



JH Solutions®

Buy-sell planning: one-way

Proactive planning for the transition of your business

Prepared for

The Business

July 24, 2023

Presented by

Advanced Markets

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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

Policy Form Series: 22PROUL

LIFE-8913BSOW 5/23



As a business owner, you no doubt realize that the future success of your business often depends on you and any co-owners. The untimely death, disability, or retirement of you or one of your co-owners may have a devastating effect on the business if adequate planning has not been implemented. Having a formal plan to transition ownership is important and can bring peace of mind to you, your co-owners, and any heirs. Even if you already have a buy-sell arrangement in place to dictate how to transfer the business, it is just as important to ensure that the arrangement will be funded.

Buy-sell arrangements, often funded with life insurance, allow for the orderly transfer of ownership between owners of a business. A buy-sell is a formal contract that lays out what happens to each owner's share of the business upon a triggering event – such as disability, retirement or death. The buy-sell arrangement also identifies a business-valuation strategy to ensure a fair selling price.

A one-way buy-sell plan is a type of a buy-sell arrangement in which a non-owner, such as a key employee, agrees to buy your business upon a triggering event. This design is typically used when you are the only business owner and there is one designated successor owner. Accordingly, only one life insurance policy is ordinarily required to fund the arrangement. Your intended successor will be the owner and beneficiary of the life insurance policy and will buy out your shares upon your death.

Typically, the business will pay a bonus to the successor/policy owner in the amount of the premium payments to minimize the out-of-pocket expense of the arrangement. The bonus payments may be tax deductible to the business when they are paid, but the payment will be taxable to the recipient.¹

The power of funding a buy-sell arrangement with life insurance

Business succession planning and life insurance go hand-in-hand. Life insurance provides:

- **Distinct tax advantages:**

- Death benefit proceeds are generally received income tax free²
- Policy cash values grow tax-deferred and can be accessed in a tax-favored manner³
- Offers a competitive rate of return when compared to the return on a taxable asset⁴

- **Liquidity:** The death benefit can provide immediate liquidity when it is needed most to help facilitate the buyout of your interest in the business and to help ensure that your heirs receive the full value of your shares quickly and efficiently.

- **Lifetime flexibility:** Permanent life insurance with potential cash value accumulation may be accessed on a tax-preferred basis during life to fund a buyout at retirement or to fund payments to a disabled owner upon disability.

1. The use of a bonus arrangement creates additional compensation to the recipient and must fall within the reasonable compensation guidelines of the Internal Revenue Code Section 162 in order to be deductible by the corporation.

2. Life insurance death benefit proceeds are generally excludable from the beneficiary's gross income for income tax purposes. There are few exceptions such as when a life insurance policy has been transferred for valuable consideration.

3. Withdrawal of policy values in excess of the owner's investment in the contract can cause recognition of gain (to the extent of gain) for income tax purposes. Furthermore, while an owner generally may borrow against a life insurance policy without immediate income tax consequences, a lapse or surrender of a policy against which loans are outstanding may also cause the owner to recognize policy value in excess of basis. Loans and withdrawals will reduce the death benefit and cash surrender value, and may cause the policy to lapse.

4. The rate of return (ROR) on death benefit is equivalent to an interest rate at which an amount equal to the illustrated premiums could have been invested outside the policy to arrive at the net death benefit of the policy.

How one-way buy-sell works

Draft the buy-sell: Your attorney drafts a buy-sell arrangement that identifies the terms of the arrangement, including triggering events, valuation, and funding methods.

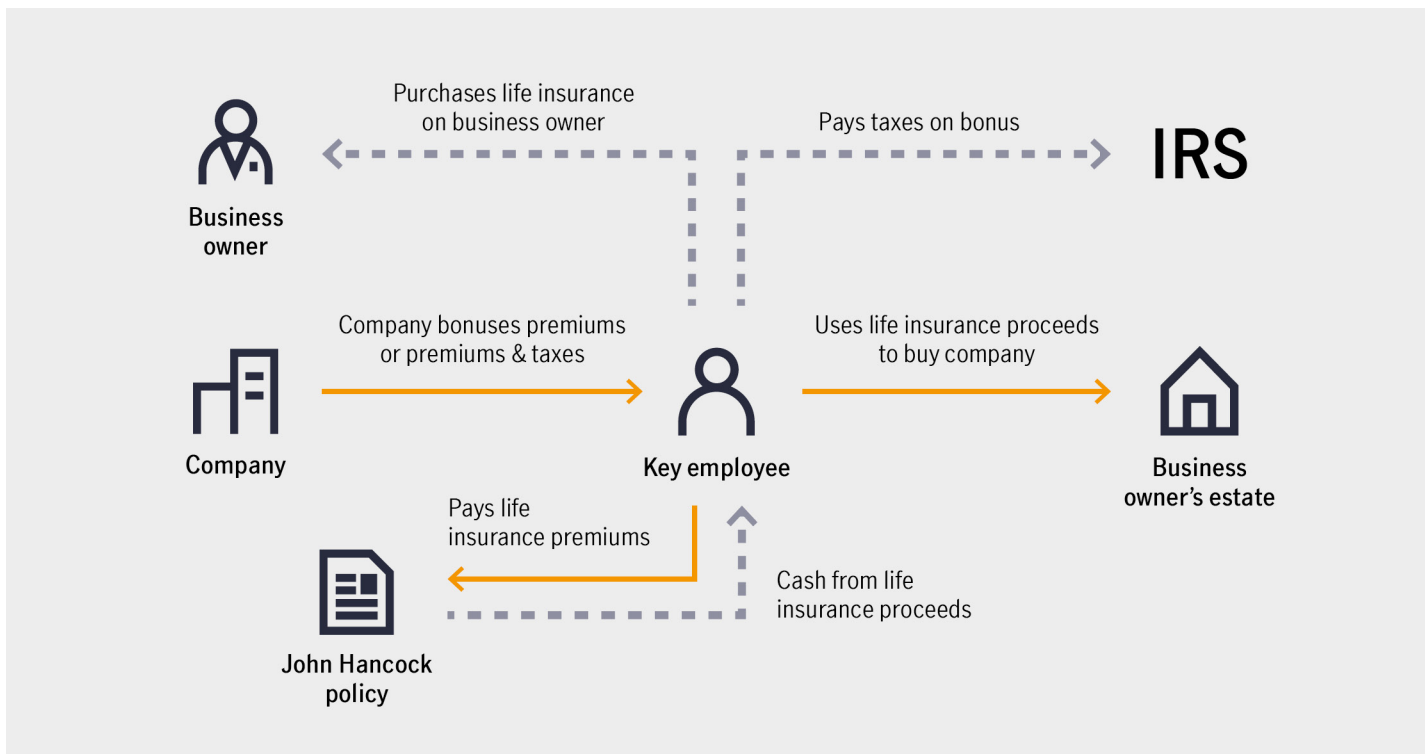
Value the business: It is necessary to establish the value of the business to ascertain the value of the life insurance policy that will be used to fund the buy-out. Fixing the value of the business – as well as the valuation method – can help eliminate future disagreements and avoid confusion and additional expenses.

The valuation may also be relied upon for estate tax purposes to provide a fixed value for both a lifetime transfer of the business as well as the transfer of the business at death.⁵

Purchase life insurance: In accordance with the terms of the buy-sell arrangement, your valued employee/intended successor will purchase and own a permanent life insurance policy on your life. The intended successor will also be the beneficiary of the life insurance policy.

To minimize the out-of-pocket costs to pay premiums, your company may make annual bonus payments or distributions to the valued employee/intended successor in the amount of the premium.

Distributions: Upon your death, disability or retirement the intended successor can use the death benefit or potential cash surrender value of the policy to make payments under the agreement. The policy owner receives the life insurance death proceeds income tax free. Distributions from the policy cash value may also be available via tax-free policy loans and withdrawals.



5. IRC §2703 provides certain tests the taxpayer must meet to permit the value of the buy-sell agreement to set the value for federal estate tax purpose. First, the buy-sell agreement must reflect a bona fide business arrangement. Second, the buy-sell agreement must not represent a device to transfer the business interest to the decedent's family or the natural objects of the decedent's bounty for less than full and adequate consideration. Third, the terms of the buy-sell agreement must remain comparable to similar arrangements entered into by persons in arms-length transactions.

Benefits of one-way buy-sell with life insurance:

Basis increase: The employee/successor should receive a full basis step-up for the purchase of the business interest.

Tax deductible for business: Insurance premiums bonused to the key employee are tax deductible to the business.

Tax-free death benefit: the employee/successor receives the life insurance death benefit free of income taxes.

Value of business: Does not increase because the entity does not own the policy.

Fixed value: May be structured to fix value for estate-tax purposes.

Important considerations

Access to policy cash value: May lower the death benefit needed to satisfy the buy-sell obligation.

Income taxation: If you pay a bonus to the key employee in the amount of the premiums, the bonus amount will be taxable income to him/her.

Termination of employment: Arrangement should consider what happens to the policy if the key person terminates employment prior to a triggering event (e.g., business owner has right to buy policy from employee).

Life insurance eligibility: Will be based on financial and medical underwriting. The actual amount of insurance you qualify for may differ from the illustrated values.

One-way Buy-Sell Plan

Life insurance policy insuring Sample, Female, Super Preferred NonSmoker, Vitality Status Bronze

Bonus amount taxation: Double

Business tax rate: 30.00%

Employee tax rate: 35.00%

Product: Protection UL 22

| Year | Age | Business | | | Employee | | | | | |
|------|-----|-------------|-------------|------------|------------|-----------------|---------|------------|----------------------|---------------|
| | | Total Bonus | Tax savings | Net outlay | Taxes Paid | After-Tax Bonus | Premium | Net Outlay | Cash Surrender Value | Death Benefit |
| 1 | 46 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 0 | 1,000,000 |
| 2 | 47 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 0 | 1,000,000 |
| 3 | 48 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 0 | 1,000,000 |
| 4 | 49 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 0 | 1,000,000 |
| 5 | 50 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 1,154 | 1,000,000 |
| 6 | 51 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 4,573 | 1,000,000 |
| 7 | 52 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 8,081 | 1,000,000 |
| 8 | 53 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 11,666 | 1,000,000 |
| 9 | 54 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 15,328 | 1,000,000 |
| 10 | 55 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 19,070 | 1,000,000 |
| 11 | 56 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 23,279 | 1,000,000 |
| 12 | 57 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 27,593 | 1,000,000 |
| 13 | 58 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 32,143 | 1,000,000 |
| 14 | 59 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 36,941 | 1,000,000 |
| 15 | 60 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 42,013 | 1,000,000 |
| 16 | 61 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 47,375 | 1,000,000 |
| 17 | 62 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 53,027 | 1,000,000 |
| 18 | 63 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 58,984 | 1,000,000 |
| 19 | 64 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 65,248 | 1,000,000 |
| 20 | 65 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 71,808 | 1,000,000 |
| 21 | 66 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 78,592 | 1,000,000 |
| 22 | 67 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 85,681 | 1,000,000 |
| 23 | 68 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 93,061 | 1,000,000 |
| 24 | 69 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 100,717 | 1,000,000 |
| 25 | 70 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 108,626 | 1,000,000 |
| 26 | 71 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 116,756 | 1,000,000 |
| 27 | 72 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 125,189 | 1,000,000 |
| 28 | 73 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 133,900 | 1,000,000 |
| 29 | 74 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 142,897 | 1,000,000 |
| 30 | 75 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 152,158 | 1,000,000 |
| 31 | 76 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 161,378 | 1,000,000 |

