John Hancock
LIFE INSURANCE

Growth. Protection. Choice.

INDEXED UL

The Right Ingredients for the Right Results

A Leader in Cash Value Accumulation and Retirement Income

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Indexed UL

Performance and Features[1]

- Permanent death benefit protection
- Simple annual point-to-point interest crediting based on the S&P 500®[2]
- Significant growth potential with Capped Indexed Account
- Unlimited growth potential with Uncapped Indexed Account
- Competitive Fixed Account provides safe and steady growth
- 15-Year No-Lapse Guarantee[3]
- Standard and Index Loan options[4]
- Long-Term Care (LTC) riders[5]
- Cash Value Enhancement (CVE) rider
- Return of Premium (ROP) rider
- Overloan Protection rider[6] (OPR)

John Hancock's Indexed UL is designed to be one of the most competitive products in the industry for cash value accumulation and retirement income. Indexed UL offers clients the opportunity to earn interest linked to the performance of the S&P 500, while protecting the policy's cash value from downside market risk. This gives clients the potential for strong cash value accumulation, and provides protection in poorly performing markets because *the credited rate will never be less than zero.*

Indexed UL offers several optional features including the LTC riders[5] that provide early access to the death benefit to help pay long-term care expenses. The Return of Premium rider also provides the policy owner with an additional insurance amount equal to a percentage (up to 100%) of the premium paid. Additionally, the CVE rider makes Indexed UL a balance sheet-friendly solution for business clients.

Add competitive target premiums, and Indexed UL becomes an essential part of John Hancock's universal life portfolio.

The Advantages of Indexed UL

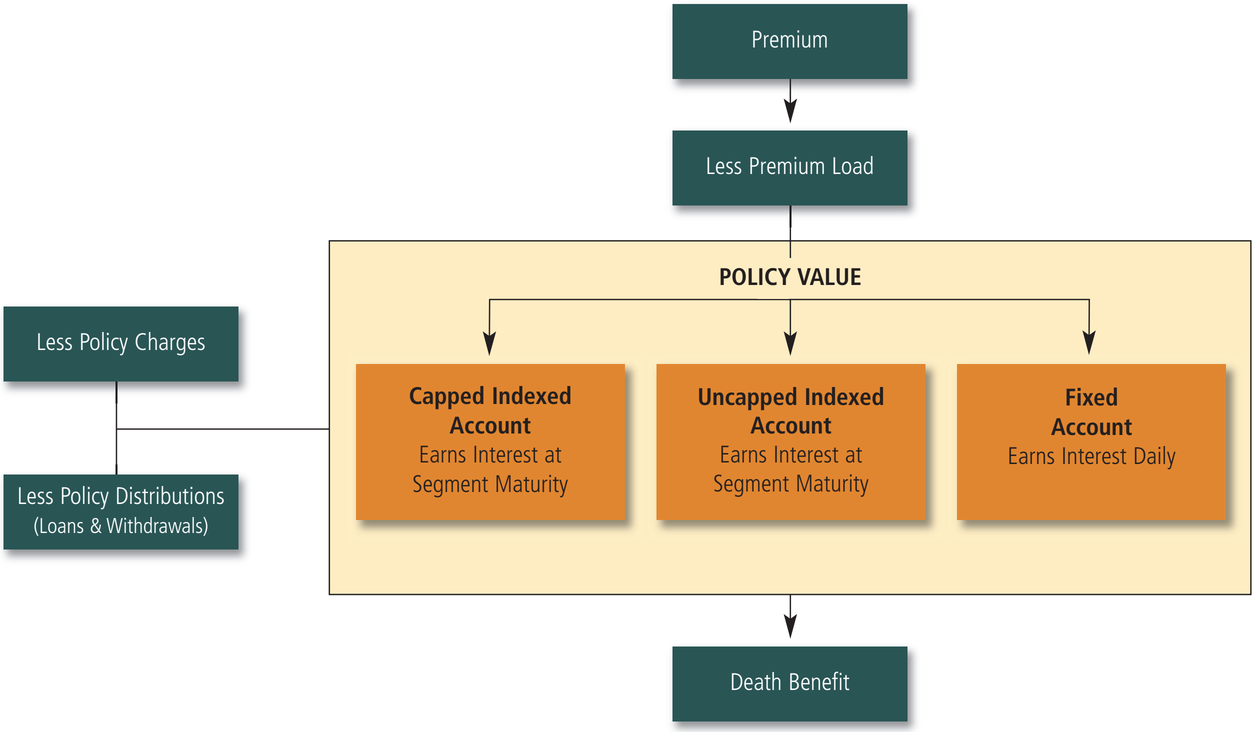
Opportunity — Offers interest crediting that is linked to the S&P 500 — providing higher upside potential than traditional universal life products.

