



# Policy crediting rate and indexed parameter changes

January 24, 2022

At John Hancock, we are proud of our record of delivering exceptional policy performance for our customers. Our strong investment capabilities continue to drive our success. Effective March 1, 2022, the following adjustments will take place on new and inforce policies:

- **UL crediting rates will increase** on Protection UL and Protection SUL by 30 bps
- **Indexed UL caps will decrease** for certain Accumulation IUL, Protection IUL, Protection SIUL, Accumulation VUL and Accumulation SVUL accounts, while participation rates will remain unchanged. The last segments to utilize the old rates will initiate on February 15, 2022, with a lock-in date of February 10, 2022. The first segments to utilize the new rates will initiate on March 15, 2022.
- **Fixed Account rates** will decrease for certain indexed UL and variable UL products by 10 bps

The attached chart details the new rates for each product — only the rates and accounts affected by this change are listed. If you have any questions, please do not hesitate to call **800-387-2747, option 1**.

## Notification to clients

These changes will become effective on your clients' policies starting March 1, 2022, and will be reflected on their annual statements. Clients who request inforce illustrations before they receive their annual statement will see the interest crediting rate change on the illustration.

## Illustration software

Effective January 31, 2022, JH Illustrator and JHIllustrator.com will reflect any decreased rates. Per regulation, any increased rates will be reflected March 1, 2022.

## Pending cases in New Business

Effective March 1, 2022, a new illustration on JH Illustrator 18.0 reflecting the new interest rates will be required on every case pending with New Business. A member of our team will contact you regarding cases that will require a new illustration to complete the issue process.

## Fixed Account rates effective March 1, 2022

Currently marketed products	National rate	New York rate
<b>Universal Life</b>		
Protection UL 19	4.65%	N/A
Protection SUL 19 Reprice	4.65%	N/A
<b>IUL Fixed Account</b>		
Protection IUL 21	3.85%	N/A
Accumulation IUL 21 Reprice	3.45%	3.20%
Protection SIUL 19	3.85%	3.60%
<b>Variable Life Fixed Account</b>		
Accumulation VUL 21	2.65%	N/A
Accumulation SVUL 20	3.25%	3.00%

Inforce products	National rate	New York rate
<b>Universal Life</b>		
Protection UL 18	4.65%	N/A
Protection UL 16 Reprice	N/A	4.40%
Protection UL 11/12/13/15/16	4.65%	4.40%
Protection SUL 11/12/13/19	4.65%	4.40%
<b>IUL Fixed Account</b>		
Accumulation IUL 17/18/19	3.45%	3.20%
Accumulation IUL 14/15	3.60%	3.35% (N/A for AIUL 14)
Protection IUL 13/15/18/20	3.85%	3.60%
Protection SIUL 13/16	3.85%	3.60% (N/A for PSIUL 16)
<b>Variable Life Fixed Account</b>		
Accumulation VUL 19	3.25%	3.00%
Corporate VUL 09 (with issue dates after 1/1/2013)	2.50%	2.45%

**Note:** Please consult your clients' policy contract to determine which accounts and multipliers are applicable to their policy.

## Indexed UL cap rates effective for segments starting March 15, 2022

Currently marketed products	National rate	New York rate
<b>Accumulation IUL 21 Reprice</b>		
Capped Indexed Account	8.75%	N/A
High Capped Indexed Account	10.00%	N/A
Enhanced Capped Indexed Account	9.50%	N/A
Select Capped Indexed Account	8.00%	N/A
Base Capped Indexed Account	N/A	7.50%
<b>Protection IUL 21</b>		
Capped Indexed Account	7.75%	N/A
High Capped Indexed Account	10.00%	N/A
Select Capped Indexed Account	9.50%	N/A
<b>Protection SIUL 19</b>		
Capped Indexed Account	7.75%	N/A
High Capped Indexed Account	10.00%	N/A
Base Capped Indexed Account	10.25%	9.25%
<b>Accumulation VUL 21</b>		
Base Capped Indexed Account	6.00%	N/A
Base High Par Capped Indexed Account	5.75%	N/A
<b>Accumulation SVUL 20</b>		
Base Capped Indexed Account	6.00%	5.00%
Base High Par Capped Indexed Account	5.75%	4.75%

