



Home



Reasons



Cash value growth options



Accessing cash value



Features



Interest crediting



Riders



Policy values, fees & charges



Contact us

John Hancock[®]

Protection SIUL

Producer Guide

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LIFE-2232 6/24





Home



Reasons



Cash value growth options



Accessing cash value



Features



Interest crediting



Riders



Policy values, fees & charges



Contact us

Reasons to offer Protection SIUL

Protection Survivorship IUL (Protection SIUL)¹ — one of the lowest-cost survivorship indexed UL products on the market — offers the upside potential of indexed-linked performance with the downside protection of a guaranteed 0% floor.

- 1 **Secures cost-efficient protection for a lifetime**
The death benefit is paid on the death of the second insured.
- 2 **Offers tax-free growth potential**
Interest credited to the policy value is linked to the performance of up to two financial indices (according to indexed account allocations), while cushioned from market loss with a 0% floor.
- 3 **Provides potential for tax-free supplemental income**
Create a smart solution for today's estate-planning needs.
- 4 **Provides savings and rewards for healthy living**
John Hancock's Vitality GO is included automatically, or clients can choose an enhanced version of the program, Vitality PLUS, for as little as \$4 per month — and earn even more rewards and discounts for the everyday things they do to live healthfully.

Help your clients stay on track with LifeTrack

LifeTrack is an industry-first, policy-monitoring service that offers the following complimentary features to IUL customers:

- **LifeTrack billing:** an optional premium calculation that will adjust the premium by reflecting actual policy performance and assumptions about the future
- **LifeTrack Performance Summary:*** designed to help clients better understand their policy and stay informed so they can meet their goals — and to guide more productive policy-review conversations — by highlighting how the policy has performed relative to assumptions made at the time of purchase.
- **Vitality PLUS email:** showing members how much they can save based on each Vitality Status level achieved

LifeTrack offers unmatched transparency to support clients in understanding and managing their life insurance policy.

*The LifeTrack Performance Summary is automatically generated with the annual statement for indexed UL policies beginning in the second policy year.



Home



Reasons



Cash value growth options



Accessing cash value



Features



Interest crediting



Riders



Policy values, fees & charges



Contact us

Cash value growth options

A key reason clients choose Protection SIUL is that it offers strong cash value growth potential. They can choose several interest-crediting accounts, which can work together to build cash value in the policy. These include:

Fixed Account

Any premium allocated to the Fixed Account earns interest at a declared rate that is guaranteed never to fall below 1%.

Indexed accounts

The indexed accounts give clients more opportunities for cash value accumulation by crediting interest to the policy value (i.e., to the policy's Index Appreciation Account) based on the performance of the corresponding financial index.

What is the S&P 500® Index?

Widely regarded as one of the most recognized United States equity market benchmark, this index is based upon the price return performance of 500 large cap common stocks.

What is the Barclays Index?

The Barclays Global MA Index (the Index) is designed to track a diversified portfolio of excess return global financial components. It follows a systematic asset allocation process that aims to optimize the Index's return potential for a given level of risk, as well as to accommodate short-term market trends through its volatility control mechanism. The index has the ability to rebalance among the components as often as daily.³

A diverse range of indexed account options

To meet their specific goals, clients can choose from a wide range of indexed account options, including:

Base Capped Two Year Indexed Account	The opportunity for upside potential with longer investment horizon
Barclays Global MA Bonus Indexed Account	Opportunity for more consistent, stable returns linked to components across multiple asset classes (includes a 0.65% guaranteed fixed bonus with a current 130% participation rate)
Barclays Global MA Classic Indexed Account	Opportunity for more consistent, stable returns linked to components across multiple asset classes (includes a current 160% participation rate)
Barclays Global MA Plus Indexed Account	Opportunity for more consistent, stable returns linked to components across multiple asset classes (includes a current 190% participation rate)
Select Capped Indexed Account	The opportunity for upside potential with a guaranteed indexed account multiplier
Capped Indexed Account	The opportunity for increased upside potential
High Capped Indexed Account	Higher growth potential in exchange for taking on greater risk
High Par Capped Indexed Account	More stable performance linked to the S&P 500 Index (includes a current 160% participation rate)



Home



Reasons



Cash value growth options



Accessing cash value



Features



Interest crediting



Riders



Policy values, fees & charges



Contact us

Accessing cash value

As Protection SIUL policy owners, your clients can access their policy's cash value (also known as policy value) via loans or withdrawals.⁴ If they opt to borrow a portion of their policy value, there are two types of loans they can choose from — a standard loan or an index loan.

