



Steve Finch

President & General Manager, John Hancock Life Insurance
John Hancock Financial Services



Steve Finch is President and General Manager, John Hancock Life Insurance, for John Hancock Financial, the U.S. division of Toronto-based Manulife Financial Corporation.

Mr. Finch has overall management responsibility for John Hancock's life insurance business, including sales, marketing, product development and service operations.

Before taking on his current position in 2005, he was senior vice president and chief financial officer for John Hancock's U.S. Insurance Division, which sells both life and long-term care insurance.

Mr. Finch, who joined Manulife in 1992, has held various positions in the U.S. Insurance business and in the Reinsurance Division.

Mr. Finch graduated from Queens University in Toronto with a B.ScH in Statistics. He also is a Fellow of the Society of Actuaries.

About John Hancock Financial and Manulife Financial Corporation

John Hancock Financial is a unit of Manulife Financial Corporation, a leading Canada-based financial services group serving millions of customers in 21 countries and territories worldwide.

In 2012, John Hancock celebrates 150 years of serving clients across the United States, while Manulife celebrates its 125th anniversary.

Operating as Manulife Financial in Canada and in most of Asia, and primarily as John Hancock in the United States, Manulife Financial Corporation offers clients a diverse range of financial protection products and wealth management services through its extensive network of employees, agents and distribution partners. Manulife Financial Corporation trades as 'MFC' on the TSX, NYSE and PSE, and under '945' on the SEHK. Manulife Financial can be found on the Internet at www.manulife.com.

The John Hancock unit, through its insurance companies, comprises one of the largest life insurers in the United States. John Hancock offers a broad range of financial products and services, including life insurance, annuities, fixed products, mutual funds, 401(k) plans, long-term care insurance, college savings, and other forms of business insurance. Additional information about John Hancock may be found at www.johnhancock.com.