



JH Solutions®

Private Finance

A fair market loan arrangement

Prepared for

Mr. Client and Mrs. Client

September 24, 2021

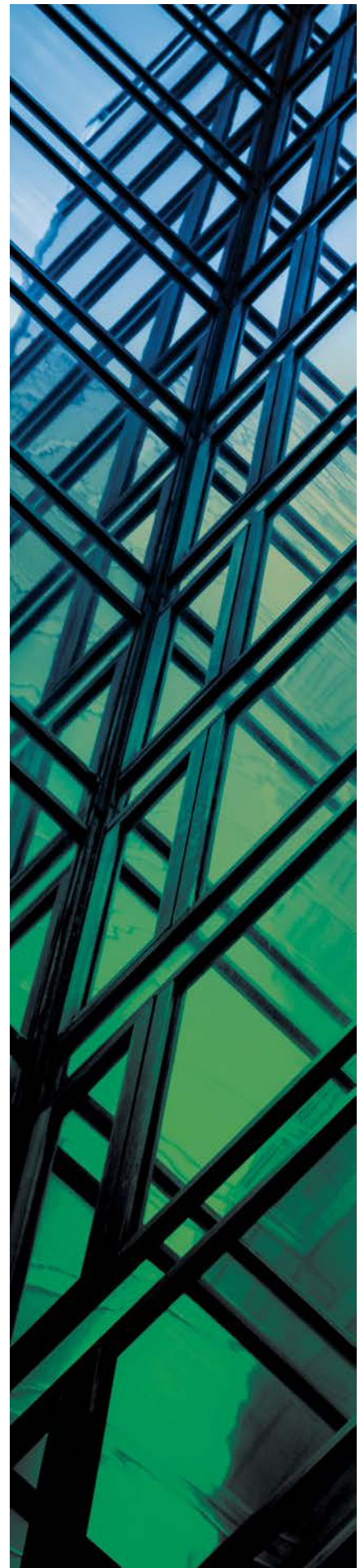
Presented by

Trusted Financial Professional

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Life insurance owned inside of an irrevocable life insurance trust (ILIT) is often a very effective part of an estate planning strategy.¹ The death benefit, which is received income and estate tax free by the ILIT, provides liquidity that can be used to help pay taxes and final expenses and may facilitate numerous other wealth transfer goals, potentially increasing the total amount left to heirs.² Traditionally, life insurance premiums are funded by making gifts to the ILIT. However, gifting means permanently relinquishing control over the funds and gifts are limited and can be taxable. In short, when gift exemptions have been utilized, are earmarked for other planning purposes, or if you are concerned about losing control over assets and desire increased flexibility, private financing may be a viable alternative to gifting.

Private financing provides your ILIT with the funds to pay insurance premiums in the form of a personal loan between you and your ILIT, instead of or in addition to making a gift. In this regard, you act as the “bank” and lend the ILIT an amount of cash necessary to acquire and pay the ongoing premiums on a life insurance policy. The loan can be a lump-sum amount or an annual amount.

How it works

- 1 You establish an ILIT, properly drafted by an attorney familiar with such matters to take into account income and estate tax laws.
- 2 You enter into a loan agreement with the ILIT, where you lend money to the ILIT for a fixed number of years in return for a promissory note.
- 3 The note must charge loan interest at or above the Applicable Federal Rate (AFR). The interest can be paid annually or potentially accrued against the initial loan balance.
- 4 The ILIT can use borrowed funds for life insurance premiums, interest, and loan repayment.
- 5 The loan balance can be repaid either at death from the policy proceeds or at an earlier time (if desired) from other ILIT assets.

1.Trusts should be drafted by an attorney familiar with such matters in order to take into account income and estate tax laws (including the generation-skipping tax). Failure to do so could result in adverse tax treatment of trust proceeds. There can be costs associated with drafting a trust.

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.

Benefits

- By funding an ILIT with private financing, you can reduce or eliminate the need for gifts, and therefore gift taxes.
- You control the note and the obligation may be repaid at an earlier time or you may forgive the loan (i.e. make it a gift).
- Your heirs receive the loan repayment since there is no third-party lender to repay. The loan repayment from the ILIT can pass through your estate to your heirs (but may be subject to estate tax).
- Using a lump-sum loan, the loan interest rate can be locked in permanently or for a period of time.
- If your ILIT is a grantor trust for income tax purposes, the loan interest paid by your ILIT to you, as the lender, would not be subject to income tax. Additionally, life insurance cash values generally grow tax deferred and life insurance death benefits are generally received income tax-free.
- The ILIT can be drafted with special provisions that allow a spouse (and children and other beneficiaries) to receive money from the ILIT during your lifetime. In this way, your family can retain tax-free access to the policy's cash value, and providing the ILIT is properly drafted and administered, it retains the tax benefits of a traditional ILIT.³
- The ILIT can be drafted as a "dynasty trust" permitting the ILIT to be a long-term trust created to maximize the transfer of wealth from generation-to-generation while minimizing (or eliminating) the impact of the generation skipping transfer (GST) tax. The beneficiaries of this type of trust are usually your children, grandchildren, great-grandchildren and so on.

Important considerations

- As the lender, you must have available cash flow to make the loan to the ILIT.
- Although the estate will be reduced by the amount of any gifts made to the ILIT, the loan repayment may be subject to estate tax.
- Life insurance policies have charges associated with them such as the cost of insurance and other potential surrender charges. Please consult the basic illustration for more information. The policy's cash values available for loans and withdrawals may be worth more or less than premiums paid. Life insurance eligibility will be based on financial and medical underwriting.
- The structure of the ILIT (e.g., grantor/non-grantor, simple/complex, etc.) will affect the income tax consequences of the loan to the many parties such as the grantor (you), the beneficiaries, and the ILIT. For this reason, most potential income tax consequences of the loan are not reflected in this illustration. Please consult competent tax counsel to discuss the implications of specific trust designs.
- Consider the consequences of offering this policy as collateral for this arrangement. You may wish to not collaterally assign the policy. Please consult with your tax advisor.
- The lender could be a parent, grandparent, other existing trust, or family limited partnership. These arrangements could facilitate a senior generation making loans to children's trusts which could benefit grandchildren.

3. 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 59 1/2

Planning options summary page

The following pages graphically illustrate a projected net amount transferred to your heirs upon your death and assume you have made a loan to your ILIT. This page represents a summary, but please refer to the accompanying pages for more detail and please refer to the Glossary for a definition of the key terms used in this proposal.

Assumptions/policy details

Insured: Mr. Client, Male, age 55, Preferred NonSmoker, Vitality Status Bronze

Insured2: Mrs. Client, Female, age 53, Preferred NonSmoker, Vitality Status Bronze

Life expectancy assumed: Insured - 31 years, Insured2 - 35 years, Joint life - 39 years

Product: Protection SIUL 19 /**Initial death benefit:** \$10,000,000

Initial premium: \$154,121

Options selected

Lender name: Grantor

Private finance loan option:

Solve Year 1

Loan interest rate: 0.91%

Accrue interest: No

Gifting option: None

ILIT side fund growth rate: 5%

Existing ILIT balance: \$0

Loan repayment option: ILIT Side Fund

- **Loan repayment year:** 10

- **Years to repay loan:** 1

Summary Year 10

Loan(s) to ILIT:
\$3,956,652

Total loans repaid:
\$3,956,652

Total loan interest:
\$324,050

Total premiums paid:
\$1,387,089

Cumulative gifts:
\$0

ILIT side fund:
\$0

Life insurance death benefit:
\$10,000,000

Outstanding loan:
\$0

Net to heirs:
\$10,000,000

Life Expectancy is based on 2015 Valuation Basic Table, Select and Ultimate. The LE data provided in this presentation is not necessarily indicative of your own personal life expectancy, and you may live longer than indicated by the table. The LE tables used are not tailored to your personal situation or risk class; rather, they are based population averages and are presented merely to help you form a generalized idea of potential ages at death.

The figures used to demonstrate this concept are based upon both assumptions and data provided by you. Your furnishing of accurate data will help enhance the value of this analysis. All assumed growth rates for assets are based upon information provided and assumed by you and are not a guarantee of the future performance of the life insurance policy or any other assets shown. Please review the accuracy of this information.

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.

Loan details

Lender: Grantor

Year	Attained age (EOY)	BOY cumulative loan balance	BOY loan to ILIT	BOY loan repayment	Loan interest rate	EOY loan interest due	EOY loan interest paid	EOY loan interest accrued	EOY cumulative loan balance
1	56-54	0	3,956,652	0	0.91%	36,006	36,006	0	3,956,652
2	57-55	3,956,652	0	0	0.91%	36,006	36,006	0	3,956,652
3	58-56	3,956,652	0	0	0.91%	36,006	36,006	0	3,956,652
4	59-57	3,956,652	0	0	0.91%	36,006	36,006	0	3,956,652
5	60-58	3,956,652	0	0	0.91%	36,006	36,006	0	3,956,652
6	61-59	3,956,652	0	0	0.91%	36,006	36,006	0	3,956,652
7	62-60	3,956,652	0	0	0.91%	36,006	36,006	0	3,956,652
8	63-61	3,956,652	0	0	0.91%	36,006	36,006	0	3,956,652
9	64-62	3,956,652	0	0	0.91%	36,006	36,006	0	3,956,652
10	65-63	3,956,652	0	3,956,652	0.91%	0	0	0	0
11	66-64	0	0	0	0.91%	0	0	0	0
12	67-65	0	0	0	0.91%	0	0	0	0
13	68-66	0	0	0	0.91%	0	0	0	0
14	69-67	0	0	0	0.91%	0	0	0	0
15	70-68	0	0	0	0.91%	0	0	0	0
16	71-69	0	0	0	0.91%	0	0	0	0
17	72-70	0	0	0	0.91%	0	0	0	0
18	73-71	0	0	0	0.91%	0	0	0	0
19	74-72	0	0	0	0.91%	0	0	0	0
20	75-73	0	0	0	0.91%	0	0	0	0
21	76-74	0	0	0	0.91%	0	0	0	0
22	77-75	0	0	0	0.91%	0	0	0	0
23	78-76	0	0	0	0.91%	0	0	0	0
24	79-77	0	0	0	0.91%	0	0	0	0
25	80-78	0	0	0	0.91%	0	0	0	0
26	81-79	0	0	0	0.91%	0	0	0	0
27	82-80	0	0	0	0.91%	0	0	0	0
28	83-81	0	0	0	0.91%	0	0	0	0
29	84-82	0	0	0	0.91%	0	0	0	0
30	85-83	0	0	0	0.91%	0	0	0	0
31	86-84	0	0	0	0.91%	0	0	0	0
32	87-85	0	0	0	0.91%	0	0	0	0
33	88-86	0	0	0	0.91%	0	0	0	0
34	89-87	0	0	0	0.91%	0	0	0	0
35	90-88	0	0	0	0.91%	0	0	0	0
36	91-89	0	0	0	0.91%	0	0	0	0
37	92-90	0	0	0	0.91%	0	0	0	0
38	93-91	0	0	0	0.91%	0	0	0	0
39	94-92	0	0	0	0.91%	0	0	0	0

