



## Marc Costantini

Executive Vice President, Strategic Initiatives  
John Hancock Financial Services



Marc Costantini is Executive Vice President, Strategic Initiatives, for John Hancock Financial, the U.S. division of Toronto-based Manulife Financial Corporation.

Mr. Costantini took on his current role in 2011 and is responsible for further strengthening the company's strategic management and acquisition and business development process. The initiatives effort will include seeking opportunities that add sustainable long term value to John Hancock and Manulife. He also is responsible for implementing best-in-class efficiency and expense-containment solutions.

Previously, he had been President & General Manager of John Hancock Annuities since 2007.

Mr. Costantini, who joined Manulife in 1990, was John Hancock's Chief Financial Officer. In addition, he also has served as Chief Financial Officer of the Wealth Management Division, General Manager of the Managed Accounts business, Head of the Annuity Product Development unit, General Manager of Life and Non Traditional Reinsurance businesses and Chief Financial Officer of Reinsurance Operations.

He graduated from the University of Concordia in Montreal with a B.Sc. in Actuarial Science.

He is a Fellow of the Society of Actuaries, a Fellow of the Canadian Institute of Actuaries and a Member of the Academy 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](http://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](http://www.johnhancock.com).