Manulife

SRI Balanced Portfolio Manulife Meritas SRI B OceanRock Investmen	De	December 31, 2016					
Lead manager(s):	OceanRock Investments Inc	Investment style:	Specialty				
Investment objective:	The fundamental objective of the Fund is to seek capital appreciation with an equal emphasis on current income. As this Fund invests in a socially responsible manner, it must adhere to Meritas' "Criteria for Socially Responsible Investing".						
Last meeting date:	Q3 2016	Next estimated meeting date:	Q3 2017				
Current rating:	IN GOOD STANDING						

Annual fund performance (%)						
	2012	2013	2014	2015	2016	5 yrs
SRI Balanced Portfolio Fund (Meritas)	N/A	N/A	N/A	7.23	6.51	N/A
Meritas Balanced Portfolio Benchmark	N/A	N/A	N/A	3.26	7.71	N/A
Value added (+) / lost (-)	N/A	N/A	N/A	3.97	-1.21	N/A
Quartile ranking ⁽¹⁾	N/A	N/A	N/A	1st	3rd	N/A

Benchmark: 45% FTSE TMX Canada Universe Bond Index + 26% S&P/TSX Composite TR Index + 14% S&P 500 Index (Can\$) + 10% MSCI EAFE Index (Can\$) + 5% FTSE TMX Canada 91 Day T-Bill

Short-term performance analysis

- The Fund underperformed its benchmark in 2016 and ranked in the third quartile relative to its peers.
- Relative performance was strong in the Canadian passive fund and in Canadian bonds. The U.S. and International equity components underperformed their respective benchmarks, although the International component had a strong peer ranking.
- The Fund's continued underweight position to Canadian equities detracted over the year since the Canadian market has been one of the strongest performing markets globally, driven by the strength in the commodity sectors.
- The Materials and Energy sectors can be challenging areas for ESG funds to find companies that fit their criteria and relative performance can suffer when those sectors lead market returns, as has been the case in many regions over the past year.
- · Given the Fund's SRI focused investment philosophy, style bias had no impact on short-term performance.

Long-term performance analysis

• The Fund has outperformed its benchmark in one of the last two years. Given the Fund's construction and SRI focus, it's performance relative to its benchmark is more instructive than comparisons to the balanced peer group. There are no concerns with long-term performance at this time.

Manulife

Significant corporate events

Corporate

• There were no significant fund specific events over the past three years.

Fund specific

• Effective April 2015, OceanRock Investments appointed AllianceBernstein as the sub-advisor to the Manulife Meritas SRI International Equity Fund, which makes up the International equity component of the Balanced Fund.

IMS commentary

- The Fund will invest in units of other Meritas SRI funds according to certain benchmark weightings. The underlying funds and the benchmark weightings are determined by the portfolio adviser from time to time. The portfolio adviser currently intends to invest in underlying funds according to the following benchmark weightings: Cash equivalents and fixed income: 50%, Equity: 50%. The portfolio adviser will have the ability to allow the investment portfolio to deviate from the benchmark weightings by up to 7.5% beyond which point it will effect transactions to bring the portfolio back within these parameters. This Fund will participate in Meritas' "Direct Community Development Investments" initiative.
- Based on our due diligence, we are confident that the manager has remained within the stated investment philosophy and style.
- The Fund has a conservative benchmark (50/50) in keeping with the original mandate of the Meritas group of funds. This may put the Fund at a disadvantage within its peer group against other funds with a more aggressive asset mix during times when equities are significantly outperforming fixed income instruments. There are no concerns with recent performance.
- Fund management has consistently applied their dedicated SRI approach to managing this Fund. There are no concerns with the process.

Conclusion:

• Due to the fact that the Fund has produced acceptable returns over the long term, all the while remaining within its stated investment philosophy and style, we continue to rate this Fund In Good Standing.

⁽¹⁾ Quartile rankings are based on the underlying fund's returns.

The opinion of Manulife expressed in this report card shall not be the only factor to consider for decisions related to your plan's portfolio. Manulife is not responsible for the outcome of decisions made based on the information and opinion provided in the report card.

* Sources may include, but are not limited to, Mercer MPA, Morningstar, Principia and Thomson Baseline

All rights reserved © 2016 The Manufacturers Life Insurance Company

This report card is provided by Manulife as a tool to assist you in the governance of your retirement plan.

Manulife makes no representation or warranty, express or implied, as to the accuracy or completeness of the information provided. Though Manulife has taken all reasonable measures to provide you with relevant information and professional opinions, based on reliable sources^{*}, it reserves the right to correct any error or omission.

The Manufacturers Life Insurance Company