Simplicity — Utilizes one broad-based U.S. market index — the S&P 500 — an annual point-to-point crediting method that gives clients quicker access to their interest credits.

Protection — Provides guaranteed downside protection with a 0% minimum annual interest rate guarantee, plus the added security of a 15-year No-Lapse Guarantee.[2] Additionally, the Cumulative Guarantee ensures a minimum average annualized rate of return of 2% over the life of the policy, upon surrender.

How It Works

When clients make a premium payment, a premium charge is deducted. Premiums to support the death benefit can be allocated among three options: a Fixed Account and two Indexed Account options. The Capped Indexed Account and Uncapped Indexed Account options form the Index Appreciation Account. Designated policy values are formed into new Segments on the 15th of each month. At Segment Maturity (one year), an Index Segment Interest Credit is applied to the Segment and clients can then allocate their segment proceeds among any of the account options. Clients are also able to access the Policy Value via withdrawals or policy loans. Upon death, the policy's death benefit, less outstanding loans and interest, will be paid to the beneficiaries.



Note: *The Index Segment Interest Credit proceeds are calculated and earned at Segment Maturity only. If the policy terminates prior to a Segment Maturity date, any unmatured Segments will not earn interest credit.*

Interest Crediting Strategies

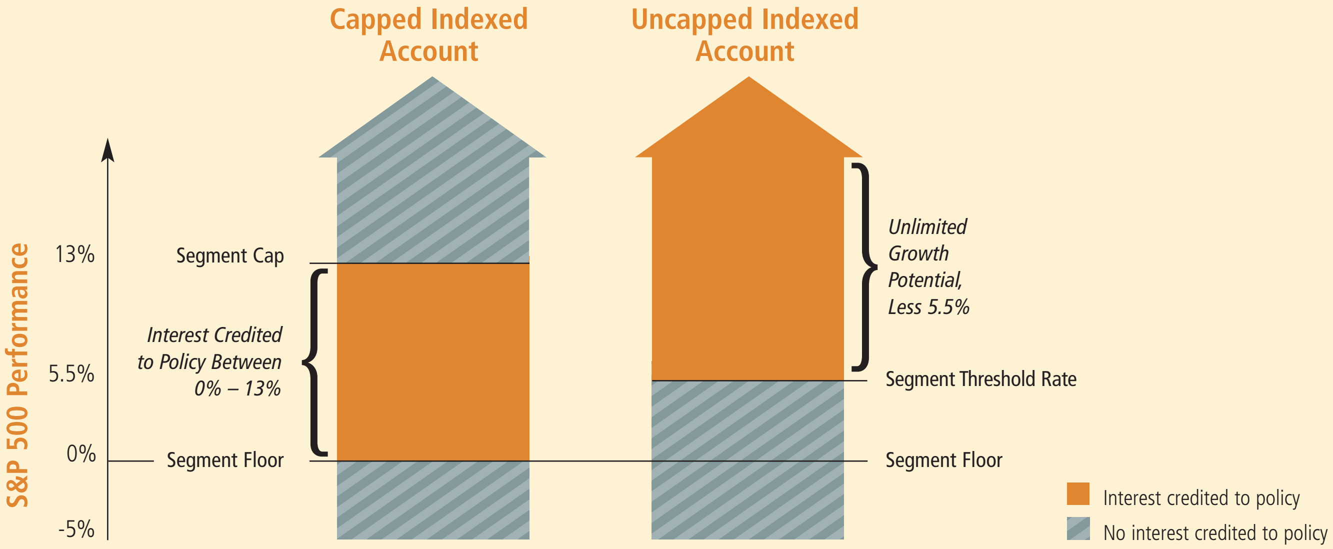
John Hancock offers the flexibility of three interest crediting strategies, giving clients the option to allocate premiums to one or all of these strategies.