| | | Business | | | Employee | | | | | |
|------|-----|-------------|-------------|------------|------------|-----------------|---------|------------|----------------------|---------------|
| Year | Age | Total Bonus | Tax savings | Net outlay | Taxes Paid | After-Tax Bonus | Premium | Net Outlay | Cash Surrender Value | Death Benefit |
| 32 | 77 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 170,769 | 1,000,000 |
| 33 | 78 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 180,303 | 1,000,000 |
| 34 | 79 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 189,925 | 1,000,000 |
| 35 | 80 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 199,606 | 1,000,000 |
| 36 | 81 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 209,288 | 1,000,000 |
| 37 | 82 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 218,931 | 1,000,000 |
| 38 | 83 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 228,641 | 1,000,000 |
| 39 | 84 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 238,467 | 1,000,000 |
| 40 | 85 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 248,387 | 1,000,000 |
| 41 | 86 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 256,238 | 1,000,000 |
| 42 | 87 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 263,806 | 1,000,000 |
| 43 | 88 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 271,049 | 1,000,000 |
| 44 | 89 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 277,890 | 1,000,000 |
| 45 | 90 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 284,262 | 1,000,000 |
| 46 | 91 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 290,221 | 1,000,000 |
| 47 | 92 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 295,835 | 1,000,000 |
| 48 | 93 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 301,137 | 1,000,000 |
| 49 | 94 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 306,222 | 1,000,000 |
| 50 | 95 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 311,305 | 1,000,000 |
| 51 | 96 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 316,529 | 1,000,000 |
| 52 | 97 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 321,834 | 1,000,000 |
| 53 | 98 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 327,529 | 1,000,000 |
| 54 | 99 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 332,468 | 1,000,000 |
| 55 | 100 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 336,878 | 1,000,000 |
| 56 | 101 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 341,132 | 1,000,000 |
| 57 | 102 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 345,413 | 1,000,000 |
| 58 | 103 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 350,256 | 1,000,000 |
| 59 | 104 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 356,541 | 1,000,000 |
| 60 | 105 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 365,766 | 1,000,000 |
| 61 | 106 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 379,915 | 1,000,000 |
| 62 | 107 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 403,705 | 1,000,000 |
| 63 | 108 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 433,627 | 1,000,000 |
| 64 | 109 | 8,465 | 2,539 | 5,925 | 2,963 | 5,502 | 5,502 | 0 | 465,523 | 1,000,000 |
| 65 | 110 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 496,124 | 1,000,000 |
| 66 | 111 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 528,744 | 1,000,000 |
| 67 | 112 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 563,516 | 1,000,000 |
| 68 | 113 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 600,584 | 1,000,000 |
| 69 | 114 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 640,099 | 1,000,000 |
| 70 | 115 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 682,221 | 1,000,000 |
| 71 | 116 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 727,123 | 1,000,000 |

| | | Business | | | Employee | | | | | |
|--------------|-----|----------------|----------------|----------------|----------------|-----------------|----------------|------------|----------------------|---------------|
| Year | Age | Total Bonus | Tax savings | Net outlay | Taxes Paid | After-Tax Bonus | Premium | Net Outlay | Cash Surrender Value | Death Benefit |
| 72 | 117 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 774,989 | 1,000,000 |
| 73 | 118 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 826,014 | 1,000,000 |
| 74 | 119 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 880,407 | 1,000,000 |
| 75 | 120 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 938,389 | 1,000,000 |
| 76 | 121 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,000,199 | 1,000,199 |
| Total | | 541,736 | 162,521 | 379,215 | 189,608 | 352,128 | 352,128 | 0 | | |

This is a supplemental illustration authorized for distribution only when preceded or accompanied by a basic illustration from the issuer. Benefits and values may not be guaranteed; the assumptions on which they are based are subject to change by the insurer. Actual results may be more or less favorable. Refer to the basic illustration for guaranteed elements and other important information.

Glossary

After-tax bonus: The bonus amount received by the employee after-taxes are paid.

Bonus amount taxation: Identifies whether the employer will pay a cash bonus, in addition to the bonus for the premium, to the employee to offset the tax due on the bonus amount. "Single" means the additional cash bonus equals the tax on the premium bonus. The employee will pay the tax on the cash bonus out-of-pocket. "Double" means the additional cash bonus is sufficient to cover the employee's tax on the premium bonus plus the employee's tax on the cash bonus so that the employee's net after-tax outlay is zero.

Business tax rate: the tax rate of the business.

Business value: the current fair market value of the business.

Cash surrender value: the projected cash surrender value of the life insurance policy.

Death benefit: the tax-free death benefit of the life insurance policy.

Employee tax rate: the tax rate of the employee.

Net outlay: for the employer this is the Total Bonus less the Tax Savings. For the employee this is the Total Bonus less Taxes Paid less Premium plus Policy Distributions, if any.

Policy distribution: withdrawals or loans from the life insurance policy cash value.

Premium: the premium cost for the life insurance owned by the employee who will purchase the business.

Tax savings: the employer's tax savings on the total bonus paid to the employee.

Taxes paid: the employee's tax paid on the total bonus from the employer.

Total bonus: the total bonus paid by the employer to the employee.

Important disclosures

The policy contains specific exclusions, limitations, terms for keeping it in force, and termination provisions. Its availability and terms may vary by state. Contact your licensed agent or John Hancock for further details, as well as additional information on policy costs and features.

This presentation is a planning tool designed to assist you in exploring the advantages of life insurance. However, this presentation is not intended to be a retirement/benefit or estate plan, nor is it a specific recommendation for a retirement/benefit or estate plan. This material is for informational purposes only. Although many of the topics presented may also involve legal, tax, accounting or other issues, neither John Hancock nor any of its agents, employees, or registered representatives are in the business of offering such advice, and this presentation and any other oral or written communication should not be construed as such. Individuals interested in these topics should consult their own financial professionals to examine tax, legal, accounting, or financial planning aspects of this topic. As you explore your planning needs with your legal and tax professionals, we hope that you find this analysis useful.

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This presentation assumes that the life insurance policy meets the definition of life insurance per Internal Revenue Code Section 7702(a) and is not taxed as a modified endowment contract. Withdrawals and loans from life insurance policies have the effect of reducing the death benefit and cash surrender value and may cause the policy to lapse. Surrender or lapse of the policy can cause loss of death benefit and adverse income tax consequences.

This material does not constitute tax, legal, investment or accounting advice and is not intended for use by a taxpayer for the purposes of avoiding any IRS penalty. Comments on taxation are based on tax law current as of the time we produced the material.

All information and materials provided by John Hancock are to support the marketing and sale of our products and services, and are not intended to be impartial advice or recommendations. John Hancock and its representatives will receive compensation from such sales or services. Anyone interested in these transactions or topics may want to seek advice based on his or her particular circumstances from independent professionals.

Vitality is the provider of the John Hancock Vitality Program in connection with policies issued by John Hancock.

MLINY052323697-1

| | | | | |
|--------------------------------------|--|------------------|--|---------------|
| INSURANCE PRODUCTS | | MAY LOSE VALUE | | NOT A DEPOSIT |
| NOT BANK GUARANTEED | | NOT FDIC INSURED | | |
| NOT INSURED BY ANY GOVERNMENT AGENCY | | | | |



Vitality PLUS

At John Hancock, we believe in helping people live longer, healthier lives. With the John Hancock Vitality Program, you'll be rewarded for the everyday things you do to be healthy, like exercising, eating well, and getting annual check-ups.

Vitality PLUS offers

- **Premium savings or more income potential**
- **A one-year Amazon Prime membership** when you reach Platinum Status three years in a row
- **An Apple Watch® for as little as \$25** by exercising regularly or a complimentary device¹
- **Up to \$600 in savings** on fresh fruit and vegetables²
- **A free 12-month subscription to Headspace®**, a top-rated meditation app with millions of users in more than 190 countries³
- **Entertainment, shopping, and travel rewards**

Whether you enjoy healthy living today or simply aspire to live a healthier life, life insurance with Vitality PLUS provides a personalized program just for you.

Once your life insurance policy is issued, you can register for the program on the John Hancock Vitality member website and order your Apple Watch or a complimentary device. Then you'll be ready to get active, get rewarded, and start saving with John Hancock Vitality.

It's easy and fun



Earn Vitality Points

for healthy activities like walking, exercising and buying healthy food



Achieve a Vitality Status

(Bronze, Silver, Gold, or Platinum) based on the number of points you earn



Get rewarded

for your healthy habits with savings and discounts

Protection UL

The table below is a hypothetical comparison of what your premiums would be at each of the four Vitality Status levels, keeping all other assumptions constant from your basic illustration.

Premiums at various status levels

FEMALE, 45, SUPER PREFERRED NONSMOKER, \$1,000,000, PREMIUMS PAID FOR 64 YEARS

| Assumed Status | Annualized Premium | Guaranteed Death Benefit Protection Duration |
|----------------|--------------------|--|
| Bronze | \$5,502 | 24 |
| Silver | \$5,293 | 21 |
| Gold | \$4,825 | 16 |
| Platinum | \$4,681 | 15 |

This presentation is not intended to predict actual performance, and not all benefits and values are guaranteed. The assumptions on which the non-guaranteed elements are based are subject to change by the insurer, including the Status Qualification requirements. Actual results may be more or less favorable. This presentation is not valid unless presented with a complete basic illustration which explains guaranteed and non-guaranteed elements. Additional illustrations showing various Assumed Statuses can be obtained from your insurance producer. The figures above assume the particular Vitality Status is achieved in all years.

Meeting policy objectives with LifeTrack

You may also choose one of two billing options for your life insurance policy with Vitality PLUS:

Traditional billing

With traditional billing, you'll receive a premium notice each year based on the planned premium outlined in your policy. Since this planned premium won't change with interest rates and other policy assumptions, your policy could perform in a way that differs from your insurance objectives.

LifeTrack

LifeTrack is an optional and complimentary service, where your billed premium automatically adjusts each policy year based on changes in interest rates and other policy assumptions, helping you pay the premium that will keep you on track to achieve your insurance objectives.

1. Apple Watch program is not available in New York or Puerto Rico. Apple Watches ordered through John Hancock Vitality may not be shipped to addresses in Guam. Once you become a Vitality PLUS member and complete the Vitality Health Review (VHR), you can order Apple Watch by electronically signing, at checkout, a Retail Installment Agreement with the Vitality Group, for the retail price of the watch. After an initial payment of \$25 plus tax, over the next two years, monthly out of pocket payments are based on the number of Standard Workouts (10,000 to 14,999 steps) and Advanced Workouts (15,000 steps) or the applicable Active Calorie thresholds. The step counts required for Standard and Advanced Workouts are reduced for members beginning at age 71+. One-time upgrade fees plus taxes apply if you choose (GPS + Cellular) versions of Apple Watch, larger watch case sizes, certain bands and case materials. For more information, please visit www.JohnHancockInsurance.com. Apple is not a participant in or sponsor of this promotion. Apple Watch is a registered trademark of Apple Inc. All rights reserved.

2. HealthyFood savings are based on qualifying purchases and may vary based on the terms of the John Hancock Vitality Program. The HealthyFood program is currently not available in Guam.

3. Based on internal data from Headspace.com, About Us, accessed from: <https://www.headspace.com/about-us>.

Please consult your financial representative as to how premium savings may affect the policy you purchase.

The life insurance policy describes coverage under the policy, exclusions and limitations, what you must do to keep your policy in force, and what would cause your policy to be discontinued. Your John Hancock representative can provide you additional information to help you determine if this policy is suitable for your needs.

For the purposes of this presentation it is assumed that you are both the policy owner and the Life Insured. If you are not both the policy owner and the Life Insured, the discounts, rewards, and Fitbit will be provided only to the Life Insured to encourage participation in the program. Status is attained based on the actions of the life insured only.

"Vitality" refers collectively to the benefits provided by John Hancock's Healthy Engagement feature. The Vitality Group is the company that John Hancock is working with to administer these benefits.

Premium Savings will apply based on the Status attained by the life insured.

Rewards and discounts are subject to change and are not guaranteed to remain the same for the life of the policy.

Products or services offered under the Vitality Program are not insurance and are subject to change. There may be additional costs associated with these products or services and there are additional requirements associated with participation in the program. For more information, please contact the company at JohnHancockInsurance.com or via telephone at 888-333-2659.

This presentation is not valid unless presented with a complete basic illustration. Insurance products are issued by John Hancock Life Insurance Company (U.S.A.), Boston, MA 02116

Policy Form Series:
Rider Form Series:

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy
Valuable Information About Your Life Insurance Illustration

Protection UL Form: 22PROUL

Presented By: Advanced Markets

Illustration Assumptions

Sample
Female - Super Preferred NonSmoker
Age: 45
Initial Assumed Status: Bronze

Initial Death Benefit \$1,000,000
Face Amount \$1,000,000
Initial Planned Premium: \$5,502.00 / Billing Mode: Annual
Death Benefit Option 1; Cash Value Accumulation Test
State: Wisconsin

Based on Current Charges and an Initial Current Rate of 4.95%

Protection Universal Life Insurance

About This Illustration

This illustration is intended to assist you in understanding how your policy may perform over time given a specified set of assumptions applied to the features of the policy. The illustration is not intended to predict your actual policy performance.

Certain values shown in this illustration are guaranteed, and other values are not guaranteed. Unless otherwise stated, amounts credited and other values set forth in this illustration are not guaranteed.

Your policy's guaranteed values are determined at policy issue and are guaranteed not to change over the life of the policy. Non-guaranteed values may change from time-to-time in response to actions that you or the insured take, or changes that we make. For example, the interest rate credited to the Fixed Account may exceed the guaranteed rate, and monthly charges may be less than their corresponding maximum guaranteed charges. Illustrated values that are based upon non-guaranteed assumptions may be more favorable to you than the values shown based upon guaranteed assumptions.

We recommend that you review your policy's performance periodically to ensure you are on track to meet your goals. We also suggest you request in force illustrations from time to time which will also provide you with an updated projection of policy performance. You should review these documents with your financial professional.

