

Illustration prepared for:
Client 1, M, 45, NS

Illustration Date: December 03, 2019

Insurance Summary

| | Amount | First Annual Premium |
|---|-----------|----------------------|
| Guaranteed amount of insurance | \$500,000 | \$9,768.84 |
| Single Life | | |
| Premium Duration - Pay to age 90 | | |
| Dividend Option - Paid Up Insurance | | |
| Deposit option payments illustrated for 3 years | | \$88,409.44 |
| Lifetime deposit option limit \$265,229 | | |

Rider Summary

| | Amount | First Annual Premium |
|----------------------------|-------------|----------------------|
| Term-10 (TIR) for 10 years | | \$1,821.72* |
| Client 1 | \$2,000,000 | |

Total first annual premium: \$100,000.00

* Rider premium amounts will change in future years as they renew and in accordance with scheduled increases. Please refer to this full illustration for more details.

Rate Summary

Dividend Scale: Current and Current less 1.0%
Marginal tax rate: 50.00%

- The values shown under "Current Dividend Scale" are projected assuming that there is no change in the current dividend scale in future years. The dividend scale is used to determine the annual dividends a policy may receive. The dividend scale and the annual dividends are not guaranteed, and are subject to change.
- The values shown under "Current Dividend Scale less 1.0%" are projected assuming a 1.0% decrease in the interest rate of the current dividend scale in effect on the date of this illustration.

Policy Values*

| | | Guaranteed Values | | | Non-Guaranteed Values | | |
|------|-----|---------------------|----------------------------|-------------------------------|---------------------------|-----------------------|--------------------------|
| Year | Age | Guaranteed | Guaranteed Cash Value (\$) | Guaranteed Death Benefit (\$) | Current Dividend Scale | | |
| | | Annual Premium (\$) | | | Total Annual Premium (\$) | Total Cash Value (\$) | Total Death Benefit (\$) |
| 1 | 46 | 11,591 | 549 | 2,500,000 | 100,000 | 87,410 | 2,809,974 |
| 2 | 47 | 11,591 | 1,098 | 2,500,000 | 100,000 | 181,454 | 3,122,544 |
| 3 | 48 | 11,591 | 1,646 | 2,500,000 | 100,000 | 281,738 | 3,435,489 |
| 4 | 49 | 11,591 | 2,195 | 2,500,000 | 0 | 288,911 | 3,426,782 |
| 5 | 50 | 11,591 | 2,744 | 2,500,000 | 0 | 296,511 | 3,419,180 |
| 6 | 51 | 11,591 | 6,945 | 2,500,000 | 0 | 308,280 | 3,412,826 |
| 7 | 52 | 11,591 | 12,653 | 2,500,000 | 0 | 322,186 | 3,407,948 |
| 8 | 53 | 11,591 | 19,914 | 2,500,000 | 0 | 338,363 | 3,404,654 |
| 9 | 54 | 11,591 | 28,777 | 2,500,000 | 0 | 356,953 | 3,403,051 |
| 10 | 55 | 11,591 | 39,284 | 2,500,000 | 0 | 378,092 | 3,403,240 |
| 11 | 56 | 9,769 | 51,478 | 500,000 | 0 | 403,842 | 1,410,298 |
| 12 | 57 | 9,769 | 65,396 | 500,000 | 0 | 432,527 | 1,419,325 |
| 13 | 58 | 9,769 | 81,074 | 500,000 | 0 | 464,293 | 1,430,418 |
| 14 | 59 | 9,769 | 98,538 | 500,000 | 0 | 499,268 | 1,443,674 |
| 15 | 60 | 9,769 | 117,807 | 500,000 | 0 | 537,584 | 1,459,185 |
| 16 | 61 | 9,769 | 127,317 | 500,000 | 0 | 567,603 | 1,476,657 |
| 17 | 62 | 9,769 | 136,958 | 500,000 | 0 | 599,077 | 1,495,695 |
| 18 | 63 | 9,769 | 146,713 | 500,000 | 0 | 632,090 | 1,516,288 |
| 19 | 64 | 9,769 | 156,575 | 500,000 | 0 | 666,679 | 1,538,431 |
| 20 | 65 | 9,769 | 166,535 | 500,000 | 0 | 702,881 | 1,562,119 |
| 21 | 66 | 9,769 | 176,588 | 500,000 | 0 | 740,733 | 1,587,348 |
| 22 | 67 | 9,769 | 186,728 | 500,000 | 0 | 780,277 | 1,614,119 |
| 23 | 68 | 9,769 | 196,952 | 500,000 | 0 | 821,563 | 1,642,430 |
| 24 | 69 | 9,769 | 207,260 | 500,000 | 0 | 864,642 | 1,672,283 |
| 25 | 70 | 9,769 | 217,653 | 500,000 | 0 | 909,573 | 1,703,681 |
| 26 | 71 | 9,769 | 228,130 | 500,000 | 0 | 956,414 | 1,736,631 |
| 27 | 72 | 9,769 | 238,697 | 500,000 | 0 | 1,005,244 | 1,771,138 |
| 28 | 73 | 9,769 | 249,361 | 500,000 | 0 | 1,056,141 | 1,807,213 |
| 29 | 74 | 9,769 | 260,129 | 500,000 | 0 | 1,109,199 | 1,844,868 |
| 30 | 75 | 9,769 | 271,013 | 500,000 | 0 | 1,164,520 | 1,884,116 |
| 31 | 76 | 9,769 | 282,026 | 500,000 | 0 | 1,222,227 | 1,924,972 |
| 32 | 77 | 9,769 | 293,185 | 500,000 | 0 | 1,282,457 | 1,967,457 |
| 33 | 78 | 9,769 | 304,510 | 500,000 | 0 | 1,345,370 | 2,011,590 |
| 34 | 79 | 9,769 | 316,027 | 500,000 | 0 | 1,411,150 | 2,057,395 |
| 35 | 80 | 9,769 | 327,764 | 500,000 | 0 | 1,480,019 | 2,104,900 |
| 36 | 81 | 9,769 | 339,756 | 500,000 | 0 | 1,552,240 | 2,154,134 |