Year	Attained age (EOY)	BOY cumulative loan balance	BOY loan to ILIT	BOY loan repayment	Loan interest rate	EOY loan interest due	EOY loan interest paid	EOY loan interest accrued	EOY cumulative loan balance
40	95-93	0	0	0	0.91%	0	0	0	0
41	96-94	0	0	0	0.91%	0	0	0	0
42	97-95	0	0	0	0.91%	0	0	0	0
43	98-96	0	0	0	0.91%	0	0	0	0
44	99-97	0	0	0	0.91%	0	0	0	0
45	100-98	0	0	0	0.91%	0	0	0	0
46	101-99	0	0	0	0.91%	0	0	0	0
47	102-100	0	0	0	0.91%	0	0	0	0
48	103-101	0	0	0	0.91%	0	0	0	0
49	104-102	0	0	0	0.91%	0	0	0	0
50	105-103	0	0	0	0.91%	0	0	0	0
51	106-104	0	0	0	0.91%	0	0	0	0
52	107-105	0	0	0	0.91%	0	0	0	0
53	108-106	0	0	0	0.91%	0	0	0	0
54	109-107	0	0	0	0.91%	0	0	0	0
55	110-108	0	0	0	0.91%	0	0	0	0
56	111-109	0	0	0	0.91%	0	0	0	0
57	112-110	0	0	0	0.91%	0	0	0	0
58	113-111	0	0	0	0.91%	0	0	0	0
59	114-112	0	0	0	0.91%	0	0	0	0
60	115-113	0	0	0	0.91%	0	0	0	0
61	116-114	0	0	0	0.91%	0	0	0	0
62	117-115	0	0	0	0.91%	0	0	0	0
63	118-116	0	0	0	0.91%	0	0	0	0
64	119-117	0	0	0	0.91%	0	0	0	0
65	120-118	0	0	0	0.91%	0	0	0	0
66	121-119	0	0	0	0.91%	0	0	0	0
	Totals		\$3,956,652	\$3,956,652		\$324,050	\$324,050	\$0	

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ILIT and Insurance Values

Lender: Grantor

Year	Attained age (EOY)	BOY gift to ILIT	BOY insurance premium	BOY loan repayment	EOY loan interest paid	EOY total growth in ILIT side fund @5%	EOY ILIT side fund balance	Insurance cash surrender value	Insurance death benefit	Net to heirs from ILIT
1	56-54	0	154,121	0	36,006	190,127	3,956,652	0	22,222,222	22,222,222
2	57-55	0	154,121	0	36,006	190,127	3,956,652	78,703	22,222,222	22,222,222
3	58-56	0	154,121	0	36,006	190,127	3,956,652	175,542	22,222,222	22,222,222
4	59-57	0	154,121	0	36,006	190,127	3,956,652	278,022	22,222,222	22,222,222
5	60-58	0	154,121	0	36,006	190,127	3,956,652	386,759	10,000,000	10,000,000
6	61-59	0	154,121	0	36,006	190,127	3,956,652	518,493	10,000,000	10,000,000
7	62-60	0	154,121	0	36,006	190,127	3,956,652	658,413	10,000,000	10,000,000
8	63-61	0	154,121	0	36,006	190,127	3,956,652	805,695	10,000,000	10,000,000
9	64-62	0	154,121	0	36,006	190,127	3,956,652	961,100	10,000,000	10,000,000
10	65-63	0	0	3,956,652	0	0	0	1,019,067	10,000,000	10,000,000
11	66-64	0	0	0	0	0	0	1,067,940	10,000,000	10,000,000
12	67-65	0	0	0	0	0	0	1,118,555	10,000,000	10,000,000
13	68-66	0	0	0	0	0	0	1,192,362	10,000,000	10,000,000
14	69-67	0	0	0	0	0	0	1,270,883	10,000,000	10,000,000
15	70-68	0	0	0	0	0	0	1,354,388	10,000,000	10,000,000
16	71-69	0	0	0	0	0	0	1,443,143	10,000,000	10,000,000
17	72-70	0	0	0	0	0	0	1,537,399	10,000,000	10,000,000
18	73-71	0	0	0	0	0	0	1,637,406	10,000,000	10,000,000
19	74-72	0	0	0	0	0	0	1,743,380	10,000,000	10,000,000
20	75-73	0	0	0	0	0	0	1,855,527	10,000,000	10,000,000
21	76-74	0	0	0	0	0	0	1,973,664	10,000,000	10,000,000
22	77-75	0	0	0	0	0	0	2,098,071	10,000,000	10,000,000
23	78-76	0	0	0	0	0	0	2,228,744	10,000,000	10,000,000
24	79-77	0	0	0	0	0	0	2,365,614	10,000,000	10,000,000
25	80-78	0	0	0	0	0	0	2,508,462	10,000,000	10,000,000
26	81-79	0	0	0	0	0	0	2,656,984	10,000,000	10,000,000
27	82-80	0	0	0	0	0	0	2,811,166	10,000,000	10,000,000
28	83-81	0	0	0	0	0	0	2,970,725	10,000,000	10,000,000
29	84-82	0	0	0	0	0	0	3,135,202	10,000,000	10,000,000
30	85-83	0	0	0	0	0	0	3,304,381	10,000,000	10,000,000
31	86-84	0	0	0	0	0	0	3,470,853	10,000,000	10,000,000
32	87-85	0	0	0	0	0	0	3,638,231	10,000,000	10,000,000
33	88-86	0	0	0	0	0	0	3,804,382	10,000,000	10,000,000
34	89-87	0	0	0	0	0	0	3,968,868	10,000,000	10,000,000
35	90-88	0	0	0	0	0	0	4,130,887	10,000,000	10,000,000
36	91-89	0	0	0	0	0	0	4,289,807	10,000,000	10,000,000
37	92-90	0	0	0	0	0	0	4,445,496	10,000,000	10,000,000
38	93-91	0	0	0	0	0	0	4,598,866	10,000,000	10,000,000
39	94-92	0	0	0	0	0	0	4,751,849	10,000,000	10,000,000

Year	Attained age (EOY)	BOY gift to ILIT	BOY insurance premium	BOY loan repayment	EOY loan interest paid	EOY total growth in ILIT side fund @5%	EOY ILIT side fund balance	Insurance cash surrender value	Insurance death benefit	Net to heirs from ILIT
40	95-93	0	0	0	0	0	0	4,907,543	10,000,000	10,000,000
41	96-94	0	0	0	0	0	0	5,023,223	10,000,000	10,000,000
42	97-95	0	0	0	0	0	0	5,134,095	10,000,000	10,000,000
43	98-96	0	0	0	0	0	0	5,241,389	10,000,000	10,000,000
44	99-97	0	0	0	0	0	0	5,342,634	10,000,000	10,000,000
45	100-98	0	0	0	0	0	0	5,437,899	10,000,000	10,000,000
46	101-99	0	0	0	0	0	0	5,519,839	10,000,000	10,000,000
47	102-100	0	0	0	0	0	0	5,587,765	10,000,000	10,000,000
48	103-101	0	0	0	0	0	0	5,640,895	10,000,000	10,000,000
49	104-102	0	0	0	0	0	0	5,682,511	10,000,000	10,000,000
50	105-103	0	0	0	0	0	0	5,713,288	10,000,000	10,000,000
51	106-104	0	0	0	0	0	0	5,733,917	10,000,000	10,000,000
52	107-105	0	0	0	0	0	0	5,746,302	10,000,000	10,000,000
53	108-106	0	0	0	0	0	0	5,749,876	10,000,000	10,000,000
54	109-107	0	0	0	0	0	0	5,755,532	10,000,000	10,000,000
55	110-108	0	0	0	0	0	0	5,768,231	10,000,000	10,000,000
56	111-109	0	0	0	0	0	0	5,790,695	10,000,000	10,000,000
57	112-110	0	0	0	0	0	0	5,824,358	10,000,000	10,000,000
58	113-111	0	0	0	0	0	0	5,918,974	10,000,000	10,000,000
59	114-112	0	0	0	0	0	0	6,071,295	10,000,000	10,000,000
60	115-113	0	0	0	0	0	0	6,336,782	10,000,000	10,000,000
61	116-114	0	0	0	0	0	0	6,759,828	10,000,000	10,000,000
62	117-115	0	0	0	0	0	0	7,211,128	10,000,000	10,000,000
63	118-116	0	0	0	0	0	0	7,692,571	10,000,000	10,000,000
64	119-117	0	0	0	0	0	0	8,206,169	10,000,000	10,000,000
65	120-118	0	0	0	0	0	0	8,754,071	10,000,000	10,000,000
66	121-119	0	0	0	0	0	0	9,338,566	10,000,000	10,000,000
	Totals	\$0	\$1,387,089	\$3,956,652	\$324,050					

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Glossary

Annual exclusion The amount of money that one person may gift to another annually without incurring gift tax or affecting the lifetime exclusion. It is currently set at \$15,000 per donor per beneficiary. This presentation can factor in future indexing, as current law does index for inflation.

Applicable Federal Rate (AFR) The statutory interest rate that must be charged for most loans and installment agreements in order to them to qualify as a fair-market loan. These rates are published monthly by the government.

BOY Acronym for “Beginning of the year.”

Collateral assignment The life insurance policy may be used as collateral to secure the loan; the grantor’s attorney should determine if collateral is necessary. In Private Finance, the life insurance policy is generally not collaterally assigned. See Modified Endowment Contract (MEC) for important information related to using a collateral assignment.

Cumulative loan balance The total loan balance outstanding at the end of the year, including accrued interest.

EOY Acronym for “End of the year.”

Gift to ILIT The total gifts to the ILIT which can be for premium, annual interest, loan repayment, or invested in the side fund.

ILIT side fund balance If applicable, the ILIT side fund can include any gifting or any existing balance, plus the total return.

Loan interest rate The interest rate charged to the ILIT for the loan. The loan rate can be specified all years, scheduled, or varied incrementally.

Loan to ILIT The amount of cash loaned to the ILIT.

Modified Endowment Contract (MEC) If the policy is a MEC and used as collateral for the loan, this may cause any cash value gain to be subject to income taxation. While the death benefit from a MEC is still (generally) income tax free and the policy cash value still grows on a tax-deferred basis, withdrawals and loans may be subject to tax. Please consult with your tax advisor.

Net to heirs from ILIT The ILIT side fund balance plus the insurance death benefit less the cumulative loan balance.

Total growth in ILIT side fund This presentation factors in a growth rate selected by you.

Depending on the specific options selected, some glossary terms may not appear in the presentation.

Important disclosures

A John Hancock life insurance policy with the Vitality program is a great way protect your family while you invest in your health and in your life. Visit www.jhrewardslife.com to learn more.

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.

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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.

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

MLINY061421375-1

INSURANCE PRODUCTS :		
Not FDIC Insured	 	Not Bank Guaranteed May Lose Value
Not a Deposit	 	Not Insured by Any Federal 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
- **Exclusive discounts at more than 350,000 eligible properties** around the world with Hotels.com
- **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

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

Premiums at various status levels

Assumed Status	Annualized Premium	Guaranteed Death Benefit Duration

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. HealthFood 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(s) and Life Insured(s). If you are not both the Policy Owner(s) and Life Insured(s), the discounts, rewards, and Fitbit will be provided only to the Life Insured(s) to encourage participation in the program. Status is attained based on the actions of the Life Insured(s) only.

