Manulife Securities

MASTERS Private Account Program

EXCHANGE-TRADED FUND PORTFOLIOS

Investor Guide

MANULIFE SECURITIES INCORPORATED

Discover global investment opportunities in one professionally managed portfolio solution

Global

Disciplined

Transparent

Customized

Managed

Choose a portfolio that suits your goals, time horizon and risk tolerance

The Masters Private Account Program ETF Portfolios, a professionally managed account experience, starting at $25,000 per account

The Masters Private Account Program Exchange-Traded Fund (ETF) Portfolios tap into Manulife's vast asset management expertise to create globally diversified portfolio solutions.

It's a convenient, cost-effective, all-in-one portfolio that allows you to:

- Pursue your personal investment goals with a custom, globally diversified portfolio of ETFs
- Benefit from a blend of ETFs that span the major asset classes as well as global real estate and infrastructure*
- Experience unified investing that combines exposure to factor-based and market-cap weighted ETFs
- Enjoy the flexibility to choose between currency-hedged or unhedged portfolios
- Receive ongoing, professional management of your asset mix to help ensure your portfolio is optimally positioned based on Manulife Asset Management's Portfolio Solutions Group's market outlook
- Feel confident knowing your portfolio is constructed and monitored by Manulife Securities' Portfolio Management team and Manulife's Investment Management Services team

Welcome to the

MASTERS Private Account Program

ETF Portfolios

* When appropriate, a mutual fund may be used to gain the desired asset class exposure.

Rely on the strength of a global leader

When you choose Manulife Securities Incorporated (Manulife Securities), you can feel confident your trust is well placed.

Manulife Securities is an indirectly, wholly-owned subsidiary of Manulife Financial Corporation (Manulife), a leading Canada-based financial services group that, for more than 130 years, Canadians have turned to for the big financial decisions in their lives.

Over the decades, Manulife has built a significant global presence by delivering on the promises we make to our customers and by providing strong, reliable, trustworthy and forward-thinking financial solutions.

Today, Manulife is a leading Canada-based financial services company with principal operations in Asia, Canada and the United States where we operate under the John Hancock brand.

About Manulife

125+ years of history

Ranked in the **top 10%** of the world's 500 largest asset managers[1]

More than **C$1 trillion** assets under management and administration[2]

More than **26 million** customers worldwide[3]

34,000 employees globally[4]

$10.9 billion invested in renewable energy products since 2002[5]

[1] P&I/Towers Watson, year end 2016. [2,3,4,5] Manulife Global Fact Sheet as at December 31, 2017.

Manulife Securities

Manulife Securities is one of Canada's foremost independent investment dealers and a subsidiary of Manulife. Operating in every province and territory throughout the country, our clients benefit from leading administrative technology, our focus on risk management, and the strength and stability of Manulife.

Partner with investment professionals that rise above

Experienced and knowledgeable investment professionals perform a vital role in managing your wealth to help you achieve your financial goals.

The Masters Private Account Program ETF Portfolios utilize Manulife's asset management expertise to create globally diversified ETF Portfolios. From asset allocation to security selection and portfolio monitoring, you can rest assured knowing your portfolio is in the right hands.

Manulife also manages large institutional investors, such as major corporations, pension plans and endowments. These investors demand higher levels of investment discipline and strategic investment methods that strive to produce consistent and reliable results.

The Masters Private Account Program ETF Portfolios brings this same level of discipline and asset management expertise within your reach.

Manulife Asset Management™

Portfolio Solutions Group

Global asset allocators

Manulife Asset Management's Portfolio Solutions Group (PSG) is an investment team made up of more than 35 investment professionals with an average of 19 years of experience dedicated to managing multi-asset portfolios. For more than 20 years, PSG has been regarded as a trusted, successful, institutional asset allocation manager.

They currently manage more than CAD $140 billion (as of September 30, 2017) in the U.S., Canada and Asia. They have an extensive intellectual capital base that spans the world, from Toronto to Boston to Hong Kong and includes portfolio managers, analysts, economists, beta management specialists, portfolio specialists and a derivatives group. Applying active asset allocation successfully takes a proven team. PSG has built its reputation and global wealth management credentials on its asset allocation expertise.

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Portfolio Management team

Investment strategists

Manulife Securities' Portfolio Management team provides dedicated support for our managed programs that represent more than CAD $600 million in assets under management. The team specializes in investment analysis, portfolio management and trade execution, and directly supervise the portfolio managers in the Advisor Managed Program. Given their depth of industry experience, the Manulife Securities' Portfolio Management team is well positioned to select the underlying ETFs in the Masters ETF portfolios.

i-watch® INVESTMENT WATCH

Investment Management Services team

Disciplined investment management oversight

Manulife's Investment Management Services (IMS) team operates independently and is staffed by analysts and industry professionals whose credentials mirror those of the most respected investment-consulting firms. The IMS team conducts ongoing systematic firm and investment strategy reviews for various investment programs offered at Manulife. The IMS team is vital to the ongoing monitoring and oversight process; reviewing and providing consultation on the selection of ETFs used in the Masters Private Account Program.

A multi-step approach to building your portfolio

Our portfolio managers develop your portfolio with skill and expertise to deliver multi-level diversification across asset classes, geographies and investing approaches.

1

Manulife Asset Management's Portfolio Solutions Group will set out the asset allocation mixes for the various portfolios and will re-optimize the mixes annually based on their market outlook for the upcoming year.

2

Manulife Securities' Portfolio Management team will select and trade the underlying ETFs for each portfolio and rebalance as required throughout the year.

