



MUTUAL FUNDS

John Hancock Investors Trust

Ticker Symbol: JHI

A John Hancock Closed-End Fund

Q4 | 2011

Goal: Seeks a high level of current income consistent with prudent investment risk.

Strategy: Invests in a diversified portfolio of corporate and government bonds. In choosing bonds for the portfolio, the Fund's management team evaluates the full spectrum of bonds in the marketplace and diversifies across a number of industries. It is contemplated that at least 30% of the value of the Fund's total assets will be rated investment grade or higher by Moody's or Standard & Poor's at the time of investment.

KEY STATISTICS AS OF 12/31/11

FUND FACTS

Ticker	JHI
CUSIP	410142103
Inception Date	1/29/71
IPO Price	\$25.00
Listed Exchange	NYSE
Average Maturity	6.60 years
Average Effective Duration	3.20 years

DISTRIBUTION HISTORY

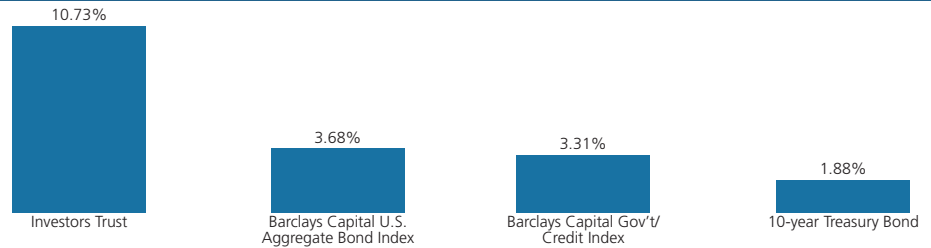
Frequency	Quarterly
Payment Date	Dividend per share
12/30/11	\$0.5002
9/30/11	\$0.5081
6/30/11	\$0.4964
3/31/11	\$0.4642
12/31/10	\$0.5054
9/30/10	\$0.4985

AVERAGE ANNUAL TOTAL RETURNS AS OF 12/31/11

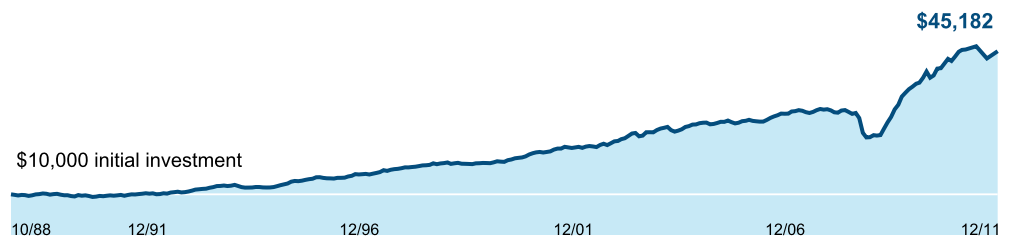
	1-year	3-year	5-year	10-year	Since Inception	Inception date ¹
At net asset value	3.01%	23.40%	8.68%	7.76%	—	1/29/71
At market	21.52%	31.77%	13.53%	10.73%	—	1/29/71

Performance figures assume that all distributions are reinvested. For performance data current to the most recent month end, contact your financial professional or call 1-800-843-0090. The performance data contained within this material represents past performance, which does not guarantee future results. Due to market volatility, the Fund's current performance may be higher or lower and is subject to substantial changes.

CURRENT YIELD AS OF 12/31/11²



GROWTH OF A HYPOTHETICAL \$10,000 INVESTMENT (1/29/71 TO 12/31/11)



Year-by-year total returns (%)

2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
7.61	12.09	6.52	1.78	6.54	3.73	-22.23	51.66	20.29	3.01

¹ The Fund was inception on 1/29/71. Performance data prior to 10/31/88 is not available.

² The current yield for John Hancock Investors Trust reflects the most recent dividend distribution annualized and divided by the net asset value (NAV) as of 12/31/11. The Barclays Capital U.S. Aggregate Bond Index is an unmanaged index consisting of certain publicly issued taxable U.S. investment-grade, fixed-rate, non-convertible, dollar-denominated bonds composed of government and corporate securities and mortgage pass-through and asset-backed securities with at least \$150 million par amount outstanding and at least one year to maturity. The Barclays Capital Government/Credit Index is an unmanaged index that measures the performance of U.S. government bonds, U.S. corporate bonds and Yankee bonds. The historical yields shown here are for comparative purposes only and are no indication of the future yields of these indexes or of Investors Trust. It is not possible to invest directly in an index.