Fixed Account

Policy value in the Fixed Account is deposited in the company's General Account at a declared rate that will never be lower than the guaranteed annual rate of 2.50%. The current crediting rate is 5%.

Capped and Uncapped Indexed Accounts

Policy value allocated to either of the Index Appreciation Account options earns an interest rate linked to the S&P 500 performance measured on an annual point-to-point basis. Designated policy values are formed into new Indexed Segments on the 15th of each month and each has a 1-year Segment Term.



Capped Indexed Account[7]

Each time clients allocate premiums to an Indexed Account, it starts a new Indexed Segment. These 1-Year Capped Indexed Segments earn interest based on positive changes in the S&P 500. The account realizes any positive growth in the S&P 500 between the guaranteed Segment Floor of 0% and the current Segment Cap Rate of 13%. The Segment Floor Rate is guaranteed to be no less than 0%. The Segment Cap Rate is currently 13% and will be reviewed by John Hancock periodically, however it will never change for an existing Segment Term.

Uncapped Indexed Account[8]

Each time clients allocate premiums to an Indexed Account, it starts a new Indexed Segment. These 1-Year Uncapped Indexed Segments credit the full S&P 500 Performance, *less the current 5.5%* Segment Threshold Rate. The Segment Floor Rate is guaranteed to be no less than 0%. The Segment Threshold Rate is currently 5.5% and will be reviewed by John Hancock periodically, however it will never change for an existing Segment Term.

Example of Interest Credited to the Policy

Hypothetical S&P 500 Point-to-Point Performance	Capped Indexed Account Credit[7]	Uncapped Indexed Account Credit[8]
25%	13%	19.5%
10%	10%	4.5%
5%	5%	0%
-10%	0%	0%

Note: *Both Indexed Accounts have a 100% guaranteed Participation Rate. The Participation Rate is the percentage of the Index Change (change in the value of the Index over the Segment Term) that will be recognized in the calculation of the Index Segment Interest Credit.*

Accessing Policy Values

Policy values can be accessed via loans or withdrawals.

Policy Loans

Policy owners have the option of borrowing a portion of their policy value in one of two forms: a Standard Loan or an Index Loan. The difference between these two options is how the loans are secured. Standard Loans are generally secured by a loan account that guarantees the net cost of the loan will not exceed 1.25% annually. Index Loans are generally secured against the Index Appreciation Account; therefore, the costs of the Index Loans can vary substantially from Standard Loans. The variable loan rate may also be different for these two loans. The Index Loan option carries significantly more risk to the policy's performance due to the higher potential net cost of the loan.

Standard Loan[4,9]

When policy owners borrow a portion of their policy value in the form of a Standard Loan, John Hancock transfers the same amount from the Fixed Account into a Loan Account.

- The Loan Account balance serves as collateral for the outstanding loan
- Interest is credited to the Loan Account and interest is also charged on the Policy Debt at a variable loan rate
- The net cost of the loan is the difference between the loan interest rate charged and the interest the Loan Account is credited
- The net cost of the loan is guaranteed to be no greater than 1.25% in Policy Years 1–10. In subsequent years the differential is currently 0% and guaranteed not to exceed 0.25%

Index Loan[10]

Index loans are available after the third policy year. Unlike a Standard Loan, when policy owners borrow a portion of their policy value in the form of an Index Loan, there is no transfer of policy value to a Loan Account from either the Fixed Account or the Index Appreciation Account.

- The policy value remains in the Index Appreciation Account and serves as collateral for the loan
- No specific rate of interest is credited to the collateral amount in the Index Appreciation Account; rather the entire balance in the Index Appreciation Account still earns interest credited at each Segment Maturity
- Like the Standard Loan, interest is charged on the Policy Debt at a variable loan rate
- The net cost of the loan is the difference between the interest charged on the policy loan and the interest credited to the portion of the policy value that collateralizes the loan
- Index Loans carry significantly more risk to the policy owner than Standard Loans

Example: Assuming no part of the loan is collateralized by the Fixed Account, an Index Loan scenario with a loan rate of 6% and Index Segment Interest Credit(s) of 0% would result in a net loan cost of 6% — much higher than the cost of a Standard Loan. Conversely, a loan rate of 6% and Index Segment Interest Credit(s) of 10% would result in a net gain of 4% to the policy.

