



JH Solutions®

Supplementing retirement income with life insurance

Protection for today, income
for tomorrow

Prepared for

Valued Client

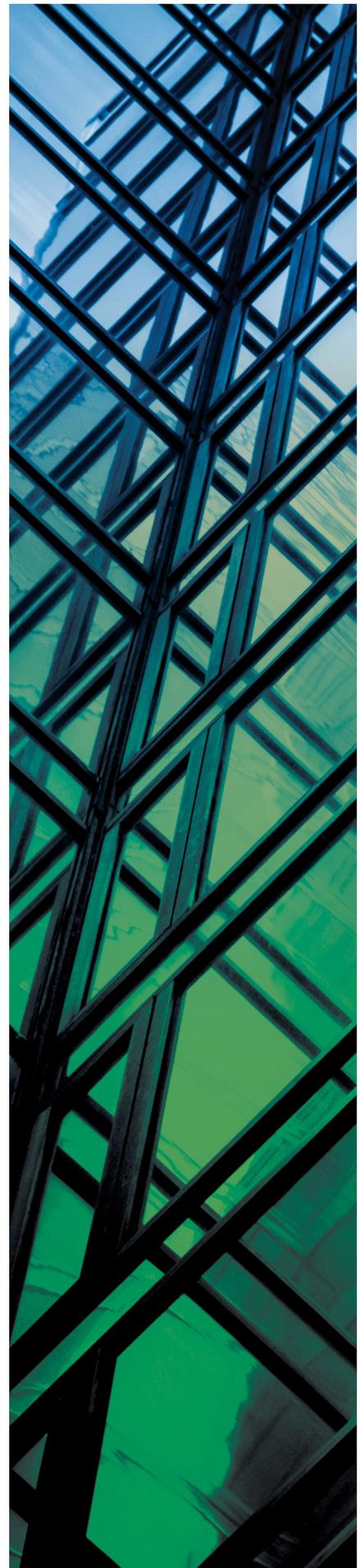
December 15, 2022

Presented by

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The retirement planning challenge

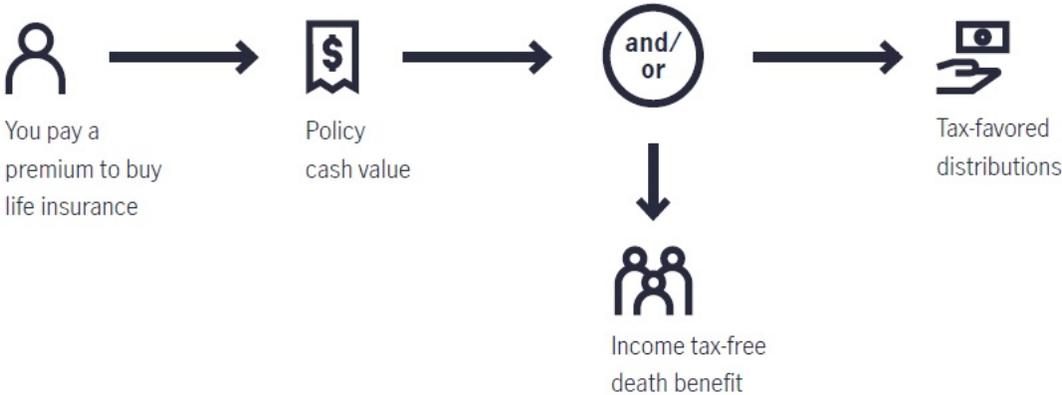
Protecting your family and planning for a long retirement are likely to top your list of financial priorities. Even if you diligently save in traditional retirement accounts, such as 401(k)s and IRAs, will you have enough saved for retirement? What if there was an option available that could both help protect your family and supplement your retirement income? Cash value life insurance may be the answer to round-out your retirement portfolio, providing your family with death benefit protection today, and the potential for tax-favored access to income during your retirement years.

Why do you need life insurance?

Life insurance can be one of the most important purchases you will ever make – its death benefit can help protect your family and your business, and the potential cash value can help you supplement your income during retirement. No matter your goals, the unique tax benefits and features of permanent life insurance can be a powerful tool to help you achieve them.

-  Protection
-  Flexibility
-  Tax Diversification

How it Works





Protection

A life insurance death benefit can provide protection for your family when they need it the most. It can be an important financial tool used to help:

- Cover your family's needs including replacing your salary and funding lifetime goals
- Pay off debts such as your mortgage and other loans
- Pay estate, capital gains, and income taxes
- Leave a legacy to your family
- Provide liquidity to equalize an estate among your beneficiaries



Flexibility

Beyond the death benefit protection, a permanent life insurance policy provides you the added flexibility to access your policy's cash value, when you need it, on a tax favored basis.

- Tax-free death benefit
- Tax-deferred growth potential
- Tax-free distributions

What really sets a permanent life insurance policy apart is that it provides you the flexibility to choose:

The premium stream based on your unique goals

- Focus on pure death benefit protection or cash value growth potential
- Add various optional riders to help cover events such as long-term care or disability

Did you know that in some circumstances you might be able to skip a premium or even contribute more?

When, if at all, to take policy distributions

- No mandatory distributions at age 72
- You have the flexibility to decide how and when to take income distributions (early on in your retirement or in later years)
- If you decide not to take income, the death benefit is preserved as an inheritance for your heirs

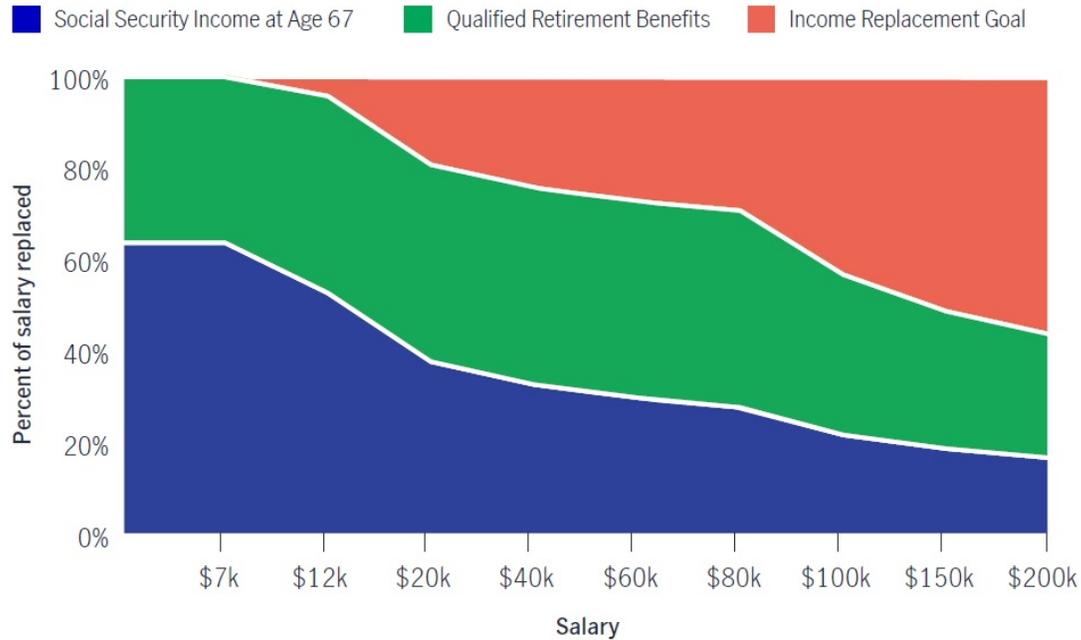
Will your qualified plans meet your retirement needs?

Even if you maximize contributions to qualified retirement plans (i.e., 401(k)s, IRAs), you may need to find other alternatives to supplement your retirement income in order to maintain your current lifestyle in retirement. **Life insurance offers the opportunity to help build cash value in your policy to supplement your retirement income needs.**

Contribution restrictions

You may not be able to fund 100% of your retirement with qualified plans. There are contribution limits, and some have income restrictions (like a Roth), that can prevent you from fully funding your retirement income goals. In fact, the more money you make, the less likely you will be able to save fully for retirement with qualified plans alone.

Take a look at the chart below



Mandatory distributions and early access penalties

Qualified plan money generally cannot be accessed prior to age 59½ without incurring a penalty. Once you reach age 72, required minimum distributions (RMDs) typically must be taken, even if you do not need or want this income.

Advantages of life insurance and income alternatives

Life insurance may be a suitable alternative when you’ve max-funded qualified savings plans and are looking for cash accumulation potential for future life events, such as supplemental retirement income, college funding, and paying off debts. The chart on the next page outlines some important features of a variety of financial vehicles. An understanding of these features may help you determine which of these products may meet your needs, and if life insurance can complement your existing financial portfolio. Speak to your financial representative to determine if one or more of these financial vehicles is right for you.

	Life insurance	Taxable investments	Qualified plan/ traditional IRA	Roth IRA	Municipal bonds
Tax-Favored Withdrawals	✓	✗	✗	✓	✓
No Mandatory Withdrawals	✓	✓	✗	✓	✓
Tax-Deferred Accumulation	✓	✗	✓	✓	✓
Income Tax-Free Death Benefit	✓ ¹	✗	✗	✗	✗
No Tax Penalties for Early Withdrawal	✓ ²	✓	✗	✗	✓
Cost of Insurance Charges	✓	✗ ³	✗	✗	✗
Market Risk	✓	✓	✓	✓	✓



Creditor Protection

Depending On state law, life insurance proceeds may receive favorable protection from creditors, including bankruptcy protection. This may be an important benefit For small business owners, attorneys, doctors And other professionals who are concerned about creditors, especially In fields that have higher liability risks.



Tax Diversification

Why should you consider a tax diversification strategy with life insurance?

