

Volatility meter

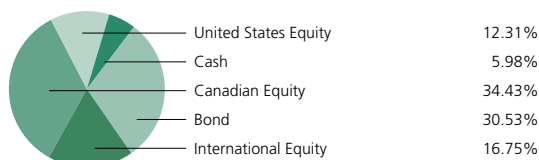


BALANCED

Code 5631

Manulife Beutel Goodman Balanced Fund

How the underlying fund is invested



Top holdings within the underlying Fund

(As at January 31, 2012)

Canada Housing Trust, 3.95%, June 2013	4.94%
Canada Housing Trust, 3.60%, June 2013	4.61%
TD Bank	2.76%
Canada Housing Trust, 4.55%, December 2012	2.74%
Beutel Goodman Small Cap-D	2.63%
Royal Bank of Canada	2.30%
CIBC	2.15%
TELUS Corp.	2.03%
Rogers Communications	1.49%
Bank of Nova Scotia	1.43%

UNDERLYING FUND -> Beutel Goodman Balanced-D

Objective This Fund seeks to enhance long-term capital value by investing in cash and cash equivalents, fixed income securities and Canadian, U.S. and international equity securities.

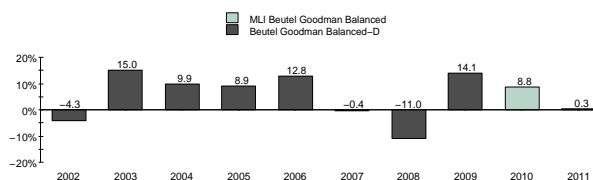
Managed by Beutel Goodman & Company Ltd.

Fund managers Bruce Corneil, BA, BEd, VP, Mark Thomson, CFA, MFA and Gavin Ivory, BA, CFA

Inception date December 1990 **Total assets** \$2,105.8 million

Historical gross returns

Gross rates of return are shown before investment management fees have been deducted. The solid area represents the gross returns of the Manulife Fund since its inception in July 2009. To provide historical information, the shaded area represents the returns of the underlying fund for the period before the start date of the Manulife Fund.



* Only full calendar year returns are shown.

Primary investment process

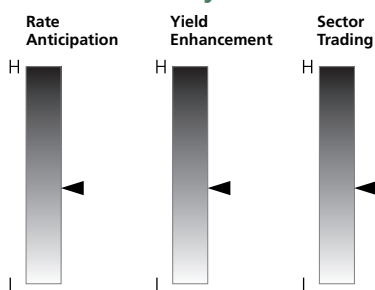
Fundamental, Bottom-up

Equity style and capitalization

Value	Core/Blend	Growth	
●			Large
			Medium
			Small
			All Cap

Source: Manulife Investment Management Services

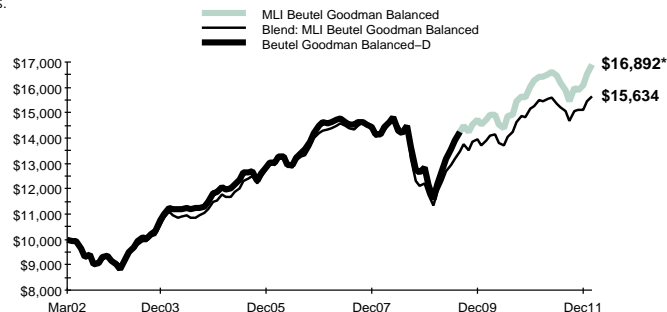
Fixed income style



Source: Manulife Investment Management Services

Overall past performance

This graph shows how a \$10,000 investment in this fund would have changed in value over time, based on gross returns.



* For illustration purposes only. Includes mutual/pooled fund performance as indicated. Actual fund performance could be expected to vary.

Annual compound returns (As at February 29, 2012)

This table shows the historical annual compound total return of the Fund compared with the composite benchmark, as outlined in the Rate of return expectation below.

	1-year	2-year	3-year	5-year	Since inception	Manulife inception date
MLI Beutel Goodman Balanced	2.88%	7.12%	-	-	7.06%	Sep 2009
Blend: MLI Beutel Goodman Balanced	0.80%	5.96%	11.25%	1.74%	-	

Rate of return expectation

Over the long term, the Fund strives to outperform a benchmark comprised of the following:

- 40% DEX Universe Bond Index
- 30% S&P/TSX Composite Index
- 13% MSCI EAFE (\$Cdn)
- 12% S&P 500 (\$Cdn)
- 5% DEX 91-Day T-Bill Rate

Source: The Globe and Mail Inc.

Note: All rates of return are shown before investment management fees or taxes have been deducted.

The rate of return is used only to illustrate the effects of the compound growth rate and is not intended to reflect the future values or returns in the Fund.