This illustration is not a contract and will not become part of the policy. Descriptions provided in this illustration summarize some of the policy features; however, it does not supersede, nor should it be considered a substitute for, the policy contract. The policy constitutes the actual agreement of coverage and contains the entire terms of the contract. Capitalized terms referred to in this illustration have the meanings given in this illustration or in the policy contract.

The information provided by John Hancock to you or your financial professionals in connection with this sale is not intended as tax, legal, or investment advice or a recommendation to purchase John Hancock products and services. John Hancock and its representatives will receive compensation derived from such sales or services.

Brief Description of the Policy

The Protection Universal Life Insurance policy which you are considering provides death benefit protection and premium payment flexibility. Actions you or the insured take can affect your policy and the premium required to maintain coverage, such as:

- The amount and timing of premiums you pay
- Any loans, withdrawals, or material changes you make to your policy
- The insured's achieving, or not achieving, a certain Status level in regard to your policy's Healthy Engagement benefit

Your policy can also be affected by:

- Changes that we make to the current declared interest rate of the Fixed Account
- Changes to the current Cost of Insurance rates
- Changes to the qualification requirements for a Status level in regard to your policy's Healthy Engagement benefit

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John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Protection UL Form: 22PROUL

Valuable Information About Your Life Insurance Illustration (cont'd)

Presented By: Advanced Markets

Illustration Assumptions

Sample

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$1,000,000

Face Amount \$1,000,000

Initial Planned Premium: \$5,502.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Wisconsin

Based on Current Charges and an Initial Current Rate of 4.95%

Premiums You Pay

One of the advantages of Protection Universal Life Insurance is premium payment flexibility, allowing you to vary the amount and frequency of your payments as long as the premiums you pay, less premium charges, and interest amounts credited to your policy are sufficient to cover the Monthly Deductions and any other charges. Premiums are subject to maximum guidelines allowed by the Internal Revenue Code, and premium payments in excess of the Planned Premium are subject to our approval. Policy loans, withdrawals or changes in crediting rates to the Fixed Account could necessitate additional premium payments to maintain your insurance coverage. Premium limits and requirements may change after issue if unscheduled changes are made or if planned changes are made at different times than originally assumed.

This illustration assumes an initial Planned Premium of \$5,502.00 and that all subsequent premium payments are made at the beginning of each modal period you selected (e.g., monthly, annually). Paying less than the Planned Premium can have a negative impact on the policy and its guarantees. Reduced or discontinued premiums in future years are only possible if the premiums paid and amounts credited are sufficient to cover the Monthly Deduction and any other charges. The Minimum Initial Premium is shown on the Basic Illustration Summary page and is the minimum premium needed to put the policy in force.

Based on the initial Death Benefit and other policy assumptions shown in the illustration, the level annual premium to guarantee coverage for life is \$12,521.20. Premiums are subject to maximum guidelines allowed by the Internal Revenue Code.

Your Death Benefit

This illustration reflects an initial Death Benefit of \$1,000,000 (Option 1). The initial Death Benefit is composed of \$1,000,000 in Face Amount. The Net Death Benefit reflects the reduction of the Death Benefit by any Policy Debt (total loans plus any loan interest due).

This policy illustration shows the Death Benefit Protection feature guaranteeing the policy death benefit to the Life Insured's attained age 70.

As long as the Death Benefit Protection feature is in effect, your policy cannot lapse even if the Net Cash Surrender Value falls to zero or below. The Death Benefit Protection feature will stay in effect as long as the reference value called the Net Death Benefit Protection Value is greater than zero.

The Death Benefit Protection Value is a reference value and is only used to determine whether or not the Death Benefit Protection feature will stay in effect. The policy owner cannot access this reference value.

Like your Policy Value, the Death Benefit Protection Value is directly affected by the timing and amounts of premiums paid. To ensure that you have the Death Benefit Protection feature in effect for the period illustrated, it is important that premium payments are paid when they are due, otherwise your policy may lapse. For purposes of calculating your Death Benefit Protection Value, we will apply premiums retroactively to the beginning of the policy month in which they are received. Death benefit option changes, loans, withdrawals, rider termination or change, and/or face amount decreases will also affect the Death Benefit Protection feature. If a policy loan is outstanding, the Death Benefit Protection feature will not prevent your policy from lapsing if the Net Policy Value falls to zero. The Death Benefit Protection Feature cannot be reinstated after it lapses.

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John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy
Valuable Information About Your Life Insurance Illustration (cont'd)

Protection UL Form: 22PROUL

Presented By: Advanced Markets

Illustration Assumptions

Sample
Female - Super Preferred NonSmoker
Age: 45
Initial Assumed Status: Bronze

Initial Death Benefit \$1,000,000
Face Amount \$1,000,000
Initial Planned Premium: \$5,502.00 / Billing Mode: Annual
Death Benefit Option 1; Cash Value Accumulation Test
State: Wisconsin

Based on Current Charges and an Initial Current Rate of 4.95%

Your Policy Values and Interest Credits

Interest is illustrated at an initial assumed effective annual rate of 4.95%. We determine the rate of interest to be credited to the Policy Value based on our assessment of investment yields and other considerations as outlined in your policy. The current rate may increase or decrease, but at no point will the interest credited to the policy be lower than the guaranteed annual rate of 1%.

There is a guaranteed Persistency Bonus that is applied to the then current credited interest rate for contracts still in force at the beginning of Policy Year 6. The bonus will be 1.30% provided the current crediting rate is 2.00% or greater at that time. If the current crediting rate is less than 2% the bonus will be reduced proportionally to 0% as the current crediting rate approaches its guaranteed minimum crediting rate of 1%.

Our obligations under your policy are backed by our general account assets. In addition to fixed income investments, such as corporate bonds, we expect to invest a portion of the premiums received under this class of policies in equities and other longer-duration assets. This investment approach, which may be different from the mix expected with other universal life policies, is intended to produce results that would permit us to credit values that maximize your policy's performance over the longer term. However, this approach could also cause the policy to experience a higher degree of variability of results year-to-year relative to other universal life policies. It is important to review your annual statement and request periodic in-force illustrations to make sure your policy continues to meet your objectives.

Illustrations will be shown at the guaranteed minimum interest rate, and an assumed rate (or rates). An assumed illustrated rate will never be higher than the current rate, or lower than the guaranteed minimum rate. Values illustrated at the current or an assumed rate are not guarantees or estimates, but merely illustrate results on the basis of the selected assumption.

Changes in the rate of interest that we declare will affect the interest applied to your Policy Value. The table below shows how these changes could affect the continuation of your coverage, keeping other assumptions constant (including planned premiums, issue age, risk class and current charges):

| Interest Rate Assumption | Attained Age at Lapse* |
|----------------------------|------------------------|
| 4.95% Initial Current Rate | N/A |
| 4.45% | 93 |
| 3.95% | 89 |
| 3.45% | 87 |
| 2.95% | 85 |
| 2.45% | 84 |
| 1.95% | 82 |
| 1.45% | 80 |
| 1.00% Minimum Rate | 79 |

* In this table, the attained age at lapse is hypothetical only, based upon the assumed factors, and is not guaranteed. For instance, the mortality charges used in these calculations are less than the maximum charges.

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy
Valuable Information About Your Life Insurance Illustration (cont'd)

Protection UL Form: 22PROUL
Presented By: Advanced Markets

Illustration Assumptions

Sample
Female - Super Preferred NonSmoker
Age: 45
Initial Assumed Status: Bronze

Initial Death Benefit \$1,000,000
Face Amount \$1,000,000
Initial Planned Premium: \$5,502.00 / Billing Mode: Annual
Death Benefit Option 1; Cash Value Accumulation Test
State: Wisconsin
Based on Current Charges and an Initial Current Rate of 4.95%

Accessing Your Policy Value

Surrenders

You can surrender your policy for its cash value at any time. We will pay you the Policy Value less a Surrender Charge and any Policy Debt you may have.

Withdrawals

After your policy has been in force for one year, you can make partial cash withdrawals. Withdrawals reduce the Policy Value and the Death Benefit, and the amount of the withdrawal may be subject to a Surrender Charge. If illustrated, withdrawals are assumed to be taken at the beginning of the month.

Loans

Policy loans may be taken against the Policy Value at any time. The maximum loan amount available is the policy's Cash Surrender Value at the time of request, less any existing Policy Debt, less Monthly Deductions through the remainder of the Policy Year, all multiplied by one minus the rate of Loan Interest Charged for a policy loan. Interest is charged on the outstanding Policy Debt, and in the event that you do not pay the Loan Interest Charged in any Policy Year, it will be borrowed against the policy and added to the Policy Debt in arrears at the Policy Anniversary.

If projected, policy loans are assumed to be taken at the beginning of the month, and the loan interest rate used in this policy illustration is shown in the Policy Summary.

The net cost of a Loan equals the Loan Interest Charged less the sum of the Loan Interest Credited to the Loan Account. The loan interest rate charged is guaranteed not to exceed 15.0%. Loan interest is payable in arrears. The Loan Interest Credited Differential is guaranteed not to exceed 1.25% in years 1-10 and 0.25% in years 11+.

Other Policy Features and Benefits

Policy Continuation at Age 121

Provided your coverage is in effect on the policy anniversary nearest the date on which the Life Insured reaches attained age 121, coverage will continue thereafter. We will continue to credit interest to the Fixed Account. No additional charges, other than those for any outstanding policy loans, will be deducted.

Tax implications with respect to policies that continue beyond age 121 are not clear at the present time. We urge you to consult with your tax advisor regarding this issue.

Healthy Engagement Rider (Vitality PLUS)

The Healthy Engagement Rider provide the opportunity each year, beginning in policy year 2, to apply a Rider Credit to your Policy Value based on the Status achieved by the Life Insured. There are four Status levels: Bronze, Silver, Gold and Platinum. The achievement of a Status other than Bronze is dependent upon the Life Insured meeting certain Status Qualification Requirements in each year. On each Annual Processing Date, John Hancock will use the Life Insured's current Status as of that date to determine a schedule of Rider Credits that will be applied in the current policy year and the subsequent 19 policy years. The formula for determining Rider Credits is described in the policy and guaranteed not to change. The Status Qualification requirements may be changed, as described in the policy. Current Status Qualification Requirements can be found on www.JohnHancockVitality.com.

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy
Valuable Information About Your Life Insurance Illustration (cont'd)

Protection UL Form: 22PROUL

Presented By: Advanced Markets

Illustration Assumptions

Sample
Female - Super Preferred NonSmoker
Age: 45
Initial Assumed Status: Bronze

Initial Death Benefit \$1,000,000
Face Amount \$1,000,000
Initial Planned Premium: \$5,502.00 / Billing Mode: Annual
Death Benefit Option 1; Cash Value Accumulation Test
State: Wisconsin

Based on Current Charges and an Initial Current Rate of 4.95%

The rider is available for an additional charge of \$2 per month deducted from your Policy Value. This charge will be deducted until the Life Insured attains age 80 and the policy has reached its 10th policy anniversary, or we receive a request to discontinue the rider regardless of whether the Life Insured participates in the program and any Rider Credits are added to the Policy Value. If you elect this rider, you may discontinue it at any time and the rider charge will no longer be deducted from your Policy Value. The rider charge will cease when the Life Insured attains age 80, but they may continue to earn a Status. At the earlier of attained age 80 or the discontinuation of this rider, no new Rider Credits will be earned, and all previously earned Rider Credits will continue to apply as described in the policy. This rider cannot be reinstated after discontinuation.

This illustration assumes the Life Insured achieves a Status of Bronze. Achieving a different Status will affect the amount of Rider Credits applied. Rider Credits are applied to the Policy Value, and may be used to reduce the amount of premium required to maintain coverage and/or increase the policy's Death Benefit Protection Value as reflected in the attained ages at lapse shown below.

This table shows how achieving different Statuses could affect the continuation of coverage, keeping other assumptions constant (including planned premiums, issue age, risk class, current charges, and assumed interest crediting rate):

| Assumed Status (all years) | Attained Age at Lapse | |
|----------------------------|-----------------------------|----------------------------------|
| | Guaranteed Charges and Rate | Current Charges and Assumed Rate |
| Platinum | 82 | N/A |
| Gold | 81 | N/A |
| Silver | 74 | N/A |
| Bronze | 69 | N/A |

*The attained age at lapse is hypothetical and based on the same assumed premium payments and factors shown on the Basic Illustration Summary page.

This illustration includes a hypothetical scenario that assumes the Life Insured earns the illustrated status in all years assuming maximum charges and the guaranteed minimum crediting rate.

This illustration also includes a hypothetical scenario that assumes the Life Insured remains at Bronze status in all years and receives no Rider Credits. You may request additional illustrations with different assumptions to understand how a Status change can affect your policy.