Withdrawals[4]

- Withdrawals are available after the first policy anniversary
- Withdrawals are first deducted from the Fixed Account and then proportionately from the Index Appreciation Account
- If an unscheduled withdrawal is taken from the Index Appreciation Account, policy owners will not be able to create new Segments in either Indexed Account for one year. This is called a Lock Out Period.
- To avoid a Lock Out period, clients can schedule Systematic Withdrawals
- Systematic Withdrawals are withdrawals that are pre-scheduled at least 30 days in advance with a schedule of at least two withdrawals
- If a Systematic Withdrawal schedule is cancelled prior to its end date, policy owners will not be able to request a new Systematic Withdrawal schedule for one year

Meeting Client Needs

Indexed UL is designed for individual and business clients who want to accumulate significant cash values as a source of supplemental retirement income — especially those who are maximizing their contributions to qualified retirement plans but still face a possible retirement income shortfall. It is positioned optimally for clients ages 35–65.

NEED	SOLUTION
Death Benefit Protection	Indexed UL is designed for clients who are seeking permanent death benefit protection with cash value growth potential.

NEED	SOLUTION
Retirement Income	The cash value accumulation potential of Indexed UL makes it a good choice for supplemental retirement income. The policy cash value can be accessed for emergencies or to supplement retirement income via tax-favored loans and withdrawals.

NEED	SOLUTION
Adding Greater Protection Against the Unexpected	John Hancock's Long-Term Care (LTC)[5] rider is available for clients who want to access their policy values to help pay for their long-term care expenses. Combine the Long-Term Care (LTC) Continuation rider with the LTC rider and payments for long-term care expenses continue after the policy death benefit has been fully accelerated.

NEED	SOLUTION
Supplemental Executive Retirement Plan (SERP)	*Indexed UL with the CVE rider:* Funding a SERP with Indexed UL provides all the tax-favored growth potential of an individually funded contract. Employers can take withdrawals from the contract up to the policy's cost basis, and then take loans, without triggering income tax liability.[11] Adding the CVE rider increases early year cash values, which lowers the charge to business earnings.

NEED	SOLUTION
Wealth Transfer	The cash values of the policy can be used by the trustee of a Spousal Access Trust or Dynasty Trust to make distributions, while the death benefit can provide liquidity to meet wealth transfer objectives.

FEATURES[1]	INDEXED UL
Product Design	Flexible Premium Indexed Universal Life Insurance Policy
Issue Ages	0–90
Risk Classes/Issue Ages	**Fully-Underwritten**
Non Smoker	Super Preferred 20–80 Preferred 20–90 Standard Plus 20–90 Standard 0–90 Substandard 0–90
Smoker	Preferred 20–90 Standard 20–90 Substandard 20–90
Flat Extras	Flat Extras (temporary and permanent) are allowed on all fully-underwritten risk classes, except Super Preferred.
Available Coverage	• Base Face Amount (BFA) • Supplemental Face Amount (SFA)
Minimum Face Amount	$50,000
Minimum Base Face Amount (BFA)	$50,000
Maximum Supplemental Face Amount (SFA)	• Up to four times Face Amount is allowed at issue • Maximum coverage is subject to underwriting and retention limits
Definition of Life Insurance Tests	• Cash Value Accumulation Test (CVAT) • Guideline Premium Test (GPT)
Maximum First-Year Premium	• First-year premiums on MEC policies are limited to a maximum of $3 million
Minimum Initial Premium (MIP)	• 1⁄12 of No-Lapse Guarantee (NLG) Premium • If the Cash Value Enhancement (CVE) rider is elected, the rider charge is added to the MIP calculation Note: a greater amount is required if the policy is backdated or if a rider is added.
Face Amount Increases	
BFA	• Face Amount increases are not permitted
SFA	• Scheduled SFA increases are available up to attained age 90 • Subject to underwriting approval • Total increases may not exceed four times the Total Face Amount at issue • Increases in one policy year may not exceed 25% of the Total Face Amount at issue • Not allowed with Term Conversions, Return of Premium, LTC, LTC Continuation, Disability Payment of Specified Premium riders
Face Amount Decreases	• Allowed after first policy year • Minimum Face Amount decrease permitted is $50,000 • BFA may not be decreased below Minimum BFA • Pro-rata Surrender Charge will apply during the Surrender Charge period • Requests to reduce the Face Amount or stop previously scheduled increases will terminate any future scheduled increases • A 10% BFA decrease is permitted without a Surrender Charge at the time of decrease