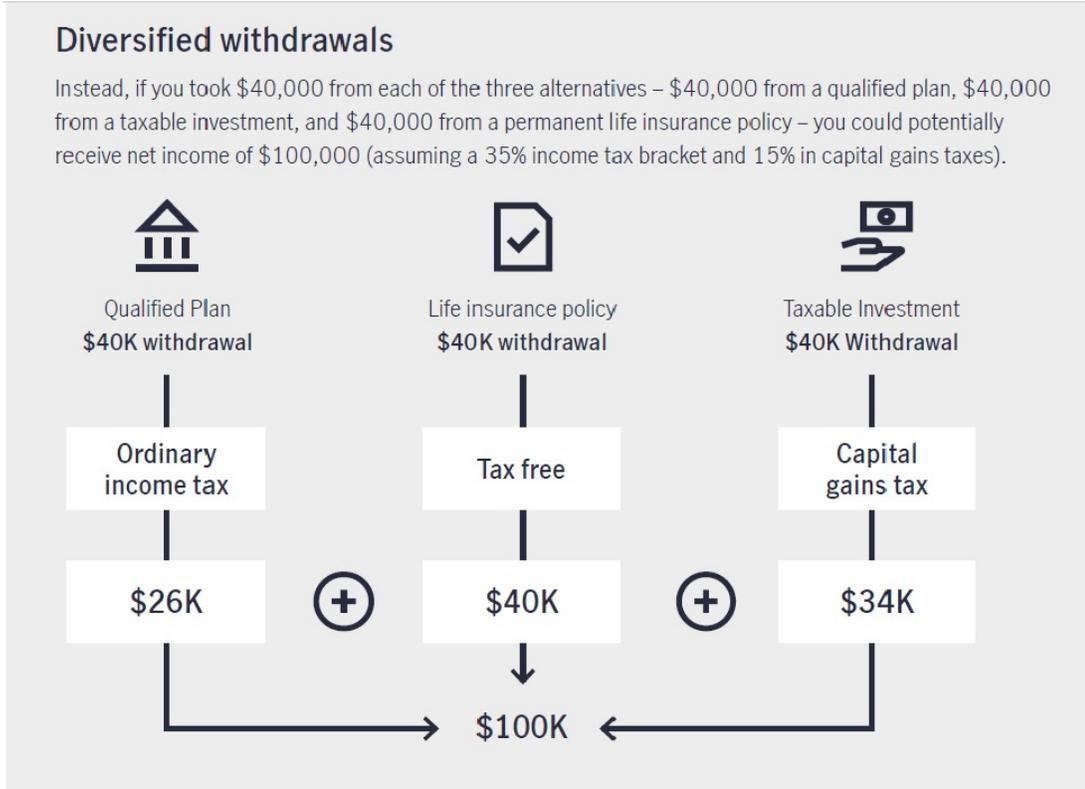
A permanent life insurance policy can be used to supplement your retirement income, protect your savings and deliver valuable tax advantages, including:

- Tax-free income from policy withdrawals and loans, which does not affect your:
 - Income tax bracket
 - Medicare premiums
 - Capital gains exposure
 - Adjusted Gross Income of Modified Adjusted Gross Income
- Income tax-free death benefit for your beneficiaries
- Tax-deferred growth
- No retirement contribution limits⁴
- No penalties for early access to cash

1. Life insurance death benefit proceeds are generally excludable from the beneficiary's gross income for income tax purposes. There are a few exceptions such as when a life insurance policy has been transferred for valuable consideration. Comments on taxation are based on John Hancock's understanding of current tax law, which is subject to change. No legal, tax or accounting advice can be given by John Hancock, its agents, employees or registered representatives. Prospective purchasers should consult their tax professional for details.
2. Withdrawal of policy values in excess of the owner's investment in the contract can cause recognition of gain (to the extent of gain) for income tax purposes. Furthermore, while an owner generally may borrow against a life insurance policy without immediate income tax consequences, a lapse or surrender of a policy against which loans are outstanding may also cause the owner to recognize policy value in excess of basis. Loans and withdrawals will reduce the death benefit, cash surrender value, and may cause the policy to lapse.
3. If the underlying investment is a deferred annuity, cost of insurance charges and/or withdrawal penalty may apply.
4. For every life insurance policy, there is a minimum premium at any given time, the payment of which is necessary to keep the policy in force. Premiums or withdrawals may be paid in excess of this amount which may have the effect of reducing future necessary minimum payments. However, excessive advance funding of a life insurance policy can result in the policy being treated as a modified endowment contract, which would be subject to significantly different tax treatment than other life insurance policies.

Why is tax diversification so important?

Diversifying your investments can reduce income taxes in retirement.



Hypothetical policy summary at age 80

Initial face amount: \$181,556

Premium in	Income out
<div style="background-color: #e0e0e0; padding: 10px; border: 1px solid #ccc;"> Initial Planned Premium: \$10,000 </div>	<div style="background-color: #add8e6; padding: 10px; border: 1px solid #ccc;"> Annual Distribution Amount: \$33,810 </div>
X	X
<div style="background-color: #e0e0e0; padding: 10px; border: 1px solid #ccc;"> Duration: 20 </div>	<div style="background-color: #add8e6; padding: 10px; border: 1px solid #ccc;"> Duration 15 </div>
=	=
<div style="background-color: #e0e0e0; padding: 10px; border: 1px solid #ccc;"> Total premium paid: \$200,000 </div>	<div style="background-color: #add8e6; padding: 10px; border: 1px solid #ccc;"> Total distributions: \$507,150 </div>
	+
	<div style="background-color: #add8e6; padding: 10px; border: 1px solid #ccc;"> Death benefit paid: If death occurs at age 80 \$24,506 </div>
	=
	<div style="background-color: #add8e6; padding: 10px; border: 1px solid #ccc;"> Total Distributions + death Benefit Received If death occurs at age 80 \$531,656 </div>

Assumes policy distributions are taken from age 66 through age 80

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.

Policy Details

The following chart and tables compare purchasing life insurance to investing the premium dollars in an alternative investment. The alternative investment is a hypothetical fund which is assumed to grow at the composite rate of return and includes assets which may be subject to income tax at the individual's ordinary income tax or capital gains tax bracket.

Product: Accumulation IUL

Insured: Valued Client

Initial Premium: \$10,000

Initial Face Amount:

\$181,556

Summary Year: 30

Accumulation

Annual contribution of **\$10,000**
for **20 years**

Total Contribution:
\$200,000

Alternative investment

Distribution

Annual after-tax income of
\$33,810 for 10 years*

Total after-tax distributions:
\$325,544



Account balance

After-tax remainder in year 30
\$0

Total distributions and remainder:
\$325,544

Life insurance

Distribution

Annual after-tax income of
\$33,810 for 10 years

Total after-tax distributions:
\$338,100



Death benefit paid:

If death occurs at age **95**
\$158,258

Total distributions and death benefit:
\$496,358



Life insurance advantage:
\$170,814

*May include partial payment in final year.

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.

The potential policy cash value of a life insurance policy grows on a tax-deferred basis. As long as the policy is not designed as a Modified Endowment Contract (MEC), you can take tax-free withdrawals and loans from the cash value. Withdrawals from the policy are income-tax free up to the policy's cost basis (premiums paid), after which point you should switch to loans which are generally not taxable.

The summary year refers to the year that has been chosen by you. The year may be life expectancy, a random year, or a year that coincides with your personal planning goals.

The alternative investment is assumed to be taxed as ordinary income.

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.

Life Insurance Summary

Comparison of values

	Alternative investment	Life insurance
Initial death benefit	\$10,000	\$181,556
Contribution / premium amount	\$10,000	\$10,000
Number of years	20	20
Tax rate	35%	35%
Growth rate	5.00%	5.00%
At retirement (age 65)		
Value at age 65 (account balance or cash value)	\$284,601	\$322,763
Value to heirs at death at age 65 ⁵	\$284,601	\$322,763
At year 30, summary year ⁶		
Planned annual distributions	\$21,254	\$33,810
Cumulative distributions at year 30	\$325,544	\$338,100
Value at year 30 (account balance or cash value)	\$0	\$143,678
Value to heirs at death in year 30 ⁵	\$0	\$158,258

5. Net death benefit does not take estate taxes into account.

6. The summary year refers to a year that has been chosen by you. The year may be life expectancy, a random year, or a year that coincides with your personal planning goals.

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Side Fund Investment vs. Buying Life Insurance

Year	Age	Alternate Investment Contributions	Net withdrawals	Growth Rate	Net Alternate Investment (EOY)	Life Insurance Premium	Withdrawals and Loans	Net Cash Value	Net Death Benefit
1	46	10,000	0	5.00%	10,325	10,000	0	3,572	190,019
2	47	10,000	0	5.00%	20,986	10,000	0	12,682	199,029
3	48	10,000	0	5.00%	31,993	10,000	0	22,276	208,524
4	49	10,000	0	5.00%	43,357	10,000	0	32,973	218,710
5	50	10,000	0	5.00%	55,091	10,000	0	43,907	229,462
6	51	10,000	0	5.00%	67,207	10,000	0	55,503	240,817
7	52	10,000	0	5.00%	79,716	10,000	0	67,705	252,815
8	53	10,000	0	5.00%	92,632	10,000	0	80,583	265,494
9	54	10,000	0	5.00%	105,967	10,000	0	94,321	278,896
10	55	10,000	0	5.00%	119,736	10,000	0	108,705	293,068
11	56	10,000	0	5.00%	133,953	10,000	0	124,321	308,485
12	57	10,000	0	5.00%	148,631	10,000	0	143,029	324,801
13	58	10,000	0	5.00%	163,787	10,000	0	161,406	342,962
14	59	10,000	0	5.00%	179,435	10,000	0	180,643	362,199
15	60	10,000	0	5.00%	195,592	10,000	0	201,023	382,579
16	61	10,000	0	5.00%	212,273	10,000	0	222,620	404,176
17	62	10,000	0	5.00%	229,497	10,000	0	245,508	427,064
18	63	10,000	0	5.00%	247,281	10,000	0	269,768	451,324
19	64	10,000	0	5.00%	265,642	10,000	0	295,482	477,038
20	65	10,000	0	5.00%	284,601	10,000	0	322,763	477,038
21	66	0	33,810	5.00%	258,942	0	33,810	308,646	443,228
22	67	0	33,810	5.00%	232,448	0	33,810	293,831	409,418
23	68	0	33,810	5.00%	205,094	0	33,810	278,271	375,608
24	69	0	33,810	5.00%	176,851	0	33,810	261,914	341,798
25	70	0	33,810	5.00%	147,690	0	33,810	244,709	307,988
26	71	0	33,810	5.00%	117,581	0	33,810	226,584	274,167
27	72	0	33,810	5.00%	86,493	0	33,810	207,546	239,698
28	73	0	33,810	5.00%	54,395	0	33,810	187,511	211,019
29	74	0	33,810	5.00%	21,254	0	33,810	166,262	185,618
30	75	0	21,254	5.00%	0	0	33,810	143,678	158,258
31	76	0	0	5.00%	0	0	33,810	119,689	135,008
32	77	0	0	5.00%	0	0	33,810	94,089	110,127
33	78	0	0	5.00%	0	0	33,810	66,770	83,499
34	79	0	0	5.00%	0	0	33,810	37,612	55,003
35	80	0	0	5.00%	0	0	33,810	6,488	24,506
36	81	0	0	5.00%	0	0	0	8,116	26,746
37	82	0	0	5.00%	0	0	0	9,774	29,034