Standard loan⁵

How it's secured:

Standard loans are generally secured by a loan account that guarantees the net cost of the loan will not exceed 1.25% annually.

How it works:

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

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

Index loan⁶

How it's secured:

Index loans are generally secured against the Index Appreciation Account; therefore, the cost of an index loan can vary substantially from a standard loan. The index loan option carries significantly more risk to the policy's performance due to the higher potential net cost of the loan.

How it works:

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

- The policy value remains in the Index Appreciation Account and serves as collateral for the loan
- No specific rate of interest is credited to the collateral amount in the Index Appreciation Account; rather the entire balance in the Index Appreciation Account still earns interest credited at each segment maturity
- Interest is charged on the policy debt at a variable loan rate
- The net cost of the loan is the difference between the interest charged on the policy loan and the interest credited to the portion of the policy value that collateralizes the loan
- Index loans carry significantly more risk to the policy owner than standard loans

*The sum of the values in the indexed account(s) is held in the index appreciation account.



Home



Reasons



Cash value growth options



Accessing cash value



Features



Interest crediting



Riders



Policy values, fees & charges



Contact us

Features

Product design	Flexible-premium survivorship indexed universal life insurance policy
Available coverage	Face amount only (no supplemental face amount available).
Minimum face amount	\$250,000
Definition of life insurance	Cash Value Accumulation Test (CVAT)
Minimum initial premium (MIP) requirement	This is the amount of premium required to issue the policy and keep it in force for the first policy month. Note: A greater amount is required if the policy is backdated.
Target commissionable premium (TCP)	This is the amount of premium that is fully commissionable. The target premium includes all commissionable riders and substandard ratings, but excludes flat extras. This premium will not necessarily keep the policy in force to age 121.
Enhanced target premium	If premium paid in the first year exceeds 4x the basic commissionable premium, then the target commissionable premium will be increased by 15%. The target enhancement will only be paid after the premium threshold has been met.
Face amount increases	Face amount increases are not permitted.
Face amount decreases	<ul style="list-style-type: none"> Allowed after first policy year Minimum Face Amount decrease permitted is \$50,000 Face Amount may not be decreased below Minimum Face Amount Pro-rata Surrender Charges will apply during the Surrender Charge period A decrease of 10% of the initial Face Amount is permitted without a Surrender Charge at the time of decrease
Flat extras	Non-medical flat extras for aviation, avocations and foreign risks are allowed on all fully underwritten risk classes except Super Preferred. Medical flat extras are not allowed on risk classes better than Standard.



Risk classes/issue ages

Fully underwritten risk classes available by age:

Risk class	Issue ages
Non-Smoker	
Super Preferred	20-80
Preferred	20-90
Standard Plus	20-90
Standard	20-90
Smoker	
Preferred	20-90
Standard	20-90

Maximum substandard by age:

If one life exceeds:		Other life cannot exceed:	
20-70	500%	20-70	500%
71-80	300%	71-80	200%
81-85	200%	86-90	SNS
86-90	SNS		



Home



Reasons



Cash value growth options



Accessing cash value



Features



Interest crediting



Riders



Policy values, fees & charges



Contact us

Features, continued

Death benefit options

Option 1:

Total Face Amount (plus Return of Premium (ROP) rider, if elected)

Option 2:

Total Face Amount plus policy value (not available with ROP rider)

Option change (2 to 1 only):

Available after first policy year. The change is effective on policy anniversary only

No-Lapse Guarantee (NLG)⁷

Called “Death Benefit Protection” in policy contract, this feature guarantees that the policy will not default during the NLG period provided certain requirements are met.

- The NLG duration — which is stated on the illustration and in the policy contract — will vary based upon issue age, Vitality Status, gender and risk class as well as chosen funding level. The no-lapse guarantee duration is stated on the illustration and in the policy contract
- Policyholder actions such as taking withdrawals or loans can also impact the NLG duration
- Maximum no-lapse guarantee duration is to the younger insured’s age 121

Death benefit protection value

Used to determine whether the Death Benefit Protection (i.e., NLG) is in force during the Death Benefit Protection period. This reference value must remain greater than zero to maintain Death Benefit Protection. The Death Benefit Protection Value is not used

in determining the actual Policy Value, Cash Surrender Value, or Insurance Benefit. It is not accessible to the policy owner at any time.