John Hancock will treat the monthly rider charges as distributions from your life insurance policy for federal income tax purposes, and thus such charges may be includable in your taxable income if the policy is a MEC or the cost basis is \$0. If the policy is a MEC, a 10% penalty tax also may apply. See the "Taxation Of Life Insurance" section of this illustration for additional information. The value of some of the rewards such as gift cards and other cash equivalents may be includable in your taxable income and John Hancock would have to report them to the IRS on Form 1099-MISC if the combined value totals at least \$600 per year. Since the tax treatment of such benefits is subject to some uncertainty, you should consult your own tax advisor.

TAXATION OF LIFE INSURANCE

Important Notice

This is your Basic Illustration and is valid only if all illustration pages are included.

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John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Protection UL Form: 22PROUL

Valuable Information About Your Life Insurance Illustration (cont'd)

Presented By: Advanced Markets

Illustration Assumptions

Sample

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$1,000,000

Face Amount \$1,000,000

Initial Planned Premium: \$5,502.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Wisconsin

Based on Current Charges and an Initial Current Rate of 4.95%

The information contained in this illustration is based on certain tax and legal assumptions. We suggest that you seek professional tax counsel regarding the interpretation of current tax laws and accounting practices as they relate to your actual situation. This material does not constitute tax or legal advice and neither John Hancock nor any of its agents, employees or registered representatives are in the business of offering such advice. You should consult with your own tax advisor.

Definition of Life Insurance

Definition of Life Insurance testing has been performed on the assumed scale only and is dependent on the assumptions in that projection. It may not be applicable to the alternate projections shown.

In order to qualify for the income tax advantages of life insurance, a life insurance policy must satisfy one of two Definition of Life Insurance tests under Internal Revenue Code (IRC) Section 7702. This product uses the Cash Value Accumulation Test which requires that the Death Benefit be increased automatically, so that the Policy Value will never exceed the Net Single Premium for the Death Benefit.

The additional death benefit (described above) that is required in order to satisfy the Definition of Life Insurance is referred to as **Required Additional Death Benefit**.

Income Tax Treatment of Distributions from a Life Insurance Policy

Pre-death Distributions

The Cash Surrender Value in a life insurance policy grows on a tax-deferred basis. The Cash Surrender Value growth (gain) is not taxed unless it is distributed to the policyholder. If properly structured, you can access your Cash Surrender Value to provide a tax-free income subject to the limitations described below.

A policyholder may access their Cash Surrender Value prior to death by surrendering the policy, by taking a withdrawal or by taking a loan. Certain rider charges are treated as distributions from the policy's Cash Surrender Value. If the policy is not a Modified Endowment Contract (described below), these pre-death distributions are generally treated as a return of the policyholder's investment in the contract (cost basis). Most distributions reduce the policyholder's investment in the contract (cost basis) until it has been reduced to \$0. Any further distributions would be considered to be paid from the gain in the policy and are includible in gross income.

Exceptions:

- A loan is not considered to be a distribution from the policy for tax purposes unless the policy lapses or is surrendered with an outstanding loan or the policy is a MEC. The outstanding loan is included in the Cash Surrender Value used for determining the gain in the policy, which may result in the loan being taxable upon surrender or lapse, even if net Cash Surrender Value paid to the policyholder at that time is \$0.
- Withdrawals in the first 15 years from heavily funded non-MECs are taxed on a gain-first basis under the recapture ceiling of IRC Section 7702(f)(7).

Modified Endowment Contract (MEC)

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John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Protection UL Form: 22PROUL

Valuable Information About Your Life Insurance Illustration (cont'd)

Presented By: Advanced Markets

Illustration Assumptions

Sample

Initial Death Benefit \$1,000,000

Female - Super Preferred NonSmoker

Face Amount \$1,000,000

Age: 45

Initial Planned Premium: \$5,502.00 / Billing Mode: Annual

Initial Assumed Status: Bronze

Death Benefit Option 1; Cash Value Accumulation Test

State: Wisconsin

Based on Current Charges and an Initial Current Rate of 4.95%

The Technical and Miscellaneous Revenue Act (TAMRA) of 1988 classifies some policies as Modified Endowment Contracts (MECs). A policy is classified as a MEC if it fails to satisfy the 7-Pay Test of IRC section 7702A. The test is failed if the sum of premiums paid reduced by non-taxable withdrawals and other non-taxable distributions at any time in the first 7 years exceeds the sum of the 7-Pay premiums. Certain policy changes will require adjustments to the 7-Pay Premiums and may require the test to be performed again. Pre-death distributions from a MEC, and those taken during the two years before a policy has become a MEC, are subject to less favorable (gain-first) income tax treatment than a non-MEC Life Insurance Contract and may also be subject to a 10% penalty tax. Your policy is in a gain position when the Policy Value is greater than the investment in the contract (cost basis). Unlike non-MEC tax treatment, loans from and assignments of a policy are also distributions from a MEC and are subject to gain-first taxation. We recommend you consult your tax advisor prior to taking any action on your policy that may cause it to become a MEC.

TAMRA testing has been performed on the assumed scale only and is dependent on the assumptions in that projection. It may not be applicable to the alternate projections shown. The initial annual 7-pay premium for this policy is \$52,092.00.

Based on our interpretation of TAMRA, this policy as illustrated would not be considered a Modified Endowment Contract (MEC). Whether and when your policy might become a MEC depends on the timing and amounts of premium payments, withdrawals you take, changes in the policy's non-guaranteed elements, your actual use of the policy's options, and any policy changes you make. For more information please select the TAMRA Optional Report.

Payment or Accelerations of Death Benefits

Subject to certain exceptions described in Employer-owned Life Insurance below, payments of the Death Benefit (including accelerations of the Death Benefit under a Long-Term Care or Terminal Illness Rider) are intended to be income tax free, regardless of whether or not your policy is classified as a MEC. With appropriate planning, Death Benefits may also be received estate tax free.

Employer-owned Life Insurance

If the owner of the policy is the employer of the life insured, Section 101(j) of the Internal Revenue Code specifies a number of requirements that must be satisfied in order for life insurance death benefits to be excluded from income taxation. The life insureds must be the employer's directors and "highly compensated" employees (as is defined by law). If the life insured is not a director or highly compensated employee, then the policy's death benefit must be paid out to the life insured (or to the life insured's designated beneficiary) or used to redeem an equity interest in the employer. **Before the issuance of the policy**, the insured must (1) be notified in writing that the employer/policy owner intends to insure the employee's life and the maximum face amount for which the employee could be insured; (2) give his/her written consent to being insured under the policy and agree that such coverage may continue after the life insured terminates employment; and (3) be informed in writing that the employer/policy owner will be a beneficiary of any proceeds payable upon the death of the life insured. Finally, the employer/policy owner is required to keep records and make an annual report concerning its employer-owned life insurance policies. Taxpayers should seek the counsel of qualified tax professionals to determine the applicability of IRC Section 101(j) or other provisions of federal tax law and/or compliance with the requirements of any such law or regulation.

Other Considerations

This illustration assumes that the currently illustrated non-guaranteed elements will continue unchanged for all years shown. This is not likely to occur, and the actual results may be more or less favorable. Future credits and deductions can vary at the company's discretion depending upon factors such as death claims, investment earnings and expenses, as well as policy owner actions such as timing and amount of premium payments, policy lapse and reinstatement, loans and withdrawals, and contractual charges.

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John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy
Valuable Information About Your Life Insurance Illustration (cont'd)

Protection UL Form: 22PROUL

Presented By: Advanced Markets

Illustration Assumptions

| | |
|------------------------------------|---|
| Sample | Initial Death Benefit \$1,000,000 |
| Female - Super Preferred NonSmoker | Face Amount \$1,000,000 |
| Age: 45 | Initial Planned Premium: \$5,502.00 / Billing Mode: Annual |
| Initial Assumed Status: Bronze | Death Benefit Option 1; Cash Value Accumulation Test |
| | State: Wisconsin |
| | Based on Current Charges and an Initial Current Rate of 4.95% |

Important Disclosure

No information provided by John Hancock to you or your financial professional in connection with this sale is intended as tax, legal or investment advice. This illustration and all other information and materials provided by John Hancock as part of this sale are not intended to be nor shall they be construed as providing impartial advice or recommendations in connection with this policy. John Hancock and its representatives will receive compensation derived from such sales or services.

Protection UL is issued by John Hancock Life Insurance Company (U.S.A.) of Boston, MA 02116. John Hancock Life Insurance Company (U.S.A.) consistently receives high financial credit ratings from independent rating agencies. For more information, please visit our website at www.JohnHancock.com.

For more than a century, JH has offered security and high-quality products to its customers. The company's experience and resources allow it to provide first class financial solutions to customers in every market in which it operates.

Protection UL

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Basic Illustration Summary

Protection UL Form: 22PROUL

Presented By: Advanced Markets

Illustration Assumptions

Sample Initial Death Benefit \$1,000,000
Female - Super Preferred NonSmoker Face Amount \$1,000,000
Age: 45 Initial Planned Premium: \$5,502.00 / Billing Mode: Annual
Initial Assumed Status: Bronze Death Benefit Option 1; Cash Value Accumulation Test
 State: Wisconsin
 Based on Current Charges and an Initial Current Rate of 4.95%

Coverage Summary

| Coverage Description | Initial Amount | Initial Premium |
|-----------------------------------|----------------|-----------------|
| Face Amount - Level for all years | \$1,000,000 | \$5,502.00 |
| Healthy Engagement Rider | | |

Policy Summary

| | | |
|---|-------------|----------------|
| State | Wisconsin | |
| Death Benefit Option | 1 | From 1 Thru 76 |
| Definition of Life Insurance | CVAT | |
| Payment Mode | Annual | |
| Charges | Current | |
| Assumed Interest Rate | 4.95% | From 1 Thru 5 |
| (includes non-guaranteed persistency bonus) | 6.25% | From 6 Thru 76 |
| Loan Interest Rate | 5.00% | From 1 Thru 76 |
| Employee Tax Bracket | 35.00% | From 1 Thru 76 |
| Employer Tax Bracket | 30.00% | From 1 Thru 76 |
| Initial 7-Pay Premium | \$52,092.00 | |
| Target Premium | \$5,813.48 | |
| Minimum Initial Premium | \$352.68 | |
| Death Benefit Protection Period | 25 Years | |
| Based on Guaranteed Assumptions | | |
| Assumed Status | Bronze | |
| LifeTrack Billing | Yes | |
| Illustration Serial Number | 9BCED4BF2 | |

Interest Adjusted Indexes on Insured at 5%

| | -----Payment----- | | -----Cost----- | |
|------------------------|-------------------|---------|----------------|---------|
| | 10 Year | 20 Year | 10 Year | 20 Year |
| Guaranteed | 5.50 | 5.50 | 4.76 | 5.10 |
| Current | 5.50 | 5.50 | 4.06 | 3.43 |
| Non-guaranteed Element | 0.00 | 0.00 | 0.70 | 1.67 |

Interest Adjusted Indexes

These indexes provide a means for evaluating the comparative cost of the policy under stated assumptions. They can be useful in comparing similar plans of insurance, a lower index being better than a higher one. These indexes reflect the time value of money. Indexes are approximate because they involve assumptions, including the rate of interest used.

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION A Flexible Premium Universal Life Insurance Policy Numeric Summary

Protection UL Form: 22PROUL

Presented By: Advanced Markets

Illustration Assumptions

Sample
Female - Super Preferred NonSmoker
Age: 45
Initial Assumed Status: Bronze

Initial Death Benefit \$1,000,000
Face Amount \$1,000,000
Initial Planned Premium: \$5,502.00 / Billing Mode: Annual
Death Benefit Option 1; Cash Value Accumulation Test
State: Wisconsin

GUARANTEED ASSUMPTIONS

These policy benefits and values are based on the guaranteed interest of 1.00% and guaranteed charges. Based on your Planned Premium Outlay, the policy would remain in force until policy year 25, month 12*.

NON-GUARANTEED ASSUMPTIONS

These policy benefits and values are based on non-guaranteed elements that are subject to change by the insurer. Actual results may be more or less favorable.

ASSUMED SCALE:

Policy benefits and values are based on the initial current interest rate of 4.95% and current charges. Based on your Planned Premium Outlay, the policy would remain in force until age 121*.

MIDPOINT SCALE:

Assumes the midpoint interest rate and charges which are halfway between current and guaranteed. Based on your Planned Premium Outlay, the policy would remain in force until policy year 34, month 6*.

Premiums are assumed to be paid at the beginning of each modal period. Policy values, including surrender values and death benefits, are illustrated as of the end of the year, unless otherwise noted.

* See Policy Continuation at Age 121 on "Valuable Information" page.

