

Manulife Leaders Opportunities Portfolio

MARCH 31, 2012

WHY LEADERS?

- Active management to ensure each portfolio is well positioned throughout a market cycle
- Diversification that includes exposure to asset classes such as real estate and infrastructure
- Flexibility to use Exchange Traded Funds (ETFs) to exploit market opportunities and facilitate the active management process

PORTFOLIO FACTS

Date of Inception: May 2008

AUM: \$32.7 million

MER: 2.59%

Sub-advisor:

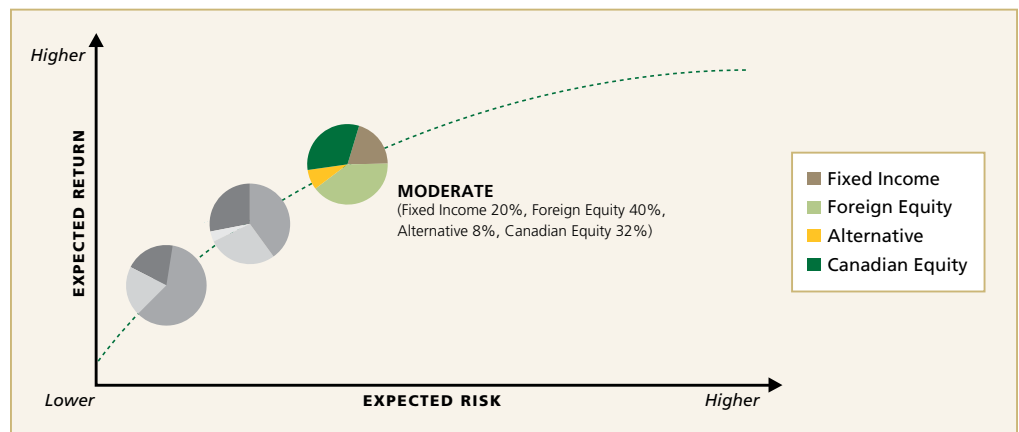
Manulife Asset Management (Canada)

Portfolio Manager:

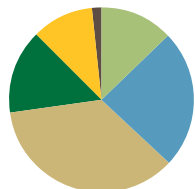
Damian Fernandes

FUND CODES

Advisor – Front End	MMF4566
– Low Load	MMF4766
– DSC	MMF4466
Series F	MMF4666
Elite Series	MMF4866



DIVERSIFIED BY:



ASSET CLASS (%)

- 13.0 Fixed Income
- 24.1 Canadian Equities
- 35.8 U.S. Equities
- 14.6 Foreign Equities
- 10.9 Cash and cash equivalents
- 1.6 Other

REGION (%)

- 35.6 Canada
- 37.4 United States
- 11.5 Europe
- 12.2 Greater Asia
- 3.2 Other

EQUITY STYLE (%)

- 36.0 Value
- 31.0 Growth
- 33.0 Core

FIXED INCOME STYLE (%)

- 23.8 Short (1-5 Years Maturity)
- 45.9 Intermediate (5 to 10 Years Maturity)
- 30.3 Long (10+ Years Maturity)

FUND / MANAGER (%)

Manulife Asset Management

- 3.3 Manulife Canadian Equity Fund
- 3.4 Manulife Growth Opportunities Fund
- 8.5 Manulife U.S. Opportunities Fund
- 1.2 Manulife Global Opportunities Class
- 8.8 Manulife U.S. All Cap Eq Fund
- 3.3 Manulife Strategic Income Fund
- 10.3 Manulife Canadian Value Fund

Mawer Investment Management Ltd.

- 8.4 Manulife Canadian Investment Class
- 5.0 Manulife World Investment Class

Third Avenue Management Ltd.

- 4.9 Manulife Global Focused Fund
- 2.4 Manulife Global Real Estate Fund

Brookfield Asset Management Inc.