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

Premium Savings will apply based on the Status attained by the Life Insured(s).

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

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 02210.

Policy Form Series:

Rider Form Series:

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy Protection Survivorship Indexed UL Form: 19PSIUL
Valuable Information About Your Life Insurance Illustration

Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client

Male - 55 - Preferred NonSmoker

Initial Assumed Status: Bronze

Mrs. Client

Female - 53 - Preferred NonSmoker

Initial Assumed Status: Bronze

Initial Death Benefit \$10,000,000

Base Face Amount \$10,000,000

Initial Planned Premium: \$154,121.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Colorado

Based on Curr Charges and Initial Assumed Segment Growth Rate of 5.14%

Protection Survivorship Indexed Universal Life Insurance

The Protection Survivorship Indexed Universal Life Insurance policy which you are considering provides flexible death benefit protection on two lives and premium payment flexibility. The values in the insurance policy are based on several factors, including:

- The amount and timing of each premium payment;
- Interest earned in a Fixed Account (referred to contractually as the Guaranteed Interest Account) or in one of the Indexed Accounts included within the Index Appreciation Account ('Indexed Accounts') for amounts not yet designated to a Segment;
- Index Segment Interest Credits (earned by Segments in the Index Appreciation Account on a Segment Maturity Date); and
- Cost of Insurance and other charges.

Your net premiums are added to your Policy Value. You may allocate premiums to one or more of the Indexed Accounts and/or to the Fixed Account. The Indexed Accounts offered in the policy are:

- Base Capped Indexed Account
- Base High Par Capped Indexed Account
- Capped Indexed Account
- High Capped Indexed Account
- High Par Capped Indexed Account

Certain aspects of the policy cannot be predicted with certainty. These nonguaranteed elements are described on the following pages. For example, the interest rate credited to the Fixed Account may exceed its guaranteed rate, Index Segment Interest Credits may exceed the Segment Floor Rate, and monthly charges may be less than the maximum guaranteed charges. These rates and charges may also vary from those illustrated. In addition, we may change the Segment Cap Rate, Participation Rate, and other factors.

This is an illustration only and is not intended to predict actual performance. Capitalized terms throughout the illustration have specific meanings to the policy and are

defined either here or in the policy contract.

Descriptions provided in this illustration are meant as a summary of the product and its features; however it does not supersede, nor should it be considered a substitute for the policy contract.

How a Protection Survivorship Indexed UL Policy Credits Interest

Protection Survivorship Indexed UL policy premium payments may be allocated (after deduction of a Premium Charge) to the Fixed Account, Indexed Account, or any combination of these options. This section outlines basic Protection Survivorship Indexed UL interest crediting; however the policy contract provides full details.

- Amounts held in the Fixed Account (as well as amounts you have allocated to an Indexed Account that have not yet been designated to a Segment) earn a rate of interest as described in the *Fixed Account – Interest Rate* section.
- Amounts that you allocate to the Indexed Accounts form individual Segments within the Indexed Account(s) chosen. Segments are formed once per calendar month, on a Segment Initiation Date, and may earn an Index Segment Interest Credit at the end of a one year Segment Term. The Index Segment Interest Credit proceeds are calculated and earned at Segment Maturity only. If the policy terminates prior to a Segment Maturity Date, any unmaturing Segments will not earn an interest credit. This is further described in the following Indexed Account sections.
- The Index Segment Interest Credit is calculated using a formula described in the policy that references an outside Index (ex. Standard & Poor's 500 Composite Stock Price Index), excluding dividends and as measured on a point-to-point basis. The policy does not directly participate in any stock or equity investments.
- All of the Indexed Accounts have a guaranteed Segment Floor Rate of 0%; however each reflects the positive performance of the Index differently. These differences are summarized in the following sections, and described fully in the policy.
- As each Segment matures, you can choose to allocate the Segment Proceeds to a different account

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 Survivorship Universal Life Insurance Policy Protection Survivorship Indexed UL Form: 19PSIUL
 Valuable Information About Your Life Insurance Illustration (cont'd) Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client	Initial Death Benefit \$10,000,000
Male - 55 - Preferred NonSmoker	Base Face Amount \$10,000,000
Initial Assumed Status: Bronze	Initial Planned Premium: \$154,121.00 / Billing Mode: Annual
Mrs. Client	Death Benefit Option 1; Cash Value Accumulation Test
Female - 53 - Preferred NonSmoker	State: Colorado
Initial Assumed Status: Bronze	Based on Curr Charges and Initial Assumed Segment Growth Rate of 5.14%

where (a) is the lesser of the Index Change multiplied by the Participation Rate, and the Segment Cap Rate for the Segment, and (b) is the Segment Floor Rate. The Segment Growth Rate will not be less than the 0% Segment Floor Rate and capped at the Segment Cap Rate. The rate in effect on the Segment Initiation Date is guaranteed for the full duration of that Segment Term.

Changes we may make to the Indexed Accounts

We may change the current Segment Cap Rate and the current Participation Rate for future Segments; however, it will never be less than the Segment Minimum Cap Rate and the guaranteed Participation Rate, respectively. If these rates are lower than illustrated, the amount of Indexed Segment Interest Credit applied to your Policy Value will be less. This may affect the long-term performance of your policy and you may need to make additional premium payments in order to keep your policy in force. We recommend that you request illustrations using various Indexed Accounts and hypothetical Segment Growth Rates to better understand the range of potential Index Segment Interest Credit outcomes as well as how these ranges of potential outcomes may affect the Policy Value and premium payment schedule. Your financial professional can help you choose the Indexed Account that is best for you given your financial objectives, time horizon and personal risk tolerance.

Customer Risk Disclosure

You may allocate your Policy Value among the Fixed Account and the following six Indexed Accounts:

Base Indexed Accounts

- Base Capped Indexed Account
- Base High Par Capped Indexed Account

Core Indexed Accounts

- Capped Indexed Account
- High Capped Indexed Account
- High Par Capped Indexed Account

The Indexed Performance Charge will reduce your Policy Value in the following manner:

- Policy Value allocated to the Core Indexed Accounts will incur a monthly Indexed Performance Charge of

0.165%.

- Policy Value allocated to the Base Indexed Accounts or the Fixed Account will not incur a monthly Indexed Performance Charge.

Each Indexed Account presents a different range of potential interest credit outcomes, and your choice of allocation among the Indexed Account options should be made taking into account your financial objectives, time horizon and personal risk tolerance. Your financial professional can help you make the choice that is best for you.

The Fixed Account credits interest daily at a declared rate (subject to a Minimum Guaranteed Interest Account Annual Rate of 2%) and is not linked to the gains of any index. As such, the Fixed Account may be expected to have the highest return, when equity indexes decline, the lowest return over the long-term, and the least volatility among all allocation options.

John Hancock reserves the right to add Indexed Accounts or cease offering one or more of the Indexed Accounts at any time. We also reserve the right for any Indexed Account to substitute an Index with another Index for any reason. If we substitute an Index for another Index, the Indexed Account will continue to offer the same guaranteed indexed account multiplier and guaranteed indexed account parameters. We will give you notice when we do so. Depending on what we add, substitute, or remove, the expected return and volatility relationship among Indexed Accounts might change. You should contact your financial professional to select an allocation that is best for you.

You should consider all your allocation options carefully and review your options over time with your financial professional as your needs change.

Death Benefit Protection

This policy illustration shows the Death Benefit Protection feature guaranteeing the policy death benefit to the younger Life Insured's attained age 88.

As long as the Death Benefit Protection feature is in effect and no loan is outstanding, your policy cannot lapse even if the Net Cash Surrender Value falls to zero

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy Protection Survivorship Indexed UL Form: 19PSIUL
 Valuable Information About Your Life Insurance Illustration (cont'd)

Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client	Initial Death Benefit \$10,000,000
Male - 55 - Preferred NonSmoker	Base Face Amount \$10,000,000
Initial Assumed Status: Bronze	Initial Planned Premium: \$154,121.00 / Billing Mode: Annual
Mrs. Client	Death Benefit Option 1; Cash Value Accumulation Test
Female - 53 - Preferred NonSmoker	State: Colorado
Initial Assumed Status: Bronze	Based on Curr Charges and Initial Assumed Segment Growth Rate of 5.14%

Date; which means that depending on the date that we receive your premium, there will be a delay of up to one month between that date and the date that any allocated portion of the premium is included in a new Segment. The policy illustration does not take this delay into account.

Proceeds from maturing Index Appreciation Account Segments are illustrated rolling over to new Segments of the same Indexed Account type (the default); however policy owners may elect to allocate maturing Segment Proceeds to any combination of the accounts by Written Request.

Illustrated Segment Growth Rate

This Illustration assumes a hypothetical Segment Growth Rate that is subject to a maximum hypothetical rate of return that is determined by regulation (Maximum Segment Growth Rate). This regulation sets a limit based upon the historical returns of the S&P 500 Index for the 25-year periods over the last 65 years, excluding dividends, of each Indexed Account.

The table below shows the 25-year geometric average annual Segment Growth Rate, as well as its minimum and maximum.

Maximum Segment Growth Rate	Min	Average	Max
Benchmark Indexed Account	4.12%	6.60%	8.25%
Base Capped Indexed Account (11.0% Cap)	4.16%	6.67%	8.34%
Base High Par Capped Indexed Account (160% Current Participation Rate and 8.5% Cap)	4.03%	5.75%	7.37%
Capped Indexed Account (8.0% Cap)	3.38%	5.14%	6.56%
High Par Capped Indexed Account (160% Current Participation Rate and 7.0% Cap)	3.36%	4.78%	6.12%
High Capped Indexed Account (10.5% Cap)	4.01%	6.40%	8.01%

We recommend that you review additional illustrations using various hypothetical Segment Growth Rates to better understand how changes in index performance may affect the policy value and premium payment schedule.

Historical Performance of the S&P 500 and the corresponding hypothetical Index Segment Interest Credit for an Indexed Account that references the S&P 500

The table below shows the actual historical performance of the S&P 500 Index change and corresponding hypothetical interest rates using the current Indexed Account parameters for the most recent 20-year period. These values should not be considered a representation of past or future performance of the Indexed Accounts available in a policy. The table assumes the current indexed account parameters for the applicable Indexed Account shown above.