Representative's Address:
Advanced Markets
197 Clarendon St.
Boston, MA 02116
888-266-7498, Option #3

| SUMMARY YEARS | GUARANTEED ASSUMPTIONS | NON-GUARANTEED ASSUMPTIONS | |
|----------------------------|------------------------|----------------------------|---------------|
| | | Midpoint Scale | Assumed Scale |
| Years Premium Paid in Cash | 25 | 34 | 64 |
| Summary Year 5 | | | |
| Net Surrender Value | 13 | 569 | 1,154 |
| Net Death Benefit | 1,000,000 | 1,000,000 | 1,000,000 |
| Summary Year 10 | | | |
| Net Surrender Value | 9,790 | 14,351 | 19,070 |
| Net Death Benefit | 1,000,000 | 1,000,000 | 1,000,000 |
| Summary Year 20 | | | |
| Net Surrender Value | 14,010 | 40,731 | 71,808 |
| Net Death Benefit | 1,000,000 | 1,000,000 | 1,000,000 |
| Summary Age 70 | | | |
| Net Surrender Value | 0 | 46,855 | 108,626 |
| Net Death Benefit | 0 | 1,000,000 | 1,000,000 |

I have received a copy of this illustration and understand that any non-guaranteed elements illustrated are subject to change and could be either higher or lower. The representative has told me they are not guaranteed. **I further understand that the guarantees provided by the Death Benefit Protection feature are directly affected by the amount and timing of premiums paid.**

Applicant: _____ Date: _____
(Signature) (mm/dd/yyyy)

I certify that this illustration has been presented to the applicant and that I have explained that any non-guaranteed elements illustrated are subject to change. I have made no statements that are inconsistent with the illustration.

Representative: _____ Date: _____
(Signature) (mm/dd/yyyy)

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Guaranteed and Nonguaranteed Values

Protection UL Form: 22PROUL

Presented By: Advanced Markets

Illustration Assumptions

Sample

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$1,000,000

Face Amount \$1,000,000

Initial Planned Premium: \$5,502.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Wisconsin

| Policy Year | EOY Age | Planned Premium | End of Year Guaranteed Assumptions 1.00% Minimum Rate, Maximum Charges | | | End of Year Non-Guaranteed Assumptions 4.95% Initial Current Rate, Current Charges | | |
|-------------|---------|-----------------|---|---------------------|-------------------|---|---------------------|-------------------|
| | | | Policy Value | Net Surrender Value | Net Death Benefit | Policy Value | Net Surrender Value | Net Death Benefit |
| 1 | 46 | 5,502 | 1,565 | 0 | 1,000,000 | 1,653 | 0 | 1,000,000 |
| 2 | 47 | 5,502 | 3,068 | 0 | 1,000,000 | 3,311 | 0 | 1,000,000 |
| 3 | 48 | 5,502 | 4,535 | 0 | 1,000,000 | 5,003 | 0 | 1,000,000 |
| 4 | 49 | 5,502 | 5,955 | 0 | 1,000,000 | 6,722 | 0 | 1,000,000 |
| 5 | 50 | 5,502 | 7,355 | 13 | 1,000,000 | 8,495 | 1,154 | 1,000,000 |
| 6 | 51 | 5,502 | 8,186 | 2,289 | 1,000,000 | 10,470 | 4,573 | 1,000,000 |
| 7 | 52 | 5,502 | 8,902 | 4,450 | 1,000,000 | 12,533 | 8,081 | 1,000,000 |
| 8 | 53 | 5,502 | 9,448 | 6,440 | 1,000,000 | 14,673 | 11,666 | 1,000,000 |
| 9 | 54 | 5,502 | 9,793 | 8,230 | 1,000,000 | 16,892 | 15,328 | 1,000,000 |
| 10 | 55 | 5,502 | 9,910 | 9,790 | 1,000,000 | 19,190 | 19,070 | 1,000,000 |
| Totals: | | 55,020 | | | | | | |
| 11 | 56 | 5,502 | 11,390 | 11,390 | 1,000,000 | 23,279 | 23,279 | 1,000,000 |
| 12 | 57 | 5,502 | 12,687 | 12,687 | 1,000,000 | 27,593 | 27,593 | 1,000,000 |
| 13 | 58 | 5,502 | 13,797 | 13,797 | 1,000,000 | 32,143 | 32,143 | 1,000,000 |
| 14 | 59 | 5,502 | 14,706 | 14,706 | 1,000,000 | 36,941 | 36,941 | 1,000,000 |
| 15 | 60 | 5,502 | 15,408 | 15,408 | 1,000,000 | 42,013 | 42,013 | 1,000,000 |
| 16 | 61 | 5,502 | 15,865 | 15,865 | 1,000,000 | 47,375 | 47,375 | 1,000,000 |
| 17 | 62 | 5,502 | 16,024 | 16,024 | 1,000,000 | 53,027 | 53,027 | 1,000,000 |
| 18 | 63 | 5,502 | 15,816 | 15,816 | 1,000,000 | 58,984 | 58,984 | 1,000,000 |
| 19 | 64 | 5,502 | 15,172 | 15,172 | 1,000,000 | 65,248 | 65,248 | 1,000,000 |
| 20 | 65 | 5,502 | 14,010 | 14,010 | 1,000,000 | 71,808 | 71,808 | 1,000,000 |
| Totals: | | 110,040 | | | | | | |

These policy benefits and values are based on non-guaranteed elements that are subject to change by the insurer. Actual results may be more or less favorable.

Indicates that the policy has lapsed under the illustrated assumption. Additional premium would be required to maintain policy benefits.

This is your Basic Illustration and is valid only if all illustration pages are included.

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Guaranteed and Nonguaranteed Values (cont'd)

Protection UL Form: 22PROUL

Presented By: Advanced Markets

Illustration Assumptions

Sample

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$1,000,000

Face Amount \$1,000,000

Initial Planned Premium: \$5,502.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Wisconsin

| Policy Year | EOY Age | Planned Premium | End of Year Guaranteed Assumptions 1.00% Minimum Rate, Maximum Charges | | | End of Year Non-Guaranteed Assumptions 4.95% Initial Current Rate, Current Charges | | |
|-------------|---------|-----------------|---|---------------------|-------------------|---|---------------------|-------------------|
| | | | Policy Value | Net Surrender Value | Net Death Benefit | Policy Value | Net Surrender Value | Net Death Benefit |
| 21 | 66 | 5,502 | 12,244 | 12,244 | 1,000,000 | 78,592 | 78,592 | 1,000,000 |
| 22 | 67 | 5,502 | 9,826 | 9,826 | 1,000,000 | 85,681 | 85,681 | 1,000,000 |
| 23 | 68 | 5,502 | 6,662 | 6,662 | 1,000,000 | 93,061 | 93,061 | 1,000,000 |
| 24 | 69 | 5,502 | 2,649 | 2,649 | 1,000,000 | 100,717 | 100,717 | 1,000,000 |
| 25 | 70 | 5,502 | ## | ## | ## | 108,626 | 108,626 | 1,000,000 |
| 26 | 71 | 5,502 | | | | 116,756 | 116,756 | 1,000,000 |
| 27 | 72 | 5,502 | | | | 125,189 | 125,189 | 1,000,000 |
| 28 | 73 | 5,502 | | | | 133,900 | 133,900 | 1,000,000 |
| 29 | 74 | 5,502 | | | | 142,897 | 142,897 | 1,000,000 |
| 30 | 75 | 5,502 | | | | 152,158 | 152,158 | 1,000,000 |
| Totals: | | 165,060 | | | | | | |
| 31 | 76 | 5,502 | | | | 161,378 | 161,378 | 1,000,000 |
| 32 | 77 | 5,502 | | | | 170,769 | 170,769 | 1,000,000 |
| 33 | 78 | 5,502 | | | | 180,303 | 180,303 | 1,000,000 |
| 34 | 79 | 5,502 | | | | 189,925 | 189,925 | 1,000,000 |
| 35 | 80 | 5,502 | | | | 199,606 | 199,606 | 1,000,000 |
| 36 | 81 | 5,502 | | | | 209,288 | 209,288 | 1,000,000 |
| 37 | 82 | 5,502 | | | | 218,931 | 218,931 | 1,000,000 |
| 38 | 83 | 5,502 | | | | 228,641 | 228,641 | 1,000,000 |
| 39 | 84 | 5,502 | | | | 238,467 | 238,467 | 1,000,000 |
| 40 | 85 | 5,502 | | | | 248,387 | 248,387 | 1,000,000 |
| Totals: | | 220,080 | | | | | | |

These policy benefits and values are based on non-guaranteed elements that are subject to change by the insurer. Actual results may be more or less favorable.

Indicates that the policy has lapsed under the illustrated assumption. Additional premium would be required to maintain policy benefits.

This is your Basic Illustration and is valid only if all illustration pages are included.

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Guaranteed and Nonguaranteed Values (cont'd)

Protection UL Form: 22PROUL

Presented By: Advanced Markets

Illustration Assumptions

Sample

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$1,000,000

Face Amount \$1,000,000

Initial Planned Premium: \$5,502.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Wisconsin

| Policy Year | EOY Age | Planned Premium | End of Year Guaranteed Assumptions 1.00% Minimum Rate, Maximum Charges | | | End of Year Non-Guaranteed Assumptions 4.95% Initial Current Rate, Current Charges | | |
|-------------|---------|-----------------|---|---------------------|-------------------|---|---------------------|-------------------|
| | | | Policy Value | Net Surrender Value | Net Death Benefit | Policy Value | Net Surrender Value | Net Death Benefit |
| 41 | 86 | 5,502 | | | | 256,238 | 256,238 | 1,000,000 |
| 42 | 87 | 5,502 | | | | 263,806 | 263,806 | 1,000,000 |
| 43 | 88 | 5,502 | | | | 271,049 | 271,049 | 1,000,000 |
| 44 | 89 | 5,502 | | | | 277,890 | 277,890 | 1,000,000 |
| 45 | 90 | 5,502 | | | | 284,262 | 284,262 | 1,000,000 |
| 46 | 91 | 5,502 | | | | 290,221 | 290,221 | 1,000,000 |
| 47 | 92 | 5,502 | | | | 295,835 | 295,835 | 1,000,000 |
| 48 | 93 | 5,502 | | | | 301,137 | 301,137 | 1,000,000 |
| 49 | 94 | 5,502 | | | | 306,222 | 306,222 | 1,000,000 |
| 50 | 95 | 5,502 | | | | 311,305 | 311,305 | 1,000,000 |
| Totals: | | 275,100 | | | | | | |
| 51 | 96 | 5,502 | | | | 316,529 | 316,529 | 1,000,000 |
| 52 | 97 | 5,502 | | | | 321,834 | 321,834 | 1,000,000 |
| 53 | 98 | 5,502 | | | | 327,529 | 327,529 | 1,000,000 |
| 54 | 99 | 5,502 | | | | 332,468 | 332,468 | 1,000,000 |
| 55 | 100 | 5,502 | | | | 336,878 | 336,878 | 1,000,000 |
| 56 | 101 | 5,502 | | | | 341,132 | 341,132 | 1,000,000 |
| 57 | 102 | 5,502 | | | | 345,413 | 345,413 | 1,000,000 |
| 58 | 103 | 5,502 | | | | 350,256 | 350,256 | 1,000,000 |
| 59 | 104 | 5,502 | | | | 356,541 | 356,541 | 1,000,000 |
| 60 | 105 | 5,502 | | | | 365,766 | 365,766 | 1,000,000 |
| Totals: | | 330,120 | | | | | | |

These policy benefits and values are based on non-guaranteed elements that are subject to change by the insurer. Actual results may be more or less favorable.

Indicates that the policy has lapsed under the illustrated assumption. Additional premium would be required to maintain policy benefits.