Inforce products	National rate	New York rate
<b>Accumulation IUL 20/21</b>		
Capped Indexed Account	8.75%	N/A
High Capped Indexed Account	10.00%	N/A
Enhanced Capped Indexed Account	9.50%	N/A
Select Capped Indexed Account	8.00%	N/A
Base Capped Indexed Account	N/A	7.50%

**Note:** Please consult your clients' policy contract to determine which accounts and multipliers are applicable to their policy.

## Indexed UL cap rates effective for segments starting March 15, 2022 (continued)

Inforce products	National rate	New York rate
<b>Accumulation IUL 18/19</b>		
Capped Indexed Account	7.75%	N/A
High Capped Indexed Account	10.00%	N/A
Enhanced Capped Indexed Account	8.50%	N/A
Enhanced High Capped Indexed Account	11.25%	N/A
Base Capped Indexed Account	8.50%	7.50% (N/A for AIUL 18)
Base High Par Capped Indexed Account	7.50%	7.00% (N/A for AIUL 18)
<b>Accumulation IUL 17</b>		
Capped Indexed Account (with 15% multiplier)	7.00%	6.00%
Capped Indexed Account (with 5% multiplier)	7.75%	6.75%
High Par Capped Indexed Account	7.00%	6.00%
Plus Capped Indexed Account	11.00%	10.00%
<b>Accumulation IUL 14/15</b>		
Capped Indexed Account	8.50%	7.50% (N/A for AIUL 14)
High Par Capped Indexed Account	7.50%	6.50% (N/A for AIUL 14)
Plus Capped Indexed Account	11.75%	10.75% (N/A for AIUL 14)
<b>Protection IUL 18/20</b>		
Capped Indexed Account	7.75%	7.00% (N/A for PIUL 20)
High Capped Indexed Account	10.00%	8.75% (N/A for PIUL 20)
Base Capped Indexed Account	10.25%	9.25% (N/A for PIUL 18)
<b>Protection IUL 15</b>		
Capped Indexed Account (with 25% multiplier)	7.00%	6.00%
Capped Indexed Account (with 15% multiplier)	8.00%	7.00%
<b>Protection IUL 13/Protection SIUL 13</b>		
Capped Indexed Account (with 10% multiplier)	8.50%	7.50%
Plus Capped Indexed Account (with 10% multiplier)	11.75%	10.75%
Capped Indexed Account (with 0% multiplier)	9.75%	8.75% (N/A for PSIUL 13)
High Par Capped Indexed Account (with 0% multiplier)	8.25%	7.25% (N/A for PSIUL 13)
Plus Capped Indexed Account (with 0% multiplier)	14.25%	13.25% (N/A for PSIUL 13)

**Note:** Please consult your clients' policy contract to determine which accounts and multipliers are applicable to their policy.

## Indexed UL cap rates effective for segments starting March 15, 2022 (continued)

Inforce products	National rate	New York rate
<b>Indexed UL 11</b>		
Capped Indexed Account	8.75%	7.75%
High Par Capped Indexed Account	7.75%	6.75%
Plus Capped Indexed Account	13.25%	12.25%
<b>Protection SIUL 16</b>		
Capped Indexed Account (with 25% multiplier)	7.00%	N/A
Capped Indexed Account (with 15% multiplier)	8.00%	N/A
<b>Accumulation VUL 19</b>		
Base Capped Indexed Account	6.00%	5.00%
Base High Par Capped Indexed Account	5.75%	4.75%
<b>Long-Term Care Insurance</b>		
Performance LTC	4.95%	4.70%

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MLINY011822317-1