Historical Performance of an Index			
Years *	S&P 500 Index Point-to-Point Performance	Base Capped Indexed Account (11.0% Cap)	Base High Par Capped Indexed Account (8.5% Cap)
2000-2001	-16.25%	0.00%	0.00%
2001-2002	-20.80%	0.00%	0.00%
2002-2003	20.76%	11.00%	8.50%
2003-2004	12.03%	11.00%	8.50%
2004-2005	5.76%	5.76%	8.50%
2005-2006	12.00%	11.00%	8.50%
2006-2007	2.98%	2.98%	4.77%
2007-2008	-40.07%	0.00%	0.00%
2008-2009	26.64%	11.00%	8.50%
2009-2010	11.44%	11.00%	8.50%
2010-2011	-2.40%	0.00%	0.00%
2011-2012	16.65%	11.00%	8.50%
2012-2013	25.59%	11.00%	8.50%
2013-2014	12.79%	11.00%	8.50%
2014-2015	0.98%	0.98%	1.57%
2015-2016	11.44%	11.00%	8.50%
2016-2017	17.70%	11.00%	8.50%
2017-2018	-1.96%	0.00%	0.00%
2018-2019	21.88%	11.00%	8.50%
2019-2020	15.11%	11.00%	8.50%

*Source: S&P 500 Index Data from 12/14/2000 to 12/14/2020

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy Protection Survivorship Indexed UL Form: 19PSIUL
 Valuable Information About Your Life Insurance Illustration (cont'd) Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client	Initial Death Benefit \$10,000,000
Male - 55 - Preferred NonSmoker	Base Face Amount \$10,000,000
Initial Assumed Status: Bronze	Initial Planned Premium: \$154,121.00 / Billing Mode: Annual
Mrs. Client	Death Benefit Option 1; Cash Value Accumulation Test
Female - 53 - Preferred NonSmoker	State: Colorado
Initial Assumed Status: Bronze	Based on Curr Charges and Initial Assumed Segment Growth Rate of 5.14%

You may choose between a Standard Loan and an Index Loan. Each of these options is described below. Only one loan option may be utilized at a time. However, you may also request to change your policy's loan option up to once per policy year, on the Policy Anniversary. The current rate of Loan Interest Charged may differ depending on whether the policy owner elects a Standard Loan or an Index Loan. During the first three Policy Years only the Standard Loan option is available.

Account is secured by the Fixed Account, similar to a Standard Loan (see above).

Index Loan interest rates are variable and subject to change annually on the Annual Processing Date.

The choice of a Standard or an Index Loan can have a significant effect on future Policy Values and the ultimate net cost of a loan. Please review the section of this illustration entitled Understanding Potential Loan Costs for additional details.

If there is an Index Loan, the illustrated values for the guaranteed assumption illustrations reflect the Maximum Loan Interest Charged Annual Rate of 15% and Indexed Segment Interest Credits of 0%, in addition to other applicable maximum charges and minimum credits under the policy. If there is an Index Loan, illustrative values for all non-guaranteed assumption illustrations reflect a credited rate that is no greater than the Loan Interest Charged rate plus 0.5%, in addition to other applicable current charges and a 0% Indexed Performance Charge. This is a hypothetical treatment of the Index Loan. Policy value allocated to the Indexed Accounts, excluding the Base Capped and Base High Par Capped Indexed Accounts, will be subject to a 1.98% annualized Indexed Performance Charge.

Standard Loan

Under the Standard Loan option, loan proceeds and any capitalized loan interest are, to the extent possible, secured by amounts you have in the Fixed Account. Amounts from the Fixed Account used to secure a loan are transferred to a Loan Account. Any amount borrowed in excess of the Fixed Account is secured by the Index Appreciation Account, similar to an Index Loan (see below); however as Indexed Account Segments mature, those proceeds will be transferred to the Loan Account until the loan is fully-capitalized as a Standard Loan.

Net Effect of a Standard Loan vs. an Index Loan on Policy Value

The net effect of a loan on Policy Value varies depending on which Loan Option you choose.

For a Standard Loan, the Loan Interest Charged Rate 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+.

Standard Loan. The net cost of a Standard Loan equals the Loan Interest Charged less the sum of the Loan Interest Credited to the Loan Account and any Index Segment Interest Credits earned for portions of the loan that may be secured by the Index Appreciation Account. The difference between the rate of Loan Interest Charged and the rate of Loan Interest Credited to the Loan Account is guaranteed to be no greater than 2.00%.

Index Loan

Under the Index Loan option, loan proceeds and any capitalized loan interest are, to the extent possible, secured by amounts you have in the Index Appreciation Account. Amounts from the Index Appreciation Account used to secure a loan remain in Index Appreciation Account Segments, where those Segments may earn a Segment Interest Credit upon Segment Maturity. Any amount borrowed in excess of the Index Appreciation

Index Loan. The cost of an Index Loan can vary much more substantially than that of a Standard Loan. The net cost of an Index Loan equals the Loan Interest Charged less the sum of any Index Segment Interest Credits earned for portions of the loan that are secured by the Index Appreciation Account and the Loan Interest Credited to the Loan Account. For instance, assuming there is no Loan Account, an Index Loan scenario with a loan rate of 6% and Index Segment Interest Credit(s)

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy Protection Survivorship Indexed UL Form: 19PSIUL
 Valuable Information About Your Life Insurance Illustration (cont'd) Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client	Initial Death Benefit \$10,000,000
Male - 55 - Preferred NonSmoker	Base Face Amount \$10,000,000
Initial Assumed Status: Bronze	Initial Planned Premium: \$154,121.00 / Billing Mode: Annual
Mrs. Client	Death Benefit Option 1; Cash Value Accumulation Test
Female - 53 - Preferred NonSmoker	State: Colorado
Initial Assumed Status: Bronze	Based on Curr Charges and Initial Assumed Segment Growth Rate of 5.14%

of 0% would result in a net loan cost of 6% – much higher than the cost of a Standard Loan. Conversely, a loan rate of 6% and Index Segment Interest Credit(s) of 10% would result in a net loan gain of 4% to the policy.

Current Status Qualification Requirements can be found on www.JohnHancockVitality.com.

Index Loans can have the effect of amplifying – both positively and negatively – the impact that Index Appreciation Account performance has on the policy. **Therefore, the risk of policy lapse with an Index Loan is greater than it would be with a Standard Loan.**

Rider Charge

The rider is available for an additional charge of \$4 per month deducted from your Policy Value. This charge will be deducted regardless of whether the Life Insureds participate 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 after Policy Year 27, but they may continue to earn a Status. At the earlier of Policy Year 27 or when you discontinue this rider, no new Rider Credits will be earned, all previously earned Rider Credits will continue to apply as described in the policy. This rider cannot be reinstated after discontinuation.

Annual Loan Interest

This is the interest charged on the outstanding Policy Debt. 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.

Rider Credits

During the time the rider charge is in effect, on each Annual Processing Date, John Hancock will use the current status as of that date of each Life Insured to determine a schedule of Rider Credits that will be applied in the current policy year and the subsequent 19 policy years.

Withdrawals

Withdrawals reduce the Policy Value and the Death Benefit. If illustrated, withdrawals are assumed taken at the beginning of the Policy Year. Withdrawals and any related Surrender Charge amounts are first deducted from the Fixed Account and then from Segments in the Indexed Accounts on a proportionate basis.

The formula for determining Rider Credits is described in the policy and is guaranteed not to change. The Status Qualification Requirements may be changed, as described in the policy.

Note that a withdrawal from the Index Appreciation Account which was not pre-scheduled using the Systematic Withdrawal program will initiate a one-year Lock Out Period during which no new Segments in either Indexed Account (except for those resulting from a maturing Segment) may be created.

Assumed Status in this Illustration

This illustration assumes that both Life Insureds are living and that each year Life Insured 1 achieves a Status of Bronze, and Life Insured 2 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.

Healthy Engagement Rider (Vitality PLUS)

Overview

The Healthy Engagement Rider provides the opportunity each year, beginning in policy year 2, to apply a Rider Credit to your Policy Value based on the Status achieved by each Life Insured. There are four Status levels: Bronze, Silver, Gold and Platinum. The achievement of a Status other than Bronze is dependent upon each Life Insured meeting certain Status Qualification Requirements in each year.

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

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy Protection Survivorship Indexed UL Form: 19PSIUL
 Valuable Information About Your Life Insurance Illustration (cont'd)

Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client
 Male - 55 - Preferred NonSmoker
 Initial Assumed Status: Bronze

Mrs. Client
 Female - 53 - Preferred NonSmoker
 Initial Assumed Status: Bronze

Initial Death Benefit \$10,000,000
 Base Face Amount \$10,000,000
 Initial Planned Premium: \$154,121.00 / Billing Mode: Annual
 Death Benefit Option 1; Cash Value Accumulation Test
 State: Colorado
Based on Curr Charges and Initial Assumed Segment Growth Rate of 5.14%

interest crediting rate):

Assumed Insured 1 Status (all years)	Assumed Insured 2 Status (all years)	Policy Year at Lapse*
Platinum	Platinum	N/A
Gold	Gold	N/A
Silver	Silver	N/A
Bronze	Bronze	N/A

*The policy year at lapse is hypothetical and based on the same assumed premium payments and non-guaranteed factors shown on the Basic Illustration Summary page.

This illustration also includes a hypothetical scenario that assumes each Life Insured remains at Bronze status in all years and the policy receives no Rider Credits.

You may request additional illustrations with different assumptions to understand how a Status change can affect your policy.

Important Reminders

- Actions taken by you or the Life Insured can affect your policy and the premium required to maintain coverage, such as:
 - Achieving, or not achieving, a certain Status
 - The timing and amount of premiums you pay
 - Any loans, withdrawals, or material changes you make to your policy
- Your policy can also be affected by:
 - Changes 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
 - Changes in the Index Segment Interest Credits earned by the Segments in an Index Appreciation Account on a Segment Maturity Date

Tax Disclosure – Healthy Engagement Rider

- 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 includible 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 includible 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.
- 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.

Life Expectancy

The estimated joint life expectancy is 39 years assuming 2015 VBT Smoker/Non smoker Mortality Table. It does not predict when the second life will die. It is expected that more than half of the insureds will live longer than the average.

Estate Preservation Rider

This benefit helps eliminate the worry that the proceeds from the policy may be included in the surviving insured's estate. It is included at no extra charge, subject to certain age, risk classification and amount limits, providing additional term insurance and payable during the first four years of the policy. The coverage could be equal to a maximum of 122.22% of the total death benefit you select at issue.

Policy Continuation at Age 121

Provided your coverage is in effect on the policy anniversary nearest the date on which the younger life insured would have reached, or if surviving reaches attained age 121, coverage will continue after age 121 and interest will be credited. No additional charges, other than those for any outstanding policy loans, will be deducted.

The tax implications with respect to policies that continue beyond age 121 are not clear at the present time. We urge you to consult your tax advisor regarding this issue if there are questions about what happens

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

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Illustration Assumptions

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Male - 55 - Preferred NonSmoker	Base Face Amount \$10,000,000
Initial Assumed Status: Bronze	Initial Planned Premium: \$154,121.00 / Billing Mode: Annual
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Female - 53 - Preferred NonSmoker	State: Colorado
Initial Assumed Status: Bronze	Based on Curr Charges and Initial Assumed Segment Growth Rate of 5.14%

after age 121.

Taxpayers should seek the counsel of qualified tax advisors 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.

Taxation of Life Insurance

The information contained in this illustration is based on certain tax and legal assumptions. We suggest that you seek professional counsel regarding the interpretation of current tax laws and accounting practices as they relate to your actual situation. The Technical and Miscellaneous Revenue Act (TAMRA) of 1988 classifies some policies as Modified Endowment Contracts (MECs). Distributions from these policies (excluding death benefits but including policy loans and withdrawals) are taxed differently and may be subject to an IRS 10% penalty tax. TAMRA testing has been performed on the assumed scale only.

