



The power of indexed crediting

With Accumulation IUL, Protection IUL, and Protection SIUL, you can earn interest credits linked to the movement of the S&P 500®.¹ That gives your policy more cash value potential, along with the protection of a 0% floor.

How indexed crediting works

With a John Hancock IUL policy, you have the flexibility to allocate among several Indexed Account options and a Fixed Account. Choosing one or more Indexed Accounts gives you an opportunity to capture upside market potential, while protecting the cash value against negative market performance. That's because each Indexed Account is linked to a financial index (e.g., S&P 500 Index) and has a unique set of indexed account parameters (i.e., cap rate, floor rate, participation rate, and multiplier). The interest credits your policy earns will be based on the amount allocated among the available Indexed Accounts, as well as the performance of the corresponding financial index and the associated indexed account parameters.

The following charts show the historical performance of the S&P 500 Index, as well as the segment growth rate that would have been applied for the indexed accounts held if a policy was in-force during that time.

Key IUL Terms:

Cap Rate: The maximum annual Segment Growth Rate for an Indexed Account

Floor: The minimum annual Segment Growth Rate for an Indexed Account

Participation Rate:* The percentage of the change in the index value that will be recognized when calculating the Segment Growth Rate

Multiplier: Interest credits provided in addition to the Segment Growth Rate

*The Base High Par Capped Indexed Account and High Par Capped Indexed Account has a current Participation Rate of 160% (Guaranteed 140%), for all other Indexed Accounts the Participation Rate is 100%.
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Accumulation IUL

Historical performance and indexed accounts segment growth rate results for one year indexed accounts

Years	S&P Return	Select Capped	Base High Par	Capped	High Par	High Capped	Enhanced Capped	Enhanced High Capped
1990-1991	17.64%	8.50%	7.75%	9.00%	7.50%	10.50%	9.75%	12.00%
1991-1992	12.58%	8.50%	7.75%	9.00%	7.50%	10.50%	9.75%	12.00%
1992-1993	6.98%	6.98%	7.75%	6.98%	7.50%	6.98%	6.98%	6.98%
1993-1994	-1.75%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
1994-1995	35.60%	8.50%	7.75%	9.00%	7.50%	10.50%	9.75%	12.00%
1995-1996	18.11%	8.50%	7.75%	9.00%	7.50%	10.50%	9.75%	12.00%
1996-1997	30.85%	8.50%	7.75%	9.00%	7.50%	10.50%	9.75%	12.00%
1997-1998	19.70%	8.50%	7.75%	9.00%	7.50%	10.50%	9.75%	12.00%
1998-1999	22.96%	8.50%	7.75%	9.00%	7.50%	10.50%	9.75%	12.00%
1999-2000	-4.44%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
2000-2001	-16.25%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
2001-2002	-20.80%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
2002-2003	20.76%	8.50%	7.75%	9.00%	7.50%	10.50%	9.75%	12.00%
2003-2004	12.03%	8.50%	7.75%	9.00%	7.50%	10.50%	9.75%	12.00%
2004-2005	5.76%	5.76%	7.75%	5.76%	7.50%	5.76%	5.76%	5.76%
2005-2006	12.00%	8.50%	7.75%	9.00%	7.50%	10.50%	9.75%	12.00%
2006-2007	2.98%	2.98%	4.77%	2.98%	4.77%	2.98%	2.98%	2.98%
2007-2008	-40.07%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
2008-2009	26.64%	8.50%	7.75%	9.00%	7.50%	10.50%	9.75%	12.00%
2009-2010	11.44%	8.50%	7.75%	9.00%	7.50%	10.50%	9.75%	11.44%
2010-2011	-2.40%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
2011-2012	16.65%	8.50%	7.75%	9.00%	7.50%	10.50%	9.75%	12.00%
2012-2013	25.59%	8.50%	7.75%	9.00%	7.50%	10.50%	9.75%	12.00%
2013-2014	12.79%	8.50%	7.75%	9.00%	7.50%	10.50%	9.75%	12.00%
2014-2015	0.98%	0.98%	1.57%	0.98%	1.57%	0.98%	0.98%	0.98%
2015-2016	11.44%	8.50%	7.75%	9.00%	7.50%	10.50%	9.75%	11.44%
2016-2017	17.70%	8.50%	7.75%	9.00%	7.50%	10.50%	9.75%	12.00%
2017-2018	-1.96%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
2018-2019	21.88%	8.50%	7.75%	9.00%	7.50%	10.50%	9.75%	12.00%
2019-2020	15.11%	8.50%	7.75%	9.00%	7.50%	10.50%	9.75%	12.00%
Average	8.37%	5.87%	5.58%	6.18%	5.41%	7.11%	6.65%	7.99%