Year	Age	Alternate Investment Contributions	Net withdrawals	Growth Rate	Net Alternate Investment (EOY)	Life Insurance Premium	Withdrawals and Loans	Net Cash Value	Net Death Benefit
38	83	0	0	5.00%	0	0	0	11,455	31,362
39	84	0	0	5.00%	0	0	0	13,146	33,718
40	85	0	0	5.00%	0	0	0	14,828	36,081
41	86	0	0	5.00%	0	0	0	14,644	36,504
42	87	0	0	5.00%	0	0	0	14,289	36,765
43	88	0	0	5.00%	0	0	0	13,725	36,825
44	89	0	0	5.00%	0	0	0	12,908	36,640
45	90	0	0	5.00%	0	0	0	11,791	36,160
46	91	0	0	5.00%	0	0	0	10,319	30,326
47	92	0	0	5.00%	0	0	0	8,896	24,300
48	93	0	0	5.00%	0	0	0	7,628	18,175
49	94	0	0	5.00%	0	0	0	6,649	12,069
50	95	0	0	5.00%	0	0	0	6,131	6,131
51	96	0	0	5.00%	0	0	0	6,286	6,286
52	97	0	0	5.00%	0	0	0	6,450	6,450
53	98	0	0	5.00%	0	0	0	6,625	6,625
54	99	0	0	5.00%	0	0	0	6,811	6,811
55	100	0	0	5.00%	0	0	0	7,010	7,010
56	101	0	0	5.00%	0	0	0	7,222	7,222
57	102	0	0	5.00%	0	0	0	7,447	7,447
58	103	0	0	5.00%	0	0	0	7,688	7,688
59	104	0	0	5.00%	0	0	0	7,944	7,944
60	105	0	0	5.00%	0	0	0	8,217	8,217
61	106	0	0	5.00%	0	0	0	8,508	8,508
62	107	0	0	5.00%	0	0	0	8,817	8,817
63	108	0	0	5.00%	0	0	0	9,147	9,147
64	109	0	0	5.00%	0	0	0	9,499	9,499
65	110	0	0	5.00%	0	0	0	9,874	9,874
66	111	0	0	5.00%	0	0	0	10,273	10,273
67	112	0	0	5.00%	0	0	0	10,699	10,699
68	113	0	0	5.00%	0	0	0	11,152	11,152
69	114	0	0	5.00%	0	0	0	11,635	11,635
70	115	0	0	5.00%	0	0	0	12,150	12,150
71	116	0	0	5.00%	0	0	0	12,698	12,698
72	117	0	0	5.00%	0	0	0	13,283	13,283
73	118	0	0	5.00%	0	0	0	13,905	13,905
74	119	0	0	5.00%	0	0	0	14,568	14,568
75	120	0	0	5.00%	0	0	0	15,275	15,275

Year	Age	Alternate Investment Contributions	Net withdrawals	Growth Rate	Net Alternate Investment (EOY)	Life Insurance Premium	Withdrawals and Loans	Net Cash Value	Net Death Benefit
76	121	0	0	5.00%	0	0	0	16,028	16,028

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Glossary

Traditional Individual Retirement Account (IRA) – A Traditional Individual Retirement Account (IRA) is a type of financial plan that allows you to contribute money towards investments that can grow tax deferred. Individual taxpayers are allowed to contribute 100% of compensation up to a specified maximum dollar amount to their Traditional IRA. In 2023, this maximum is \$6,500 for individuals under age 50 and \$7,500 for those 50 or older. Contributions to the Traditional IRA may be tax-deductible depending on the taxpayer's income, tax-filing status and other factors. Generally, if you are covered by a retirement plan at work, Traditional IRA contributions are fully deductible only if your adjusted gross income is less than \$73,000 if you are Single or Head of Household or \$116,000 if you are Married Filing Jointly. A tax penalty will generally apply to distributions taken from a Traditional IRA before age 59½. Traditional IRAs are subject to minimum distribution requirements starting at age 72 and distributions are taxable when they are taken. Consult your tax professional for more information.

Modified Endowment Contract (MEC) – A Modified Endowment Contract is a life insurance policy that has failed the seven-pay test and was entered into after June 21, 1988. While the death benefit from a MEC is still (generally) income tax free and the policy cash value still grows on at tax-deferred basis, withdrawals and loans from life insurance policies that are classified as modified endowment contracts may be subject to tax at the time the withdrawal or loan is made. A federal tax penalty may also apply if the withdrawal or loan is taken prior to age 59 ½. The basic illustration accompanying this supplemental illustration will indicate if the policy you are considering is a MEC.

Municipal Bonds – Municipal bonds are a debt security issued by a state, municipality, or county to finance capital expenditures. Municipal bonds are generally exempt from federal taxes and from many state and local taxes, depending on the bond and if you live in the state in which the bond is issued. Some bonds may be subject to capital gains tax at sale. Consult your tax professional for more information.

Qualified Plans – A qualified plan (such as 401(k)s and 403(b)s) are financial plans that meet certain requirements of the Internal Revenue code and as a result, are eligible to receive certain tax benefits. In general, contributions to these plans are tax deductible up to the contribution limits of \$22,500 in 2023, and the growth within the plans are tax-deferred. A tax penalty will generally apply to distributions taken from a qualified plan before age 59½. Qualified plans are generally subject to minimum distribution requirements starting at age 72 and distributions are taxable when they are taken. Consult your tax professional for more information.

Roth IRA - A Roth IRA is a type of individual retirement plan that bears many similarities to the traditional IRA, but contributions are not tax deductible and qualified distributions are tax free after a 5-year waiting period. Similar to other retirement plan accounts, non-qualified distributions from a Roth IRA may be subject to a penalty upon withdrawal. Generally, to use a Roth IRA, your income must be under specific level set by the IRS (in 2023 \$136,000 for Single or Head of Household, and \$218,000 for Married Filing Jointly or a Qualified Widow(er)). Consult your tax professional for more information.

Taxable Investments – For the purposes of this presentation, a taxable investment is any financial vehicle which must be purchased with after-tax dollars and which creates taxable income or does not grow on a tax deferred basis. This would include bank accounts, Certificates of Deposit (CDs), stocks, and corporate bonds, to name a few examples. The taxation of each of these investment types will vary based on the asset purchased. Consult your tax professional for more information.

Disclosure

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.

Supplementing Retirement Income with Life Insurance is a tool designed to assist you in exploring potential estate/retirement planning options through the use of life insurance and investing strategies. However, this presentation is not intended to be your estate/retirement plan nor is it a specific recommendation for your estate/retirement plan. This presentation is for illustrative purposes only. This analysis does not constitute a recommendation of a particular option or options over any other planning alternatives. Other alternatives may be more appropriate or suitable for your particular situation and you should discuss these options with your legal, tax and accounting professionals prior to making any investment or purchase decisions.

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Figures used in this program illustrate various benefit/retirement planning concepts, which are based upon both assumptions and data provided by you, the client. Your furnishing of accurate data will help enhance the value of this analysis. However, all assumed growth rates are based upon information provided and assumed by you and are not a guarantee of the future performance of the life insurance policy. Please review the assumptions page for accuracy of information.

This supplemental illustration assumes that the currently illustrated non-guaranteed elements will continue for all years shown. However, it is not likely that the non-guaranteed elements will perform exactly as shown in the illustration. In addition, the actual consequences of a particular planning alternative will depend on many variables, some of which may not be fully accounted for or described in this presentation. Unless otherwise indicated, the income tax implications of particular transactions are not reflected in the analysis. This program does not illustrate the estate, gift, and generation-skipping transfer (GST) tax implications of this proposal.

Before you make any estate or retirement planning decisions (or change title to any assets or change beneficiary designations) your legal and tax professionals should be consulted to determine (1) the suitability of a particular planning alternative for you and (2) the precise legal, tax, investment, and accounting consequences of that alternative.

Loans and withdrawals will reduce the death benefit and the cash surrender value, and may cause the policy to lapse. Lapse or surrender of a policy with a loan may cause the recognition of taxable income. Withdrawals in excess of the cost basis (premiums paid) will be subject to tax, and certain withdrawals within the first 15 years may be subject to recapture tax. Additionally, policies classified as Modified Endowment Contracts may be subject to tax when a loan or withdrawal is made. A federal tax penalty of 10% may also apply if the loan or withdrawal is taken prior to age 59½. Cash value available for loans and withdrawals may be more or less than originally invested. Withdrawals are available after the first policy year.

This material does not constitute tax, legal, investment or accounting advice and is not intended for use by a taxpayer for the purposes of avoiding any IRS penalty. Comments on taxation are based on tax law current as of the time we produced the material. All information and materials provided by John Hancock are to support the marketing and sale of our products and services, and are not intended to be impartial advice or recommendations. John Hancock and its representatives will receive compensation from such sales or services. Anyone interested in these transactions or topics may want to seek advice based on his or her particular circumstances from independent professionals.