- The initial annual 7-pay premium for this policy is \$324,725.00.
- Based on our interpretation of TAMRA, this policy as illustrated would not be considered a Modified Endowment Contract (MEC).
- **Employer-owned Life Insurance.**
 Where 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.

Important Disclosure

No information provided by John Hancock to you or your advisors 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 as to the sale of and/or investment in John Hancock products and services. John Hancock and its representatives will receive compensation derived from such sales or services.

Other Considerations

This is an illustration only. An illustration is not intended to predict actual performance. Unless otherwise stated, amounts credited and other values set forth in the illustration are not guaranteed.

This illustration assumes that the currently illustrated nonguaranteed 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 the timing and amount of premium payments, policy lapse and reinstatement, loans and withdrawals, and contractual changes.

To ensure that your policy continues to meet your objectives, we suggest that in addition to reviewing annual statements, you periodically request in force illustrations. In force illustrations will provide an updated projection of policy performance.

Protection Survivorship Indexed UL is issued by John Hancock Life Insurance Company (U.S.A.) of Boston,

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy Protection Survivorship Indexed UL Form: 19PSIUL
Valuable Information About Your Life Insurance Illustration (cont'd) Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client	Initial Death Benefit \$10,000,000
Male - 55 - Preferred NonSmoker	Base Face Amount \$10,000,000
Initial Assumed Status: Bronze	Initial Planned Premium: \$154,121.00 / Billing Mode: Annual
Mrs. Client	Death Benefit Option 1; Cash Value Accumulation Test
Female - 53 - Preferred NonSmoker	State: Colorado
Initial Assumed Status: Bronze	Based on Curr Charges and Initial Assumed Segment Growth Rate of 5.14%

MA 02117. John Hancock Life Insurance Company (U.S.A.) consistently receives high financial strength ratings from independent rating agencies. For more information, please visit our website at www.JohnHancock.com.

For more than a century, John Hancock 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 Survivorship Indexed UL Insurance is
- NOT A DEPOSIT OR OTHER OBLIGATION OF, OR GUARANTEED BY, ANY BANK OR BANK AFFILIATE;
- NOT INSURED BY THE FDIC OR ANY OTHER FEDERAL GOVERNMENT AGENCY, OR BY ANY BANK OR BANK AFFILIATE; AND
- SUBJECT TO INVESTMENT RISK, INCLUDING POSSIBLE LOSS OF VALUE.

Protection Survivorship Indexed UL

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 19PSIUL

Basic Illustration Summary

Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client	Initial Death Benefit \$10,000,000
Male - 55 - Preferred NonSmoker	Base Face Amount \$10,000,000
Initial Assumed Status: Bronze	Initial Planned Premium: \$154,121.00 / Billing Mode: Annual
Mrs. Client	Death Benefit Option 1; Cash Value Accumulation Test
Female - 53 - Preferred NonSmoker	State: Colorado
Initial Assumed Status: Bronze	Based on Curr Charges and Initial Assumed Segment Growth Rate of 5.14%

Coverage Summary

Coverage Description	Initial Amount	Initial Premium
Base Face Amount - Level for all years	\$10,000,000	\$154,121.00
Healthy Engagement Rider		
Additional Coverage On Insureds		
Estate Preservation Rider	\$12,222,222	

Policy Summary

State	Colorado	
Death Benefit Option	1	From 1 Thru 68
Definition of Life Insurance	CVAT	
Payment Mode	Annual	
Charges	Current	
Assumed Segment Growth Rate****		
Assumed Base Capped Indexed Segment Growth Rate†	6.60%	From 1 Thru 66
Assumed Base High Par Capped Indexed Segment Growth Rate†	5.75%	From 1 Thru 66
Assumed Capped Indexed Segment Growth Rate†	5.14%	From 1 Thru 66
Assumed High Capped Indexed Segment Growth Rate†	6.22%	From 1 Thru 66
Assumed High Par Capped Indexed Segment Growth Rate†	4.78%	From 1 Thru 66
Assumed Fixed Account Rate†	3.95%	From 1 Thru 10
(includes non-guaranteed persistency bonus)	4.60%	From 11 Thru 66
Loan Interest Rate	3.00%	From 1 Thru 68
Initial 7-Pay Premium	\$324,725.00	
Target Premium	\$95,454.23	
Minimum Initial Premium	\$1,547.64	
Death Benefit Protection Period	35 Years	
Based on Illustrated Assumptions		
Assumed Status Insured 1	Bronze	
Assumed Status Insured 2	Bronze	
LifeTrack Billing	Yes	
Illustration Serial Number	6845F4CC6	

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 Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 19PSIUL

Basic Illustration Summary (cont'd)

Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client	Initial Death Benefit \$10,000,000
Male - 55 - Preferred NonSmoker	Base Face Amount \$10,000,000
Initial Assumed Status: Bronze	Initial Planned Premium: \$154,121.00 / Billing Mode: Annual
Mrs. Client	Death Benefit Option 1; Cash Value Accumulation Test
Female - 53 - Preferred NonSmoker	State: Colorado
Initial Assumed Status: Bronze	Based on Curr Charges and Initial Assumed Segment Growth Rate of 5.14%

Initial Premium Allocation Table

	Initial Premium Allocation	Non-Guaranteed Initial Segment Growth Rate /Fixed Account Rate	****
Base Capped Indexed Account	0%	6.60%	
Base High Par Capped Indexed Account	0%	5.75%	
Capped Indexed Account	100%	5.14%	
High Capped Indexed Account	0%	6.22%	
High Par Capped Indexed Account	0%	4.78%	
Fixed Account	0%	3.95%	

Interest Adjusted Indexes on Insured at 5%

	-----Payment-----		-----Cost-----	
	10 Year	20 Year	10 Year	20 Year
Guaranteed	14.19	8.79	9.15	7.41
Current	14.19	8.79	6.47	3.45
Non-guaranteed Element	0.00	0.00	2.68	3.96

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.

†An Asset Bonus will be credited to policy values beginning in policy year 11, as described in your policy.

**** Illustrated values for all non-guaranteed assumption illustrations reflect the application of the guaranteed Indexed Account Multiplier, where applicable, to the Segment Growth Rate and, as a result, such illustrated values will be greater than if the illustrated values only reflected the Segment Growth Rate. The guaranteed Indexed Account Multiplier for the Capped Indexed Account and the High Par Capped Indexed Account is 65%. The Base Capped Indexed Account and Base High Par Capped Indexed Account do not have an Indexed Account Multiplier. The guaranteed Indexed Account Multiplier for High Capped Indexed Account is 38%. The Indexed Segment Interest Credit on the Segment Maturity Date is equal to the Adjusted Segment Crediting Balance, multiplied by (1 + the guaranteed Indexed Account Multiplier, where applicable) multiplied by the Segment Growth Rate. Illustrated values include any Indexed Segment Interest Credit.

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 19PSIUL

Numeric Summary

Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client

Male - 55 - Preferred NonSmoker

Initial Assumed Status: Bronze

Mrs. Client

Female - 53 - Preferred NonSmoker

Initial Assumed Status: Bronze

Initial Death Benefit \$10,000,000

Base Face Amount \$10,000,000

Initial Planned Premium: \$154,121.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Colorado

GUARANTEED ASSUMPTIONS

These policy benefits and values are based on the guaranteed interest of 0.00% and guaranteed charges. Based on your Planned Premium Outlay, the policy would remain in force until policy year 36, month 2*.

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.

Actual results may be more or less favorable.

ASSUMED SCALE:

Policy benefits and values are based on the initial assumed Segment Growth Rate of 5.14% and current charges. Based on your Planned Premium Outlay, the policy would remain in force until younger insured age 121*.

MIDPOINT SCALE:

Assumes the midpoint interest rate and charges which are halfway between assumed and guaranteed. Based on your Planned Premium Outlay, the policy would remain in force until policy year 36, month 2*.

SUMMARY YEARS	GUARANTEED ASSUMPTIONS	NON-GUARANTEED ASSUMPTIONS	
		Midpoint Scale	Assumed Scale
Years Premium Paid in Cash	9	9	9
Summary Year 5			
Net Surrender Value	297,555	327,311	386,759
Net Death Benefit	10,000,000	10,000,000	10,000,000
Summary Year 10			
Net Surrender Value	665,218	775,277	1,019,067
Net Death Benefit	10,000,000	10,000,000	10,000,000
Summary Year 20			
Net Surrender Value	480,344	861,825	1,855,527
Net Death Benefit	10,000,000	10,000,000	10,000,000
Summary Year 30			
Net Surrender Value	0	316,135	3,304,381
Net Death Benefit	10,000,000	10,000,000	10,000,000

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:
Trusted Financial Professional

We recommend that you review additional illustrations using various assumed, hypothetical Rates of Return to understand how changes in the Index performance may affect the Policy Value and premium payment schedule.

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.

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

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 Survivorship Universal Life Insurance Policy
Guaranteed and Nonguaranteed Values

Protection Survivorship Indexed UL Form: 19PSIUL

Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client
Male - 55 - Preferred NonSmoker
Initial Assumed Status: Bronze
Mrs. Client
Female - 53 - Preferred NonSmoker
Initial Assumed Status: Bronze

Initial Death Benefit \$10,000,000
Base Face Amount \$10,000,000
Initial Planned Premium: \$154,121.00 / Billing Mode: Annual
Death Benefit Option 1; Cash Value Accumulation Test
State: Colorado

