

John Hancock

John Hancock's charitable programs focus on helping youth and families in Boston realize their promise. Much of its community giving is directed toward programs for young people, for one simple reason: they are our future. John Hancock creates strategic partnerships benefiting youth and families in need with key agencies in the communities where it operates.

In all its U.S. locations, John Hancock partners with expert organizations responsible for educating and protecting young people – including government officials, public school systems, police departments and the non-profit community. These relationships help the Company identify community needs and create innovative educational programs and employee volunteer activities, maximizing the Company's impact on youth and families in need.

For example, John Hancock continues to show strong support for programs assisting young people and their families in Michigan, where it launched its U.S. operations in 1903. In 2006, the Company contributed to the Governor's Great Lakes, Great Hopes Scholarship Fund for high school students aspiring to attend college, and to Mentor Michigan, an initiative that helps ensure youth have ongoing relationships with stable, caring adults.

The Company demonstrates a commitment to the Boston community, home to its U.S. headquarters, through various initiatives described below.

Financial commitment increased

John Hancock increased its charitable giving budget to more than US\$10 million in cash and in-kind grants this year. Donations benefited more than 200 non-profit community partners, making a significant difference in the lives of youth and families. John Hancock and its associates also adopted Manulife's tradition of strong support for the United Way, collectively raising more than US\$360,000 for the United Way of Massachusetts Bay.

The men and women who work for John Hancock inspire and contribute to many community efforts. Altogether, John Hancock and its associates comprise one of the largest volunteer programs in Boston, contributing nearly 5,000 hours in 2006 to 7,000 children and families.

An investment in art

One of the more innovative community investments John Hancock made was to the Institute of Contemporary Art (ICA) in the Seaport District of South Boston, the new home of John Hancock's headquarters. On December 10, 2006, the ICA became the first new museum to open in Boston in nearly a century. More than an architecturally visionary building, this venue is home to cutting-edge youth art programs supported by John Hancock. The Company made a generous multi-year financial commitment to establish the John Hancock Teen Education Program, enabling 6,000 young people to participate in arts programming at the ICA every year.



Sponsoring a world-renowned marathon

This year marked two decades of John Hancock's sponsorship of the famous Boston Marathon. Beyond its stature as a sporting event attracting runners from around the world, the Boston Marathon is an important community event and source of pride for many residents.

In 2006, John Hancock distributed 780 marathon numbers to more than 30 non-profits, generating US\$2.8 million for Boston-area organizations. A total of 125 of Manulife's U.S.-based employees and 20 Canada-based employees registered to run in the race.

John Hancock employees also volunteered to teach third-grade students at Samuel Mason Elementary School in Roxbury and Lucy Stone Elementary School in Dorchester, Massachusetts about the history of the marathon and the prominence of Kenyan runners. Through the Boston Marathon Kenya Project, more than 250 children were educated about Kenyan culture, tribes, geography and the Swahili language. The setting for the project was the African Tropical Forest exhibit at Boston's community zoo. Participants heard first-hand accounts from Kenyan champions of the Boston Marathon and enjoyed VIP seating at the finish line on race day.

Working toward a cure for MS

John Hancock's Long Term Care Insurance Business Unit initiated a partnership with the Accelerated Cure Program. This organization's mission is to find a cure for multiple sclerosis (MS) through scientific research and increased public

awareness. John Hancock contributed US\$125,000, along with pro-bono marketing, public relations and fundraising consulting services. A John Hancock officer joined the Accelerated Cure Program board and the organization is now included in the Boston Marathon fundraising program.

Providing more summer jobs for teens

Responding to the Mayor of Boston's request for more opportunities for city youth, John Hancock significantly increased the number of summer jobs it offers to high school students. Seventy-five students were employed at the Company in 2006 – up from 45 in 2005. Students were selected through two partnerships: the Summer of Opportunity program run together with the Boston Police Department for at-risk youth and a Summer Jobs Program benefiting students at English High School in Jamaica Plain. The Company paired the students with employee mentors, giving them first-hand experience in the business world while they helped improve productivity where they worked. Students also participated in weekly life skills workshops, covering such topics as business etiquette, presentation skills, personal finances and business writing.

Volunteering in the community

Employee volunteering is a critical element of John Hancock's community partnerships.

During the summer of 2006, 100 John Hancock volunteers led more than 300 Boston youth from Samuel Mason Elementary School, Lucy Stone Elementary School and Oliver Perry Elementary School on educational walking tours along

"Our gift [to the Institute of Contemporary Art] reflects our ongoing commitment to providing the greatest level of support for Boston youth most in need by developing programs with leading institutions and community-based agencies that enhance their learning and empower them as individuals."

John D. DesPrez III
President and Chief Executive Officer, John Hancock Financial Services



the South Boston waterfront, teaching them about the seaport's history, wildlife and occupational opportunities. Each John Hancock Harborwalk began at the Company's headquarters, with stops at Maritime Park, the Boston Fish Pier, the World Trade Center and the Institute of Contemporary Art. Designed in collaboration with the Boston Harbor Association, the program marked the establishment of John Hancock's new headquarters in the Seaport District.

John Hancock's executive management team plays an increasingly visible role in activities and on boards supporting the community. More than half of John Hancock's executives volunteer on non-profit boards and committees, facilitated by BoardLink.

Partnering with Boston public schools

More than 30 years ago, John Hancock formed one of the first business-school partnerships in Boston with English High School. Today, the Company has expanded this partnership and implemented youth educational programs in 19 schools.

In 2006, John Hancock contributed US\$60,000 to after-school programs and the arts at Edward Everett Elementary School in Dorchester, Massachusetts. Volunteers also participated in Everett's June Spring Festival, a family event incorporating student performances, games, sports, crafts, nature activities and a raffle raising funds for the school's Schoolyard Initiative Fund.

John Hancock participants in the Adopt-A-Class program visit Lucy Stone Elementary School about four times during the school year to read to students. Each volunteer is assigned to the same classroom for the year, enabling familiarity and relationships to develop.

The John Hancock New Philharmonia Music Enrichment Program is a unique partnership between Oliver Perry Elementary School and John Hancock. Musicians from the New Philharmonia Orchestra teach students from kindergarten to grade five about rhythm and melody, both inside and outside the classroom. At the end of the school year, students perform a concert for John Hancock employees.

Each year John Hancock also runs the Financial Wizard Program, created by a Company actuary to get students and teachers excited about math. Volunteers work with teachers, delivering a set of lessons in basic math, money and financial market concepts to students at Samuel Mason Elementary School and Oliver Perry Elementary School. Lesson plans for grades two through five are activity-based and encourage interactive participation. Having reached more than 2,000 Boston youths so far, this program has earned recognition from the National Council of Teachers of Mathematics, the Department of Education and the Mayor of Boston.

John Hancock's philanthropic efforts help ensure youth and families who require a helping hand can look forward to a promising tomorrow.

“John Hancock understands when you invest in young people, you invest in the future.”

Mayor Thomas M. Menino, City of Boston