This example demonstrates what would have been credited with Accumulation IUL 21 current cap and participation rates. Any new premiums designated to an Indexed Account(s) form new Segments on the 15th of each month and each has a one-year term. Unless these indexed account parameters are guaranteed, the indexed account parameters may be changed from time to time by the Company for any Segment created after the date of the change. Subject to a Lock-In Date of three business days. Source: S&P 500 Index data. Past performance is not indicative of future results. The example does not reflect any credits added to your value or any charges deducted from it, such as the Index Performance Charge or the Guaranteed Indexed Account Multiplier. We encourage you to understand the risk and return profile of these accounts before using. Excluding the Base and Select Indexed Accounts, the Index Performance Charge is either 4.98% or 1.98% annually (deducted monthly). The Base High Par Capped Indexed account and the High Par Capped Indexed account reflects a current participation rate of 160% (140% guaranteed), all other accounts reflect participation rate of 100%.

Protection IUL and Protection SIUL

Historical performance and indexed accounts segment growth rate results for one year indexed accounts

Years	S&P Return	Select Capped	Base Capped	Base High Par	Capped	High Par	High Capped
1990-1991	17.64%	10.25%	11.00%	8.50%	8.00%	7.00%	10.50%
1991-1992	12.58%	10.25%	11.00%	8.50%	8.00%	7.00%	10.50%
1992-1993	6.98%	6.98%	6.98%	8.50%	6.98%	7.00%	6.98%
1993-1994	-1.75%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
1994-1995	35.60%	10.25%	11.00%	8.50%	8.00%	7.00%	10.50%
1995-1996	18.11%	10.25%	11.00%	8.50%	8.00%	7.00%	10.50%
1996-1997	30.85%	10.25%	11.00%	8.50%	8.00%	7.00%	10.50%
1997-1998	19.70%	10.25%	11.00%	8.50%	8.00%	7.00%	10.50%
1998-1999	22.96%	10.25%	11.00%	8.50%	8.00%	7.00%	10.50%
1999-2000	-4.44%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
2000-2001	-16.25%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
2001-2002	-20.80%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
2002-2003	20.76%	10.25%	11.00%	8.50%	8.00%	7.00%	10.50%
2003-2004	12.03%	10.25%	11.00%	8.50%	8.00%	7.00%	10.50%
2004-2005	5.76%	5.76%	5.76%	8.50%	5.76%	7.00%	5.76%
2005-2006	12.00%	10.25%	11.00%	8.50%	8.00%	7.00%	10.50%
2006-2007	2.98%	2.98%	2.98%	4.77%	2.98%	4.77%	2.98%
2007-2008	-40.07%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
2008-2009	26.64%	10.25%	11.00%	8.50%	8.00%	7.00%	10.50%
2009-2010	11.44%	10.25%	11.00%	8.50%	8.00%	7.00%	10.50%
2010-2011	-2.40%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
2011-2012	16.65%	10.25%	11.00%	8.50%	8.00%	7.00%	10.50%
2012-2013	25.59%	10.25%	11.00%	8.50%	8.00%	7.00%	10.50%
2013-2014	12.79%	10.25%	11.00%	8.50%	8.00%	7.00%	10.50%
2014-2015	0.98%	0.98%	0.98%	1.57%	0.98%	1.57%	0.98%
2015-2016	11.44%	10.25%	11.00%	8.50%	8.00%	7.00%	10.50%
2016-2017	17.70%	10.25%	11.00%	8.50%	8.00%	7.00%	10.50%
2017-2018	-1.96%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
2018-2019	21.88%	10.25%	11.00%	8.50%	8.00%	7.00%	10.50%
2019-2020	15.11%	10.25%	11.00%	8.50%	8.00%	7.00%	10.50%
Average	8.37%	6.95%	7.41%	6.10%	5.57%	5.07%	7.11%

Note: Select Capped Indexed Account only available on Protection IUL and the Base Capped Indexed Account only available of Protection SIUL. This example demonstrates what would have been credited with Protection IUL 21 and Protection SIUL 19 current cap and participation rates. Any new premiums designated to an Indexed Account(s) form new Segments on the 15th of each month and each has a one-year term. Unless these indexed account parameters are guaranteed, the indexed account parameters may be changed from time to time by the Company for any Segment created after the date of the change. Subject to a Lock-In Date of three business days. Source: S&P 500 Index data. Past performance is not indicative of future results. The example does not reflect any credits added to your value or any charges deducted from it, such as the Index Performance Charge or the Guaranteed Indexed Account Multiplier. Excluding the Base Indexed accounts, the Index Performance Charge is 1.98% annually (deducted monthly). Base High Par Capped Indexed account and the High Par Capped Indexed account reflects a current participation rate of 160% (140% guaranteed), all other accounts reflect participation rate of 100%.