Policy Year	EOY Age	Planned Premium	End of Year Guaranteed Assumptions 0.00% Minimum Rate, Maximum Charges			End of Year Non-Guaranteed Assumptions 5.14% Initial Assumed Rate, Current Charges		
			Policy Value	Net Surrender Value	Net Death Benefit	Policy Value	Net Surrender Value	Net Death Benefit
1	56 54	154,121	77,566	0	22,222,222	85,232	0	22,222,222
2	57 55	154,121	152,532	61,243	22,222,222	174,981	78,703	22,222,222
3	58 56	154,121	225,157	140,606	22,222,222	269,786	175,542	22,222,222
4	59 57	154,121	295,682	219,306	22,222,222	370,200	278,022	22,222,222
5	60 58	154,121	364,341	297,555	10,000,000	476,823	386,759	10,000,000
6	61 59	154,121	431,351	391,637	10,000,000	590,285	518,493	10,000,000
7	62 60	154,121	496,923	486,230	10,000,000	711,273	658,413	10,000,000
8	63 61	154,121	561,214	579,938	10,000,000	840,484	805,695	10,000,000
9	64 62	154,121	624,394	672,888	10,000,000	978,690	961,100	10,000,000
10	65 63	0	588,632	665,218	10,000,000	1,020,370	1,019,067	10,000,000
Totals:		1,387,089						
11	66 64	0	554,922	642,483	10,000,000	1,067,940	1,067,940	10,000,000
12	67 65	0	520,701	617,269	10,000,000	1,118,555	1,118,555	10,000,000
13	68 66	0	504,984	610,052	10,000,000	1,192,362	1,192,362	10,000,000
14	69 67	0	487,979	601,150	10,000,000	1,270,883	1,270,883	10,000,000
15	70 68	0	469,348	590,220	10,000,000	1,354,388	1,354,388	10,000,000
16	71 69	0	448,555	576,825	10,000,000	1,443,143	1,443,143	10,000,000
17	72 70	0	424,994	560,147	10,000,000	1,537,399	1,537,399	10,000,000
18	73 71	0	397,886	539,304	10,000,000	1,637,406	1,637,406	10,000,000
19	74 72	0	366,219	513,175	10,000,000	1,743,380	1,743,380	10,000,000
20	75 73	0	328,718	480,344	10,000,000	1,855,527	1,855,527	10,000,000
Totals:		1,387,089						
21	76 74	0	283,855	439,103	10,000,000	1,973,664	1,973,664	10,000,000
22	77 75	0	229,759	387,358	10,000,000	2,098,071	2,098,071	10,000,000
23	78 76	0	164,063	322,451	10,000,000	2,228,744	2,228,744	10,000,000
24	79 77	0	83,876	241,126	10,000,000	2,365,614	2,365,614	10,000,000
25	80 78	0	0	144,371	10,000,000	2,508,462	2,508,462	10,000,000
26	81 79	0	0	28,831	10,000,000	2,656,984	2,656,984	10,000,000
27	82 80	0	0	0	10,000,000	2,811,166	2,811,166	10,000,000
28	83 81	0	0	0	10,000,000	2,970,725	2,970,725	10,000,000
29	84 82	0	0	0	10,000,000	3,135,202	3,135,202	10,000,000
30	85 83	0	0	0	10,000,000	3,304,381	3,304,381	10,000,000
Totals:		1,387,089						

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 Survivorship Universal Life Insurance Policy
Guaranteed and Nonguaranteed Values (cont'd)

Protection Survivorship Indexed UL Form: 19PSIUL

Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client
Male - 55 - Preferred NonSmoker
Initial Assumed Status: Bronze
Mrs. Client
Female - 53 - Preferred NonSmoker
Initial Assumed Status: Bronze

Initial Death Benefit \$10,000,000
Base Face Amount \$10,000,000
Initial Planned Premium: \$154,121.00 / Billing Mode: Annual
Death Benefit Option 1; Cash Value Accumulation Test
State: Colorado

Policy Year	EOY Age	Planned Premium	End of Year Guaranteed Assumptions 0.00% Minimum Rate, Maximum Charges			End of Year Non-Guaranteed Assumptions 5.14% Initial Assumed Rate, Current Charges		
			Policy Value	Net Surrender Value	Net Death Benefit	Policy Value	Net Surrender Value	Net Death Benefit
31	86 84	0	0	0	10,000,000	3,470,853	3,470,853	10,000,000
32	87 85	0	0	0	10,000,000	3,638,231	3,638,231	10,000,000
33	88 86	0	0	0	10,000,000	3,804,382	3,804,382	10,000,000
34	89 87	0	0	0	10,000,000	3,968,868	3,968,868	10,000,000
35	90 88	0	0	0	10,000,000	4,130,887	4,130,887	10,000,000
36	91 89	0	##	##	##	4,289,807	4,289,807	10,000,000
37	92 90	0				4,445,496	4,445,496	10,000,000
38	93 91	0				4,598,866	4,598,866	10,000,000
39	94 92	0				4,751,849	4,751,849	10,000,000
40	95 93	0				4,907,543	4,907,543	10,000,000
Totals:		1,387,089						
41	96 94	0				5,023,223	5,023,223	10,000,000
42	97 95	0				5,134,095	5,134,095	10,000,000
43	98 96	0				5,241,389	5,241,389	10,000,000
44	99 97	0				5,342,634	5,342,634	10,000,000
45	100 98	0				5,437,899	5,437,899	10,000,000
46	101 99	0				5,519,839	5,519,839	10,000,000
47	102 100	0				5,587,765	5,587,765	10,000,000
48	103 101	0				5,640,895	5,640,895	10,000,000
49	104 102	0				5,682,511	5,682,511	10,000,000
50	105 103	0				5,713,288	5,713,288	10,000,000
Totals:		1,387,089						
51	106 104	0				5,733,917	5,733,917	10,000,000
52	107 105	0				5,746,302	5,746,302	10,000,000
53	108 106	0				5,749,876	5,749,876	10,000,000
54	109 107	0				5,755,532	5,755,532	10,000,000
55	110 108	0				5,768,231	5,768,231	10,000,000
56	111 109	0				5,790,695	5,790,695	10,000,000
57	112 110	0				5,824,358	5,824,358	10,000,000
58	113 111	0				5,918,974	5,918,974	10,000,000
59	114 112	0				6,071,295	6,071,295	10,000,000
60	115 113	0				6,336,782	6,336,782	10,000,000
Totals:		1,387,089						

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 Survivorship Universal Life Insurance Policy
Guaranteed and Nonguaranteed Values (cont'd)

Protection Survivorship Indexed UL Form: 19PSIUL

Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client

Male - 55 - Preferred NonSmoker

Initial Assumed Status: Bronze

Mrs. Client

Female - 53 - Preferred NonSmoker

Initial Assumed Status: Bronze

Initial Death Benefit \$10,000,000

Base Face Amount \$10,000,000

Initial Planned Premium: \$154,121.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Colorado

Policy Year	EOY Age	Planned Premium	End of Year Guaranteed Assumptions 0.00% Minimum Rate, Maximum Charges			End of Year Non-Guaranteed Assumptions 5.14% Initial Assumed Rate, Current Charges		
			Policy Value	Net Surrender Value	Net Death Benefit	Policy Value	Net Surrender Value	Net Death Benefit
61	116 114	0				6,759,828	6,759,828	10,000,000
62	117 115	0				7,211,128	7,211,128	10,000,000
63	118 116	0				7,692,571	7,692,571	10,000,000
64	119 117	0				8,206,169	8,206,169	10,000,000
65	120 118	0				8,754,071	8,754,071	10,000,000
66	121 119	0				9,338,566	9,338,566	10,000,000
67	122 120	0				9,962,099	9,962,099	10,000,000
68	123 121	0				10,627,279	10,627,279	10,627,279
69	124 122	0				11,552,578	11,552,578	11,552,578
70	125 123	0				12,556,352	12,556,352	12,556,352
Totals:		1,387,089						
71	126 124	0				13,645,256	13,645,256	13,645,256
72	127 125	0				14,826,511	14,826,511	14,826,511
Totals:		1,387,089						

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 Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 19PSIUL

Alternate Assumptions

Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client

Male - 55 - Preferred NonSmoker

Initial Assumed Status: Bronze

Mrs. Client

Female - 53 - Preferred NonSmoker

Initial Assumed Status: Bronze

Initial Death Benefit \$10,000,000

Base Face Amount \$10,000,000

Initial Planned Premium: \$154,121.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Colorado

Policy Year	EOY Age	Planned Premium	End of Year Guaranteed Assumptions 0.00% Minimum Rate, Maximum Charges			End of Year Alternate Assumptions 3.95% Initial Assumed Rate, Current Charges		
			Policy Value	Net Surrender Value	Net Death Benefit	Policy Value	Net Surrender Value	Net Death Benefit
1	56 54	154,121	77,566	0	22,222,222	83,471	0	22,222,222
2	57 55	154,121	152,532	61,243	22,222,222	169,732	73,454	22,222,222
3	58 56	154,121	225,157	140,606	22,222,222	259,151	164,907	22,222,222
4	59 57	154,121	295,682	219,306	22,222,222	352,098	259,919	22,222,222
5	60 58	154,121	364,341	297,555	10,000,000	448,966	358,902	10,000,000
6	61 59	154,121	431,351	391,637	10,000,000	550,160	478,368	10,000,000
7	62 60	154,121	496,923	486,230	10,000,000	656,119	603,259	10,000,000
8	63 61	154,121	561,214	579,938	10,000,000	767,267	732,478	10,000,000
9	64 62	154,121	624,394	672,888	10,000,000	884,077	866,487	10,000,000
10	65 63	0	588,632	665,218	10,000,000	902,646	901,343	10,000,000
Totals:		1,387,089						
11	66 64	0	554,922	642,483	10,000,000	924,965	924,965	10,000,000
12	67 65	0	520,701	617,269	10,000,000	948,204	948,204	10,000,000
13	68 66	0	504,984	610,052	10,000,000	992,171	992,171	10,000,000
14	69 67	0	487,979	601,150	10,000,000	1,037,992	1,037,992	10,000,000
15	70 68	0	469,348	590,220	10,000,000	1,085,706	1,085,706	10,000,000
16	71 69	0	448,555	576,825	10,000,000	1,135,325	1,135,325	10,000,000
17	72 70	0	424,994	560,147	10,000,000	1,186,828	1,186,828	10,000,000
18	73 71	0	397,886	539,304	10,000,000	1,240,168	1,240,168	10,000,000
19	74 72	0	366,219	513,175	10,000,000	1,295,236	1,295,236	10,000,000
20	75 73	0	328,718	480,344	10,000,000	1,351,882	1,351,882	10,000,000
Totals:		1,387,089						
21	76 74	0	283,855	439,103	10,000,000	1,409,510	1,409,510	10,000,000
22	77 75	0	229,759	387,358	10,000,000	1,467,969	1,467,969	10,000,000
23	78 76	0	164,063	322,451	10,000,000	1,526,748	1,526,748	10,000,000
24	79 77	0	83,876	241,126	10,000,000	1,585,193	1,585,193	10,000,000
25	80 78	0	0	144,371	10,000,000	1,642,396	1,642,396	10,000,000
26	81 79	0	0	28,831	10,000,000	1,697,154	1,697,154	10,000,000
27	82 80	0	0	0	10,000,000	1,747,579	1,747,579	10,000,000
28	83 81	0	0	0	10,000,000	1,791,464	1,791,464	10,000,000
29	84 82	0	0	0	10,000,000	1,825,891	1,825,891	10,000,000
30	85 83	0	0	0	10,000,000	1,847,318	1,847,318	10,000,000
Totals:		1,387,089						

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 Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 19PSIUL

Alternate Assumptions (cont'd)

Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client

Male - 55 - Preferred NonSmoker

Initial Assumed Status: Bronze

Mrs. Client

Female - 53 - Preferred NonSmoker

Initial Assumed Status: Bronze

Initial Death Benefit \$10,000,000

Base Face Amount \$10,000,000

Initial Planned Premium: \$154,121.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Colorado

Policy Year	EOY Age	Planned Premium	End of Year Guaranteed Assumptions 0.00% Minimum Rate, Maximum Charges			End of Year Alternate Assumptions 3.95% Initial Assumed Rate, Current Charges		
			Policy Value	Net Surrender Value	Net Death Benefit	Policy Value	Net Surrender Value	Net Death Benefit
31	86 84	0	0	0	10,000,000	1,842,352	1,842,352	10,000,000
32	87 85	0	0	0	10,000,000	1,809,413	1,809,413	10,000,000
33	88 86	0	0	0	10,000,000	1,760,382	1,760,382	10,000,000
34	89 87	0	0	0	10,000,000	1,683,690	1,683,690	10,000,000
35	90 88	0	0	0	10,000,000	1,564,200	1,564,200	10,000,000
36	91 89	0	##	##	##	1,389,737	1,389,737	10,000,000
37	92 90	0				1,144,715	1,144,715	10,000,000
38	93 91	0				809,427	809,427	10,000,000
39	94 92	0				358,102	358,102	10,000,000
40	95 93	##				##	##	##