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

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INSURANCE PRODUCTS :		
Not FDIC Insured	 Not Bank Guaranteed	 May Lose Value
Not a Deposit	 Not Insured by Any Federal Government Agency	

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

A LIFE INSURANCE POLICY ILLUSTRATION

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

Accumulation IUL Form: 21AIUL

Presented By: Sample Agent

Illustration Assumptions

Valued Client	Initial Death Benefit \$181,556
Female - Super Preferred NonSmoker	Base Face Amount \$181,556
Age: 45	Initial Planned Premium: \$10,000.00 / Billing Mode: Annual
Initial Assumed Status: Bronze	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20
	Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Accumulation Indexed Universal Life Insurance

About This Illustration

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

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

Your policy's guaranteed values are determined at policy issue and are guaranteed not to change over the life of the policy. Non-guaranteed values may change from time-to-time in response to actions that you or the insured take, changes that we make, or changes in the Index Segment Interest Credits. For example, the interest rate credited to the Fixed Account may exceed the guaranteed rate, the Segment Growth Rate may exceed the Segment Floor Rate, and monthly charges may be less than their corresponding maximum guaranteed charges. In addition, John Hancock ("we") may change the Segment Cap Rate and the Participation Rate. Illustrated values that are based upon non-guaranteed assumptions may be more favorable to you than the values shown based upon guaranteed assumptions.

We recommend that you request multiple illustrations that assume different Segment Growth Rates to better understand the policy performance under different scenarios.

Also, please review your policy's performance periodically to ensure you are on track to meet your goals. The illustrated Segment Growth Rate used to calculate the illustrated values is hypothetical. If the assumed Segment Growth Rate in an illustration is not achieved, this can have a significant effect on the Policy Value, with the result that you may have to pay more premiums than you had anticipated, or your policy may lapse. We also suggest you request in force illustrations from time to time which will also provide you with an updated projection of policy performance. You should review these documents with your financial professional.

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

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

Brief Description of the Policy

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

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

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

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

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Initial Death Benefit \$181,556

Female - Super Preferred NonSmoker

Base Face Amount \$181,556

Age: 45

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Assumed Status: Bronze

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Your policy can also be affected by:

- Changes that we make to the current declared interest rate of the Fixed Account
- Changes in the Index Segment Interest Credits earned by Segments in an Index Account on a Segment Maturity Date
- Changes to the current Cost of Insurance rates
- Changes to the qualification requirements for a Status level in regard to your policy's Healthy Engagement benefit

Premiums You Pay

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

This illustration assumes an initial Planned Premium of \$10,000.00 and that all subsequent premium payments are made at the beginning of each modal period you selected (e.g., monthly, annually). Paying less than the Planned Premium can have a negative impact on the policy and its guarantees. Reduced or discontinued premiums in future years are only possible if the premiums paid and amounts credited are sufficient to cover the Monthly Deduction and any other charges. The Minimum Initial Premium is shown on the Basic Illustration Summary page and is the minimum premium needed to put the policy in force.

Based on the initial Death Benefit and other policy assumptions shown in the illustration, the level annual premium to guarantee coverage for life is \$9,980.00. Premiums are subject to maximum guidelines allowed by the Internal Revenue Code.

Please refer to the Basic Illustration Summary page for your initial premium allocation.

Your Death Benefit

This illustration reflects an initial Death Benefit of \$181,556 (Option 2). The initial Death Benefit is composed of \$181,556 in Base Face Amount and \$0 in Supplemental Face Amount. Starting in Policy Year 20 the Death Benefit illustrated is the Face Amount plus any Required Additional Death Benefit (Option 1). The Net Death Benefit reflects the reduction of the Death Benefit by any Policy Debt (total loans plus any loan interest due).

The greater the proportion of Base Face Amount at issue to the Total Face Amount at issue, the higher the Total Face Amount charge will be. This means for the same Total Face Amount at issue, your charge per \$1,000 of Total Face Amount will be higher if you elected a policy without Supplemental Face Amount as opposed to a policy with it. On the other hand, the No-Lapse Guarantee Period will be longer for Base Face Amount coverage than for the Supplemental Face Amount coverage.

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

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

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Initial Death Benefit \$181,556

Female - Super Preferred NonSmoker

Base Face Amount \$181,556

Age: 45

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Assumed Status: Bronze

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

If your priority is to reduce your Face Amount charges, you may wish to maximize the proportion of the Supplemental Face Amount. However, if your priority is to take advantage of the No-Lapse Guarantee feature after the fifth Policy Year or to maximize the death benefit when the insured person reaches age 121, then you may wish to maximize the proportion of the Base Face Amount. The No-Lapse Guarantee for the Base Face Amount under any policy that has elected an increasing Supplemental Face Amount, or the Return of Premium Death Benefit Rider is limited to the first five Policy Years.

This policy illustration shows the No-Lapse Guarantee keeping the policy's Base Face Amount in force for 15 years. If increasing Supplemental Face Amount coverage or the Return of Premium rider are elected, No-Lapse Guarantee protection for the Base Face Amount coverage is limited to the first five Policy Years. During the No-Lapse Guarantee Period, if the Net Cash Surrender Value should fall to zero or below, Base Face Amount coverage will continue provided that the No-Lapse Guarantee Cumulative Premium Test is satisfied. After the expiration of the No-Lapse Guarantee Period, if the Net Cash Surrender Value falls to zero or below, you must pay sufficient additional premiums to keep the policy in force. In this illustration, this test is satisfied if the sum of all premiums paid, net of withdrawals and any Policy Debt, is greater than or equal to \$1,740.20 multiplied by the number of years coverage has been in effect.

The No-Lapse Guarantee protects the Supplemental Face Amount coverage and the Return of Premium rider (both if elected) for the first five Policy Years, provided that the No-Lapse Guarantee Cumulative Premium Test is satisfied. In Policy Years six and after, if the Net Cash Surrender Value falls to zero or below, you must pay sufficient additional premiums to keep these coverages in force. If you do not pay additional premiums, the Supplemental Face Amount and the Return of Premium rider may lapse even though your Base Face Amount does not.

Death Benefit Option changes; adding, terminating or changing a rider; an unscheduled increase or decrease to the Supplemental Face Amount coverage; a Base Face Amount decrease; or a change to the Life Insured's Risk Classification or Additional Rating may all cause the No-Lapse Guarantee Premium to be recalculated, or in some cases result in the No-Lapse Guarantee terminating. Note that if a policy loan is outstanding at the time your Net Policy Value falls to zero, the No-Lapse Guarantee will not prevent the policy from lapsing.

Allocation of Your Policy Values and Interest Credits

You may allocate premium or transfer policy value to the Fixed Account or to one or more of the Indexed Accounts described below.

The Fixed Account

The Fixed Account (referred to as the Guaranteed Interest Account in your policy) credits interest daily at a current annual rate that we declare, subject to the Minimum Guaranteed Interest Account Annual Rate of 1%. The Fixed Account is not linked to the performance of any index, and thus is likely to experience lower volatility than the Indexed Accounts. At the same time, the long-term performance of the Fixed Account may be expected to be lower than the Indexed Accounts.

Illustrated values for the current assumptions show an increase in the crediting rate to the Fixed Account beginning with Policy Year 11. This increase is referred to as a "persistency bonus," and it is not guaranteed. We are currently illustrating this increase to be 0.35%. We will only apply the persistency bonus to the portion of your Policy Value that is allocated to the Fixed Account, and to any amount allocated to the Indexed Account that is not yet designated to a Segment (a "Holding Segment").

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

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

Presented By: Sample Agent

Illustration Assumptions

Valued Client

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Female - Super Preferred NonSmoker

Base Face Amount \$181,556

Age: 45

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Assumed Status: Bronze

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

The Indexed Accounts

The Indexed Accounts offered in the policy are the Select Capped Indexed Account, the Base Capped Two Year Indexed Account, the Barclays Global MA Bonus Indexed Account, the Barclays Global MA Classic Indexed Account, the Capped Indexed Account, the High Capped Indexed Account, the High Par Capped Indexed Account, the Enhanced Capped Indexed Account and the Enhanced High Capped Indexed Account. These may be referred to as the Non-Loaned Indexed Accounts. We also offer the Loaned Indexed Account, which references the S&P 500 Index; and the Barclays Loaned Indexed Account, which references the Barclays Global MA Index. These accounts, which may be referred to as the Fixed Index Loan Accounts, are only available if you have taken a Fixed Index Loan. The Fixed Index Loan Accounts may not be approved in all states.

This illustration assumes amounts are allocated to the Indexed Accounts to form new Segments on the Issue Date. However, amounts allocated to the Indexed Accounts only form new Segments on the Segment Initiation Date (generally, the 15th of the month), subject to a Lock In Date of three Business Days prior to the Segment Initiation Date. Depending on the date we receive your premium, there may be a delay of up to one month between the premium receipt date and the Segment Initiation Date when any allocated portion of the premium is included in a new Segment.