FEATURES[1] (continued)	INDEXED UL
Death Benefit Options	
Option 1	• Total Face Amount (plus ROP, if elected)
Option 2	• Total Face Amount plus policy value (not available with ROP rider)
Option Change (2 to 1 only)	• Available after first policy year. The change is effective on policy anniversary only
No-Lapse Guarantee (NLG)	The No-Lapse Guarantee (NLG), guarantees that the policy will not default during the No-Lapse Guarantee period, provided certain requirements are met.
BFA	• For insureds issue ages 0 to 70, the BFA coverage is guaranteed for the lesser of 15 years or to age 75 (except as noted under SFA and ROP below) • For insureds issue age 70+, the BFA coverage is guaranteed for 5 years (except as noted below)
SFA	• The SFA coverage is guaranteed for 5 years (for all issue ages) • If increasing SFA is elected, the BFA coverage guarantee is also limited to 5 years
ROP	• The ROP death benefit is guaranteed for 5 years (for all issue ages) • If ROP is elected the BFA coverage guarantee is also limited to 5 years
Coverage Beyond Age 121	Policy does not mature; provided that funding is sufficient, the policy will remain in force until insured's death. At age 121: • Policy and rider charges cease • Premiums are not required or permitted • Interest continues to accumulate on the policy value • Loan repayments continue to be accepted on existing loans • Interest continues to be charged on outstanding loans until a death claim is made (the policy may lapse if policy debt ever equals or exceeds the policy value) • New loans and withdrawals are allowed • SFA coverage will terminate
Quit Smoking Incentive	The Quit Smoking Incentive allows Preferred and Standard Smokers to automatically receive Standard Non Smoker current policy charges for the first three policy years. • If by the end of policy year three the insured provides satisfactory evidence of having quit smoking for at least 12 months, then the policy is re-classified as Non Smoker, and future policy values will continue to reflect Standard Non Smoker policy charges • If the insured fails to quit smoking, policy values for years 4+ will reflect the appropriate Smoker current policy charges • The policy owner will be required to satisfy the Smoker NLG premium requirements while the insured is classified as a Smoker

INTEREST CREDITING	INDEXED UL
Fixed Account	Policy value in the Fixed Account is deposited in the company's General Account at a declared rate.
Current	• As declared
Guaranteed	• 2.50%
Persistency Bonus[12]	There is a non-guaranteed persistency bonus that may be applied to the Fixed Account interest rate at the beginning of policy year 11. • The persistency bonus is only applied to the un-loaned portion of Policy Value allocated to the Fixed Account and any amounts allocated to an Indexed Account but not yet designated to a Segment • Currently an additional 0.65% in years 11+