Totals: 1,387,089

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 Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 19PSIUL

Internal Rate of Return Illustration

Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client

Male - 55 - Preferred NonSmoker

Initial Assumed Status: Bronze

Mrs. Client

Female - 53 - Preferred NonSmoker

Initial Assumed Status: Bronze

Initial Death Benefit \$10,000,000

Base Face Amount \$10,000,000

Initial Planned Premium: \$154,121.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Colorado

Based on Curr Charges and Initial Assumed Segment Growth Rate of 5.14%

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	56 54	154,121	0	-100.00%	22,222,222	14318.69%
2	57 55	154,121	78,703	-62.78%	22,222,222	1051.82%
3	58 56	154,121	175,542	-41.14%	22,222,222	387.12%
4	59 57	154,121	278,022	-29.42%	22,222,222	215.86%
5	60 58	154,121	386,759	-22.15%	10,000,000	102.19%
6	61 59	154,121	518,493	-16.34%	10,000,000	75.11%
7	62 60	154,121	658,413	-12.38%	10,000,000	58.28%
8	63 61	154,121	805,695	-9.55%	10,000,000	46.93%
9	64 62	154,121	961,100	-7.44%	10,000,000	38.82%
10	65 63	0	1,019,067	-5.16%	10,000,000	33.12%
Totals:		1,387,089				
11	66 64	0	1,067,940	-3.73%	10,000,000	28.78%
12	67 65	0	1,118,555	-2.68%	10,000,000	25.39%
13	68 66	0	1,192,362	-1.68%	10,000,000	22.68%
14	69 67	0	1,270,883	-0.87%	10,000,000	20.47%
15	70 68	0	1,354,388	-0.22%	10,000,000	18.64%
16	71 69	0	1,443,143	0.33%	10,000,000	17.09%
17	72 70	0	1,537,399	0.79%	10,000,000	15.78%
18	73 71	0	1,637,406	1.19%	10,000,000	14.65%
19	74 72	0	1,743,380	1.53%	10,000,000	13.67%
20	75 73	0	1,855,527	1.83%	10,000,000	12.80%
Totals:		1,387,089				

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 Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 19PSIUL

Internal Rate of Return Illustration (cont'd)

Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client

Male - 55 - Preferred NonSmoker

Initial Assumed Status: Bronze

Mrs. Client

Female - 53 - Preferred NonSmoker

Initial Assumed Status: Bronze

Initial Death Benefit \$10,000,000

Base Face Amount \$10,000,000

Initial Planned Premium: \$154,121.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Colorado

Based on Curr Charges and Initial Assumed Segment Growth Rate of 5.14%

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	76 74	0	1,973,664	2.09%	10,000,000	12.04%
22	77 75	0	2,098,071	2.32%	10,000,000	11.36%
23	78 76	0	2,228,744	2.52%	10,000,000	10.75%
24	79 77	0	2,365,614	2.69%	10,000,000	10.21%
25	80 78	0	2,508,462	2.85%	10,000,000	9.71%
26	81 79	0	2,656,984	2.99%	10,000,000	9.27%
27	82 80	0	2,811,166	3.10%	10,000,000	8.86%
28	83 81	0	2,970,725	3.21%	10,000,000	8.48%
29	84 82	0	3,135,202	3.30%	10,000,000	8.13%
30	85 83	0	3,304,381	3.38%	10,000,000	7.82%
Totals:		1,387,089				
31	86 84	0	3,470,853	3.44%	10,000,000	7.52%
32	87 85	0	3,638,231	3.49%	10,000,000	7.25%
33	88 86	0	3,804,382	3.53%	10,000,000	6.99%
34	89 87	0	3,968,868	3.55%	10,000,000	6.76%
35	90 88	0	4,130,887	3.57%	10,000,000	6.53%
36	91 89	0	4,289,807	3.58%	10,000,000	6.33%
37	92 90	0	4,445,496	3.58%	10,000,000	6.13%
38	93 91	0	4,598,866	3.58%	10,000,000	5.95%
39	94 92	0	4,751,849	3.57%	10,000,000	5.77%
40	95 93	0	4,907,543	3.56%	10,000,000	5.61%
Totals:		1,387,089				

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 Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 19PSIUL

Internal Rate of Return Illustration (cont'd)

Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client

Male - 55 - Preferred NonSmoker

Initial Assumed Status: Bronze

Mrs. Client

Female - 53 - Preferred NonSmoker

Initial Assumed Status: Bronze

Initial Death Benefit \$10,000,000

Base Face Amount \$10,000,000

Initial Planned Premium: \$154,121.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Colorado

Based on Curr Charges and Initial Assumed Segment Growth Rate of 5.14%

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	96 94	0	5,023,223	3.53%	10,000,000	5.46%
42	97 95	0	5,134,095	3.49%	10,000,000	5.31%
43	98 96	0	5,241,389	3.46%	10,000,000	5.17%
44	99 97	0	5,342,634	3.42%	10,000,000	5.04%
45	100 98	0	5,437,899	3.38%	10,000,000	4.92%
46	101 99	0	5,519,839	3.33%	10,000,000	4.80%
47	102 100	0	5,587,765	3.29%	10,000,000	4.68%
48	103 101	0	5,640,895	3.23%	10,000,000	4.58%
49	104 102	0	5,682,511	3.18%	10,000,000	4.47%
50	105 103	0	5,713,288	3.12%	10,000,000	4.37%
Totals:		1,387,089				
51	106 104	0	5,733,917	3.06%	10,000,000	4.28%
52	107 105	0	5,746,302	3.00%	10,000,000	4.19%
53	108 106	0	5,749,876	2.94%	10,000,000	4.10%
54	109 107	0	5,755,532	2.88%	10,000,000	4.02%
55	110 108	0	5,768,231	2.83%	10,000,000	3.94%
56	111 109	0	5,790,695	2.78%	10,000,000	3.86%
57	112 110	0	5,824,358	2.74%	10,000,000	3.79%
58	113 111	0	5,918,974	2.72%	10,000,000	3.72%
59	114 112	0	6,071,295	2.72%	10,000,000	3.65%
60	115 113	0	6,336,782	2.75%	10,000,000	3.58%
Totals:		1,387,089				

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 Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 19PSIUL

Internal Rate of Return Illustration (cont'd)

Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client

Male - 55 - Preferred NonSmoker

Initial Assumed Status: Bronze

Mrs. Client

Female - 53 - Preferred NonSmoker

Initial Assumed Status: Bronze

Initial Death Benefit \$10,000,000

Base Face Amount \$10,000,000

Initial Planned Premium: \$154,121.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Colorado

Based on Curr Charges and Initial Assumed Segment Growth Rate of 5.14%

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	116 114	0	6,759,828	2.81%	10,000,000	3.52%
62	117 115	0	7,211,128	2.88%	10,000,000	3.46%
63	118 116	0	7,692,571	2.94%	10,000,000	3.40%
64	119 117	0	8,206,169	3.00%	10,000,000	3.34%
65	120 118	0	8,754,071	3.06%	10,000,000	3.29%
66	121 119	0	9,338,566	3.12%	10,000,000	3.23%
67	122 120	0	9,962,099	3.17%	10,000,000	3.18%
68	123 121	0	10,627,279	3.23%	10,627,279	3.23%
69	124 122	0	11,552,578	3.31%	11,552,578	3.31%
70	125 123	0	12,556,352	3.39%	12,556,352	3.39%
Totals:		1,387,089				
71	126 124	0	13,645,256	3.47%	13,645,256	3.47%
72	127 125	0	14,826,511	3.54%	14,826,511	3.54%
Totals:		1,387,089				

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 Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 19PSIUL

Understanding Potential Loan Costs

Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client

Male - 55 - Preferred NonSmoker

Initial Assumed Status: Bronze

Mrs. Client

Female - 53 - Preferred NonSmoker

Initial Assumed Status: Bronze

Initial Death Benefit \$10,000,000

Base Face Amount \$10,000,000

Initial Planned Premium: \$154,121.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Colorado

Based on Curr Charges and Initial Assumed Segment Growth Rate of 5.14%

Below are hypothetical examples of the net loan cost (and in some cases gain) associated with taking either a Standard Loan or an Index Loan. Example 1 assumes that the Standard Loan is fully secured by the Fixed Account, and uses a Fixed Loan Charge Rate of 2%. Examples 2 and 3 assume that the Index Loans are fully secured by the Capped Indexed Account which has a guaranteed Indexed Account Multiplier of 65%, and a hypothetical Loan Charge Rate of 5.5%. All three scenarios assume a \$100,000 Policy Value at the beginning of the loan period and annual loans of \$10,000 are taken at the beginning of the Policy Year. In order to isolate the impact of the loan option and assumed crediting rate, no policy charges are assumed.

Example 1 - Standard Loan- Current Loan Charge Rate & Current Loan Account Crediting Rate

Assumed Fixed Account Rate	3.95%	Loan Rate Charged	2.00%
Assumed Loan Account Crediting Rate	2.00%	Net Loan Cost	0.00%

Policy Year	Annual Loan Requested	Annual Loan Amount	Loan Account Credited Amount	Loan Charged Amount	Cumulative Net Loan Cost	Net Cash Surrender Value
11	(10,000)	10,000	200	200	-	93,755
12	(10,000)	10,200	404	404	-	87,259
13	(10,000)	10,404	612	612	-	80,503
14	(10,000)	10,612	824	824	-	73,476
20	(10,000)	11,951	2,190	2,190	-	24,990

Under current assumptions, the rate of interest credited to the policy's Loan Account equals the rate of interest charged for the loan after Policy Year 10. Therefore, in this example the net cost of the Standard Loan is zero.

Example 2 - Index Loan Assumed 2.0% Segment Growth Rate

Assumed Segment Growth Rate	2.00%	Loan Rate Charged	5.50%
Assumed Loan Account Crediting Rate	N/A	Net Loan Cost	2.20%

Policy Year	Annual Loan Requested	Annual Loan Amount	Indexed Account Credited Amount	Loan Charged Amount	Cumulative Net Loan Cost	Net Cash Surrender Value
11	(10,000)	10,000	330	550	220	93,300
12	(10,000)	10,550	678	1,130	672	86,159
13	(10,000)	11,130	1,045	1,742	1,369	78,550
14	(10,000)	11,742	1,433	2,388	2,324	70,445
20	(10,000)	16,191	4,249	7,081	14,334	9,604

Under an Index Loan, when the rate of interest charged for that loan exceeds the Segment Growth Rate earned in the Indexed Account, the net cost of holding that loan can be substantial.