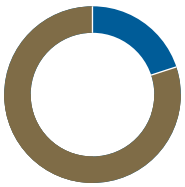
3

Manulife's Investment Management Services team validates the ETF picks and provides ongoing monitoring of the ETFs and the firms that manage them.

Your choice, professionally managed

One cornerstone to successful investing is proper asset allocation or how your assets are divided among various investments.

The Masters Private Account Program ETF Portfolios leverage Manulife's extensive asset management capabilities to deliver portfolio solutions that target various investment objectives—enabling you to choose the one that's right for you.

	MASTERS PROGRAM ETF PORTFOLIOS	
	ASSET MIX	**INVESTMENT OBJECTIVE**
ETF PORTFOLIOS		
Masters Balanced Income ETF Portfolio	40% equity 60% fixed income	The portfolio's investment objective is to generate income and provide the potential for long-term capital appreciation by primarily investing in a globally diversified group of fixed income and equity-oriented, exchange-traded fund securities.
Masters Balanced ETF Portfolio	60% equity 40% fixed income	The portfolio's investment objective is to provide a combination of long-term capital appreciation and income by primarily investing in a globally diversified group of equity and fixed income-oriented, exchange-traded fund securities.
Masters Balanced Growth ETF Portfolio	 80% equity 20% fixed income	The portfolio's investment objective is to generate long-term capital appreciation by primarily investing in a globally diversified group of equity and fixed income-oriented, exchange-traded fund securities.
Masters Total Equity ETF Portfolio	100% equity	The portfolio's investment objective is to generate long-term capital appreciation by primarily investing in a globally diversified group of equity-oriented, exchange-traded fund securities.

Note: The exchange-traded funds that are used as underlying investments in the portfolios trade in Canadian dollars on Canadian exchanges.

RISK RATING	MINIMUM INVESTMENT*	NUMBER OF HOLDINGS	MODEL CODES	
			HEDGED	UNHEDGED
Low to Medium	$25,000	Unhedged: 12-15 Hedged: 12-18	BIPH	BIPU
Medium	$25,000	Unhedged: 12-15 Hedged: 12-18	BPH	BPU
Medium	$25,000	Unhedged: 12-15 Hedged: 12-18	BGPH	BGPU
Medium	$25,000	Unhedged: 12-15 Hedged: 12-18	TEPH	TEPU

*Minimum initial investment per account.

Convenience and transparency in one, all-inclusive program fee

One simple, single program fee makes it easy to track the costs associated with your portfolio. The program fee you pay is a percentage of the assets in your account as shown in the following tables:

Minimum initial investment is $25,000 per account

ASSET LEVEL	MAXIMUM FEE (%)
First $499,999	1.60
Next $500,000	1.50
Next $1,500,000	1.30
Next $2,500,000	1.20
Next $5,000,000	1.10
$10,000,000 +	1.00

A portion of the Masters Program client fee may be tax deductible in certain jurisdictions for investments held in a non-registered account. You are encouraged to seek advice from your legal, tax and/or accounting professionals with respect to the deductibility of your Masters fees, based on your particular circumstances. ETF and mutual fund management expenses are in addition to program fees.

PRICING EXAMPLE

Investment amount:

$1,250,000

BLENDED CLIENT FEE
1st tier: $499,999 x 1.40%
2nd tier: $500,000 x 1.30%
3rd tier: $250,001 x 1.10%
Blended client fee is 1.30%*

*Plus applicable taxes

Reduce your program fee by grouping accounts

Multiple accounts held within the same household can be grouped together to qualify for reduced fees. All accounts in the household must have the same client fee payment arrangements (i.e., frequency and payment source).

Track your investment progress

You'll always be up to date and informed about your investment progress with a range of reports and real-time information available through the Masters Private Account Program and your advisor.

- **Manulife Securities account statement** – Lists all individual securities held in your account along with your trading activity for the recent period.
- **Annual tax reporting** – You receive a fee summary and may receive a gain/loss report for the year in addition to applicable tax slips based on your account type.
- **Portfolio Review report** – Your advisor can provide you with real-time performance details for your account.

Note: Due to the discretionary nature of the program, trade confirmations are not mailed to you.

You choose, we'll manage

Gain exposure to our suite of cost-efficient, all-in-one, globally diversified portfolios that are professionally managed to help meet your investment goals.

To find the portfolio that's right for you, contact your advisor for more information.

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Manulife Securities Incorporated (Manulife Securities) is a member of the Investment Industry Regulatory Organization of Canada (IIROC) and a member of the Canadian Investor Protection Fund. Manulife Securities is indirectly, wholly-owned by Manulife Financial Corporation (MFC), a publicly-traded company. MFC is also the ultimate parent company of Manulife Asset Management Limited, the manager of the Manulife mutual funds and the Manulife ETFs. A description of the relationship between Manulife Securities and related or connected companies that issue securities is in the Important Client Information brochure available at http://co.manulife.ca/securities/clientresources. The information contained in this Investor Guide is believed to be accurate, but no representation or warranty, express or implied is made by Manulife Securities as to its accuracy, completeness or correctness and Manulife Securities assumes no responsibility for any errors or omissions, or liability whatsoever for any direct or consequential loss arising from any use of the details listed above. Manulife, Manulife Securities, Manulife Asset Management, I-WATCH, the Block Design, the Four Cubes Design, and Strong Reliable Trustworthy Forward-thinking are trademarks of The Manufacturers Life Insurance Company and are used by it, and by its affiliates, under license.

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