Index Segment Interest Credit

For any Indexed Account that you elect, an Index Segment Interest Credit will be calculated using a formula described in your policy that references an external index ("Index") and Indexed Account parameters:

- **The Indices** that the Indexed Accounts reference are the Standard & Poor's 500 Composite Price Index and the Barclays Global MA Index. While the Indexed Accounts refer to these Indices, the policy does not directly participate in any stock or equity investments. Each Indexed Account tracks the Index and measures the performance of the Index from the Segment Initiation Date to the Segment Maturity Date, without including dividends.
- **The S&P 500 Index** includes 500 large cap common stocks actively traded in the United States.
- **The Barclays Global MA Index** (the Index) is a rules-based index that has twelve components that provide diversification across asset classes and geographic regions in recognition that the components react differently to the same market or economic environment. The components and the maximum and minimum weights to each component are the following Barclays Bank PLC or its affiliates' indexes or commodities futures:

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

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

Presented By: Sample Agent

Illustration Assumptions

Valued Client

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Initial Assumed Status: Bronze

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Barclays Bank PLC or its affiliates' indexes or commodities futures

Component	Min/Max
Barclays US Tracker ER Index (BXIIUSER)	7.5% / 25%
Barclays US Tech Tracker ER Index (BXIITTER)	5% / 20%
Barclays Europe Tracker USD ER Index (BXIETUE)	5% / 20%
Barclays GERMANY Tracker USD ER Index (BXIIDEUE)	2.5% / 15%
Barclays Japan Tracker USD Index (BXIJTUE)	2.5% / 15%
Barclays MSCI Emerging Market Tracker ER Index (BXIIMEER)	2.5% / 10%
Gold Futures (BCC2GC0P)	0% / 20%
Barclays US 5yr Treasury Futures Index (BXIIUS05)	0% / 50%
Barclays US 10yr Note Futures Index (BXIIUS10)	0% / 50%
Barclays Euro-Bobl Alt Roll Futures in USD (BXIIE05D)	0% / 50%
Barclays Euro-Bund Alt Roll Futures Index in USD (BXIIE10D)	0% / 50%
Barclays JGB Alt Roll 10yr Futures ER Index in USD (BXIIJTED)	0% / 50%

The Index's rules create a component portfolio that allocates among the components based on the Modern Portfolio Theory, on performance momentum, and the volatility of each component, subject to the maximum and minimum weights for each component and a portfolio target volatility of 7%. Allocations based on Modern Portfolio Theory seek to find the allocation among the components that provide the maximum return at a given risk level. Allocations based on performance momentum seek to increase allocations to components with stronger recent performance, and reduce allocation to components with weaker recent performance. Based on these allocation rules, the sum of each component allocation may be as high as 150%. The component portfolio may change daily.

The higher the allocation to fixed income components or the lower exposure to the component portfolio, the lower the potential increase in the Index value. In addition, if at a time the Index has a higher allocation to fixed income components or a lower exposure to the component portfolio, equities experience a rapid upswing, the Index will not increase in value in the same manner as the increase in equities. Moreover, in a rapidly rising interest rate environment, the higher the allocation to fixed income components, the lower the potential increase in the Index value.

Once the component portfolio is constructed, the Index will adjust the exposure to the component portfolio to maintain "volatility control". If the recent volatility of the component portfolio is greater than 7%, the component portfolio exposure will be less than 100%, and may be as low as 25%. If it is less than 7%, the component portfolio exposure can be greater than 100%, and may be as high as 150%. The impact of the maximum sum of the components allocation of 150% together with the maximum volatility control exposure may result in a maximum total component portfolio exposure of 225%. The exposure may change daily.

The change in the Barclays Global MA Index in up market conditions will not be as high, and in down market conditions as low, had there not been the volatility control. Note that the indexed accounts provide down market protection through the Segment Floor Rate of 0%. Thus, the volatility control feature of the Barclays Global MA Index may benefit John Hancock through reduced hedging costs.

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Accumulation IUL

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

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

Presented By: Sample Agent

Illustration Assumptions

Valued Client

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Female - Super Preferred NonSmoker

Base Face Amount \$181,556

Age: 45

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Assumed Status: Bronze

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

The Index's rationale may not be successful and the ability to construct the component portfolio may not be possible or subject to being recreated on another computer. The Index also takes into account for each component a "running cost" ranging from 0.20% to 0.30% per annum and a "rebalancing cost" ranging from 0.02% to 0.05% depending on the component, and is deducted on the relevant trading day. These costs reduce the daily Index value.

- **The Indexed Account parameters** of each Indexed Account may include a Segment Floor Rate, a Segment Cap Rate, a Participation Rate, a Segment Term, a Guaranteed Fixed Bonus, and a Guaranteed Indexed Account Multiplier. Discuss these parameters with your financial professional to ensure you understand how they may affect the Index Segment Interest Credit.

The Segment Cap Rate limits the rate that is used in calculating the Index Segment Interest Credit. If the positive index change multiplied by the Participation Rate results in a rate that is higher than the Segment Cap Rate, we will use the Segment Cap Rate to determine the Index Segment Interest Credit. If the positive index change multiplied by the Participation Rate is less than the Segment Cap Rate but greater than the Segment Floor Rate, we would use the index change multiplied by the Participation Rate to determine the Index Segment Interest Credit. Any positive return is further enhanced by a Guaranteed Indexed Account Multiplier, if applicable, in the Index Segment Interest Credit calculation.

Following are the Indexed Accounts currently offered and their respective Indexed Account parameters:

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

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

Presented By: Sample Agent

Illustration Assumptions

Valued Client

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Female - Super Preferred NonSmoker

Base Face Amount \$181,556

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Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Assumed Status: Bronze

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Indexed Account Parameters

Index Account	Index	Current Segment Cap Rate	Guaranteed Segment Minimum Cap Rate	Current Participation Rate	Guaranteed Indexed Account Multiplier	Index Performance Charge
Select Capped	S&P 500	8.00%	3.00%	100%	5%	0.00%
Base Capped Two Year (2-Year Segment Term)	S&P 500	21.00%	3.00%	100%	0%	0.00%
Barclays Global MA Bonus	Barclays Global MA	N/A**	N/A	100% (10% minimum)	0% *	0.00%
Barclays Global MA Classic	Barclays Global MA	N/A**	N/A	125% (20% minimum)	0%	0.00%
Capped	S&P 500	8.75%	3.25%	100%	45%	1.98%
High Capped	S&P 500	10.00%	3.75%	100%	30%	1.98%
High Par Capped	S&P 500	7.50%	3.00%	160% (140% minimum)	45%	1.98%
Enhanced Capped	S&P 500	9.50%	3.50%	100%	106%	4.98%
Enhanced High Capped	S&P 500	12.00%	4.25%	100%	80%	4.98%
Loaned Indexed	S&P 500	8.75%	3.25%	100%	45%	1.98%
Barclays Global MA Loaned Indexed	Barclays Global MA	N/A**	N/A	100% (10% minimum)	0% *	0.00%

* This account has a 0.65% guaranteed Fixed Bonus Interest Rate.

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

Unless these Indexed Account parameters are guaranteed, the Indexed Account parameters may be changed from time to time by John Hancock for any Segment created after the date of the change. If the Indexed Account parameters are lower than illustrated, the amount of Index 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.

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.

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Accumulation IUL

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

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

Presented By: Sample Agent

Illustration Assumptions

Valued Client

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Female - Super Preferred NonSmoker

Base Face Amount \$181,556

Age: 45

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Assumed Status: Bronze

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Each Indexed Account has different parameters that presents you with a different risk and return profile and a different range of potential outcomes.

Following are hypothetical examples showing each Indexed Account that is available with this life insurance policy. The examples are using the hypothetical cap rate, participation rate, guaranteed multipliers, guaranteed fixed bonus interest and index performance charge and show how the Indexed Accounts would perform under three different index returns, over the Segment Term for the given Indexed Account. While for purposes of comparison the examples below assume the index returns on the S&P 500 and Barclays Global MA Indices are the same, we would not expect the index returns to be the same since, as described above, the indices are made up of different components and the Barclays Global MA Index contains a volatility control mechanism. The Segment Growth Rate is the index change multiplied by the participation rate, subject to the hypothetical cap rate. The crediting rate is the Segment Growth Rate multiplied by one plus the Guaranteed Indexed Account Multiplier. The guaranteed Fixed Bonus Interest (if applicable) is added to the crediting rate.

S&P 500 and Barclays Global MA Indices Returns 0% or Lower

Index Account	Hypothetical Cap	Hypothetical Participation Rate	Guaranteed Indexed Account Multiplier	Index Performance Charge	Segment Growth Rate	Crediting Rate	Crediting Rate minus Index Performance Charge
Select Capped	8.00%	100%	5%	0.00%	0.00%	0.00%	0.00%
Base Capped Two Year (2-Year Segment Term)	21.00%	100%	0%	0.00%	0.00%	0.00%	0.00%
Barclays Global MA Bonus	N/A**	100%	0% *	0.00%	0.00%	0.65%	0.65%
Barclays Global MA Classic	N/A**	125%	0%	0.00%	0.00%	0.00%	0.00%
Capped	8.75%	100%	45%	1.98%	0.00%	0.00%	-1.98%
High Capped	10.00%	100%	30%	1.98%	0.00%	0.00%	-1.98%
High Par Capped	7.50%	160%	45%	1.98%	0.00%	0.00%	-1.98%
Enhanced Capped	9.50%	100%	106%	4.98%	0.00%	0.00%	-4.98%
Enhanced High Capped	12.00%	100%	80%	4.98%	0.00%	0.00%	-4.98%

* This account has a 0.65% guaranteed Fixed Bonus Interest Rate.

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

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Accumulation IUL

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

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

Presented By: Sample Agent

Illustration Assumptions

Valued Client

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Female - Super Preferred NonSmoker

Base Face Amount \$181,556

Age: 45

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Assumed Status: Bronze

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

S&P 500 and Barclays Global MA Indices Returns 5%

Index Account	Hypothetical Cap	Hypothetical Participation Rate	Guaranteed Indexed Account Multiplier	Index Performance Charge	Segment Growth Rate	Crediting Rate	Crediting Rate minus Index Performance Charge
Select Capped	8.00%	100%	5%	0.00%	5.00%	5.25%	5.25%
Base Capped Two Year (2-Year Segment Term)	21.00%	100%	0%	0.00%	5.00%	5.00%	5.00%
Barclays Global MA Bonus	N/A**	100%	0% *	0.00%	5.00%	5.65%	5.65%
Barclays Global MA Classic	N/A**	125%	0%	0.00%	6.25%	6.25%	6.25%
Capped	8.75%	100%	45%	1.98%	5.00%	7.25%	5.27%
High Capped	10.00%	100%	30%	1.98%	5.00%	6.50%	4.52%
High Par Capped	7.50%	160%	45%	1.98%	7.50%	10.88%	8.90%
Enhanced Capped	9.50%	100%	106%	4.98%	5.00%	10.30%	5.32%
Enhanced High Capped	12.00%	100%	80%	4.98%	5.00%	9.00%	4.02%

* This account has a 0.65% guaranteed Fixed Bonus Interest Rate.