Example 3 - Index Loan Assumed 8.0% Segment Growth Rate

Assumed Segment Growth Rate	8.00%	Loan Rate Charged	5.50%
Assumed Loan Account Crediting Rate	N/A	Net Loan Gain	7.70%

Policy Year	Annual Loan Requested	Annual Loan Amount	Indexed Account Credited Amount	Loan Charged Amount	Cumulative Net Loan Cost	Net Cash Surrender Value
11	(10,000)	10,000	1,320	550	770	103,200
12	(10,000)	10,550	2,713	1,130	2,352	107,592
13	(10,000)	10,404	4,182	1,742	4,792	113,377
14	(10,000)	11,742	5,732	2,388	8,135	120,782
20	(10,000)	16,191	16,995	7,081	50,169	216,759

Under an Index Loan, when the Segment Growth Rate earned in the Indexed Account exceeds the rate charged for that loan, the result would be a net loan gain to the policy.

You should consider the potential effect that each type of loan can have on your policy before taking a loan.

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 Survivorship Universal Life Insurance Policy Protection Survivorship Indexed UL Form: 19PSIUL
 Glossary of Terms

Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client

Male - 55 - Preferred NonSmoker

Initial Assumed Status: Bronze

Mrs. Client

Female - 53 - Preferred NonSmoker

Initial Assumed Status: Bronze

Initial Death Benefit \$10,000,000

Base Face Amount \$10,000,000

Initial Planned Premium: \$154,121.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Colorado

Based on Curr Charges and Initial Assumed Segment Growth Rate of 5.14%

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, Indexed Account Holding Segments, and the Index Appreciation Account as described in your policy. The Asset Bonus Rates vary by issue age, gender, and policy duration.

Contract Charge

The Contract Charge is a rate of \$16.9104 per \$1,000 of the Premium Charge Limit, and deducted each policy month. This charge varies by each insured's issue age, gender, risk classification, and the 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 reflect the 2017 Loaded CSO Composite Ultimate Age Nearest Birthday mortality tables, adjusted for any applicable ratings.

Index Change

The Index Change is the difference in the index from the beginning to the end of a Segment.

Indexed Performance Charge

The Indexed Performance Charge is equal to 0.165% multiplied by the Policy Value in the Index Appreciation Account excluding the Base Capped and Base High Par Capped Indexed Accounts. The charge is deducted monthly on a pro-rata basis from the Non-Loaded Indexed Accounts.

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.

Total Face Amount

The Face Amount is the coverage provided by the base policy. Any decreases to the Face Amount must fall within policy minimums, and are only allowed after the first Policy Year.

Monthly Administrative Charge

A monthly Administrative Charge of \$15 will be assessed in all years, current and guaranteed.

Net Death Benefit

The Death Benefit illustrated is the Base Face Amount plus any Required Additional Death Benefit. This is the value that is payable upon the death of the surviving 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 loan interest due. During the Surrender Charge period, there is a Surrender Charge assessed if all or part of the Base 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

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy Protection Survivorship Indexed UL Form: 19PSIUL
 Glossary of Terms (cont'd)

Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client	Initial Death Benefit \$10,000,000
Male - 55 - Preferred NonSmoker	Base Face Amount \$10,000,000
Initial Assumed Status: Bronze	Initial Planned Premium: \$154,121.00 / Billing Mode: Annual
Mrs. Client	Death Benefit Option 1; Cash Value Accumulation Test
Female - 53 - Preferred NonSmoker	State: Colorado
Initial Assumed Status: Bronze	Based on Curr Charges and Initial Assumed Segment Growth Rate of 5.14%

outstanding loans, you might find yourself having to choose between high 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.

as the Policy Value except that:

- Net Premiums accumulate at interest in the manner applicable to amounts accumulated in the Fixed Account;
- Monthly Deductions and withdrawals, including any applicable charges, are made from the amount accumulated as described above, in the manner applicable to the Fixed Account;
- The Indexed Performance Charge, if applicable, that is deducted will be determined by multiplying the Indexed Performance Charge deducted from the Policy Value in that month by the ratio of the Cumulative Guarantee Policy Value in that Month immediately before the Monthly Deduction, divided by the Policy Value in that month immediately before the Monthly Deduction;
- A 2% Cumulative Guaranteed Interest Rate is used to credit this amount.

Participation Rate

The Participation Rate is the percentage of the Index Change (change in the value of the Index over the Segment Term) that will be recognized in the calculation of the Segment Growth Rate.

The Cumulative Guarantee does not increase the amount available for withdrawals or policy loans, and does not affect the amount available for transfers or allocations.

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 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.

Policy Value

The Policy Value is the sum of all amounts held in the policy including the Fixed Account, the Index Appreciation Account, and any value in the Loan Account. When premiums are paid, the balance, after a premium charge is deducted, is allocated between the Fixed Account and the Index Appreciation Account, per your instructions. The Fixed Account is credited daily with a guaranteed interest rate of 2.00% or the current rate, whichever is greater. Segments in the Index Appreciation Account may earn an Index Segment Interest Credit at each Segment Maturity Date, subject to a guaranteed Segment Floor Rate of 0%. Also, once each month, Cost of Insurance and any other charges are deducted proportionately from both the Fixed Account and the Index Appreciation Account.

Premium Charge Limit

The policy's Premium Charge Limit is \$95,454.23. This value is used in the calculation of the Surrender Charge and Contract Charge.

Cumulative Guarantee. Protection Survivorship Protection Survivorship Indexed UL policies also include a Cumulative Guarantee used for purposes of calculating Minimum Death Benefit, Insurance Benefit and the Cash Surrender Value. The Policy Value used for these purposes (only) is the greater of the Policy Value described above and the Cumulative Guaranteed Policy Value which is determined in the same manner

Premium Charge

A Premium Charge of 35.0% is deducted from each premium in years 1-10. In years 11+, the charge is 32.0%.

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

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

A LIFE INSURANCE POLICY ILLUSTRATION

**A Flexible Premium Survivorship Universal Life Insurance Policy Protection Survivorship Indexed UL Form: 19PSIUL
Glossary of Terms (cont'd)**

Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client	Initial Death Benefit \$10,000,000
Male - 55 - Preferred NonSmoker	Base Face Amount \$10,000,000
Initial Assumed Status: Bronze	Initial Planned Premium: \$154,121.00 / Billing Mode: Annual
Mrs. Client	Death Benefit Option 1; Cash Value Accumulation Test
Female - 53 - Preferred NonSmoker	State: Colorado
Initial Assumed Status: Bronze	Based on Curr Charges and Initial Assumed Segment Growth Rate of 5.14%

(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.

Index Disclosure

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy Protection Survivorship Indexed UL Form: 19PSIUL
 Input Summary ~ Agent Use Only ~

Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client	Initial Death Benefit \$10,000,000
Male - 55 - Preferred NonSmoker	Base Face Amount \$10,000,000
Initial Assumed Status: Bronze	Initial Planned Premium: \$154,121.00 / Billing Mode: Annual
Mrs. Client	Death Benefit Option 1; Cash Value Accumulation Test
Female - 53 - Preferred NonSmoker	State: Colorado
Initial Assumed Status: Bronze	

Product & Concept

Concept	Private Finance	Target Cash Value	Endow
Approved in	Colorado	Target Year	Lifetime
Product Type	All Products	Agent Name	Trusted Financial Professional
Product	Protection SIUL 19	Insured 2 Insured Name	Mrs. Client

Concept Design

Private Finance Plan Option	Basic	Insured 2 Sex	Female
Private Finance Loan Option	Solve	Insured 2 Issue Age / Birthdate	53
Target Year for Side Fund Amount Solve	10	Insured 2 Risk Class	Preferred NonSmoker
Loan Years	1	Insured 2 Assumed Vitality PLUS Status	Bronze

Policy Allocation

Loan Interest Rate	0.91%	Allocation Option	Custom Allocation and Rate
Gifting Option	None	Base Capped Rate	6.60%
ILIT Side Fund Growth Rate	5%	Base High Par Capped Rate	5.75%
Loan Repayment Option	ILIT Side Fund	Capped Rate	5.14%
Loan Repayment Start Year	10	High Capped Rate	6.22%
Years to Repay Loan	1	High Par Capped Rate	4.78%
Lender Name	Grantor	Fixed Rate	Current
Summary Year	Loan Repayment Year	Allocation Base Capped Rate	0%

Policy Design

Insured Name	Mr. Client	Allocation Base High Par Capped Rate	0%
Sex	Male	Allocation Capped Rate	100%
Issue Age / Birthdate	55	Allocation High Capped Rate	0%
State	Colorado	Allocation High Par Capped Rate	0%
Risk Class	Preferred NonSmoker	Fixed Rate Allocation	0%

Policy Options

Vitality PLUS Rider	Yes	Estimated Policy Issue Date	Today + 1 Month
Assumed Vitality PLUS Status	Bronze	Charges	Current
Total Face Amount	10,000,000	Lump Sum Month Year 1	1
Death Benefit Option	Option 1	Lump Sum Month Years 2+	1
Premium	Schedule	MEC Testing	Avoid MEC
--	Solve 1 9	Target Cash Value	Endow
Premium Duration	9	Target Year	Lifetime
LifeTrack Billing	Yes		
Premium Mode	Annual		

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.

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy Protection Survivorship Indexed UL Form: 19PSIUL
Input Summary ~ Agent Use Only ~ (cont'd)

Presented By: Trusted Financial Professional

Illustration Assumptions

Mr. Client	Initial Death Benefit \$10,000,000
Male - 55 - Preferred NonSmoker	Base Face Amount \$10,000,000
Initial Assumed Status: Bronze	Initial Planned Premium: \$154,121.00 / Billing Mode: Annual
Mrs. Client	Death Benefit Option 1; Cash Value Accumulation Test
Female - 53 - Preferred NonSmoker	State: Colorado
Initial Assumed Status: Bronze	

Withdrawal Cap	Basis
Loan Cap	None
Loan Type	Standard Loan
Loan Interest Payment Type	Borrow
Variable Loan Interest Rate	3.00%

Riders

Estate Preservation Rider	Yes
Amount	Maximum

Optional Reports

Optional Presentations	Private Finance
Summary Year	20
Optional Reports	Yes
Input Summary	Yes
Internal Rate Of Return	Yes
Vitality PLUS Presentation	Yes
Summary Year	20

Protection Survivorship Indexed 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

(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 No. 1

1. Name _____
First Middle Last

PROPOSED LIFE INSURED No. 2

2. Name _____
First Middle Last

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

3. 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, future premium allocation schedule and charges. If the policy is issued with the Healthy Engagement Rider, then the Life Insureds' Statuses 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 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:

Products:			
Pay premium for:			
Targeting a cash value of:			
For a Death Benefit of:			
Base Indexed Accounts			
Assumed Base Capped Rate:		Assumed Base High Par Capped Rate:	
Core Indexed Accounts			
Assumed Capped Rate:		Assumed High Capped Rate:	
Assumed High Par Capped Rate:			
Fixed Account			
Assumed Fixed Rate:			
Assumed Charges:			
Healthy Engagement Rider Status of the Life Insured No. 1:			
Healthy Engagement Rider Status of the Life Insured No. 2:			

OWNER(S) ACKNOWLEDGEMENT AND AUTHORIZATIONLifeTrack Serial Number:

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

Print name of Owner

XSignature 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