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John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Guaranteed and Nonguaranteed Values (cont'd)

Protection UL Form: 22PROUL

Presented By: Advanced Markets

Illustration Assumptions

Sample

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$1,000,000

Face Amount \$1,000,000

Initial Planned Premium: \$5,502.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Wisconsin

| Policy Year | EOY Age | Planned Premium | End of Year Guaranteed Assumptions 1.00% Minimum Rate, Maximum Charges | | | End of Year Non-Guaranteed Assumptions 4.95% Initial Current Rate, Current Charges | | |
|-------------|---------|-----------------|---|---------------------|-------------------|---|---------------------|-------------------|
| | | | Policy Value | Net Surrender Value | Net Death Benefit | Policy Value | Net Surrender Value | Net Death Benefit |
| 61 | 106 | 5,502 | | | | 379,915 | 379,915 | 1,000,000 |
| 62 | 107 | 5,502 | | | | 403,705 | 403,705 | 1,000,000 |
| 63 | 108 | 5,502 | | | | 433,627 | 433,627 | 1,000,000 |
| 64 | 109 | 5,502 | | | | 465,523 | 465,523 | 1,000,000 |
| 65 | 110 | 0 | | | | 496,124 | 496,124 | 1,000,000 |
| 66 | 111 | 0 | | | | 528,744 | 528,744 | 1,000,000 |
| 67 | 112 | 0 | | | | 563,516 | 563,516 | 1,000,000 |
| 68 | 113 | 0 | | | | 600,584 | 600,584 | 1,000,000 |
| 69 | 114 | 0 | | | | 640,099 | 640,099 | 1,000,000 |
| 70 | 115 | 0 | | | | 682,221 | 682,221 | 1,000,000 |
| Totals: | | 352,128 | | | | | | |
| 71 | 116 | 0 | | | | 727,123 | 727,123 | 1,000,000 |
| 72 | 117 | 0 | | | | 774,989 | 774,989 | 1,000,000 |
| 73 | 118 | 0 | | | | 826,014 | 826,014 | 1,000,000 |
| 74 | 119 | 0 | | | | 880,407 | 880,407 | 1,000,000 |
| 75 | 120 | 0 | | | | 938,389 | 938,389 | 1,000,000 |
| 76 | 121 | 0 | | | | 1,000,199 | 1,000,199 | 1,000,199 |
| 77 | 122 | 0 | | | | 1,062,711 | 1,062,711 | 1,062,711 |
| 78 | 123 | 0 | | | | 1,129,131 | 1,129,131 | 1,129,131 |
| 79 | 124 | 0 | | | | 1,199,701 | 1,199,701 | 1,199,701 |
| 80 | 125 | 0 | | | | 1,274,683 | 1,274,683 | 1,274,683 |
| Totals: | | 352,128 | | | | | | |

These policy benefits and values are based on non-guaranteed elements that are subject to change by the insurer. Actual results may be more or less favorable.

Indicates that the policy has lapsed under the illustrated assumption. Additional premium would be required to maintain policy benefits.

This is your Basic Illustration and is valid only if all illustration pages are included.

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Death Benefit Illustration

Protection UL Form: 22PROUL

Presented By: Advanced Markets

Illustration Assumptions

Sample

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$1,000,000

Face Amount \$1,000,000

Initial Planned Premium: \$5,502.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Wisconsin

Based on Current Charges and an Initial Current Rate of 4.95%

| Policy Year | EOY Age | Planned Premium | Face Amount | Required Additional Death Benefit | Policy Value | Total Death Benefit | Net Death Benefit |
|-------------|---------|-----------------|-------------|-----------------------------------|--------------|---------------------|-------------------|
| 1 | 46 | 5,502 | 1,000,000 | 0 | 1,653 | 1,000,000 | 1,000,000 |
| 2 | 47 | 5,502 | 1,000,000 | 0 | 3,311 | 1,000,000 | 1,000,000 |
| 3 | 48 | 5,502 | 1,000,000 | 0 | 5,003 | 1,000,000 | 1,000,000 |
| 4 | 49 | 5,502 | 1,000,000 | 0 | 6,722 | 1,000,000 | 1,000,000 |
| 5 | 50 | 5,502 | 1,000,000 | 0 | 8,495 | 1,000,000 | 1,000,000 |
| 6 | 51 | 5,502 | 1,000,000 | 0 | 10,470 | 1,000,000 | 1,000,000 |
| 7 | 52 | 5,502 | 1,000,000 | 0 | 12,533 | 1,000,000 | 1,000,000 |
| 8 | 53 | 5,502 | 1,000,000 | 0 | 14,673 | 1,000,000 | 1,000,000 |
| 9 | 54 | 5,502 | 1,000,000 | 0 | 16,892 | 1,000,000 | 1,000,000 |
| 10 | 55 | 5,502 | 1,000,000 | 0 | 19,190 | 1,000,000 | 1,000,000 |
| Totals: | | 55,020 | | | | | |
| 11 | 56 | 5,502 | 1,000,000 | 0 | 23,279 | 1,000,000 | 1,000,000 |
| 12 | 57 | 5,502 | 1,000,000 | 0 | 27,593 | 1,000,000 | 1,000,000 |
| 13 | 58 | 5,502 | 1,000,000 | 0 | 32,143 | 1,000,000 | 1,000,000 |
| 14 | 59 | 5,502 | 1,000,000 | 0 | 36,941 | 1,000,000 | 1,000,000 |
| 15 | 60 | 5,502 | 1,000,000 | 0 | 42,013 | 1,000,000 | 1,000,000 |
| 16 | 61 | 5,502 | 1,000,000 | 0 | 47,375 | 1,000,000 | 1,000,000 |
| 17 | 62 | 5,502 | 1,000,000 | 0 | 53,027 | 1,000,000 | 1,000,000 |
| 18 | 63 | 5,502 | 1,000,000 | 0 | 58,984 | 1,000,000 | 1,000,000 |
| 19 | 64 | 5,502 | 1,000,000 | 0 | 65,248 | 1,000,000 | 1,000,000 |
| 20 | 65 | 5,502 | 1,000,000 | 0 | 71,808 | 1,000,000 | 1,000,000 |
| Totals: | | 110,040 | | | | | |
| 21 | 66 | 5,502 | 1,000,000 | 0 | 78,592 | 1,000,000 | 1,000,000 |
| 22 | 67 | 5,502 | 1,000,000 | 0 | 85,681 | 1,000,000 | 1,000,000 |
| 23 | 68 | 5,502 | 1,000,000 | 0 | 93,061 | 1,000,000 | 1,000,000 |
| 24 | 69 | 5,502 | 1,000,000 | 0 | 100,717 | 1,000,000 | 1,000,000 |
| 25 | 70 | 5,502 | 1,000,000 | 0 | 108,626 | 1,000,000 | 1,000,000 |
| 26 | 71 | 5,502 | 1,000,000 | 0 | 116,756 | 1,000,000 | 1,000,000 |
| 27 | 72 | 5,502 | 1,000,000 | 0 | 125,189 | 1,000,000 | 1,000,000 |
| 28 | 73 | 5,502 | 1,000,000 | 0 | 133,900 | 1,000,000 | 1,000,000 |
| 29 | 74 | 5,502 | 1,000,000 | 0 | 142,897 | 1,000,000 | 1,000,000 |
| 30 | 75 | 5,502 | 1,000,000 | 0 | 152,158 | 1,000,000 | 1,000,000 |
| Totals: | | 165,060 | | | | | |

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Death Benefit Illustration (cont'd)

Protection UL Form: 22PROUL

Presented By: Advanced Markets

Illustration Assumptions

Sample

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$1,000,000

Face Amount \$1,000,000

Initial Planned Premium: \$5,502.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Wisconsin

Based on Current Charges and an Initial Current Rate of 4.95%

| Policy Year | EOY Age | Planned Premium | Face Amount | Required Additional Death Benefit | Policy Value | Total Death Benefit | Net Death Benefit |
|-------------|---------|-----------------|-------------|-----------------------------------|--------------|---------------------|-------------------|
| 31 | 76 | 5,502 | 1,000,000 | 0 | 161,378 | 1,000,000 | 1,000,000 |
| 32 | 77 | 5,502 | 1,000,000 | 0 | 170,769 | 1,000,000 | 1,000,000 |
| 33 | 78 | 5,502 | 1,000,000 | 0 | 180,303 | 1,000,000 | 1,000,000 |
| 34 | 79 | 5,502 | 1,000,000 | 0 | 189,925 | 1,000,000 | 1,000,000 |
| 35 | 80 | 5,502 | 1,000,000 | 0 | 199,606 | 1,000,000 | 1,000,000 |
| 36 | 81 | 5,502 | 1,000,000 | 0 | 209,288 | 1,000,000 | 1,000,000 |
| 37 | 82 | 5,502 | 1,000,000 | 0 | 218,931 | 1,000,000 | 1,000,000 |
| 38 | 83 | 5,502 | 1,000,000 | 0 | 228,641 | 1,000,000 | 1,000,000 |
| 39 | 84 | 5,502 | 1,000,000 | 0 | 238,467 | 1,000,000 | 1,000,000 |
| 40 | 85 | 5,502 | 1,000,000 | 0 | 248,387 | 1,000,000 | 1,000,000 |
| Totals: | | 220,080 | | | | | |
| 41 | 86 | 5,502 | 1,000,000 | 0 | 256,238 | 1,000,000 | 1,000,000 |
| 42 | 87 | 5,502 | 1,000,000 | 0 | 263,806 | 1,000,000 | 1,000,000 |
| 43 | 88 | 5,502 | 1,000,000 | 0 | 271,049 | 1,000,000 | 1,000,000 |
| 44 | 89 | 5,502 | 1,000,000 | 0 | 277,890 | 1,000,000 | 1,000,000 |
| 45 | 90 | 5,502 | 1,000,000 | 0 | 284,262 | 1,000,000 | 1,000,000 |
| 46 | 91 | 5,502 | 1,000,000 | 0 | 290,221 | 1,000,000 | 1,000,000 |
| 47 | 92 | 5,502 | 1,000,000 | 0 | 295,835 | 1,000,000 | 1,000,000 |
| 48 | 93 | 5,502 | 1,000,000 | 0 | 301,137 | 1,000,000 | 1,000,000 |
| 49 | 94 | 5,502 | 1,000,000 | 0 | 306,222 | 1,000,000 | 1,000,000 |
| 50 | 95 | 5,502 | 1,000,000 | 0 | 311,305 | 1,000,000 | 1,000,000 |
| Totals: | | 275,100 | | | | | |
| 51 | 96 | 5,502 | 1,000,000 | 0 | 316,529 | 1,000,000 | 1,000,000 |
| 52 | 97 | 5,502 | 1,000,000 | 0 | 321,834 | 1,000,000 | 1,000,000 |
| 53 | 98 | 5,502 | 1,000,000 | 0 | 327,529 | 1,000,000 | 1,000,000 |
| 54 | 99 | 5,502 | 1,000,000 | 0 | 332,468 | 1,000,000 | 1,000,000 |
| 55 | 100 | 5,502 | 1,000,000 | 0 | 336,878 | 1,000,000 | 1,000,000 |
| 56 | 101 | 5,502 | 1,000,000 | 0 | 341,132 | 1,000,000 | 1,000,000 |
| 57 | 102 | 5,502 | 1,000,000 | 0 | 345,413 | 1,000,000 | 1,000,000 |
| 58 | 103 | 5,502 | 1,000,000 | 0 | 350,256 | 1,000,000 | 1,000,000 |
| 59 | 104 | 5,502 | 1,000,000 | 0 | 356,541 | 1,000,000 | 1,000,000 |
| 60 | 105 | 5,502 | 1,000,000 | 0 | 365,766 | 1,000,000 | 1,000,000 |
| Totals: | | 330,120 | | | | | |

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Death Benefit Illustration (cont'd)

Protection UL Form: 22PROUL

Presented By: Advanced Markets

Illustration Assumptions

Sample

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$1,000,000

Face Amount \$1,000,000

Initial Planned Premium: \$5,502.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Wisconsin

Based on Current Charges and an Initial Current Rate of 4.95%

| Policy Year | EOY Age | Planned Premium | Face Amount | Required Additional Death Benefit | Policy Value | Total Death Benefit | Net Death Benefit |
|-------------|---------|-----------------|-------------|-----------------------------------|--------------|---------------------|-------------------|
| 61 | 106 | 5,502 | 1,000,000 | 0 | 379,915 | 1,000,000 | 1,000,000 |
| 62 | 107 | 5,502 | 1,000,000 | 0 | 403,705 | 1,000,000 | 1,000,000 |
| 63 | 108 | 5,502 | 1,000,000 | 0 | 433,627 | 1,000,000 | 1,000,000 |
| 64 | 109 | 5,502 | 1,000,000 | 0 | 465,523 | 1,000,000 | 1,000,000 |
| 65 | 110 | 0 | 1,000,000 | 0 | 496,124 | 1,000,000 | 1,000,000 |
| 66 | 111 | 0 | 1,000,000 | 0 | 528,744 | 1,000,000 | 1,000,000 |
| 67 | 112 | 0 | 1,000,000 | 0 | 563,516 | 1,000,000 | 1,000,000 |
| 68 | 113 | 0 | 1,000,000 | 0 | 600,584 | 1,000,000 | 1,000,000 |
| 69 | 114 | 0 | 1,000,000 | 0 | 640,099 | 1,000,000 | 1,000,000 |
| 70 | 115 | 0 | 1,000,000 | 0 | 682,221 | 1,000,000 | 1,000,000 |
| Totals: | | 352,128 | | | | | |
| 71 | 116 | 0 | 1,000,000 | 0 | 727,123 | 1,000,000 | 1,000,000 |
| 72 | 117 | 0 | 1,000,000 | 0 | 774,989 | 1,000,000 | 1,000,000 |
| 73 | 118 | 0 | 1,000,000 | 0 | 826,014 | 1,000,000 | 1,000,000 |
| 74 | 119 | 0 | 1,000,000 | 0 | 880,407 | 1,000,000 | 1,000,000 |
| 75 | 120 | 0 | 1,000,000 | 0 | 938,389 | 1,000,000 | 1,000,000 |
| 76 | 121 | 0 | 1,000,000 | 199 | 1,000,199 | 1,000,199 | 1,000,199 |
| 77 | 122 | 0 | 0 | 0 | 1,062,711 | 0 | 1,062,711 |
| 78 | 123 | 0 | 0 | 0 | 1,129,131 | 0 | 1,129,131 |
| 79 | 124 | 0 | 0 | 0 | 1,199,701 | 0 | 1,199,701 |
| 80 | 125 | 0 | 0 | 0 | 1,274,683 | 0 | 1,274,683 |
| Totals: | | 352,128 | | | | | |