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

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

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Initial Assumed Status: Bronze

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

S&P 500 and Barclays Global MA Indices Returns 20%

Index Account	Hypothetical Cap	Hypothetical Participation Rate	Guaranteed Indexed Account Multiplier	Index Performance Charge	Segment Growth Rate	Crediting Rate	Crediting Rate minus Index Performance Charge
Select Capped	8.00%	100%	5%	0.00%	8.00%	8.40%	8.40%
Base Capped Two Year (2-Year Segment Term)	21.00%	100%	0%	0.00%	20.00%	20.00%	20.00%
Barclays Global MA Bonus	N/A**	100%	0% *	0.00%	20.00%	20.65%	20.65%
Barclays Global MA Classic	N/A**	125%	0%	0.00%	25.00%	25.00%	25.00%
Capped	8.75%	100%	45%	1.98%	8.75%	12.69%	10.71%
High Capped	10.00%	100%	30%	1.98%	10.00%	13.00%	11.02%
High Par Capped	7.50%	160%	45%	1.98%	7.50%	10.88%	8.90%
Enhanced Capped	9.50%	100%	106%	4.98%	9.50%	19.57%	14.59%
Enhanced High Capped	12.00%	100%	80%	4.98%	12.00%	21.60%	16.62%

* This account has a 0.65% guaranteed Fixed Bonus Interest Rate.

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

These three hypothetical examples show how the combination of an Indexed Performance Charge and an Indexed Account Multiplier results in a wider range of potential outcomes compared to the Indexed Accounts that do not include these parameters. These examples do not take into account the other charges that may be deducted and credits that may be applied to your policy value, or that the Indexed Accounts may be tied to different external indices, which may have different upside potential. **You should request multiple illustrations that assume different Segment Growth Rates to better understand the policy performance under different scenarios. When the Index Segment Interest Credit for any Segment of an Indexed Account is less than the annualized Indexed Performance Charge applicable for that Segment, the effective annual return on the portion of the Policy Value in that Segment will be negative.**

Your financial professional can help you understand how these Indexed Accounts will operate under different scenarios, and which of the Indexed Accounts, or the Fixed Account, might be best given your financial objectives and risk tolerance. Your financial professional can also help you to understand how the policy might be expected to perform in adverse scenarios, such as where Indexed Account parameters are changed so that they are closer to their respective guarantees, and how those changes to the Indexed Account parameters will impact the amount of premium that you will have to pay to maintain the policy in force.

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

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

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Initial Death Benefit \$181,556

Female - Super Preferred NonSmoker

Base Face Amount \$181,556

Age: 45

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Assumed Status: Bronze

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

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 following tables show the actual historical Index Change in the S&P 500 Index and the corresponding hypothetical Index Segment Interest Credit for each Indexed Account that references the S&P 500 Index over 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 Accounts shown above.

Historical Performance of the S&P 500 Index

Year*	S&P 500 Index Point-to-Point Performance	Select Capped Indexed Account (8.0% cap)	Capped Indexed Account (8.75% cap)	High Capped Indexed Account (10.0% cap)	High Par Capped Indexed Account (7.5% cap)	Enhanced Capped Indexed Account (9.5% cap)	Enhanced High Capped Indexed Account (12.0% cap)	Loaned Indexed Account (8.75% cap)
2001-2002	-20.80%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
2002-2003	20.76%	8.40%	12.69%	13.00%	10.88%	19.57%	21.60%	12.69%
2003-2004	12.03%	8.40%	12.69%	13.00%	10.88%	19.57%	21.60%	12.69%
2004-2005	5.76%	6.05%	8.35%	7.49%	10.88%	11.87%	10.37%	8.35%
2005-2006	12.00%	8.40%	12.69%	13.00%	10.88%	19.57%	21.60%	12.69%
2006-2007	2.98%	3.13%	4.32%	3.87%	6.91%	6.14%	5.36%	4.32%
2007-2008	-40.07%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
2008-2009	26.64%	8.40%	12.69%	13.00%	10.88%	19.57%	21.60%	12.69%
2009-2010	11.44%	8.40%	12.69%	13.00%	10.88%	19.57%	20.59%	12.69%
2010-2011	-2.40%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
2011-2012	16.65%	8.40%	12.69%	13.00%	10.88%	19.57%	21.60%	12.69%
2012-2013	25.59%	8.40%	12.69%	13.00%	10.88%	19.57%	21.60%	12.69%
2013-2014	12.79%	8.40%	12.69%	13.00%	10.88%	19.57%	21.60%	12.69%
2014-2015	0.98%	1.03%	1.42%	1.27%	2.27%	2.02%	1.76%	1.42%
2015-2016	11.44%	8.40%	12.69%	13.00%	10.88%	19.57%	20.59%	12.69%
2016-2017	17.70%	8.40%	12.69%	13.00%	10.88%	19.57%	21.60%	12.69%
2017-2018	-1.96%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
2018-2019	21.88%	8.40%	12.69%	13.00%	10.88%	19.57%	21.60%	12.69%
2019-2020	15.11%	8.40%	12.69%	13.00%	10.88%	19.57%	21.60%	12.69%
2020-2021	27.05%	8.40%	12.69%	13.00%	10.88%	19.57%	21.60%	12.69%

* Source: S&P 500 Index Data from 12/14/2001 to 12/14/2021

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Accumulation IUL

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

A LIFE INSURANCE POLICY ILLUSTRATION

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

Accumulation IUL Form: 21AIUL

Presented By: Sample Agent

Illustration Assumptions

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

Initial Death Benefit \$181,556
 Base Face Amount \$181,556
 Initial Planned Premium: \$10,000.00 / Billing Mode: Annual
 Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20
 Guideline Premium Test; State: Colorado
 Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Historical Performance of the S&P 500 Index		
Year*	S&P 500 Index Point-to-Point Performance	Base Capped Two Year Indexed Account (21.0% cap)
2000 - 2002	-33.67%	0.00%
2001 - 2003	-4.36%	0.00%
2002 - 2004	35.29%	21.00%
2003 - 2005	18.49%	18.49%
2004 - 2006	18.46%	18.46%
2005 - 2007	15.34%	15.34%
2006 - 2008	-38.29%	0.00%
2007 - 2009	-24.10%	0.00%
2008 - 2010	41.13%	21.00%
2009 - 2011	8.77%	8.77%
2010 - 2012	13.85%	13.85%
2011 - 2013	46.50%	21.00%
2012 - 2014	41.65%	21.00%
2013 - 2015	13.89%	13.89%
2014 - 2016	12.53%	12.53%
2015 - 2017	31.16%	21.00%
2016 - 2018	15.39%	15.39%
2017 - 2019	19.49%	19.49%
2018 - 2020	40.29%	21.00%
2019 - 2021	46.24%	21.00%
*S&P 500 Index Data from 12/14/2000 to 12/14/2021		

Accumulation IUL

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

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

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Initial Death Benefit \$181,556

Female - Super Preferred NonSmoker

Base Face Amount \$181,556

Age: 45

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Assumed Status: Bronze

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Historical Performance of the Barclays Global MA Index and the corresponding hypothetical Index Segment Interest Credit for an Indexed Account that references the Barclays Global MA Index

The following table shows hypothetical Index Change in the Barclays Global MA Index because the Index was created in 2021. The hypothetical Index Change is based on hypothetical values of the Barclays Global MA Index using the Index's rules as applied to the market conditions in prior periods and the values of the underlying components from December 2006 to December 2020. For periods prior to when these components were available, the values are based upon the hypothetical values using the securities or commodities that would have comprised the underlying components based upon their respective objectives. The hypothetical Index Change is shown to reflect how the Barclays Global MA Index values could have changed during these prior periods. The hypothetical values of the Barclays Global MA Index are prepared with the benefit of hindsight. There can be no assurances that the Barclays Global MA Index values will actually perform in the same manner as the hypothetical values. There are numerous factors which will impact actual performance, including general market conditions as well as whether the Index's rationale is successful or whether the Index can be constructed according to the Index's rules. These Index Changes shown in the Table should not be considered a representation of past or future Index Change for the Barclays Global MA Index or the performance of the Indexed Accounts available under the policy. The table assumes the current Indexed Account parameters for the applicable Indexed Accounts.

Accumulation IUL

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

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

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Initial Death Benefit \$181,556

Female - Super Preferred NonSmoker

Base Face Amount \$181,556

Age: 45

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Assumed Status: Bronze

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Historical Performance of the Barclays Global MA Index

Year*	Barclays Global MA Index Point-To-Point Performance	Barclays Global MA Bonus (No Cap; 0.65% Fixed Bonus**)	Barclays Global MA Classic (No Cap)	Barclays Global MA Loaned Indexed (No Cap; 0.65% Fixed Bonus**)
2006-2007	6.66%	6.66%	8.32%	6.66%
2007-2008	-10.68%	0.00%	0.00%	0.00%
2008-2009	12.83%	12.83%	16.03%	12.83%
2009-2010	12.63%	12.63%	15.78%	12.63%
2010-2011	11.93%	11.93%	14.92%	11.93%
2011-2012	10.39%	10.39%	12.99%	10.39%
2012-2013	15.20%	15.20%	19.00%	15.20%
2013-2014	13.97%	13.97%	17.46%	13.97%
2014-2015	-2.07%	0.00%	0.00%	0.00%
2015-2016	7.77%	7.77%	9.72%	7.77%
2016-2017	11.60%	11.60%	14.49%	11.60%
2017-2018	-2.30%	0.00%	0.00%	0.00%
2018-2019	17.69%	17.69%	22.12%	17.69%
2019-2020	8.43%	8.43%	10.54%	8.43%
2020-2021	2.60%	2.60%	3.25%	2.60%

* Source: Barclays Global MA Index Data from 12/14/2006 to 12/14/2021
 ** Fixed Bonus is not included in the index return

Illustrated Segment Growth Rate

Illustrations of indexed universal life insurance policies are developed starting with an assumed hypothetical rate of return that you or your financial professional select, subject to a maximum hypothetical rate of return that is determined by regulation (the "Maximum Segment Growth Rate"). This regulation sets a limit based upon the historical returns of the Index. The Indexed Account parameters are then applied to this hypothetical rate of return to determine the hypothetical maximum crediting rate that will be used to illustrate the values related to your policy. These illustrated values will then be adjusted by any credits added to--and any charges deducted from--your policy value.

