



# Automatic reinsurance capacity and retention limits

In the high-net-worth market, choosing the right partner is key. And John Hancock's Underwriting team excels in this space, delivering the smooth experience and competitive decisions that reflect our deep expertise. As the numbers below attest, our leading capacity and retention can also help you avoid reinsurance gridlock, making it easier to place business. Turn to John Hancock and discover why we're a large-case partner of choice.

## Permanent products — automatic binding limits<sup>1,2,3</sup>

Individual coverage		Survivorship coverage <sup>4</sup>	
Age	Face amount	Age	Face amount
0-75	\$65,000,000	20-75	\$65,000,000
76-80	\$60,000,000	76-80	\$65,000,000
81-85	\$30,000,000	81-85	\$32,500,000
86-90	\$7,500,000	86-90	\$10,000,000

## Term products (10, 15 and 20-year) — automatic binding limits<sup>1,2</sup>

Age	Face amount
18-75	\$65,000,000
76-80	\$60,000,000

## Term products (30-year) — automatic binding limits<sup>1,2</sup>

Age	Face amount
18-55	\$65,000,000

**Take advantage of Autobind+!** Policies up to \$130M can be issued via our streamlined facultative reinsurance process.

## Retention limits<sup>2,5</sup>

Individual coverage		Survivorship coverage <sup>4</sup>	
Age	Face amount	Age — both lives	Face amount
0-70	\$30,000,000	20-70	\$35,000,000
71-75	\$25,000,000	71-75	\$30,000,000
76-80	\$20,000,000	76-80	\$25,000,000
81-85	\$10,000,000	81-85	\$12,500,000
86-90	\$7,500,000	86-90	\$10,000,000

## Jumbo Limits<sup>2,3</sup>

Age	Product	Face amount
0-80	All products — Individual and survivorship	\$65,000,000
81-85	Permanent products only — individual and survivorship	\$50,000,000
86-90	Permanent products only — individual and survivorship	N/A (limited to Retention only)



## Key definitions

**Automatic binding limits (autobind)** – this is the maximum amount that John Hancock can automatically issue without sending the case to reinsurance. Our autobind limits are some of the highest in the industry because of the trust and relationships we've built with our reinsurers.

**Internal retention limits** – the amount of risk John Hancock is willing to take on without using facultative reinsurance.

**Jumbo Limits** – the Jumbo Limit is the sum of all inforce coverage plus pending formal applications to be placed with all companies. A case that exceeds the Jumbo Limit will not be considered unless John Hancock has available internal retention or facultative reinsurance capacity.

## Frequently asked questions

### What is the difference between capacity and retention?

Retention is the amount of risk John Hancock is willing to take on, whereas capacity is a combination of the amount of risk John Hancock and our reinsurers are willing to accept, while still issuing a John Hancock top-tier product.

Because of the strong relationship we've built with our reinsurers — and our 160+ year history of being a trusted brand — we have some of the largest capacity limits in the market.

### What is the maximum amount that John Hancock can automatically issue without sending the case to reinsurance?

Through Autobind+, we can issue policies up to \$130M in-house. This streamlined process allows us to tap into the combined capacity that we have with our reinsurers while maintaining control of the underwriting via John Hancock's internal guidelines.

### What is the maximum amount that John Hancock can issue using traditional facultative capacity?

We can issue policies up to \$170M using our traditional facultative process.

### Do you offer streamlined underwriting processes on high-net-worth cases?

Yes, for high-net-worth cases with face amounts of \$5M to \$65M we offer Concierge Express — a non-invasive underwriting approach for informal submission. A tentative offer will be made based on the review of comprehensive medical records and prescription history, and subject to a formal application, health questionnaire, non-medical information (including financial) and additional/applicable non-invasive searches (e.g., MIB, MVR, ID, etc.).

## For more information, contact your John Hancock Underwriter.

1. Represents maximum potential capacity for Standard or better lives. Does not include products that are not fully underwritten.
2. Jumbo, automatic binding and retention limits may vary by product and be reduced by age, mortality assessment and for aviation risks and juveniles. Coverage may be reduced or not available for foreign risks and sports figures. Age availability for Term products will vary by term duration.
3. Applications containing Return of Premium rider or other increasing features must satisfy John Hancock's Automatic Binding and Jumbo Limits based on ultimate death benefit amount. Underwriting requirements are based on the ultimate death benefit amount.
4. Survivorship coverage limits are based on both lives being in the same age grouping (e.g., "0-70" is an age grouping), and both lives being Standard or better.
5. Represents maximum potential retention for Standard or better lives.

Insurance policies and/or associated riders and features may not be available in all states.

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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.

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