The Manufacturers Life Insurance Company

LE:83
FYMDI: \$99,980
Reference #:16.05.0.0B - 1204975, yr10
LDOL265229

Presented by: Agent Default
Phone number:
Email:
Page: 2 of 14

ILLUSTRATION PREPARED FOR:
Client 1, M, 45, NS

Illustration Date: December 03, 2019

| | | Guaranteed Values | | | Non-Guaranteed Values | | |
|------|-----|---------------------|----------------------------|-------------------------------|---------------------------|-----------------------|--------------------------|
| Year | Age | Guaranteed | Guaranteed Cash Value (\$) | Guaranteed Death Benefit (\$) | Current Dividend Scale | | |
| | | Annual Premium (\$) | | | Total Annual Premium (\$) | Total Cash Value (\$) | Total Death Benefit (\$) |
| 37 | 82 | 9,769 | 351,915 | 500,000 | 0 | 1,627,983 | 2,205,127 |
| 38 | 83 | 9,769 | 364,148 | 500,000 | 0 | 1,706,788 | 2,257,927 |
| 39 | 84 | 9,769 | 376,444 | 500,000 | 0 | 1,788,127 | 2,312,579 |
| 40 | 85 | 9,769 | 388,774 | 500,000 | 0 | 1,871,893 | 2,369,119 |
| 41 | 86 | 9,769 | 401,112 | 500,000 | 0 | 1,957,967 | 2,427,584 |
| 42 | 87 | 9,769 | 413,425 | 500,000 | 0 | 2,046,225 | 2,488,015 |
| 43 | 88 | 9,769 | 425,666 | 500,000 | 0 | 2,136,495 | 2,550,454 |
| 44 | 89 | 9,769 | 437,788 | 500,000 | 0 | 2,228,528 | 2,614,948 |
| 45 | 90 | 9,769 | 442,249 | 500,000 | 0 | 2,314,151 | 2,681,091 |
| 46 | 91 | 0 | 446,314 | 500,000 | 0 | 2,410,427 | 2,760,453 |
| 47 | 92 | 0 | 450,121 | 500,000 | 0 | 2,507,470 | 2,841,596 |
| 48 | 93 | 0 | 453,825 | 500,000 | 0 | 2,606,377 | 2,924,574 |
| 49 | 94 | 0 | 457,475 | 500,000 | 0 | 2,708,501 | 3,009,431 |
| 50 | 95 | 0 | 461,193 | 500,000 | 0 | 2,814,712 | 3,096,222 |
| 51 | 96 | 0 | 465,230 | 500,000 | 0 | 2,926,803 | 3,184,988 |
| 52 | 97 | 0 | 470,017 | 500,000 | 0 | 3,048,176 | 3,275,744 |
| 53 | 98 | 0 | 476,301 | 500,000 | 0 | 3,184,952 | 3,368,462 |
| 54 | 99 | 0 | 485,437 | 500,000 | 0 | 3,348,282 | 3,463,044 |
| 55 | 100 | 0 | 500,000 | 500,000 | 0 | 3,559,271 | 3,559,271 |

* Premiums are assumed to be paid at the beginning of the policy year. All other values are shown as of the policy year end.

Important events: Guaranteed amount of insurance becomes paid-up in policy year 45.

Premium offset starts in policy year 4. The calculation of when premium offset may begin is not guaranteed.