INTEREST CREDITING (continued)	INDEXED UL
Cumulative Guarantee	A Cumulative Guarantee ensures a minimum average annualized rate of return of 2% (less policy charges) over the life of the policy, upon surrender.
Index Appreciation Account	Policy value allocated to the Index Appreciation Account earns an interest rate linked to the S&P 500 using a yearly point-to-point method. There are two Index Appreciation Account options, the Capped Indexed Account and the Uncapped Indexed Account. • Up to 12 Index Segments can exist in each Indexed Account — one for each month • Each Segment matures twelve months from the initiation date • At Segment Maturity (after 1 year), the Segment proceeds are allocated to a new 1-Year Segment along with any policy value allocated to the same Indexed Account • Allocation instructions and payments must be received at least three business days (the Lock in Date) prior to the Segment initiation in order to be included in the next Segment • Indexed Segments are created on the 15th of each month, interest is credited separately to each Segment • Transfers from the Fixed Account and new premiums allocated to the Indexed Accounts will earn interest at the Fixed Account rate until they create a new Segment
Capped Indexed Account[7]	1-Year Capped Indexed Segments earn interest based on positive changes in the S&P 500, subject to the current Segment Cap Rate of 13%. Provides a guaranteed Segment Floor of 0%. • The Segment Cap Rate is established at the beginning of a Segment Term and will not be changed for an existing Segment • The Segment Cap is guaranteed to be no less than 3%
Uncapped Indexed Account[8]	1-Year Uncapped Indexed Segments earn interest based on positive changes in the S&P 500, less the current Segment Threshold Rate of 5.5%. Provides a guaranteed Segment Floor of 0%. • The Segment Threshold Rate is established at the beginning of a Segment Term and will not be changed for an existing Segment • The Segment Threshold Rate is guaranteed to be no greater than 20%
Transfers to the Indexed Accounts	• Policy owners may choose to have a percentage of the Fixed Account policy value transferred to the Index Appreciation Account • Amounts transferred to the Indexed Accounts prior to the Lock in Date will be included in the initial Segment balance on the next Segment initiation date

RIDERS (separate charges may apply)	INDEXED UL
Long-Term Care (LTC)[5]	Provides funds to help pay for qualified long-term care expenses by accelerating the death benefit. Maximum monthly benefit based on 1%, 2% or 4% of the policy death benefit elected at issue. • Not available with ROP rider or Death Benefit Option 2 or increasing SFA • In New York, the LTC rider is only available when the Accelerated Benefit rider has also been elected • A separate charge is deducted if this optional rider is selected Note: If the LTC rider is selected, the maximum Face Amount is the amount that would result in $50,000 of maximum monthly benefit per insured, but can never be greater than $5,000,000 of Face Amount at issue.
Long-Term Care (LTC) Continuation[5]	Available as an additional rider with the LTC rider, the LTC Continuation rider continues to help pay for qualified long-term care expenses after the Face Amount at issue has been fully accelerated under the LTC rider. The total amount that can be continued under the LTC Continuation rider is equal to the initial Face Amount (as long as the insured is alive and in need of long-term care). • A separate charge is deducted if this optional rider is selected. Once the base policy Face Amount is fully accelerated, charges cease Note: If the LTC Continuation rider is elected, the maximum Face Amount at issue is $1,000,000. In addition, a residual death benefit is available equal to the lesser of $25,000 or 10% of the Total Face Amount in effect just prior to claim.

RIDERS (separate charges may apply) (continued)	INDEXED UL
Cash Value Enhancement (CVE)	This rider enhances the cash surrender value for the first five policy years, if the policy is surrendered during this period. Some conditions apply, including that the surrender cannot be done with the intention of replacing the policy or exchanging it (including 1035 exchanges). • There is a one-time charge of $500 assessed at time of policy issue • Available on non-MEC policies only
Return of Premium (ROP)	Provides an additional insurance amount equal to a percentage of premiums paid, up to 100%. • ROP increases cease at age 100; at which point the death benefit becomes level • Available only at issue with Death Benefit Option 1 • Not available in conjunction with increasing SFA, DPSP, LTC or LTC Continuation riders
Overloan Protection (OPR)[6]	Creates a paid-up policy in those situations where the policy has incurred excessive indebtedness. Waives future monthly deductions so that the policy does not lapse, thus possibly preventing a taxable event. • Issue Ages 0–90 • Exercise of the rider must meet stipulated conditions, including: – Policy must have been in force at least 15 years – Insured must have attained age 75 or older – Policy debt must exceed Total Face Amount There must be sufficient policy value to cover the rider charge. Additional conditions are described in the Indexed UL Technical Guide and policy contract.
Disability Payment of Specified Premium (DPSP)	• Pays a premium amount chosen by the applicant (not to exceed $3,500 per month), if insured satisfies the elimination period for total and permanent disability • Issue ages 20–60 • $5,000,000 Maximum Face Amount on all policies • Not available with ROP or Increasing SFA • A separate monthly charge is deducted up to age 65 if this optional rider is selected
Accelerated Benefit	Provides a "living benefit" if the insured is certified to be terminally ill with a life expectancy of 1 year or less. This provision allows the policy owner to receive 50% of the eligible death benefit to a maximum of $1 million. • The remaining death benefit is reduced by 1 year's interest at current loan rates on the benefit paid • Benefits may be taxable under current tax law. Policy owners should consult their personal tax advisors regarding the tax implications of benefits received under the Accelerated Benefit

