

2007 Securities  
Industry Association

the future  
is **YOURS**

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*John Hancock*  
RETIREMENT PLAN  
SERVICES

# JHRPS Target Market(s)

- **Micro and Small Plan Market – TPA Driven Model**
  - Total Plans: 37,078
  - AUM: \$4.9B
  - Participants: 1.5m
  - Market Share: 11%
- **Increasing Focus on Mid Market (\$3-25 Million/1,000+ Participants)**
- **Investment Only – Lifecycle, Lifestyle, SVF – All Markets**

# JHRPS Product Development

- **Defined Benefit/Launch in 2007**
- **Target Date/Lifecycle Funds**
- **Fiduciary Standards Warranty**
- **Auto Enrollment**
- **Advice**
- **VA-type features for participants --  
guarantees**

# JHRPS Focus: Retention

- **Larger Blocks – More Redemptions**
- **Plan Level and Participant Level, Refining Strategy**
- **Hire a Retention Chief**

# Changing Third Party Administrator (TPA) Marketplace

- **TPAs Are Essential to Our Business Model**
- **Consolidation Taking Place**
- **Classic Small Business Issues**
- **TPA Demographics – Baby Boomers**

# JHRPS Infrastructure

- **Investing \$50M in Defined Contribution Recordkeeping Gaps**
- **More Field Resources**
- **Building Out Mid Market Capability**
- **Acquisition if the Fit is Right**

**THANK YOU!**