Policy Values*

| | | Guaranteed Values | | | Non-Guaranteed Values | | |
|------|-----|--------------------------------|----------------------------|-------------------------------|----------------------------------|-----------------------|--------------------------|
| | | Guaranteed Annual Premium (\$) | Guaranteed Cash Value (\$) | Guaranteed Death Benefit (\$) | Current Dividend Scale less 1.0% | | |
| Year | Age | | | | Total Annual Premium (\$) | Total Cash Value (\$) | Total Death Benefit (\$) |
| 1 | 46 | 11,591 | 549 | 2,500,000 | 100,000 | 86,644 | 2,807,242 |
| 2 | 47 | 11,591 | 1,098 | 2,500,000 | 100,000 | 178,992 | 3,114,047 |
| 3 | 48 | 11,591 | 1,646 | 2,500,000 | 100,000 | 276,539 | 3,418,125 |
| 4 | 49 | 11,591 | 2,195 | 2,500,000 | 0 | 280,693 | 3,400,216 |
| 5 | 50 | 11,591 | 2,744 | 2,500,000 | 0 | 285,047 | 3,383,311 |
| 6 | 51 | 11,591 | 6,945 | 2,500,000 | 0 | 293,315 | 3,367,492 |
| 7 | 52 | 11,591 | 12,653 | 2,500,000 | 0 | 303,419 | 3,352,899 |
| 8 | 53 | 11,591 | 19,914 | 2,500,000 | 0 | 315,459 | 3,339,587 |
| 9 | 54 | 11,591 | 28,777 | 2,500,000 | 0 | 329,537 | 3,327,609 |
| 10 | 55 | 11,591 | 39,284 | 2,500,000 | 0 | 345,749 | 3,317,014 |
| 11 | 56 | 9,769 | 51,478 | 500,000 | 0 | 366,095 | 1,312,784 |
| 12 | 57 | 9,769 | 65,396 | 500,000 | 0 | 388,852 | 1,309,960 |
| 13 | 58 | 9,769 | 81,074 | 500,000 | 0 | 414,114 | 1,308,588 |
| 14 | 59 | 9,769 | 98,538 | 500,000 | 0 | 441,956 | 1,308,710 |
| 15 | 60 | 9,769 | 117,807 | 500,000 | 0 | 472,455 | 1,310,366 |
| 16 | 61 | 9,769 | 127,317 | 500,000 | 0 | 493,972 | 1,313,327 |
| 17 | 62 | 9,769 | 136,958 | 500,000 | 0 | 516,278 | 1,317,294 |
| 18 | 63 | 9,769 | 146,713 | 500,000 | 0 | 539,411 | 1,322,237 |
| 19 | 64 | 9,769 | 156,575 | 500,000 | 0 | 563,374 | 1,328,130 |
| 20 | 65 | 9,769 | 166,535 | 500,000 | 0 | 588,166 | 1,334,950 |
| 21 | 66 | 9,769 | 176,588 | 500,000 | 0 | 613,788 | 1,342,671 |
| 22 | 67 | 9,769 | 186,728 | 500,000 | 0 | 640,243 | 1,351,269 |
| 23 | 68 | 9,769 | 196,952 | 500,000 | 0 | 667,542 | 1,360,722 |
| 24 | 69 | 9,769 | 207,260 | 500,000 | 0 | 695,696 | 1,371,007 |
| 25 | 70 | 9,769 | 217,653 | 500,000 | 0 | 724,719 | 1,382,105 |
| 26 | 71 | 9,769 | 228,130 | 500,000 | 0 | 754,627 | 1,393,996 |
| 27 | 72 | 9,769 | 238,697 | 500,000 | 0 | 785,450 | 1,406,660 |
| 28 | 73 | 9,769 | 249,361 | 500,000 | 0 | 817,214 | 1,420,083 |
| 29 | 74 | 9,769 | 260,129 | 500,000 | 0 | 849,958 | 1,434,247 |
| 30 | 75 | 9,769 | 271,013 | 500,000 | 0 | 883,724 | 1,449,140 |
| 31 | 76 | 9,769 | 282,026 | 500,000 | 0 | 918,570 | 1,464,748 |
| 32 | 77 | 9,769 | 293,185 | 500,000 | 0 | 954,557 | 1,481,060 |
| 33 | 78 | 9,769 | 304,510 | 500,000 | 0 | 991,766 | 1,498,069 |
| 34 | 79 | 9,769 | 316,027 | 500,000 | 0 | 1,030,289 | 1,515,766 |
| 35 | 80 | 9,769 | 327,764 | 500,000 | 0 | 1,070,241 | 1,534,147 |

The Manufacturers Life Insurance Company

LE:83
FYMDI: \$99,980
Reference #:16.05.0.0B - 1204975, yr10
LDOL265229

Presented by: Agent Default
Phone number:
Email:
Page: 4 of 14

ILLUSTRATION PREPARED FOR:
Client 1, M, 45, NS

Illustration Date: December 03, 2019

| | | Guaranteed Values | | | Non-Guaranteed Values | | |
|------|-----|--------------------------------|----------------------------|-------------------------------|----------------------------------|-----------------------|--------------------------|
| | | Guaranteed Annual Premium (\$) | Guaranteed Cash Value (\$) | Guaranteed Death Benefit (\$) | Current Dividend Scale less 1.0% | | |
| Year | Age | | | | Total Annual Premium (\$) | Total Cash Value (\$) | Total Death Benefit (\$) |
| 36 | 81 | 9,769 | 339,756 | 500,000 | 0 | 1,111,761 | 1,553,209 |
| 37 | 82 | 9,769 | 351,915 | 500,000 | 0 | 1,154,882 | 1,572,953 |
| 38 | 83 | 9,769 | 364,148 | 500,000 | 0 | 1,199,233 | 1,593,382 |
| 39 | 84 | 9,769 | 376,444 | 500,000 | 0 | 1,244,445 | 1,614,500 |
| 40 | 85 | 9,769 | 388,774 | 500,000 | 0 | 1,290,412 | 1,636,300 |
| 41 | 86 | 9,769 | 401,112 | 500,000 | 0 | 1,337,024 | 1,658,778 |
| 42 | 87 | 9,769 | 413,425 | 500,000 | 0 | 1,384,171 | 1,681,931 |
| 43 | 88 | 9,769 | 425,666 | 500,000 | 0 | 1,431,708 | 1,705,757 |
| 44 | 89 | 9,769 | 437,788 | 500,000 | 0 | 1,479,454 | 1,730,256 |
| 45 | 90 | 9,769 | 442,249 | 500,000 | 0 | 1,519,354 | 1,755,014 |
| 46 | 91 | 0 | 446,314 | 500,000 | 0 | 1,568,502 | 1,791,501 |
| 47 | 92 | 0 | 450,121 | 500,000 | 0 | 1,617,108 | 1,828,220 |
| 48 | 93 | 0 | 453,825 | 500,000 | 0 | 1,665,849 | 1,865,189 |
| 49 | 94 | 0 | 457,475 | 500,000 | 0 | 1,715,484 | 1,902,422 |
| 50 | 95 | 0 | 461,193 | 500,000 | 0 | 1,766,517 | 1,939,933 |
| 51 | 96 | 0 | 465,230 | 500,000 | 0 | 1,820,001 | 1,977,732 |
| 52 | 97 | 0 | 470,017 | 500,000 | 0 | 1,877,931 | 2,015,814 |
| 53 | 98 | 0 | 476,301 | 500,000 | 0 | 1,943,874 | 2,054,160 |
| 54 | 99 | 0 | 485,437 | 500,000 | 0 | 2,024,296 | 2,092,719 |
| 55 | 100 | 0 | 500,000 | 500,000 | 0 | 2,131,396 | 2,131,396 |

