Boston, or our European office in Cologne, Germany – our focus is to be the most professional life retrocessionaire.

### **DEPLOY CAPITAL EFFECTIVELY**

A number of reinsurers are feeling the impact on their capital of both the tremendous growth they've undergone over the last few years as well as more stringent regulatory reserve and capital requirements in certain jurisdictions. These factors are forcing reinsurers to seek ways to deploy their capital more effectively by reinsuring inforce blocks of business. This has led, and will likely continue to lead to opportunities in this line of business for the foreseeable future.

Manulife Reinsurance is ready to meet your current and emerging needs in the life retro marketplace. Our professional staff members are exceptionally well prepared to serve you, with a unique level of industry expertise gained from ongoing training and development. Our underwriting, claims and audit experience allows us to understand global markets and mortality trends, and pass along this knowledge to our clientele. We offer a wide range of value-added services, such as large case underwriting, client reviews, and educational conferences,

including the annual Approach Seminars, in both North America and Europe.

Today's environment demands competitive pricing and prudent risk selection, as well as innovative new products. Manulife Reinsurance offers a variety of solutions, including:

- Excess of retention reinsurance, which allows our clients to offer the capacity their clients demand, without taking on more risk on any one life than they desire;
- New business quota share arrangements, for situations where our clients want to share the risk because of either the size of the opportunity, or the nature of the products they are reinsuring; and
- Support for inforce block transactions, which enables our clients to effectively manage their capital while meeting their strategic objectives.

We have the flexibility to tailor reinsurance transactions to meet our clients' needs through operations in North America, Barbados, Bermuda and Europe.

Financial security is a priority in the 'long-term' promise business, and Manulife Reinsurance has the financial strength to meet your Life Retrocession needs.

# The Life Retrocession Team

**Bob Diefenbacher, FSA, MAAA,**  
**Senior Vice President, Life and Structured Reinsurance**  
Tel: (617) 572-5880  
Email: bob\_diefenbacher@manulife.com

Bob joined Manulife Reinsurance in October 2004, and has overall responsibility for our Life Retrocession and Structured Reinsurance lines of business. Bob has more than 15 years of experience in the industry, most recently with AIG, where he served as VP, Risk Finance. Previously, Bob was Vice President and Actuary at ERC Life, responsible for all of ERC's U.S. pricing activities.

Bob brings strong client marketing and risk management expertise to our team. He is highly regarded in the life reinsurance field, and a frequent speaker at SOA, HOLUA and local actuarial and underwriting meetings. Bob is a Fellow of the Society of Actuaries, a member of the American Academy of Actuaries, and also served on the Society of Actuaries Reinsurance Section Council.

**Brett Laker, ACS**  
**Assistant Vice President and Account Executive**  
Tel: (617) 572-5626  
Email: brett\_laker@manulife.com

Brett joined Manulife Reinsurance in 2007 from John Hancock's US Protection area where he was Director, COLI Underwriting and New Business. Brett joined Manulife in 1999 as a Senior Life Underwriter in the COLI department, and took on increasing responsibilities in the organization. Brett also worked at Sun Life where he served as Underwriting Manager in the Reinsurance department.

Brett has a Bachelor of Science degree from the University of Guelph, as well as his ACS from LOMA. He is currently working towards his AALU and FLMI designations.

**Shannon R. Kole, FSA, MAAA**  
**Assistant Vice President, Life Retrocession Pricing**  
Tel: (617) 572-7987  
Email: shannon\_kole@manulife.com

Shannon joined Manulife Reinsurance from John Hancock where she had worked for the past 11 years in a variety of roles. Most recently Shannon was AVP Life Product Development, where she was responsible for making recommendations on the direction and development of John Hancock's individual life portfolio.

Shannon is a graduate of Skidmore College, a Fellow of the Society of Actuaries, and a Member of the American Academy of Actuaries.

**Barry Dixon, BA,**  
**Assistant Vice President, Reinsurance Underwriting  
& Chief Underwriter, Life**  
Tel: (416) 926-5358  
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Barry joined Manulife Reinsurance in 1994. He has been with Manulife for 25 years, having held progressive positions within the company, with underwriting experience in the U.S., Canadian and international markets. Barry is a graduate of York University with a Bachelor of Arts, with a major in English.

Barry has given many presentations at insurance industry meetings on the subject of underwriting. He has also had several underwriting articles published in On the Risk. Barry has been an integral part of Manulife's North American Approach seminars since 1995.

**Tonya Blackmore, B.Comm**  
**Assistant Vice President, Customer Management**  
Tel: (416) 852-5794  
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Tonya joined Manulife Reinsurance in 2006 from the Canadian division where she managed several departments in policyowner service including claims, disbursements and title changes. She came to Manulife as part of the integration with Maritime Life in 2004.

Over the past three years, Tonya has been involved with the re-engineering of the claims workflow, served as Employee Chair for Manulife's United Way campaign, as well as her ongoing management responsibilities. She is also completing her MBA part-time. As AVP Customer Management, Tonya is responsible for all of the day-to-day management of our customers' needs.

**Kai Kaufhold**  
**Managing Director**  
**Manulife Reinsurance Services GmbH**  
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Kai Kaufhold manages Manulife's office in Cologne, which has the mandate to help Manulife Reinsurance keep in touch with its Life Retro clients, stay abreast of developments in the European life reinsurance markets, develop products for the European markets and lends its support to our Barbados office on European new business opportunities. Kai has been with Manulife Reinsurance for nine years, working in the life pricing and structured reinsurance areas in Toronto, before joining our team in Cologne in 2003.



## OUR VISION

**With every contact, to demonstrate the creativity, competence, and outstanding customer care that will continuously reaffirm our leadership in providing business solutions to our targeted markets worldwide.**

## Manulife Reinsurance Key Contacts

### Barbados

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## About Manulife Financial

Manulife Financial is a leading Canadian-based financial services group serving millions of customers in 19 countries and territories worldwide. Operating as Manulife Financial in Canada and Asia, and primarily through John Hancock in the United States, the Company offers clients a diverse

range of financial protection products and wealth management services through its extensive network of employees, agents and distribution partners. Funds under management by Manulife Financial and its subsidiaries were Cdn\$405 billion (US\$330 billion) as at December 31, 2008.

### MANULIFE FINANCIAL SIGNIFICANT FINANCIAL DATA

(As at December 31, 2008)

Total Premiums & Deposits	C\$69.9 billion
Funds Under Management	C\$404.4 billion
Shareholders' Equity	C\$27.4 billion
Shareholders' Net Income	C\$517 million

### RATINGS

(As at February 28, 2009)

A.M. Best	A++
Fitch Ratings	AA
Moody's	Aa3
Standard & Poor's	AA+