



Financing Canadian Business

We serve as a solid partner in business growth. To help Canadian businesses develop and expand, Manulife provides clients with the financial resources to reach their growth objectives. We provide debt financing to firms in Canada in a number of ways, principally through mortgage financing.

Manulife originates commercial mortgages through a network of eight branches across Canada. Our customers are owners and developers of real estate who have a strong track record and earnings stability. Commercial mortgage underwriting concentrates on the quality of the location, the physical qualities of the real estate, the durability of lease income and market trends for the property type.

In 2005, we issued new loan commitments totalling \$1,396 million and loan renewals totalling \$381 million to 384 customers. New loan commitments ranged in size from \$0.1 million to \$50 million, with an average loan size of \$4.6 million.

Mortgage approvals are made in accordance with Manulife's Mortgage Credit Policy and the Mortgages Guideline, which is reviewed by the board on an annual basis.

Manulife participates in private placement transactions representing largely fixed-income investments issued by mid- to large-size Canadian corporations and

institutions. We make commitments across a diverse number of industry sectors, including leasing, financial, government, manufacturing and utilities. In 2005, we approved commitments totalling \$1,329 million across 15 industries to 57 borrowers. Participation ranged from \$1.7 million to \$200 million. All private placement investments are made in accordance with Manulife's Investment Guidelines and are approved either by the appropriate credit committee or under certain authority delegated to senior management.

Manulife Capital provides private financing for a wide range of Canadian companies operating in diverse industries across the country. We invest in companies that can demonstrate a successful operating history and exhibit strong ongoing business fundamentals. In 2005, new commitments totalled \$124 million spread across five different corporate customers. They ranged in size from \$7 million to \$42.5 million, with an average size of \$25 million. New investments are approved in accordance with Manulife's Investment Guidelines.

Amount of debt financing authorized in Canada in 2005 (thousands of Canadian dollars)

	PER CUSTOMER							TOTAL
	\$0 – \$24,999	\$25,000 – \$99,999	\$100,000 – \$249,999	\$250,000 – \$499,999	\$500,000 – \$999,999	\$1,000,000 – \$4,999,999	\$5,000,000 AND GREATER	
British Columbia	\$ –	\$ –	\$ 174	\$ 1,643	\$ 6,324	\$ 110,308	\$ 353,140	\$ 471,589
Alberta	–	–	435	1,917	4,650	68,804	581,897	657,702
Saskatchewan	–	–	–	–	–	–	25,885	25,885
Manitoba	–	–	–	–	–	16,501	–	16,501
Ontario	–	508	1,451	6,261	23,126	248,225	1,169,143	1,448,713
Quebec	–	–	312	301	1,937	28,252	189,722	220,524
New Brunswick	–	–	–	897	3,890	7,275	283,076	295,138
Nova Scotia	–	–	143	376	1,695	34,467	77,505	114,186
Prince Edward Island	–	–	–	–	753	1,997	26,125	28,875
Newfoundland and Labrador	–	–	–	–	–	1,989	11,043	13,032
Territories	–	–	–	354	–	–	–	354
Total	\$ –	\$ 508	\$ 2,515	\$ 11,749	\$ 42,375	\$ 517,818	\$ 2,717,536	\$ 3,292,499

Number of Canadian customers receiving debt financing in 2005

	PER CUSTOMER							TOTAL
	\$0 – \$24,999	\$25,000 – \$99,999	\$100,000 – \$249,999	\$250,000 – \$499,999	\$500,000 – \$999,999	\$1,000,000 – \$4,999,999	\$5,000,000 AND GREATER	
British Columbia	–	–	1	4	9	42	24	80
Alberta	–	–	2	5	7	30	32	76
Saskatchewan	–	–	–	–	–	–	4	4
Manitoba	–	–	–	–	–	8	–	8
Ontario	–	7	9	16	30	106	78	246
Quebec	–	–	2	1	3	12	10	28
New Brunswick	–	–	–	2	5	3	9	19
Nova Scotia	–	–	1	1	2	12	7	23
Prince Edward Island	–	–	–	–	1	1	2	4
Newfoundland and Labrador	–	–	–	–	–	1	1	2
Territories	–	–	–	1	–	–	2	3
Total	–	7	15	30	57	215	169	493