* Premiums are assumed to be paid at the beginning of the policy year. All other values are shown as of the policy year end.

Important events: Guaranteed amount of insurance becomes paid-up in policy year 45.
Premium offset starts in policy year 4. The calculation of when premium offset may begin is not guaranteed.

Non-Guaranteed Tax Related Values

| Year | Age | Current Dividend Scale | | | Current Dividend Scale less 1.0% | | |
|------|-----|--------------------------|---------------------------------|---|----------------------------------|---------------------------------|---|
| | | Adjusted cost basis (\$) | Net cost of pure insurance (\$) | Taxable Gain on Policy cancellation* (\$) | Adjusted cost basis (\$) | Net cost of pure insurance (\$) | Taxable Gain on Policy cancellation* (\$) |
| 1 | 46 | 98,288 | 1,658 | 0 | 98,289 | 1,656 | 0 |
| 2 | 47 | 195,843 | 2,390 | 0 | 195,849 | 2,385 | 0 |
| 3 | 48 | 292,618 | 3,171 | 0 | 292,636 | 3,159 | 0 |
| 4 | 49 | 288,739 | 3,825 | 173 | 288,779 | 3,803 | 0 |
| 5 | 50 | 284,185 | 4,499 | 12,326 | 284,259 | 4,465 | 788 |
| 6 | 51 | 278,875 | 5,256 | 29,406 | 278,998 | 5,206 | 14,317 |
| 7 | 52 | 272,698 | 6,122 | 49,488 | 272,891 | 6,053 | 30,528 |
| 8 | 53 | 265,576 | 7,067 | 72,787 | 265,863 | 6,974 | 49,596 |
| 9 | 54 | 257,401 | 8,120 | 99,552 | 257,812 | 7,997 | 71,725 |
| 10 | 55 | 248,011 | 9,335 | 130,081 | 248,582 | 9,175 | 97,167 |
| 11 | 56 | 244,589 | 3,422 | 159,252 | 245,364 | 3,218 | 120,731 |
| 12 | 57 | 240,710 | 3,879 | 191,817 | 241,743 | 3,621 | 147,109 |
| 13 | 58 | 236,317 | 4,394 | 227,977 | 237,673 | 4,070 | 176,441 |
| 14 | 59 | 231,345 | 4,972 | 267,923 | 233,103 | 4,569 | 208,852 |
| 15 | 60 | 225,708 | 5,637 | 311,876 | 227,965 | 5,138 | 244,490 |
| 16 | 61 | 219,324 | 6,384 | 348,278 | 222,195 | 5,770 | 271,777 |
| 17 | 62 | 212,330 | 6,994 | 386,747 | 215,927 | 6,268 | 300,351 |
| 18 | 63 | 204,657 | 7,673 | 427,433 | 209,110 | 6,817 | 330,301 |
| 19 | 64 | 196,234 | 8,423 | 470,444 | 201,694 | 7,416 | 361,680 |
| 20 | 65 | 186,981 | 9,253 | 515,900 | 193,619 | 8,075 | 394,548 |
| 21 | 66 | 176,807 | 10,174 | 563,926 | 184,821 | 8,798 | 428,967 |
| 22 | 67 | 165,614 | 11,192 | 614,663 | 175,232 | 9,589 | 465,011 |
| 23 | 68 | 153,300 | 12,315 | 668,263 | 164,780 | 10,452 | 502,762 |
| 24 | 69 | 139,762 | 13,538 | 724,880 | 153,398 | 11,382 | 542,298 |
| 25 | 70 | 124,882 | 14,880 | 784,691 | 141,007 | 12,391 | 583,713 |
| 26 | 71 | 108,538 | 16,344 | 847,876 | 127,528 | 13,479 | 627,099 |
| 27 | 72 | 90,618 | 17,920 | 914,626 | 112,892 | 14,636 | 672,557 |
| 28 | 73 | 70,987 | 19,631 | 985,154 | 97,018 | 15,875 | 720,196 |
| 29 | 74 | 49,524 | 21,463 | 1,059,675 | 79,833 | 17,185 | 770,125 |
| 30 | 75 | 26,103 | 23,421 | 1,138,417 | 61,269 | 18,564 | 822,455 |
| 31 | 76 | 600 | 25,503 | 1,221,628 | 41,258 | 20,011 | 877,311 |
| 32 | 77 | 0 | 27,715 | 1,282,457 | 19,735 | 21,524 | 934,823 |
| 33 | 78 | 0 | 30,039 | 1,345,370 | 0 | 23,088 | 991,766 |
| 34 | 79 | 0 | 32,483 | 1,411,150 | 0 | 24,706 | 1,030,289 |

