



Marianne Harrison

President & General Manager, John Hancock Long-Term Care Insurance
John Hancock Financial Services



Marianne Harrison is President and General Manager, John Hancock Long-Term Care Insurance, for John Hancock Financial, the U.S. division of Toronto-based Manulife Financial Corporation.

Ms. Harrison, who took on her current role in 2008, is responsible for all functions within John Hancock's Long-Term Care (LTC) insurance business line, including sales, marketing, finance, claims, product development, operations and technology.

Having entered the retail LTC insurance market in 1987, John Hancock is one of the largest carriers of individual coverage in the country. John Hancock began selling group LTC insurance in 1988 and today is the largest provider of employer-sponsored group LTC insurance in the U.S.

Before moving to John Hancock, Ms. Harrison had been Executive Vice President and Controller for Manulife in Toronto. She was responsible for proposing, establishing, implementing and monitoring viable and robust company-wide financial and accounting practices. She had overall accountability for external reporting to shareholders, regulators, and investor relations as well as internal management reporting.

Before joining Manulife in 2003, she was Chief Financial Officer, Wealth Management at TD Bank Financial Group. Prior to that, she served as Vice President, Performance Management, TD Canada Trust.

Ms. Harrison graduated from the University of Western Ontario with a B.A. in English and earned a Diploma in Accounting from Wilfrid Laurier University. She is a Chartered Accountant and a member of the Canadian/Ontario Institute of Chartered Accountants.

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.