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Internal Rate of Return Illustration

Protection UL Form: 22PROUL

Presented By: Advanced Markets

Illustration Assumptions

Sample

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$1,000,000

Face Amount \$1,000,000

Initial Planned Premium: \$5,502.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Wisconsin

Based on Current Charges and an Initial Current Rate of 4.95%

| Policy Year | EOY Age | Net Outlay | ----- Surrender Value ----- | | ----- Death Benefit ----- | |
|-------------|---------|------------|-----------------------------|-------------------------|---------------------------|-------------------------|
| | | | Net Surrender Value | Internal Rate of Return | Net Death Benefit | Internal Rate of Return |
| 1 | 46 | 5,502 | 0 | -100.00% | 1,000,000 | 18075.21% |
| 2 | 47 | 5,502 | 0 | -100.00% | 1,000,000 | 1199.08% |
| 3 | 48 | 5,502 | 0 | -100.00% | 1,000,000 | 429.46% |
| 4 | 49 | 5,502 | 0 | -100.00% | 1,000,000 | 236.88% |
| 5 | 50 | 5,502 | 1,154 | -82.66% | 1,000,000 | 156.96% |
| 6 | 51 | 5,502 | 4,573 | -54.38% | 1,000,000 | 114.76% |
| 7 | 52 | 5,502 | 8,081 | -39.81% | 1,000,000 | 89.16% |
| 8 | 53 | 5,502 | 11,666 | -30.90% | 1,000,000 | 72.16% |
| 9 | 54 | 5,502 | 15,328 | -24.91% | 1,000,000 | 60.14% |
| 10 | 55 | 5,502 | 19,070 | -20.63% | 1,000,000 | 51.23% |
| Totals: | | 55,020 | | | | |
| 11 | 56 | 5,502 | 23,279 | -17.10% | 1,000,000 | 44.39% |
| 12 | 57 | 5,502 | 27,593 | -14.43% | 1,000,000 | 38.99% |
| 13 | 58 | 5,502 | 32,143 | -12.28% | 1,000,000 | 34.63% |
| 14 | 59 | 5,502 | 36,941 | -10.51% | 1,000,000 | 31.05% |
| 15 | 60 | 5,502 | 42,013 | -9.03% | 1,000,000 | 28.05% |
| 16 | 61 | 5,502 | 47,375 | -7.78% | 1,000,000 | 25.52% |
| 17 | 62 | 5,502 | 53,027 | -6.71% | 1,000,000 | 23.34% |
| 18 | 63 | 5,502 | 58,984 | -5.78% | 1,000,000 | 21.46% |
| 19 | 64 | 5,502 | 65,248 | -4.97% | 1,000,000 | 19.82% |
| 20 | 65 | 5,502 | 71,808 | -4.27% | 1,000,000 | 18.38% |
| Totals: | | 110,040 | | | | |

The IRR on cash value is equivalent to an interest rate at which an amount equal to the illustrated premiums could have been invested outside the policy to arrive at the net surrender value of the policy.
 The IRR on death benefit is equivalent to an interest rate at which an amount equal to the illustrated premiums could have been invested outside the policy to arrive at the net death benefit of the policy.

This is your Basic Illustration and is valid only if all illustration pages are included.

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Internal Rate of Return Illustration (cont'd)

Protection UL Form: 22PROUL

Presented By: Advanced Markets

Illustration Assumptions

Sample

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$1,000,000

Face Amount \$1,000,000

Initial Planned Premium: \$5,502.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Wisconsin

Based on Current Charges and an Initial Current Rate of 4.95%

| Policy Year | EOY Age | Net Outlay | ----- Surrender Value ----- | | ----- Death Benefit ----- | |
|-------------|---------|------------|-----------------------------|-------------------------|---------------------------|-------------------------|
| | | | Net Surrender Value | Internal Rate of Return | Net Death Benefit | Internal Rate of Return |
| 21 | 66 | 5,502 | 78,592 | -3.67% | 1,000,000 | 17.11% |
| 22 | 67 | 5,502 | 85,681 | -3.13% | 1,000,000 | 15.97% |
| 23 | 68 | 5,502 | 93,061 | -2.66% | 1,000,000 | 14.95% |
| 24 | 69 | 5,502 | 100,717 | -2.24% | 1,000,000 | 14.03% |
| 25 | 70 | 5,502 | 108,626 | -1.87% | 1,000,000 | 13.20% |
| 26 | 71 | 5,502 | 116,756 | -1.54% | 1,000,000 | 12.45% |
| 27 | 72 | 5,502 | 125,189 | -1.25% | 1,000,000 | 11.76% |
| 28 | 73 | 5,502 | 133,900 | -0.98% | 1,000,000 | 11.13% |
| 29 | 74 | 5,502 | 142,897 | -0.75% | 1,000,000 | 10.55% |
| 30 | 75 | 5,502 | 152,158 | -0.53% | 1,000,000 | 10.02% |
| Totals: | | 165,060 | | | | |
| 31 | 76 | 5,502 | 161,378 | -0.35% | 1,000,000 | 9.53% |
| 32 | 77 | 5,502 | 170,769 | -0.19% | 1,000,000 | 9.08% |
| 33 | 78 | 5,502 | 180,303 | -0.04% | 1,000,000 | 8.66% |
| 34 | 79 | 5,502 | 189,925 | 0.09% | 1,000,000 | 8.26% |
| 35 | 80 | 5,502 | 199,606 | 0.20% | 1,000,000 | 7.90% |
| 36 | 81 | 5,502 | 209,288 | 0.30% | 1,000,000 | 7.56% |
| 37 | 82 | 5,502 | 218,931 | 0.38% | 1,000,000 | 7.24% |
| 38 | 83 | 5,502 | 228,641 | 0.45% | 1,000,000 | 6.94% |
| 39 | 84 | 5,502 | 238,467 | 0.52% | 1,000,000 | 6.66% |
| 40 | 85 | 5,502 | 248,387 | 0.58% | 1,000,000 | 6.39% |
| Totals: | | 220,080 | | | | |

The IRR on cash value is equivalent to an interest rate at which an amount equal to the illustrated premiums could have been invested outside the policy to arrive at the net surrender value of the policy.

The IRR on death benefit is equivalent to an interest rate at which an amount equal to the illustrated premiums could have been invested outside the policy to arrive at the net death benefit of the policy.

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John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Internal Rate of Return Illustration (cont'd)

Protection UL Form: 22PROUL

Presented By: Advanced Markets

Illustration Assumptions

Sample

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$1,000,000

Face Amount \$1,000,000

Initial Planned Premium: \$5,502.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Wisconsin

Based on Current Charges and an Initial Current Rate of 4.95%

| Policy Year | EOY Age | Net Outlay | ----- Surrender Value ----- | | ----- Death Benefit ----- | |
|-------------|---------|------------|-----------------------------|-------------------------|---------------------------|-------------------------|
| | | | Net Surrender Value | Internal Rate of Return | Net Death Benefit | Internal Rate of Return |
| 41 | 86 | 5,502 | 256,238 | 0.60% | 1,000,000 | 6.14% |
| 42 | 87 | 5,502 | 263,806 | 0.61% | 1,000,000 | 5.91% |
| 43 | 88 | 5,502 | 271,049 | 0.61% | 1,000,000 | 5.68% |
| 44 | 89 | 5,502 | 277,890 | 0.60% | 1,000,000 | 5.47% |
| 45 | 90 | 5,502 | 284,262 | 0.59% | 1,000,000 | 5.27% |
| 46 | 91 | 5,502 | 290,221 | 0.57% | 1,000,000 | 5.09% |
| 47 | 92 | 5,502 | 295,835 | 0.55% | 1,000,000 | 4.91% |
| 48 | 93 | 5,502 | 301,137 | 0.53% | 1,000,000 | 4.74% |
| 49 | 94 | 5,502 | 306,222 | 0.50% | 1,000,000 | 4.57% |
| 50 | 95 | 5,502 | 311,305 | 0.48% | 1,000,000 | 4.42% |
| Totals: | | 275,100 | | | | |
| 51 | 96 | 5,502 | 316,529 | 0.46% | 1,000,000 | 4.27% |
| 52 | 97 | 5,502 | 321,834 | 0.44% | 1,000,000 | 4.13% |
| 53 | 98 | 5,502 | 327,529 | 0.42% | 1,000,000 | 4.00% |
| 54 | 99 | 5,502 | 332,468 | 0.40% | 1,000,000 | 3.87% |
| 55 | 100 | 5,502 | 336,878 | 0.38% | 1,000,000 | 3.75% |
| 56 | 101 | 5,502 | 341,132 | 0.35% | 1,000,000 | 3.63% |
| 57 | 102 | 5,502 | 345,413 | 0.33% | 1,000,000 | 3.52% |
| 58 | 103 | 5,502 | 350,256 | 0.31% | 1,000,000 | 3.41% |
| 59 | 104 | 5,502 | 356,541 | 0.31% | 1,000,000 | 3.31% |
| 60 | 105 | 5,502 | 365,766 | 0.33% | 1,000,000 | 3.21% |
| Totals: | | 330,120 | | | | |

The IRR on cash value is equivalent to an interest rate at which an amount equal to the illustrated premiums could have been invested outside the policy to arrive at the net surrender value of the policy.
 The IRR on death benefit is equivalent to an interest rate at which an amount equal to the illustrated premiums could have been invested outside the policy to arrive at the net death benefit of the policy.

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John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Internal Rate of Return Illustration (cont'd)

Protection UL Form: 22PROUL

Presented By: Advanced Markets

Illustration Assumptions

Sample

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$1,000,000

Face Amount \$1,000,000

Initial Planned Premium: \$5,502.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Wisconsin

Based on Current Charges and an Initial Current Rate of 4.95%

| Policy Year | EOY Age | Net Outlay | ----- Surrender Value ----- | | ----- Death Benefit ----- | |
|-------------|---------|------------|-----------------------------|-------------------------|---------------------------|-------------------------|
| | | | Net Surrender Value | Internal Rate of Return | Net Death Benefit | Internal Rate of Return |
| 61 | 106 | 5,502 | 379,915 | 0.39% | 1,000,000 | 3.11% |
| 62 | 107 | 5,502 | 403,705 | 0.52% | 1,000,000 | 3.02% |
| 63 | 108 | 5,502 | 433,627 | 0.68% | 1,000,000 | 2.93% |
| 64 | 109 | 5,502 | 465,523 | 0.83% | 1,000,000 | 2.85% |
| 65 | 110 | 0 | 496,124 | 0.98% | 1,000,000 | 2.78% |
| 66 | 111 | 0 | 528,744 | 1.12% | 1,000,000 | 2.72% |
| 67 | 112 | 0 | 563,516 | 1.26% | 1,000,000 | 2.65% |
| 68 | 113 | 0 | 600,584 | 1.38% | 1,000,000 | 2.59% |
| 69 | 114 | 0 | 640,099 | 1.50% | 1,000,000 | 2.54% |
| 70 | 115 | 0 | 682,221 | 1.62% | 1,000,000 | 2.48% |
| Totals: | | 352,128 | | | | |
| 71 | 116 | 0 | 727,123 | 1.73% | 1,000,000 | 2.43% |
| 72 | 117 | 0 | 774,989 | 1.83% | 1,000,000 | 2.38% |
| 73 | 118 | 0 | 826,014 | 1.93% | 1,000,000 | 2.33% |
| 74 | 119 | 0 | 880,407 | 2.02% | 1,000,000 | 2.28% |
| 75 | 120 | 0 | 938,389 | 2.11% | 1,000,000 | 2.24% |
| 76 | 121 | 0 | 1,000,199 | 2.19% | 1,000,199 | 2.19% |
| 77 | 122 | 0 | 1,062,711 | 2.27% | 1,062,711 | 2.27% |
| 78 | 123 | 0 | 1,129,131 | 2.34% | 1,129,131 | 2.34% |
| 79 | 124 | 0 | 1,199,701 | 2.41% | 1,199,701 | 2.41% |
| 80 | 125 | 0 | 1,274,683 | 2.48% | 1,274,683 | 2.48% |
| Totals: | | 352,128 | | | | |

The IRR on cash value is equivalent to an interest rate at which an amount equal to the illustrated premiums could have been invested outside the policy to arrive at the net surrender value of the policy.
 The IRR on death benefit is equivalent to an interest rate at which an amount equal to the illustrated premiums could have been invested outside the policy to arrive at the net death benefit of the policy.