The Manufacturers Life Insurance Company

LE:83
FYMDI: \$99,980
Reference #:16.05.0.0B - 1204975, yr10
LDOL265229

Presented by: Agent Default
Phone number:
Email:
Page: 6 of 14

ILLUSTRATION PREPARED FOR:
Client 1, M, 45, NS

Illustration Date: December 03, 2019

| Year | Age | Current Dividend Scale | | | Current Dividend Scale less 1.0% | | |
|------|-----|--------------------------|---------------------------------|---|----------------------------------|---------------------------------|---|
| | | Adjusted cost basis (\$) | Net cost of pure insurance (\$) | Taxable Gain on Policy cancellation* (\$) | Adjusted cost basis (\$) | Net cost of pure insurance (\$) | Taxable Gain on Policy cancellation* (\$) |
| 35 | 80 | 0 | 35,033 | 1,480,019 | 0 | 26,364 | 1,070,241 |
| 36 | 81 | 0 | 37,686 | 1,552,240 | 0 | 28,056 | 1,111,761 |
| 37 | 82 | 0 | 40,430 | 1,627,983 | 0 | 29,771 | 1,154,882 |
| 38 | 83 | 0 | 43,256 | 1,706,788 | 0 | 31,497 | 1,199,233 |
| 39 | 84 | 0 | 46,147 | 1,788,127 | 0 | 33,217 | 1,244,445 |
| 40 | 85 | 0 | 49,086 | 1,871,893 | 0 | 34,914 | 1,290,412 |
| 41 | 86 | 0 | 52,058 | 1,957,967 | 0 | 36,571 | 1,337,024 |
| 42 | 87 | 0 | 55,019 | 2,046,225 | 0 | 38,147 | 1,384,171 |
| 43 | 88 | 0 | 57,940 | 2,136,495 | 0 | 39,609 | 1,431,708 |
| 44 | 89 | 0 | 60,757 | 2,228,528 | 0 | 40,894 | 1,479,454 |
| 45 | 90 | 0 | 63,370 | 2,314,151 | 0 | 41,904 | 1,519,354 |
| 46 | 91 | 0 | 65,931 | 2,410,427 | 0 | 42,789 | 1,568,502 |
| 47 | 92 | 0 | 69,799 | 2,507,470 | 0 | 44,907 | 1,617,108 |
| 48 | 93 | 0 | 73,739 | 2,606,377 | 0 | 47,028 | 1,665,849 |
| 49 | 94 | 0 | 77,744 | 2,708,501 | 0 | 49,146 | 1,715,484 |
| 50 | 95 | 0 | 81,792 | 2,814,712 | 0 | 51,247 | 1,766,517 |
| 51 | 96 | 0 | 85,860 | 2,926,803 | 0 | 53,315 | 1,820,001 |
| 52 | 97 | 0 | 89,894 | 3,048,176 | 0 | 55,319 | 1,877,931 |
| 53 | 98 | 0 | 93,805 | 3,184,952 | 0 | 57,204 | 1,943,874 |
| 54 | 99 | 0 | 97,428 | 3,348,282 | 0 | 58,876 | 2,024,296 |
| 55 | 100 | 0 | 100,438 | 3,559,271 | 0 | 60,145 | 2,131,396 |

*These figures may vary if there is a policy loan and/or missed premium due at time of cancellation.

Values are based on the current Canadian Federal Income Tax laws and regulations relevant to policyholders resident in Canada. Tax laws are subject to change and, therefore, tax treatment of illustrated figures cannot be guaranteed. Premiums are assumed to be paid at the beginning of the policy year. All other values are shown as of the policy year end.