The Death Benefit Protection Value is determined in the same way as the Policy Value, but using different rates. Assuming no loans or withdrawals are taken, and no material changes are made to the policy after issue, paying at least the Death Benefit Protection premium as scheduled will keep the Death Benefit Protection in effect. If the Death Benefit Protection feature is ever allowed to terminate however, it may not be reinstated.

Please refer to the policy contract for the detailed explanation of the Death Benefit Protection Value.

Coverage beyond age 121

At the younger insured’s age 121:

- Policy and rider charges cease
- Premiums are not required or permitted
- Interest continues to accumulate on the policy value
- Loan repayments continue to be accepted on existing loans

- Interest continues to be charged on outstanding loans until a death claim is made (the policy may lapse if policy debt ever equals or exceeds the policy value)
- New loans and withdrawals are allowed

Quit Smoking Incentive

Allows all Standard and Preferred Smokers to receive Standard Non-Smoker policy charges for the first three policy years. To maintain Non-Smoker policy charges beyond year three, insureds must provide satisfactory evidence* that they have quit smoking for at least 12 consecutive months and their microureanalysis must be free of nicotine or metabolites. Please note the following:

- Available for issue ages 20–70
- Not available for substandard ratings
- Term conversions and internal replacements require additional underwriting when the original policy (replaced or converted) was issued more than three years ago
- The earliest an insured can request a change to Non-Smoker is on or after the first policy anniversary

*For more details on the underwriting evidence required, please refer to our *Changing Smoking Class* flyer.



Home



Reasons



Cash value growth options



Accessing cash value



Features



Interest crediting



Riders



Policy values, fees & charges



Contact us

Interest crediting

Fixed Account

Policy value in the Fixed Account is deposited in the company's General Account at a declared rate.

- **Current:** As declared
- **Guaranteed:** 1.0%

Fixed bonus

Segment balances in the Barclays Global MA Bonus Indexed Account will be credited a guaranteed fixed bonus rate of 0.65% no less frequently than annually

Asset Bonus

Beginning in policy year 11, the Asset Bonus will be applied to the balances in the Index Appreciation Account and the Fixed Account.

- The Asset Bonus is a guaranteed feature
- The Asset Bonus rate is 0.24%
- The Asset Bonus is reduced anytime the Policy Value exceeds the Face Amount

Cumulative guarantee

A Cumulative Guarantee ensures a minimum average annualized rate of return of 2% (less policy charges) over the life of the policy, upon surrender.

Policy Value Credit

Policy Value Credit is a guaranteed feature. An additional credit provided to the policy value on a monthly basis. The amount of the Policy Value Credit varies based on the insureds' ages, genders, risk classes, policy value and face amount.

Persistency Bonus

A non-guaranteed Persistency Bonus that may be applied to the Fixed Account interest rate beginning in policy year 11.

- The Persistency Bonus is applied only to the un-loaned portion of policy value allocated to the Fixed Account and any indexed account holding segments
- Currently an additional 0.65% in years 11+

Transfers to the indexed account(s)

- Policy owners may choose to have a percentage of the Fixed Account policy value transferred to the Index Appreciation Account(s)
- Amounts transferred to the Indexed Account(s) prior to the Lock-in Date will be included in the initial Segment balance on the next Segment initiation date

Automated transfers

- A strategy that helps reduce exposure to market volatility by transferring a set dollar or percentage amount from the Fixed Account to the Indexed Account(s) every month
- Available at time of issue and post issue



Home



Reasons



Cash value growth options



Accessing cash value



Features



Interest crediting



Riders



Policy values, fees & charges



Contact us

Interest crediting, continued

Index Appreciation Account

Premium allocated to the Index Appreciation Account earns an interest rate linked to the selected indexed account using a point-to-point method.

- For the Base Capped Two Year Indexed Account, each segment matures in 24 months from the initiation date. For all other index accounts, each segment matures 12 months from the initiation date
- At segment maturity, the segment proceeds are allocated to a new segment along with any premium allocated to the same indexed account
- Allocation instructions and payments must be received by 4:00 p.m. ET on the third business day prior to the segment initiation (the lock-in date) in order to be included in the next segment
- Indexed segments are created on the 15th of each month; interest is credited separately to each segment
- Transfers from the Fixed Account and new premiums allocated to the indexed account(s) will earn interest at the Fixed Account rate until they create a new segment
- Automated transfers from the Fixed Account are available with completion of the *Request for Transfer and Allocation Changes Indexed UL Policies* form. Automated transfers will continue until the policy owner requests that they be terminated, or the balance in the Fixed Account is no longer sufficient to complete the transfer
- Requests to cancel a previously requested allocation and/or transfer to the indexed accounts prior to those amounts being allocated to a new segment must be submitted in writing before the lock-in date