Accumulation IUL and Protection IUL

Historical performance and indexed accounts segment growth rate results for two year indexed accounts.

Years	S&P Return	Base Capped Two Year (PIUL)	Base Capped Two Year (AIUL)
1989-1991	9.56%	9.56%	9.56%
1990-1992	32.44%	24.00%	21.00%
1991-1993	20.44%	20.44%	20.44%
1992-1994	5.11%	5.11%	5.11%
1993-1995	33.23%	24.00%	21.00%
1994-1996	60.15%	24.00%	21.00%
1995-1997	54.54%	24.00%	21.00%
1996-1998	56.62%	24.00%	21.00%
1997-1999	47.18%	24.00%	21.00%
1998-2000	17.50%	17.50%	17.50%
1999-2001	-19.96%	0.00%	0.00%
2000-2002	-33.67%	0.00%	0.00%
2001-2003	-4.36%	0.00%	0.00%
2002-2004	35.29%	24.00%	21.00%
2003-2005	18.49%	18.49%	18.49%
2004-2006	18.46%	18.46%	18.46%
2005-2007	15.34%	15.34%	15.34%
2006-2008	-38.29%	0.00%	0.00%
2007-2009	-24.10%	0.00%	0.00%
2008-2010	41.13%	24.00%	21.00%
2009-2011	8.77%	8.77%	8.77%
2010-2012	13.85%	13.85%	13.85%
2011-2013	46.50%	24.00%	21.00%
2012-2014	41.65%	24.00%	21.00%
2013-2015	13.89%	13.89%	13.89%
2014-2016	12.53%	12.53%	12.53%
2015-2017	31.16%	24.00%	21.00%
2016-2018	15.39%	15.39%	15.39%
2017-2019	19.49%	19.49%	19.49%
2018-2020	40.29%	24.00%	21.00%
Average:	16.62%	15.54%	14.42%

This example demonstrates what would have been credited with Accumulation IUL 21 and Protection IUL 21 current cap and participation rates. Any new premiums designated to Base Capped Two Year Indexed Account form new Segments on the 15th of each month and each has a two-year term. Unless these indexed account parameters are guaranteed, the indexed account parameters may be changed from time to time by the Company for any Segment created after the date of the change. Subject to a Lock-In Date of three business days. Source: S&P 500 Index data. Past performance is not indicative of future results. The example does not reflect any credits added to your value or any charges deducted from it, such as the Index Performance Charge or the Guaranteed Indexed Account Multiplier. We encourage you to understand the risk and return profile of these accounts before using.

In summary

If the financial index performs at 0% or below, the associated Indexed Accounts are credited 0%.

When the financial index has positive performance:

- Base Capped Indexed Account current cap rate is 11.00% for Protection SIUL.
- Select Capped Indexed Account current cap rate is 10.25% for Protection IUL and 8.50% for Accumulation IUL
- Base Capped Two Year Indexed Account current cap rate is 24.00% for Protection IUL and 21.00% for Accumulation IUL.
- Base High Par Capped Indexed Account current cap rate is 8.50% for Protection IUL & Protection SIUL and 7.75% for Accumulation IUL.
- Capped Indexed Account current cap rate is 8.00% for Protection IUL & Protection SIUL and 9.00% for Accumulation IUL.
- High Capped Indexed Account current cap rate is 10.50%
- High Par Capped Indexed Account current cap rate is 7.00% for Protection IUL & Protection SIUL and 7.50% for Accumulation IUL.
- Enhanced Capped Indexed Account** current cap rate is 9.75%.
- Enhanced High Capped Indexed Account** current cap rate is 12.00%

Guaranteed Indexed Account Multiplier:

Applied to interest earned in Indexed Accounts starting at policy year one and remains throughout life of policy.

For more information on this or other life insurance products,
please contact your insurance agent.

**The Select Capped Indexed Account, Enhanced Capped Indexed Account and the Enhanced High Capped Indexed Account are only available on Accumulation IUL.

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The Indexed Accounts use a point-to-point interest crediting strategy with one-year segments. The Index Segment Interest Credit proceeds are calculated and earned at Segment Maturity only. If the policy terminates for any reason, any unexpired Segments will not earn interest credit.

See your policy for a detailed description of indexed account parameters and the Index Account Performance Charge and how the indexed account parameters are applied in the formula to calculate the Segment Interest Credit. Refer to your illustration for more information about how the policy will perform based on allocation to certain Index Accounts and the risks associated with each Indexed Account. Consult with your financial professional to ensure you understand how the indexed account parameters and the Index Performance Charge may affect your Indexed Segment Interest Credit.

The Fixed Account credits a declared rate that will never be lower than the guaranteed annual rate of 1.0%

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

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 issued by: John Hancock Life Insurance Company (U.S.A.), Boston, MA 02116.

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Policy Form Series:
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