- 9.8 Manulife Global Infrastructure Fund
- 18.8 Active Tilt: ETFs & Cash and Cash Equivalents

PERFORMANCE¹

		RATE OF RETURN (%)						Inception Date	
		YTD	6 mo	1 yr	3 yr	5 yr	10 yr		Since Inception
LEADERS OPPORTUNITIES PORTFOLIO		7.34	13.80	-3.94	11.12	-	-	8.85	May 2008
Blended Benchmark ²		6.98	10.72	5.20	9.11	-	-	-	-
UNDERLYING FUNDS									
Fixed Income									
Manulife Strategic Income Fund	Manulife AM	3.67	7.53	5.45	9.43	-	-	12.49	Nov 2005
Manulife Bond Fund	Manulife AM	0.56	2.18	8.60	-	-	-	6.75	July 1999
Manulife Corporate Bond	Manulife AM	3.22	6.05	7.13	14.17	-	-	9.60	Aug 2003
Manulife Floating Rate Fund	Manulife AM	5.90	9.37	4.10	-	-	-	7.25	Aug 2010
Canadian Equities									
Manulife Canadian Equity Fund	Manulife AM	5.80	9.52	-9.93	13.08	-	-	-2.72	Aug 2005
Manulife Canadian Investment Class	Mawer	5.43	12.66	-0.44	19.78	-	-	6.33	July 2008
Manulife Growth Opportunities Fund	Manulife AM	7.38	15.78	-9.91	25.38	-	-	5.22	Aug 2004
Manulife Canadian Value Fund	Manulife AM	7.60	12.74	-9.66	15.51	0.48	7.10	6.93	Aug 2001
U.S. Equities									
Manulife U.S. Opportunities Fund	Manulife AM	16.11	27.60	5.81	-	-	-	15.78	June 2010
Manulife US All Cap Equity	Manulife AM	12.70	22.95	-	-	-	-	45.55	Aug 2011
Foreign Equities									
Manulife Global Focused Fund	Third Avenue	11.06	14.87	-9.14	-	-	-	8.88	June 2010
Manulife Global Opportunities Class	Manulife AM	19.37	19.47	-14.69	-	-	-	11.44	July 2009
Manulife Global Real Estate Fund	Manulife AM	15.12	21.91	3.13	-	-	-	13.04	June 2010
Manulife Global Infrastructure Fund	Brookfield	5.33	11.18	13.66	-	-	-	16.39	June 2010
Manulife World Investment Class	Mawer	10.85	16.79	1.29	16.12	-	-	3.99	Aug 2008
S&P/TSX Total Return Index		4.39	8.14	-9.76	15.59	1.65	7.22	-	-
DEX Universe Bond Index		-0.21	1.88	9.74	6.65	6.13	6.58	-	-
DEX Corporate Bond		1.42	3.06	9.42	9.80	6.70	6.96	-	-
BarCap Multiverse (\$Cdn)		-0.78	-2.65	8.16	0.00	3.43	-	-	-
MSCI World (\$ Cdn)		9.65	15.42	3.92	11.97	-2.96	0.44	-	-
MSCI EAFE (\$ Cdn)		8.93	10.04	-2.71	8.99	-5.78	1.27	-	-
S&P 500 Total Return (\$ Cdn)		10.51	20.74	11.52	14.30	-0.87	-0.64	-	-
Russell 2500 Growth (\$Cdn)		12.49	24.77	5.52	-	-	-	-	-
BMO NB Small Cap Index		7.55	12.90	-11.19	30.14	2.79	9.37	-	-

¹Series X fund performance is shown for all underlying funds. ²Blended Benchmark: 75% MSCI World, 25% Barclays Cap Multiverse.

PORTFOLIO MANAGEMENT COMMENTARY

Equity markets had a golden first quarter in 2012, on the back of an improving economic outlook and a diminishing risk environment.

Going into the second quarter, the cyclical outlook remains unchanged from Q1. The global economy has been gaining momentum since September 2011 and continues to accelerate. The most visible improvement has been robust North American payroll gains. Non-farm payrolls in the United States have averaged above 200,000 since the beginning of the year while Canada posted job gains of 82,300 in March. Given the consistency across economic data, the acceleration in the business cycle should continue through the end of 2012.

From a tactical perspective, the extraordinary gains in equities over the last two quarters should be viewed with a degree of caution. As the S&P 500 (C\$) has risen 20.91% since the end of September without a correction

of size, some chips should be taken off the table in anticipation of a pullback. The need for prudence is also being corroborated by tactical measures indicating high investor complacency, overbought conditions across equity markets and increasing sovereign stress in Europe.

From the third quarter of last year, the Fund had been positioned with a high allocation to risk assets as fundamentals dictated an improving economic environment. As the equity rally materialized in the fourth quarter and progressed through to 2012, profits were crystalized incrementally. Going into the second quarter, the Fund is being managed more conservatively due to a more cautious tactical outlook. Nevertheless, the Fund will remain broadly overweight equities versus the policy mix; albeit the degree of exposure will vary as the tactical environment changes.

Commentary source: Manulife Asset Management. Data source: Morningstar Direct

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