Home



Reasons



Cash value growth options



Accessing cash value



Features



Interest crediting



Riders



Policy values, fees & charges



Contact us

Interest crediting, continued

Indexed account options

Earns interest based on positive changes in the corresponding financial index, subject to the current segment cap rate, and provides a guaranteed segment floor of 0% with a current participation rate, if applicable ranging from 100%-190%, depending on the indexed account selected.

The segment cap rate and the participation rate are established at the beginning of a segment term and will not be changed for an existing segment.

A diverse range of indexed account options

Indexed account option	Index	Segment cap guarantee	Cap rate	Participation rate	Guaranteed floor	Index performance charge*	Guaranteed multiplier**
Base Capped Two Year Indexed Account	S&P 500	3.00%	26.00%	100%	0%	N/A	N/A
Barclays Global MA Bonus Indexed Account	Barclays Global MA Index	N/A	N/A***	130% (10% guaranteed)	0%	N/A	N/A****
Barclays Global MA Classic Indexed Account	Barclays Global MA Index	N/A	N/A***	160% (20% guaranteed)	0%	N/A	N/A
Barclays Global MA Plus Indexed Account	Barclays Global MA Index	N/A	N/A***	190% (30% guaranteed)	0%	0.84%	N/A
Select Capped Indexed Account	S&P 500	3.00%	10.00%	100%	0%	N/A	5%
Capped Indexed Account	S&P 500	3.25%	8.00%	100%	0%	1.98%	65%
High Capped Indexed Account	S&P 500	3.75%	10.75%	100%	0%	1.98%	38%
High Par Capped Indexed Account	S&P 500	3.00%	7.25%	160% (140% guaranteed)	0%	1.98%	65%

* Indexed performance charge is annualized, but assessed monthly.

** Beginning in policy year one.

*** While there is no contractual segment cap rate for these accounts, there is a volatility control mechanism built into the Index rules that will impact the returns on these accounts. The change in the Barclays Global MA Index in up market conditions will not be as high as it would be had there not been the volatility control.

**** This indexed account includes a guaranteed fixed bonus of 0.65%.



Home



Reasons



Cash value growth options



Accessing cash value



Features



Interest crediting



Riders



Policy values, fees & charges



Contact us

Riders (separate charges may apply)

John Hancock Vitality PLUS Program (Also referred to as the Healthy Engagement Rider)

Note: Protection SIUL with Vitality is not available to insureds with an age gap greater than 20 years. Provides an opportunity for a policy to earn credits based on healthy actions taken by each insured each year through the later of younger insured's attained age 80 or policy year 10. To earn credits, each insured must complete simple health-related activities. Each year, these activities result in Vitality Points, which are used to determine a Vitality Status, and the amount of policy credits.

- Available for all risk classes (including substandard) from issue ages 20-90
- Available on policies of any size. For large policies, credits will be applied to the first \$30 million of death benefit
- If elected, a monthly charge of \$4 is deducted through the later of the younger insured's attained age 80 or policy year 10
- The maximum face amount per life insured for all policies with the Healthy Engagement coverage is \$30 million
- If the owner discontinues the John Hancock Vitality Program, all associated rider charges will cease, no new statuses can be earned, and any previously earned policy credits will continue to be applied

- The Vitality Status earned by each insured in the current year will determine the policy credits for subsequent years and rewards for each insured for the next year
- Each year, insureds must again earn points to establish their Vitality Status for the year ahead

Cash Value Enhancement (CVE) rider

Enhances the cash surrender value for the first 10 policy years. While this rider is in effect, the cash surrender value is equal to the policy value, less the surrender charge, plus the CVE benefit. Conditions apply, including that the surrender cannot be done with the intention of exchanging the policy under IRS Section 1035.

- The charge is 2% of each premium paid in years 1-10
- Rider can impact compensation and extend the chargeback period, depending on which commission option is elected

Return of Premium (ROP) Rider

Provides an additional insurance amount equal to a percentage of premiums paid, up to 100%.