POLICY VALUES	INDEXED UL
Standard Loan Spread	
Current	Years 1–10 1.25% Years 11+ 0.00%
Guaranteed[13]	Years 1–10 1.25% Years 11+ 0.25%
	Note: There is no predefined loan spread for Index Loans.
Policy Loans[4]	• Policy loans are available at any time after the policy is in force • Index Loans are available after policy year three • Minimum loan is $500 • Loan interest charge is based on a variable interest rate • Loan interest may be higher for Index Loans
Withdrawals[4]	• Available after the first policy anniversary • Minimum withdrawal is $500 • A partial Surrender Charge may apply • Available once per month after first year if there is a positive Net Cash Value • Withdrawals are first deducted from the Fixed Account, then from any amounts in the Index Appreciation Account not yet designated to a Segment and then proportionately from the Index Appreciation Account Segments • An unscheduled withdrawal taken from either Indexed Account will trigger a 1-year Lock Out Period, during which no new Indexed Segments can be created
Withdrawal Fee	None

POLICY FEES AND CHARGES	INDEXED UL
Premium Charge	Year 1 10.00% Years 2+ 6.50%
Administrative Charge	
Current and Guaranteed	All policy years: $10 per month
Per $1,000 Face Amount Charge	• Monthly charge per $1,000 of current BFA • Applies in the first ten policy years • Rate varies by issue age, gender, risk class and death benefit option
Cost of Insurance Charge	A charge per $1,000 of net amount at risk that is deducted monthly.
Current	• Mortality charge varies by issue age, gender, policy duration and risk class
Guaranteed	• Based on the 2001 CSO Mortality Table
Surrender Charge	A charge per $1,000 of BFA at issue, deducted in the event of full surrender. • The Surrender Charge rate varies by issue age, gender, risk class and death benefit option • The charge grades down monthly over 10 years and is 0% in years 11 and after

Strength. Stability. John Hancock.

John Hancock's strong ratings, as judged by the major rating agencies, are a comprehensive measure of the company's financial strength and stability. This is important because these financial ratings reflect the life insurance company's ability to pay claims in the future. With over 140 years of experience, John Hancock offers clients a diverse range of financial protection products and wealth management services through its extensive network of employees, agents, and distribution partners.

The policy does not directly participate in any stock or equity investments.