Non-Guaranteed Internal Rate of Return (IRR) Values*

| Year | Age | Current Dividend Scale | | | Current Dividend Scale less 1.0% | | |
|------|-----|--------------------------------|-----------------------------|--|----------------------------------|-----------------------------|--|
| | | IRR on Total Death Benefit (%) | IRR on Total Cash Value (%) | Taxable Gain on Policy cancellation (\$) | IRR on Total Death Benefit (%) | IRR on Total Cash Value (%) | Taxable Gain on Policy cancellation (\$) |
| 1 | 46 | 2,709.97 | -12.59 | 0 | 2,707.24 | -13.36 | 0 |
| 2 | 47 | 411.03 | -6.32 | 0 | 410.27 | -7.17 | 0 |
| 3 | 48 | 185.75 | -3.10 | 0 | 185.19 | -4.02 | 0 |
| 4 | 49 | 112.08 | -1.25 | 173 | 111.61 | -2.20 | 0 |
| 5 | 50 | 78.78 | -0.29 | 12,326 | 78.35 | -1.27 | 788 |
| 6 | 51 | 60.28 | 0.55 | 29,406 | 59.87 | -0.45 | 14,317 |
| 7 | 52 | 48.65 | 1.20 | 49,488 | 48.26 | 0.19 | 30,528 |
| 8 | 53 | 40.71 | 1.73 | 72,787 | 40.33 | 0.72 | 49,596 |
| 9 | 54 | 34.97 | 2.19 | 99,552 | 34.60 | 1.18 | 71,725 |
| 10 | 55 | 30.63 | 2.60 | 130,081 | 30.27 | 1.59 | 97,167 |
| 11 | 56 | 16.65 | 3.01 | 159,252 | 15.82 | 2.01 | 120,731 |
| 12 | 57 | 15.11 | 3.38 | 191,817 | 14.28 | 2.38 | 147,109 |
| 13 | 58 | 13.85 | 3.70 | 227,977 | 13.01 | 2.72 | 176,441 |
| 14 | 59 | 12.80 | 3.99 | 267,923 | 11.96 | 3.02 | 208,852 |
| 15 | 60 | 11.93 | 4.25 | 311,876 | 11.08 | 3.29 | 244,490 |
| 16 | 61 | 11.18 | 4.34 | 348,278 | 10.32 | 3.38 | 271,777 |
| 17 | 62 | 10.54 | 4.41 | 386,747 | 9.67 | 3.45 | 300,351 |
| 18 | 63 | 9.98 | 4.48 | 427,433 | 9.10 | 3.51 | 330,301 |
| 19 | 64 | 9.49 | 4.53 | 470,444 | 8.60 | 3.56 | 361,680 |
| 20 | 65 | 9.06 | 4.58 | 515,900 | 8.16 | 3.61 | 394,548 |
| 21 | 66 | 8.67 | 4.62 | 563,926 | 7.77 | 3.64 | 428,967 |
| 22 | 67 | 8.33 | 4.66 | 614,663 | 7.42 | 3.67 | 465,011 |
| 23 | 68 | 8.02 | 4.68 | 668,263 | 7.11 | 3.70 | 502,762 |
| 24 | 69 | 7.75 | 4.71 | 724,880 | 6.82 | 3.72 | 542,298 |
| 25 | 70 | 7.50 | 4.73 | 784,691 | 6.57 | 3.74 | 583,713 |
| 26 | 71 | 7.27 | 4.75 | 847,876 | 6.33 | 3.76 | 627,099 |
| 27 | 72 | 7.06 | 4.76 | 914,626 | 6.12 | 3.77 | 672,557 |
| 28 | 73 | 6.87 | 4.77 | 985,154 | 5.92 | 3.78 | 720,196 |
| 29 | 74 | 6.70 | 4.78 | 1,059,675 | 5.74 | 3.79 | 770,125 |
| 30 | 75 | 6.53 | 4.79 | 1,138,417 | 5.58 | 3.79 | 822,455 |
| 31 | 76 | 6.39 | 4.79 | 1,221,628 | 5.42 | 3.80 | 877,311 |
| 32 | 77 | 6.25 | 4.80 | 1,282,457 | 5.28 | 3.80 | 934,823 |
| 33 | 78 | 6.12 | 4.80 | 1,345,370 | 5.15 | 3.81 | 991,766 |
| 34 | 79 | 6.00 | 4.80 | 1,411,150 | 5.03 | 3.81 | 1,030,289 |
| 35 | 80 | 5.89 | 4.81 | 1,480,019 | 4.91 | 3.81 | 1,070,241 |

The Manufacturers Life Insurance Company

LE:83
FYMDI: \$99,980
Reference #:16.05.0.0B - 1204975, yr10
LDOL265229

Presented by: Agent Default
Phone number:
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| Year | Age | Current Dividend Scale | | | Current Dividend Scale less 1.0% | | |
|------|-----|--------------------------------|-----------------------------|--|----------------------------------|-----------------------------|--|
| | | IRR on Total Death Benefit (%) | IRR on Total Cash Value (%) | Taxable Gain on Policy cancellation (\$) | IRR on Total Death Benefit (%) | IRR on Total Cash Value (%) | Taxable Gain on Policy cancellation (\$) |
| 36 | 81 | 5.79 | 4.81 | 1,552,240 | 4.81 | 3.81 | 1,111,761 |
| 37 | 82 | 5.69 | 4.81 | 1,627,983 | 4.71 | 3.81 | 1,154,882 |
| 38 | 83 | 5.60 | 4.81 | 1,706,788 | 4.61 | 3.81 | 1,199,233 |
| 39 | 84 | 5.52 | 4.81 | 1,788,127 | 4.53 | 3.81 | 1,244,445 |
| 40 | 85 | 5.44 | 4.81 | 1,871,893 | 4.44 | 3.81 | 1,290,412 |
| 41 | 86 | 5.36 | 4.80 | 1,957,967 | 4.37 | 3.80 | 1,337,024 |
| 42 | 87 | 5.29 | 4.79 | 2,046,225 | 4.29 | 3.80 | 1,384,171 |
| 43 | 88 | 5.23 | 4.78 | 2,136,495 | 4.22 | 3.79 | 1,431,708 |
| 44 | 89 | 5.16 | 4.77 | 2,228,528 | 4.16 | 3.78 | 1,479,454 |
| 45 | 90 | 5.10 | 4.75 | 2,314,151 | 4.09 | 3.76 | 1,519,354 |
| 46 | 91 | 5.05 | 4.74 | 2,410,427 | 4.05 | 3.75 | 1,568,502 |
| 47 | 92 | 5.01 | 4.72 | 2,507,470 | 4.00 | 3.73 | 1,617,108 |
| 48 | 93 | 4.96 | 4.71 | 2,606,377 | 3.97 | 3.72 | 1,665,849 |
| 49 | 94 | 4.92 | 4.69 | 2,708,501 | 3.92 | 3.70 | 1,715,484 |
| 50 | 95 | 4.88 | 4.67 | 2,814,712 | 3.88 | 3.68 | 1,766,517 |
| 51 | 96 | 4.84 | 4.66 | 2,926,803 | 3.84 | 3.67 | 1,820,001 |
| 52 | 97 | 4.80 | 4.65 | 3,048,176 | 3.80 | 3.66 | 1,877,931 |
| 53 | 98 | 4.76 | 4.65 | 3,184,952 | 3.77 | 3.66 | 1,943,874 |
| 54 | 99 | 4.72 | 4.66 | 3,348,282 | 3.73 | 3.67 | 2,024,296 |
| 55 | 100 | 4.69 | 4.69 | 3,559,271 | 3.70 | 3.70 | 2,131,396 |