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John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Protection UL Form: 22PROUL

Glossary of Terms

Presented By: Advanced Markets

Illustration Assumptions

| | |
|------------------------------------|---|
| Sample | Initial Death Benefit \$1,000,000 |
| Female - Super Preferred NonSmoker | Face Amount \$1,000,000 |
| Age: 45 | Initial Planned Premium: \$5,502.00 / Billing Mode: Annual |
| Initial Assumed Status: Bronze | Death Benefit Option 1; Cash Value Accumulation Test |
| | State: Wisconsin |
| | Based on Current Charges and an Initial Current Rate of 4.95% |

Advance Contribution Charge

An Advance Contribution Charge is assessed on each monthly processing date when the cumulative premiums paid exceed the Advance Contribution Limit times the current Policy Year. It is deducted for the first 10 Policy Years. The Advance Contribution Charge rates and Advance Contribution Limit are both shown in the policy contract.

Asset Bonus

Beginning in Policy Year 11 and continuing beyond Age 121, we apply an Asset Bonus at the Asset Bonus Annual Rate to any balances in your Fixed Account as described in your policy. The Asset Bonus Rates vary by issue age, gender, and policy duration.

Cost of Insurance

Current insurance charges are based on Company experience. The current rates may change, but are guaranteed never to exceed the maximum rates. Maximum rates are no greater than the 2017 Loaded CSO Smoker Distinct Ultimate Age Nearest Birthday mortality, adjusted for any applicable ratings.

Death Benefit Option

Death Benefit Option 1 provides a level amount of coverage. It will increase only when necessary to maintain the definition of life insurance. Death Benefit Option 2 provides coverage equal to the Face Amount plus the Policy Value plus any amount necessary to maintain the definition of life insurance.

Face Amount

The Face Amount is the coverage provided by the base policy. Any decreases to the Face Amount after the first policy year must fall within policy minimums.

Face Amount Charge

The Base Face Amount Charge is an additional \$0.1093 of Face Amount per policy month in years 1-3. In years 4-10, the rate is \$0.1093. This charge varies by the insured's issue age, gender, risk classification and the policy duration.

Monthly Administrative Charge

A monthly Administrative Charge of \$10.00 will be assessed in all years, current and guaranteed.

Net Death Benefit

The Death Benefit illustrated is the Face Amount plus any Required Additional Death Benefit. This is the value that is payable upon the death of the insured as stated on the front page of the policy. The actual amount payable may be decreased by loans or increased by additional insurance benefits. Death Benefits are illustrated as of the end of the year. Net Death Benefit reflects the total loan plus any loan interest due.

Net Income

Net Income reflects any illustrated withdrawal, policy loan and/or loan interest due.

Net Surrender Value

The Net Surrender Value is the Policy Value less Surrender Charge(s), and is illustrated as of end of the year. This amount is shown net of withdrawals and total loans plus interest due. During the Surrender Charge period, there is a Surrender Charge assessed if all or part of the Face Amount is reduced. If the policy terminates for any reason, the amount of any outstanding loan (that was not previously considered income) could result in a considerable tax. Under certain situations involving large amounts of outstanding loans, you might find yourself having to choose between high

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John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Protection UL Form: 22PROUL

Glossary of Terms (cont'd)

Presented By: Advanced Markets

Illustration Assumptions

Sample

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$1,000,000

Face Amount \$1,000,000

Initial Planned Premium: \$5,502.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Wisconsin

Based on Current Charges and an Initial Current Rate of 4.95%

premium requirements to keep your policy from lapsing and a significant tax burden if you allow the lapse to occur. Please consult your tax advisor for further information.

Planned Premium Outlay

The Planned Premium Outlay is the amount which the policyholder plans to pay. This illustration assumes that planned premiums are paid at the beginning of each modal period indicated. Additional premiums may be paid while the policy is in force, subject to our minimum and maximum limits.

Policy Value

The Policy Value is the sum of amounts held in the Fixed Account and any value in the Loan Account. When premiums are paid, the balance, after a premium charge is deducted, goes into the Policy Value. The Fixed Account is credited daily with a guaranteed interest rate of 1% or the current rate, whichever is greater. Also, once each month, Cost of Insurance and any other charges are deducted from the Fixed Account.

Policy Value Credit

An additional credit provided to the Policy Value on a monthly basis. The amount of the Policy Value Credit varies based on the insureds age, gender, Risk Class, Policy Value, and Face Amount.

Premium Charge

A Premium Charge of 45.0% is deducted from each premium in years 1-10. In years 11+, the charge is 42.0%.

Required Additional Death Benefit

The death benefit will automatically be increased if necessary to maintain the minimum amount of insurance needed to comply with current federal tax law (Section 7702 of the Internal Revenue Code). This will ensure that your policy maintains the favorable tax treatment associated with being a life insurance policy.

Risk Class

Classifications represent groups of people with similar risk characteristics and help to determine the cost of insurance. Final risk classification for a proposed insured is determined upon completion of the underwriting process, and may vary from what is shown on this illustration. If so, you will receive a Revised Basic Illustration prior to or upon delivery of your insurance contract.

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Input Summary ~~ Agent Use Only ~~

Protection UL Form: 22PROUL

Presented By: Advanced Markets

Illustration Assumptions

Sample Initial Death Benefit \$1,000,000
Female - Super Preferred NonSmoker Face Amount \$1,000,000
Age: 45 Initial Planned Premium: \$5,502.00 / Billing Mode: Annual
Initial Assumed Status: Bronze Death Benefit Option 1; Cash Value Accumulation Test
State: Wisconsin

Product & Concept

Concept Buy-Sell
Approved in Wisconsin
Product Type All Products
Product Protection UL 22

Concept Design

Buy-Sell Plan Option One-Way Purchase
Business Name The Business
Business Value 1,000,000
Bonus Amount Taxation Double
Business Tax Rate 30.00%
Employee Tax Rate 35.00%

Policy Design

Insured Name Sample
Sex Female
Issue Age / Birthdate 45
State Wisconsin
Risk Class Super Preferred NonSmoker
Vitality PLUS Rider Yes
Assumed Vitality PLUS Status Bronze
Total Face Amount 1,000,000
Death Benefit Option Option 1
Premium Schedule
-- Solve 1 Lifetime
Premium Duration Lifetime
LifeTrack Billing Yes
Premium Mode Annual
Target Cash Value Endow
Target Year Lifetime
Crediting Rate Current
Agent Name Advanced Markets

Policy Options

Estimated Policy Issue Date Today + 1 Month
Charges Current
Lump Sum Month Year 1 1
Lump Sum Month Years 2+ 1
MEC Testing Allow MEC
Target Cash Value Endow

John Hancock used the fully allocated expense method to test and verify all products for compliance with the NAIC Life Insurance Illustration Model Regulation.

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John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Input Summary ~~ Agent Use Only ~~ (cont'd)

Protection UL Form: 22PROUL

Presented By: Advanced Markets

Illustration Assumptions

| | |
|------------------------------------|--|
| Sample | Initial Death Benefit \$1,000,000 |
| Female - Super Preferred NonSmoker | Face Amount \$1,000,000 |
| Age: 45 | Initial Planned Premium: \$5,502.00 / Billing Mode: Annual |
| Initial Assumed Status: Bronze | Death Benefit Option 1; Cash Value Accumulation Test |
| | State: Wisconsin |

| | |
|-----------------------------|----------|
| Target Year | Lifetime |
| Withdrawal Cap | Basis |
| Loan Cap | None |
| Loan Interest Payment Type | Borrow |
| Variable Loan Interest Rate | 5.00% |

Optional Reports

| | |
|----------------------------|----------|
| Optional Presentations | Buy-Sell |
| Summary Year | 20 |
| Optional Reports | Yes |
| Input Summary | Yes |
| Internal Rate Of Return | Yes |
| Vitality PLUS Presentation | Yes |

Protection UL

John Hancock used the fully allocated expense method to test and verify all products for compliance with the NAIC Life Insurance Illustration Model Regulation.

This is your Basic Illustration and is valid only if all illustration pages are included.

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Life New Business
410 University Ave,
Suite 55765,
Westwood, MA
02090

LifeTrack Election Form
John Hancock Life Insurance Company (U.S.A)
(hereinafter referred to as "John Hancock" or "The Company")

Complete this form to participate in LifeTrack.
Print and use black ink. Any changes must be initialed by the Owner(s).

PROPOSED LIFE INSURED

1. Name **Sample**

First

Middle

Last

OWNER(S) - Complete information only if Owner(s) is other than Proposed Life Insured.

2. Name of Owner(s)

About LifeTrack

LifeTrack is an optional billing service from John Hancock that helps keep you on track with your stated insurance coverage objectives by automatically adjusting the LifeTrack Premium each year based on actual policy experience.

The LifeTrack Premium calculation is based on the policy objectives listed on page 2 of this form, actual Policy Value, timing and the amount of premiums paid, and updated assumptions for the policy's nonguaranteed elements, such as the assumed crediting rate and charges. If the policy is issued with the Healthy Engagement Rider, then the Life Insured's Status will also be used in the LifeTrack Premium calculation.

Changing or Terminating LifeTrack

You may change your LifeTrack policy objectives at any time by contacting our Service Office at 1-800-387-2747 and obtaining an in-force illustration that reflects your new objectives. LifeTrack will use your new policy objectives in computing your LifeTrack Premium for each year following The Company's receipt of your new LifeTrack election form. You can change your policy objectives, or terminate LifeTrack, by contacting your financial representative or our Service Office.

LifeTrack billing will terminate if you take a policy withdrawal or loan, or if the policy lapses. If LifeTrack terminates, you must notify us of your desired billed premium. If you do not, your future billed premiums will equal the most recent LifeTrack Premium.

LifeTrack Policy Objectives & Illustrated Assumptions

Your LifeTrack Premium will be calculated each year based on the following policy objectives and illustrated assumptions:

| | |
|---|------------------|
| Product: | Protection UL |
| Pay premium for: | Lifetime |
| Targeting a cash value of: | Endow at age 121 |
| For a Death Benefit of: | \$1,000,000 |
| Assumed Interest Rate: | Current |
| Assumed Charges: | Current |
| Healthy Engagement Rider Status of the Life Insured: | Current |

OWNER(S) ACKNOWLEDGEMENT AND AUTHORIZATION

LifeTrack Serial Number:
9BCED4BF2

I acknowledge that:

- A. i. I read the disclosure in the accompanying illustration for information about the flexibility of my policy and about how nonguaranteed elements and the amount of and timing of premium payments impact the performance of my policy and the duration of the Death Benefit Protection feature.
 - ii. Paying a LifeTrack Premium that is other than the planned premium in my initial “as sold” illustration could reduce the duration of my policy’s Death Benefit Protection feature
 - iii. LifeTrack takes into account the changes in the nonguaranteed elements and calculates a premium that is intended to help me achieve my objectives for the policy.
 - iv. While the accompanying illustration assumes the nonguaranteed elements do not change, it is likely that they will change and therefore the LifeTrack Premium will likely be different from the planned premium shown in the illustration.
 - v. Changes in the nonguaranteed elements of my policy may affect the amount of my insurance benefits, the duration of my insurance coverage, and my policy value. The policy value may reduce to zero. If the net cash surrender value is insufficient to pay the charges when due, and the Death Benefit Protection feature is no longer in effect, my policy will lapse and terminate unless more premiums are paid. At such time, I will have no insurance coverage.
 - vi. LifeTrack will terminate if I take a loan or withdrawal from my policy, or if my policy lapses.
- B. If I completed a request for Pre-Authorized Payment Plan, I hereby authorize and request The Company to update the pre-authorized amount to be withdrawn to equal the LifeTrack Premium.

OWNER(S) SIGNATURES

Signature of Owner
(Provide title or corporate seal, if signing officer)

X
Print name of Owner

X
Signature of Owner
(Provide title or corporate seal, if signing officer)

X
Print name of Owner

AGENT/REGISTERED REPRESENTATIVE SIGNATURE

I certify that I have reviewed with the Owner the objectives for the policy.

X
Signature of Agent/Registered Representative

Signed this date