- ROP increases cease at the younger insured's age 100, at which point the death benefit becomes level
- Available only at issue with Death Benefit Option 1

- Not available in conjunction with the Estate Preservation Rider
- The total death benefit including ROP may never exceed five times the Face Amount (subject to underwriting, retention and reinsurance limits)
- There are costs associated with the ROP rider as well as limitations on the cumulative amount that can be returned

Estate Preservation (EPR)

Provides additional non-convertible coverage during the first four policy years to help cover estate taxes during this period.

- Coverage is subject to underwriting restrictions and retention availability, and is not available with the ROP rider
- EPR has the following rating limits (both lives):
 - Issue ages 20–65: 500%
 - Issue ages 66–75: 200%
- This rider is free of charge for policyholders



Home



Reasons



Cash value growth options



Accessing cash value



Features



Interest crediting



Riders



Policy values, fees & charges



Contact us

Riders, continued

Policy Split Option (PSO)

In the event of divorce or estate tax law change (within 90 days of either event), PSO allows for the split of one survivorship policy into two equal permanent single life policies, without evidence of insurability.

- Policy Value of survivorship policy is divided in half and applied to the new single life policies as premium
- Available for issue ages 20–70, when neither insured is rated
- Not available with the ROP Rider
- One-time \$500 charge at issue
- The period during which the rider benefit can be exercised is between the first policy anniversary and when the older life insured attains age 80
- Rider terminates when either of the life insureds dies or when the older life insured attains age 80

Preliminary Funding Account (PFA)

Allows policyholders to make a single, large, lump-sum payment upfront without causing the policy to become a modified endowment contract (MEC). Annually, John Hancock moves the scheduled premium from the PFA into the insurance policy.

- Guaranteed crediting rate of 4.25%, with interest earned taxable
- Can be terminated at any time (partial withdrawals not allowed), with PFA balance subject to early termination fee equal to prevailing PFA value multiplied by the early termination fee rate (i.e., 5% in year one, grading down to 0% over nine years)
- PFA can be used only on non-MEC policies, and cannot be used with DPSP, ADBTI or LTC riders or with LifeTrack
- Premium mode must be set to annual
- No policy changes (e.g., DBO change, face amount change, etc.) allowed when PFA is in force
- Minimum amount to fund PFA is \$5,000 plus the annual scheduled premium, and maximum amount is 10 times the annual scheduled premium
- Minimum PFA period is three years, maximum period is 10 years
- Policyholders have up to 90 calendar days to fund the PFA starting from (and including) date of policy issue. Refer to the PFA agreement for full details.





Home



Reasons



Cash value growth options



Accessing cash value



Features



Interest crediting



Riders



Policy values, fees & charges



Contact us

Policy values, fees & charges

Standard loan spread

Current		Guaranteed	
Years 1-10:	1.25%	Years 1-10:	1.25%
Years 11+:	0.00%	Years 11+:	0.25%

Note: There is no predefined loan spread for index loans

Policy loans⁴

- Policy loans are available at any time after the policy is in force
- Index loans are available after policy year three
- Minimum loan is \$500
- Loan option changes are permitted once a year (on the policy anniversary)

Withdrawals⁴

- Available after the first policy year and are first deducted from the Fixed Account, then from amounts in any Indexed Account Holding Segments and then proportionately from the Indexed Account Segments
- Minimum withdrawal is \$500 and a partial Surrender Charge may apply
- Withdrawals affect a policy's no-lapse guarantee (Death Benefit Protection) calculations
- Available once per month after first year if there is a positive Net Cash Value
- If an unscheduled withdrawal is taken from the Index Appreciation Account, policy owners will not be able to create new Segments in any Indexed Account for one year. This is called a lock-out period.
- To avoid a lock-out period, clients can schedule systematic withdrawals.
- Systematic withdrawals are withdrawals that are pre-scheduled at least 30 days in advance with a schedule of at least two withdrawals.
- If a systematic withdrawal schedule is canceled prior to its end date, policy owners will not be able to request a new systematic withdrawal schedule for one year.

Premium charge (current and guaranteed)

- Years 1-10: 35%
- Years 11+: 32%

Administrative charge (current and guaranteed)

All policy years: \$15 per month

Contract charge

- Monthly charge per \$1,000 of the Premium Charge Limit
- Varies by issue age, gender, risk class and policy duration



Home



Reasons



Cash value growth options



Accessing cash value



Features



Interest crediting



Riders



Policy values, fees & charges



Contact us

Policy values, fees & charges, continued

Cost of insurance charge

A charge per \$1,000 of net amount at risk that is deducted monthly.