*The Internal Rate of Return (IRR) on Total Death Benefit and Total Cash Value, and the Taxable Gain on policy cancellation figures may vary if there is a policy loan and/or missed premium due at time of death or cancellation. Premiums are assumed to be paid at the beginning of the policy year. All other values are shown as of the policy year end.

The Manufacturers Life Insurance Company

LE:83
FYMDI: \$99,980
Reference #:16.05.0.0B - 1204975, yr10
LDOL265229

Presented by: Agent Default
Phone number:
Email:
Page: 9 of 14

ILLUSTRATION PREPARED FOR:
Client 1, M, 45, NS

Illustration Date: December 03, 2019

Rider Premiums

| Year | TIR Premium (\$) |
|------|------------------|
| 1 | 1,822 |
| 2 | 1,822 |
| 3 | 1,822 |
| 4 | 1,822 |
| 5 | 1,822 |
| 6 | 1,822 |
| 7 | 1,822 |
| 8 | 1,822 |
| 9 | 1,822 |
| 10 | 1,822 |
| 11 | 0 |
| 12 | 0 |
| 13 | 0 |
| 14 | 0 |
| 15 | 0 |
| 16 | 0 |
| 17 | 0 |
| 18 | 0 |
| 19 | 0 |
| 20 | 0 |
| 25 | 0 |
| 30 | 0 |
| 35 | 0 |

Important Events

| | At policy year |
|---------------------------|----------------|
| • Scheduled expiry of TIR | 10 |

Product Summary

Your Manulife Par policy is a participating whole life insurance policy which provides permanent lifetime protection with guaranteed cash values. The premium on your guaranteed amount of insurance will not change, unless you make changes to your guaranteed amount of insurance. Your policy may receive a dividend each year. Dividends are not guaranteed, and are subject to change. Dividends can be used to purchase additional insurance and build up value in your policy or they can be paid to you directly.

If your dividend option is paid-up insurance, you may also make deposit option payments to your policy to help build up even more value. Your Manulife Par policy also includes contractual features such as the disability benefit and policy loans. Detailed information on these features is available in the Manulife Par sample contract.

For more information on how participating life insurance works, further information on Manulife Par, and for a sample contract, please ask your advisor, or visit www.manulife.ca.

Terms used in this illustration

Deposit option insurance

If your dividend option is paid-up insurance, you can make deposit option payments to your policy, subject to our administrative rules and available tax room. These payments are in addition to your guaranteed premium. Your deposit option payments buy additional insurance called deposit option insurance. Once your deposit option payments buy deposit option insurance, you don't pay anything more to keep that insurance. Deposit option insurance has cash value, and can receive dividends. The dividends received on your deposit option insurance will be used to purchase deposit option insurance, unless you have changed your dividend option to cash, in which case they will be paid directly to you. Deposit option payments are subject to annual and lifetime limits. Deposit option payments are not allowed if your policy is on premium offset or your policy is in the grace period.

Dividends

Your Manulife Par policy is participating, which means that it may receive dividends. Dividends are credited once a year, on your policy anniversary. Dividends are not guaranteed, and are subject to change. They may increase or decrease each year.

Dividend option

Your dividend option tells us what to do with the dividends your policy receives. If you choose paid-up insurance as your dividend option, your dividends automatically buy paid-up insurance. If you choose cash as your dividend option, we pay the dividends your policy receives directly to you.

Dividend scale

The dividend scale is the formula we use to calculate the dividend amount your policy may receive. This formula is not guaranteed, and can change each year. The dividend scales used in this illustration do not represent a best case or worst case scenario. They are meant to demonstrate how changes in the dividend scale may affect your policy values.

Guaranteed amount of insurance

Your Manulife Par policy has a guaranteed amount of insurance that will remain in effect as long as your premiums are paid. Your guaranteed amount of insurance is shown in the *Insurance Summary* of this illustration, and it will be printed in your contract.

Guaranteed annual premium

The guaranteed annual premium shown in this illustration is your guaranteed premium if you choose to pay your premiums on an annual frequency. This amount includes the premium for your guaranteed amount of insurance and any riders you have selected on your policy.