The following table shows the 25-year geometric average annual Segment Growth Rate, as well as its minimum and maximum. Note the Barclays Global MA Index was created in 2021 and does not have data for these 25-year Segment Growth Rates.

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

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

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$181,556

Base Face Amount \$181,556

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Maximum Segment Growth Rate			
	Min	Average	Max
Benchmark Indexed Account	3.77%	5.90%	7.33%
Select Capped Indexed Account (8.0% Cap)	3.42%	5.21%	6.58%
Base Capped Two Year Indexed Account (21.0% Cap)	4.27%	6.32%	8.12%
Barclays Global MA Bonus Indexed Account	N/A	N/A	N/A
Barclays Global MA Classic Indexed Account	N/A	N/A	N/A
Capped Indexed Account (8.75% Cap)	3.59%	5.58%	7.03%
High Capped Indexed Account (10.0% Cap)	3.91%	6.22%	7.70%
High Par Capped Indexed Account (7.5% Cap) and Participation Rate (160% Current)	3.58%	5.14%	6.53%
Enhanced Capped Indexed Account (9.5% Cap)	3.74%	5.92%	7.39%
Enhanced High Capped Indexed Account (12.0% Cap)	4.30%	7.05%	8.84%
Loaned Indexed Account (8.75% Cap)	3.59%	5.58%	7.03%
Barclays Global MA Loaned Indexed Account	N/A	N/A	N/A

It's important to keep in mind that:

- Illustrating the same hypothetical maximum crediting rate each year over the life of the policy may not be not realistic.
- The policy illustration is a presentation of hypothetical values that are based upon assumptions that you or your financial professional determine. The illustration is designed to show how the policy is expected to perform under various conditions, rather than to be a projection of the policy's actual performance.

You should review your policy's performance periodically to ensure you are on track to meet your goals. As an example, if the returns assumed in an illustration are not achieved, this can have a significant effect on the policy value, with the result that you will have to pay more premiums to maintain the policy in force than you had anticipated.

Accessing Your Policy Value

Surrenders

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

Withdrawals

After your policy has been in force for one year, you can make partial cash withdrawals. Withdrawals reduce the Policy Value and the Death Benefit, and the amount of the withdrawal may be subject to a Surrender Charge. Withdrawals and any related Surrender Charge amounts are first deducted from the Fixed Account, and then from Segments in the Indexed Accounts (excluding the Loaned Indexed Account and the Barclays Global MA Loaned Indexed Account) on a proportionate basis. If illustrated, withdrawals are assumed to be taken at the beginning of the month.

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

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

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Initial Death Benefit \$181,556

Female - Super Preferred NonSmoker

Base Face Amount \$181,556

Age: 45

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Assumed Status: Bronze

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

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

Loans

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

Your policy offers a choice between a Standard Loan, a Fixed Index Loan, or an Index Loan, though only the Standard Loan option is available during the first Policy Year and only one loan option may be utilized at a time.

The choice of a Standard Loan, Fixed Index Loan or Index Loan can have a significant effect on the net cost of a loan and your Policy Value. Fixed Index Loans and Index Loans can have the effect of amplifying – both positively and negatively – the impact that the performance of the Indexed Accounts have on the policy. Therefore, the risk of policy lapse with a Fixed Index Loan or an Index Loan is greater than it would be with a Standard Loan.

The cost of a Fixed Index Loan or an Index Loan can vary much more substantially than that of a Standard Loan. The net cost of a Fixed Index Loan or 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 Indexed Accounts and the Loan Interest Credited to the Loan Account. For instance, assuming there is no Loan Account, a Fixed Index Loan or Index Loan with a loan charged rate of 5% and Index Segment Interest Credit(s) of 0% would result in a net loan cost of 5% – much higher than the cost of a Standard Loan. Conversely, a loan charged rate of 5% and Index Segment Interest Credit(s) of 10% would result in a net loan gain of 5% to the policy.

If projected, policy loans are assumed to be taken at the beginning of the month, and the loan interest rate used in this policy illustration is shown in the Policy Summary. **Please review the illustrated values for the guaranteed assumption illustrations reflect the Standard Loan Interest Charged Annual Rate for the Standard Loan; the Fixed Index Loan Interest Charged Annual Rate and Index Segment Interest Credits of 0% for the Fixed Index Loan; and the Maximum Loan Interest Charged Annual Rate of 15% and Index Segment Interest Credits of 0% for the Index Loan.** If there is a loan that is collateralized by policy value in the Indexed Accounts, illustrative values for all non-guaranteed assumption illustrations reflect, for the portion of the policy value in the Indexed Accounts used as collateral for loans, a credited rate that takes into account any applicable adjustment for Indexed Account Multipliers but is no greater than the Loan Interest Charged rate plus 0.50% and any other applicable current charges and current credits. The illustrative values are hypothetical.

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 that are transferred to a Loan Account. Any amount borrowed in excess of amounts in the Fixed Account is secured by the Indexed Accounts, and as Indexed Account Segments mature those proceeds will be transferred to the Loan Account.

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

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

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Initial Death Benefit \$181,556

Female - Super Preferred NonSmoker

Base Face Amount \$181,556

Age: 45

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Assumed Status: Bronze

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

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 Indexed Accounts. The loan interest rate charged is 3.25% in years 1-10, and 3.00% thereafter, and the loan crediting rate will not be less than 1.25% in years 1-10 and 1.00% in years 11+. The difference between the Loan Interest Charged rate and the Loan Interest Credited rate to the Loan Account is known as the Loan Interest Credited Differential. The Loan Interest Credited Differential is guaranteed to be no greater than 2.00%.

Fixed Index Loan Under the Fixed Index Loan option, loan proceeds and any capitalized loan interest are, to the extent possible, secured by amounts you have in the Indexed Accounts that are transferred to either the Loaned Indexed Account or the Barclays Global MA Loaned Indexed Account according to your instructions. As Segments of the Indexed Accounts mature, Segment Proceeds of the Indexed Accounts are transferred to the Loaned Indexed Account or Barclays Global MA Loaned Indexed Account to the extent that Index Loan Principal is greater than the value in the Loaned Indexed Account or the Barclays Global MA Loaned Indexed Account. Any amounts borrowed in excess of the Indexed Accounts are secured by the Fixed Account.

The net cost of a Fixed Index Loan equals the Loan Interest Charged less the sum of any Index Segment Interest Credit earned for portions of the loan that are secured by the Loaned Indexed Account or the Barclays Global MA Loaned Indexed Account and the Loan Interest Credited to the Loan Account. The loan interest rate charged in all years is the Fixed Index Loan Interest Charged Annual Rate; and the loan crediting rate is the Segment Floor Rate. If a Fixed Index Loan is illustrated, the Loan Interest Credited rate to the Loaned Indexed Account and the Barclays Global MA Loaned Indexed Account will not be any greater than the Loan Interest Charged rate plus 0.5%.

We may restrict your ability to take an additional Fixed Index Loan if your request for such a loan is made within 12 months of repaying all or a portion of a Fixed Index Loan. If the limitation on Fixed Index Loan is in effect, you may still take a Standard Loan or an Index Loan by requesting a Loan Option Change.

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 Indexed Accounts. Amounts from the Indexed Accounts used to secure a loan remain in Indexed Account Segments, where those Segments may earn a Segment Interest Credit upon Segment Maturity. Any amount borrowed in excess of the Indexed Accounts is secured by the Fixed Account. Index Loan interest rates are variable and subject to change annually on the Annual Processing Date.

The net cost of an Index Loan equals the Loan Interest Charged less the sum of any Index Segment Interest Credit earned for portions of the loan that are secured by the Indexed Accounts and the Loan Interest Credited to the Loan Account. The loan interest rate charged is guaranteed not to exceed 15% in all years, and the loan crediting rate is guaranteed not to be less than the Segment Floor Rate. If an Index Loan is illustrated, the Loan Interest Credited rate to the Indexed Accounts will not be any greater than the Loan Interest Charged rate plus 0.5%.

Other Policy Features and Benefits

Policy Credit

On each monthly Processing Date, beginning in the Policy Year 21 and continuing for 20 years, we will calculate a Policy Credit to be applied to the Fixed Account and Indexed Accounts in the same manner as we take monthly deductions from these accounts. Policy Credits are not applied to amounts in the Loan Account, or the Loaned Indexed Account or Barclays Global MA Loaned Indexed Account. The Policy Credit equals 0.09% times the minimum of the Policy Value or the Policy Credit Limit as defined in your Policy.

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

A LIFE INSURANCE POLICY ILLUSTRATION

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

Accumulation IUL Form: 21AIUL

Presented By: Sample Agent

Illustration Assumptions

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

Initial Death Benefit \$181,556
Base Face Amount \$181,556
Initial Planned Premium: \$10,000.00 / Billing Mode: Annual
Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20
Guideline Premium Test; State: Colorado
Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Policy Continuation at Age 121

Provided your coverage is in effect on the policy anniversary nearest the date on which the Life Insured reaches attained age 121, coverage will continue thereafter. We will continue to credit interest to the Fixed Account, and when applicable, apply Index Segment Interest Credits to any Index Account Segments at each Segment Maturity Date. No additional charges, other than those for any outstanding policy loans, will be deducted.

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

Healthy Engagement Rider (Vitality PLUS)

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

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

This illustration assumes the Life Insured achieves a Status of Bronze. Achieving a different Status will affect the amount of Rider Credits applied. Rider Credits are applied to the Policy Value, and may be used to reduce the amount of premium required to maintain coverage.

