

December 2, 2008

To our valued Clients, Partners and Shareholders,

The cornerstone of John Hancock's success has always been the trust placed in it by customers, partners and shareholders. Given the recent and unprecedented market declines we have taken steps to ensure that your confidence continues to be well founded and that our financial strength remains beyond question. As announced in a December 2 press release, John Hancock's parent company, Manulife Financial, has successfully raised \$2.125 billion in additional equity capital. The market's favourable response to this offering reflects the continued confidence it places in our company.

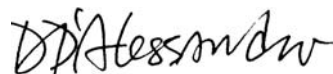
The additional capital bolsters Manulife's already strong capital ratio (MCCSR) to 235 per cent. This ratio is higher than our target and will serve to cushion future market shocks should they occur. Manulife and John Hancock continue to be among the highest rated insurers in the world.

In addition to enhancing our capital position, this quarter Manulife and John Hancock further increased the reserves backing our variable annuity products to recognize the deteriorating equity markets. This, combined with some other charges, will result in an estimated loss in the fourth quarter of \$1.5 billion. Forecasted earnings for the full year will amount to around \$900 million. While it is disappointing to record a loss in any quarter, it is important to remember that this is an accounting charge to earnings, not cash, and that should market conditions improve we would expect to see these charges released back into future earnings.

The net effect of these activities will be to strengthen our regulatory capital, enhance our competitiveness, and provide flexibility for potential acquisitions. Our liquidity remains strong and our asset quality and diversity combined with excellent credit experience serves to further reinforce our strong balance sheet.

The economic environment continues to be challenging, and our earnings and share price, like others in the industry, are affected. However, despite the dramatic upheaval in global capital markets, Manulife remains by far the largest life insurer in North America in terms of market capitalization as well as being among the strongest and best capitalized international life insurers - one that will be here for the long term, meeting our customers', distributors', and employees' expectations.

I want to assure you that our Company's commitment and ability to deliver on our promises is undiminished. I appreciate your support and thank you for your continued confidence in Manulife and John Hancock.



Dominic D'Alessandro
President and Chief Executive Officer, Manulife Financial
Chairman, John Hancock Financial Services