Guaranteed cash value

The guaranteed cash value is tied to your guaranteed amount of insurance. It is shown on this illustration and will be described in your contract. The guaranteed cash value amounts will not change unless you make a change to your policy. If you cancel your policy, the guaranteed cash value may be reduced by any outstanding policy loans, including interest, and any missed premium due.

Guaranteed death benefit

The guaranteed death benefit shown on this illustration includes the guaranteed amount of insurance plus any insurance amount on your term riders. This death benefit is guaranteed as long as all premiums are paid. At time of claim, the guaranteed death benefit may be reduced by any outstanding policy loans, including interest, and any missed premium due.

Lifetime deposit option limit

The lifetime deposit option limit represents the total of all deposit option payments you can make to your policy without having to provide new or additional underwriting information. Once the lifetime deposit option limit is reached, you will have to provide new underwriting information if you want to continue making deposit option payments. The lifetime deposit option limit does not expire, regardless of how many years of deposit option payments have been skipped.

Paid-up insurance

Paid-up insurance is purchased with dividends. Once the dividends buy paid-up insurance, you don't pay anything more to keep this insurance. Paid-up insurance has cash values and can receive dividends.

Premium

Your premium is what you need to pay to keep your Manulife Par policy active. You can choose to pay on a monthly frequency or an annual frequency.

Premium duration

The premium duration shown in the *Insurance Summary* of this illustration is the number of years you need to pay to keep your Manulife Par guaranteed amount of insurance active. Once all premiums have been paid, your Manulife Par guaranteed amount of insurance becomes paid-up and premiums are no longer required to keep it active. However, if you have selected optional riders, you may need to continue paying for the rider premiums beyond the premium duration period of your Manulife Par guaranteed amount of insurance.

Premium offset

Premium offset is a feature that allows you to use non-guaranteed cash value to pay for your premiums. You must submit a request in writing for your policy to be put on premium offset, and premium offset may only be allowed once your policy has accumulated a certain amount of paid-up insurance and deposit option insurance cash value. The premium offset feature and the date when the premium offset may start are not guaranteed since they are based on the projected value of future dividends, and dividends are not guaranteed. When your policy is on premium offset, we reduce the total death benefit of your policy to release the cash value required to pay your premium. Your policy's total cash value will be reduced by the premium amount owed. This happens once a year on your policy anniversary. If your premium frequency is monthly, we will change it to annual when we put your policy on premium offset. Future changes in the dividend scale may

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require you to resume out of pocket premium payments, and take your policy off premium offset. Deposit option payments are not allowed if your policy is on premium offset.

Total annual premium

The total annual premium is the guaranteed annual or annualized premium you pay plus any additional deposit option payments that have been illustrated.

Total cash value

The total cash value includes the guaranteed cash value plus any paid-up insurance cash value and any deposit option insurance cash value. If you cancel your policy, the total cash value will be reduced by any outstanding policy loans, including interest, and any missed premium due.

Total death benefit

The total death benefit includes the guaranteed death benefit plus any paid-up insurance purchased with dividends and any deposit option insurance. At time of claim, the total death benefit will be reduced by any outstanding policy loans, including interest, and any missed premium due.

Acknowledgment of understanding

I understand that this is an illustration only and not an offer to insure. Illustrations are not guaranteed. The benefits illustrated may or may not be achieved depending on how actual experience compares with the assumptions used in this illustration including the amount and timing of premium payments, assumed dividend scale rates and taxes. Guaranteed premiums will be established during the underwriting process and shown in my contract when issued.

I understand that Manulife Par is a participating insurance policy. Participating insurance means that policyholders share in the experience relative to factors such as investment returns, mortality, lapses, expenses and taxes with Manulife. Every year, the actual results obtained from these factors are compared to expected results. Expected results are based on the assumptions Manulife uses to ensure the soundness of the participating policies. If actual results are better than expected results, earnings are created in the participating account. If actual results are worse than expected results, there will be no earnings created. Earnings are eligible to be distributed to policyholders in the form of policy dividends, as determined by Manulife's Board of Directors.

I understand that dividends are not guaranteed and will vary from what is shown on this illustration depending on the dividend scale. The dividend scale is the formula Manulife uses to calculate the dividend amount my policy may receive. This formula is not guaranteed, and can change, up or down, each year. The dividend scales used in this illustration do not represent a best case or worst case scenario. They are meant to demonstrate how changes in the dividend scale can have a significant effect on the non-guaranteed values of my policy.

I understand that references to tax treatment used in this illustration are based on the principal Canadian Federal Income Tax laws and regulations relevant to policyholders resident in Canada for policies issued after 2016. Tax laws are subject to change and, therefore, tax treatment of illustrated figures cannot be guaranteed.

I have carefully read and understood the disclosures in my illustration. My advisor has explained to my satisfaction the principal features of this policy, the guaranteed and non-guaranteed features and values, and the effect that changes in dividends and dividend scales may have on my policy values. I also understand that this illustration is not valid unless all pages are included.

Policyholder(s) acknowledgment

Date

Advisor's acknowledgment: This illustration has been presented to the policyholder(s) unaltered. The policyholder(s) has been told that values that are not guaranteed are subject to change, and no statements have been made that are inconsistent with the illustration.

Advisor's acknowledgment

Date