John Hancock Investors Trust

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TEN LARGEST FIXED-INCOME ISSUERS AS OF 12/31/11³

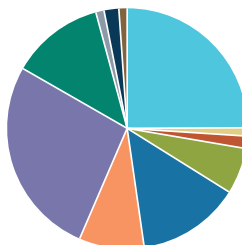
FNMA	16.88%	XM Satellite Radio	1.07%
U.S. Treasury Notes/Bonds	4.96%	United Air Lines	1.03%
Federal Home Loan Mortgage	1.78%	Countrywide Alternative Loan Trust	1.02%
Greektown Superholdings	1.47%	Delta Air Lines	0.96%
Offshore Group Investments, Ltd.	1.08%	MetLife Inc	0.96%
TOTAL		31.21%	

TEN LARGEST SECTORS AS OF 12/31/11³

Financials	19.30%	Industrials	6.85%
U.S. Government Agency	18.66%	Telecommunication Services	5.78%
Consumer Discretionary	13.53%	U.S. Government	4.96%
Energy	8.65%	Foreign Government Obligations	2.92%
Materials	7.66%	Utilities	2.65%
TOTAL		90.96%	

CREDIT QUALITY BREAKDOWN AS OF 12/31/11⁴

U.S. Government & Agency Obligations	23.60%
AAA	0.60%
AA	2.60%
A	6.70%
BBB	13.60%
BB	9.00%
B	25.30%
CCC & Below	12.40%
Equity	1.40%
Short-Term Investments & Other	2.90%
Not Rated	1.90%



WHAT YOU SHOULD KNOW BEFORE INVESTING

If you are interested in investing in any of the John Hancock closed-end funds, please contact your financial professional. For current fund information or to request closed-end fund literature, call 1-800-843-0090 or visit our Web site at www.jhfunds.com.

Closed-End Fund information line (8:30 a.m. – 7:00 p.m., ET)	1-800-843-0090
Account information (9:00 a.m. – 7:00 p.m., ET)	1-800-852-0218

- Listed holdings do not represent all of the holdings in the Fund. Holdings are subject to change at any time and are not recommendations to buy or sell any security. Characteristics are expressed as a percentage of net assets and exclude cash and cash equivalents.
- Ratings are from Moody's Investors Services, Inc. If not available, we have used S&P ratings. In the absence of ratings from these agencies, we have used Fitch, Inc. ratings. "Not Rated" securities are those with no Moody's, S&P or Fitch ratings available. Composition is as of date indicated and does not reflect subsequent downgrades. Short-Term Investments & Other may include fund receivables, payables and certain derivative instruments. This data is provided for informational purposes only. For specific strategies and policies of the Fund, please see the prospectus and SAL.
- Closed-end fund shares are not redeemable, but instead are traded in the secondary market and frequently trade at a discount to net asset value. Specialized funds may carry additional risks.
- The difference between total managed assets and total net assets, if any, is due primarily to the Fund's use of borrowings and other liabilities; net assets do not include borrowings.
- As of October 31, 2011, annual report.

The performance data contained within this material represents past performance, which does not guarantee future results. Performance, especially for short time periods, should not be the sole factor in making your investment decision. Due to market volatility, the Fund's performance may be subject to substantial changes.

PORTFOLIO MANAGEMENT

John Hancock Asset Management
Portfolio management is provided by John Hancock Asset Management, the Fund's subadviser, under the supervision of John Hancock Advisers, LLC.



Barry Evans, CFA
President

Joined Fund team in 2002
Began career in 1986



Jeffrey Given, CFA
Portfolio Manager

Joined Fund team in 2002
Began career in 1993



John Iles
Portfolio Manager

Joined Fund team in 2006
Began career in 1984

KEY STATISTICS AS OF 12/31/11

ADDITIONAL INFORMATION

NAV	\$18.65
Market price	\$22.20
Premium/Discount ⁵	19.0%
Total net assets (mil) ⁶	\$159.6
Total managed assets (mil) ⁶	\$247.3
52-week market price range	\$19.16—\$22.50
% of total fund assets (leverage) ⁷	34.8%
No. of holdings	318
No. of issuers	302
Undistributed net investment income (per share) ⁷	\$0.1675

INTEREST RATE SWAPS

Percentage of LOC	25.1%
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Visit us at www.jhfunds.com



John Hancock Funds

601 Congress Street ■ Boston, MA 02210-2805
1-800-843-0090 ■ 1-800-554-6713 TDD ■ www.jhfunds.com

NOT FDIC INSURED. MAY LOSE VALUE. NO BANK GUARANTEE. NOT INSURED BY ANY GOVERNMENT AGENCY.

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