Current

- Mortality charge varies by issue age, gender, policy duration and risk class

Guaranteed

- Mortality charge varies by attained age, gender, and smoking status
- Charges based on the CSO 2017, age nearest birthday ultimate mortality rates

Indexed performance charge

- A monthly charge per \$1 of total value in the indexed account segment balance. A charge of 0.165% (1.98% annually) on indexed account segment balances of the Capped, High Capped, and High Par Capped Indexed Accounts, and 0.07% (0.84% annually) on segment balances of the Barclays Global MA Plus Indexed Account
- The indexed performance charge is not assessed against any policy value in the Fixed Account, Select Capped Indexed Account, Base Indexed Accounts, the Barclays Global MA Classic/Bonus Indexed Accounts or loan account

Surrender charge

A Surrender Charge is deducted in the event of a full surrender, and is charged on a pro-rata basis for a withdrawal that results in a face amount decrease.

- Surrender Charge rates vary by issue age, gender, face amount, premiums paid and policy duration
- The charge grades down monthly over 10 years and is 0% in years 11 and after

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 Policy Year
- The Advance Contribution Charge rates and Advance Contribution Limit are both shown in the policy contract





Home



Reasons



Cash value growth options



Accessing cash value



Features



Interest crediting



Riders



Policy values, fees & charges



Contact us

Strength. Stability. John Hancock.

John Hancock is among the highest-rated companies for financial strength and stability as demonstrated by its A+ rating from A.M. Best.⁸ Financial strength ratings are a comprehensive measure of a company's financial strength and stability, and are important as they reflect a life insurance company's ability to pay claims in the future. With over 160 years of experience, John Hancock offers customers a diverse range of insurance products and services through its extensive network of employees, agents, and distribution partners.

For more information about Protection SIUL or our other products:



Contact your **John Hancock sales representative**



Call **National Sales Support at 888-266-7498, option 2**



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4. Loans and withdrawals will reduce the death benefit and the cash surrender value, and may cause the policy to lapse. Lapse or surrender of a policy with a loan may cause the recognition of taxable income. Withdrawals in excess of the cost basis (premiums paid) will be subject to tax and certain withdrawals within the first 15 years may be subject to recapture tax. Additionally, policies classified as Modified Endowment Contracts may be subject to tax when a loan or withdrawal is made. A federal tax penalty of 10% may also apply if the loan or withdrawal is taken prior to age 59½. Cash value available for loans and withdrawals may be more or less than originally invested. Withdrawals are available after the first policy year.
5. Standard loan requests in excess of the Fixed Account balance can be taken from the Indexed Accounts, but these loans will be treated similarly to an Index Loan until the Segment Maturity, allowing the Index Loan portion of the loan to be converted into a Standard Loan.
6. Index loan requests in excess of the Index Appreciation Account will be secured by balances transferred from the Fixed Account to a Loan Account. Only one type of policy loan may be utilized at a given time. If there is an outstanding Standard Loan, and the policy owner wishes to take an Index Loan, the existing loan must be repaid first. The opposite is also true; any existing Index Loan must be repaid before it is possible to take out a new Standard Loan. Index Loan requests in excess of the Index Appreciation Account policy value can be taken as Standard Loans from the Fixed Account.
7. Protection SIUL policies automatically include a no-lapse guarantee called Death Benefit Protection. This feature guarantees that the policy will not default, even if the cash surrender value falls to zero or below, provided that the Death Benefit Protection Value remains greater than zero and policy debt never exceeds the Policy Value. Once terminated, the Death Benefit Protection feature cannot be reinstated.
8. Second highest of 13 ratings (superior ability to meet ongoing insurance obligations). Financial strength rating is current as of March 31, 2024, is subject to change, and applies to John Hancock Life Insurance Company (U.S.A.) as a measure of each company's financial ability to pay claims and to honor any guarantees provided by the contract and any applicable optional riders. These companies have also received additional financial strength ratings from other rating agencies. Financial strength ratings are not an assessment, recommendation, or guarantee of specific products and their investment returns or value, do not apply to individual securities held in any portfolio or the practices of an insurance company, and do not apply to the safety and performance of separate accounts.

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Insurance policies and/or associated riders and features may not be available in all states. Some riders may have additional fees and expenses associated with them.

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

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

Guaranteed product features are dependent upon minimum-premium requirements and the claims-paying ability of the issuer.

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