1. Insurance policies and/or associated riders and features may not be available in all states. Some riders may have additional fees and expenses associated with them.
2. Excluding Dividends. Standard & Poor's®, S&P®, S&P 500®, Standard & Poor's 500 and 500 are trademarks of The McGraw-Hill Companies, Inc. and have been licensed for use by John Hancock Life Insurance Company. The Product is not sponsored, endorsed, sold or promoted by Standard & Poor's, and Standard & Poor's makes no representation regarding the advisability of purchasing the Product. The S&P 500 Index® is an index of 500 stocks that are generally representative of the performance of leading companies in leading industries within the U.S. You cannot invest directly in the S&P 500 Index®.
3. The No-Lapse Guarantee (NLG) is automatically included with Indexed UL. It guarantees that the policy will not default, even if the cash surrender value falls to zero or below, provided the NLG cumulative premium test performed at the point of lapse is met and policy debt does not exceed the policy value. At the end of the NLG period, the policy value may be insufficient to keep the policy in force. Thereafter, premiums significantly higher than the NLG premium may be required to keep the policy in force. If you pay only the premium to satisfy the NLG, you may be foregoing the advantage of building up policy value. Once lapsed, the guarantee cannot be reinstated. The maximum duration of the NLG is 15 years with lesser durations for older ages. The NLG is reduced to 5 years if you elect the Return of Premium rider or if you elect to increase the Supplemental Face Amount. In Illinois the NLG is called "Death Benefit Protection." Factors such as, but not limited to, loans, withdrawals, or any other change allowed under the contract could potentially terminate the No-Lapse Guarantee.
4. Loans and withdrawals will reduce the death benefit and the cash surrender value, and may cause the policy to lapse. Lapse or surrender of a policy with a loan may cause the recognition of taxable income. Withdrawals in excess of the cost basis (premiums paid) will be subject to tax and certain withdrawals within the first 15 years may be subject to recapture tax. Additionally, policies classified as Modified Endowment Contracts may be subject to tax when a loan or withdrawal is made. A federal tax penalty of 10% may also apply if the loan or withdrawal is taken prior to age 59½. Cash value available for loans and withdrawals may be more or less than originally invested. Withdrawals are available after the first policy year.
5. The Long-Term Care (LTC) and Long-Term Care (LTC) Continuation riders are accelerated death benefits and may not be available in all states. Maximum face amount: $5 million with the LTC rider; $1 million with the LTC Continuation rider. The LTC riders are not considered long-term care insurance in some states. When the policy death benefit is accelerated for long-term care expenses, the death benefit is reduced dollar for dollar, and the cash value is reduced proportionately. There are additional costs associated with this rider. The LTC Continuation rider is not available in several states, including New York. Please go to www.jhsalesnet.com for a complete list of up-to-date state approvals. **For prospective policyholders in New York, this product is a life insurance policy that accelerates the death benefit for qualified long-term care services and is not a health insurance policy providing long-term care insurance subject to the minimum requirements of New York law, does not qualify for the New York State Partnership for Long-Term Care program and is not a Medicare supplement policy.** This rider has exclusions and limitations, reductions of benefits, and terms under which the rider may be continued in force or discontinued. Consult the state specific Outline of Coverage for additional details.
6. Subject to availability and limitations described in the policy. There may be additional requirements or tax implications when exercising the OPR rider, please refer to the policy for details.
7. In New York, the current Cap Rate is 12%.
8. In New York, the current Threshold Rate is 6%.
9. Standard loan requests in excess of the Fixed Account balance can be taken from the Indexed Accounts, but these loans will be treated similarly to an Index Loan until the Segment Maturity, allowing the Index Loan portion of the loan to be converted into a Standard Loan. See the Indexed UL Technical Guide for more information.
10. Index loan requests in excess of the Index Appreciation Account will be secured by balances transferred from the Fixed Account to a Loan Account. Only one type of policy loan may be utilized at a given time. If there is an outstanding Standard Loan, and the policy owner wishes to take a Index Loan, the existing loan must be repaid first. The opposite is also true; any existing Index Loan must be repaid before it is possible to take out a new Standard Loan. Index Loan requests in excess of the Index Appreciation Account policy value can be taken as Standard Loans from the Fixed Account.
11. This material does not constitute tax, legal or accounting advice and neither John Hancock nor any of its agents, employees or registered representatives are in the business of offering such advice. It was not intended or written for use and cannot be used by any taxpayer for the purpose of avoiding any IRS penalty. It was written to support the marketing of the transactions or topics it addresses. Anyone interested in these transactions or topics should seek advice based on his or her particular circumstances from independent professional advisors.
12. In New York, the persistency bonus is guaranteed, and will be applied beginning in policy year 11 to the then currently credited Fixed Account interest rate if the rate at that time is equal to or greater than 3.00%.
13. The guaranteed loan spread for New York is 1.50% in years 1-10 and 0.25% in years 11+. The current rate is the same as non-New York policies. There is no pre-defined loan spread for Index Loans.

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Insurance policies and/or associated riders and features may not be available in all states.
Guaranteed product features are dependent upon minimum premium requirements and the claims-paying ability of the issuer.
Insurance products are issued by John Hancock Life Insurance Company (U.S.A.), Boston, MA 02116 (not licensed in New York) and John Hancock Life Insurance Company of New York, Valhalla, NY 10595.

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