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

Assumed Status (all years)	Attained Age at Lapse*
Platinum	N/A
Gold	N/A
Silver	N/A
Bronze	N/A

* The attained age 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 the Life Insured remains at Bronze status in all years and receives no Rider Credits. You may request additional illustrations with different assumptions to understand how a Status change can affect your policy.

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Accumulation IUL

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

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

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Initial Death Benefit \$181,556

Female - Super Preferred NonSmoker

Base Face Amount \$181,556

Age: 45

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Assumed Status: Bronze

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

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

Overloan Protection Rider

The Overloan Protection Rider will prevent your policy from lapsing when, on any monthly processing date, the outstanding indebtedness on the policy equals or exceeds the Policy Value multiplied by a set percentage (varying by attained age), not to exceed 95%. Exercise of this rider will result in a "paid up" status. This rider may be exercised anytime after the insured reaches age 75 if the following criteria are met. The policy must have been in force for at least 15 years and may not be a Modified Endowment Contract. Policy Indebtedness must exceed the Total Face Amount of your policy but be less than the Policy Value less the one-time charge for exercising the rider. Your policy will also need to have a Level Death Benefit upon execution of the rider. After deduction of the one-time rider charge, all policy value will be transferred to the Fixed Account, if necessary at Segment Maturity. No additional policy transactions or policy changes will be allowed and no further monthly deductions will be taken. Your total Net Death Benefit will now be equal to the Total Face Amount plus any Required Additional Death Benefit less any indebtedness. This rider may not be available in all states.

When the Overloan Protection Rider is exercised, the entire Policy Value is immediately transferred to the Fixed Account. Since the Internal Revenue Service ("IRS") has not ruled on the tax consequences of exercising the Overloan Protection Rider, it is possible that the IRS could assert that the policy has been effectively terminated and that the outstanding loan balance should be treated as a distribution. If this were to occur, all or a portion of the outstanding loan balance could be taxable when the rider is exercised. You should consult your tax advisor regarding these possible tax consequences.

TAXATION OF LIFE INSURANCE

Important Notice

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

Definition of Life Insurance

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

In order to qualify for the income tax advantages of life insurance, a life insurance policy must satisfy one of two Definition of Life Insurance tests under Internal Revenue Code (IRC) Section 7702. This illustration uses the Guideline Premium Test which requires that the sum of premiums paid reduced by non-taxable withdrawals and other non-taxable distributions at any time does not exceed the Guideline Premium Limit. It also requires that the Death Benefit be increased if the Policy Value grows too large relative to the Death Benefit. Guideline Premiums Limits are determined at issue and are recalculated upon policy changes. In some cases, a recalculation of the Guideline Premiums may cause the Guideline Premium Limit to reduce either immediately or over time. This may require us to force out a portion of your Policy Value. The additional death benefit (described above) that is required in order to satisfy the Definition of Life Insurance is referred to as **Required Additional Death Benefit**.

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Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Income Tax Treatment of Distributions from a Life Insurance Policy

Pre-death Distributions

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

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

Exceptions:

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

Modified Endowment Contract (MEC)

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

TAMRA testing has been performed on the assumed scale only and is dependent on the assumptions in that projection. It may not be applicable to the alternate projections shown. The initial annual 7-pay premium for this policy is \$12,694.00.

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

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

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

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Initial Death Benefit \$181,556

Female - Super Preferred NonSmoker

Base Face Amount \$181,556

Age: 45

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Assumed Status: Bronze

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Payment or Accelerations of Death Benefits

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

Employer-owned Life Insurance

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

Other Considerations

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

Important Disclosure

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

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

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

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

Basic Illustration Summary

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$181,556

Base Face Amount \$181,556

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Coverage Summary

Coverage Description	Initial Amount	Initial Premium
Base Face Amount - Level for all years	\$181,556	\$10,000.00
Healthy Engagement Rider		
Additional Coverage On Insured		
Overloan Protection Rider †		

Policy Summary

State	Colorado	
Death Benefit Option	2	From 1 Thru 19
	1	From 20 Thru 76
Definition of Life Insurance	GPT	
Payment Mode	Annual	
Distribution Mode	Monthly	
Charges	Current	
Loan Type	Standard Loan	
Assumed Segment Growth Rate****		
Assumed Select Capped Indexed Segment Growth Rate	5.21%	From 1 Thru 76
Assumed Base Capped Two Year Indexed Segment Growth Rate	5.90%	From 1 Thru 76
Assumed Barclays Global MA Bonus Indexed Segment Growth Rate	5.90%	From 1 Thru 76
Assumed Barclays Global MA Classic Indexed Segment Growth Rate	5.90%	From 1 Thru 76
Assumed Capped Indexed Segment Growth Rate	5.43%	From 1 Thru 76
Assumed High Capped Indexed Segment Growth Rate	6.06%	From 1 Thru 76
Assumed High Par Capped Indexed Segment Growth Rate	5.14%	From 1 Thru 76
Assumed Enhanced Capped Indexed Segment Growth Rate	5.28%	From 1 Thru 76
Assumed Enhanced High Capped Indexed Segment Growth Rate	6.04%	From 1 Thru 76
Assumed Fixed Account Rate	3.45%	From 1 Thru 10
(includes non-guaranteed persistency bonus)	3.80%	From 11 Thru 76
Loan Interest Rate	3.25%	From 1 Thru 10
	3.00%	From 11 Thru 76
Fixed Index Loan Interest Charged Annual Rate	5.00%	From 1 Thru 76
Owner Tax Bracket	35.00%	From 1 Thru 76
Initial 7-Pay Premium	\$12,694.00	
Target Premium	\$3,189.43	
Minimum Initial Premium	\$145.09	
15 Year No-Lapse Guarantee Premium	\$1,740.20	
Initial Guideline Annual Premium	\$9,980.00	
Initial Guideline Single Premium	\$61,289.00	

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Basic Illustration Summary (cont'd)

Accumulation IUL Form: 21AIUL

Presented By: Sample Agent

Illustration Assumptions

Valued Client Initial Death Benefit \$181,556
 Female - Super Preferred NonSmoker Base Face Amount \$181,556
 Age: 45 Initial Planned Premium: \$10,000.00 / Billing Mode: Annual
 Initial Assumed Status: Bronze Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20
Guideline Premium Test; State: Colorado
Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Assumed Status	Bronze
LifeTrack Billing	No
Illustration Serial Number	304F1B7D3

Initial Premium Allocation Table

	Initial Premium Allocation	Non-Guaranteed Initial Segment Growth Rate /Fixed Account Rate	****
Select Capped Indexed Account	0%	5.21%	
Base Capped Two Year Indexed Account	0%	5.90%	
Barclays Global MA Bonus Indexed Account	100%	5.90%	
Barclays Global MA Classic Indexed Account	0%	5.90%	
Capped Indexed Account	0%	5.43%	
High Capped Indexed Account	0%	6.06%	
High Par Capped Indexed Account	0%	5.14%	
Enhanced Capped Indexed Account	0%	5.28%	
Enhanced High Capped Indexed Account	0%	6.04%	
Fixed Account	0%	3.45%	

Interest Adjusted Indexes on Insured at 5%

	-----Payment-----		-----Cost-----	
	10 Year	20 Year	10 Year	20 Year
Guaranteed	47.86	43.73	26.65	31.01
Current	45.00	35.95	7.96	2.53
Non-guaranteed Element	2.86	7.78	18.69	28.48

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.

† If elected on the Coverage Details form.

Accumulation IUL

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Basic Illustration Summary (cont'd)

Accumulation IUL Form: 21AIUL

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Illustration Assumptions

Valued Client

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$181,556

Base Face Amount \$181,556

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

**** Illustrated values for all non-guaranteed assumption illustrations reflect the application of the guaranteed Indexed Account Multiplier, or Fixed Bonus interest, 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, the High Par Capped Indexed Account and the Loaned Indexed Account is 45%. The guaranteed Indexed Account Multiplier for the High Capped Indexed Account is 30%. The guaranteed Indexed Account Multiplier for the Enhanced Capped Indexed Account is 106%. The guaranteed Indexed Account Multiplier for the Enhanced High Capped Indexed Account is 80%. The guaranteed Indexed Account Multiplier for the Select Capped Indexed Account is 5%. The Base Capped Two Year Indexed Account, Barclays Global MA Bonus Indexed Account, Barclays Global MA Classic Indexed Account, and Barclays Global MA Loaned Indexed Account do not have an Indexed Account Multiplier. 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.

The guaranteed Fixed Bonus annual rate for the Barclays Global MA Bonus Indexed Account and Barclays Global MA Loaned Indexed Account is 0.65%. No other indexed accounts offer a Fixed Bonus. This rate is applied to Segment Balances in the Barclays Global MA Indexed Account and the Barclays Global MA Loaned Indexed Account no less frequently than annually.

Accumulation IUL

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

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

Accumulation IUL Form: 21AIUL

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Illustration Assumptions

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Age: 45

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Initial Death Benefit \$181,556

Base Face Amount \$181,556

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20
Guideline Premium 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 23, month 9*.

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 5.90% and current charges. Based on Planned Premium Outlay, the policy would remain in force until age 121*.

MIDPOINT SCALE:

Assumes the midpoint interest rate and charges which are halfway between assumed and guaranteed. Based on your Planned Premium Outlay, the policy would remain in force until policy year 24, month 8*.

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.

Income Cease Year indicates the first policy year in which loans and/or withdrawals no longer occur.

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

Representative's Address:
Sample Agent
197 Clarendon St.
Boston, MA 02116
(617) 572-6000

SUMMARY YEARS	GUARANTEED ASSUMPTIONS	NON-GUARANTEED ASSUMPTIONS	
		Midpoint Scale	Assumed Scale
Years Premium Paid in Cash	20	20	20
Income Cease Year	23	24	35
Summary Year 5			
Net Surrender Value	30,188	32,753	43,907
Net Death Benefit	215,743	218,308	229,462
Summary Year 10			
Net Surrender Value	58,538	66,160	108,705
Net Death Benefit	242,901	250,523	293,068
Summary Year 20			
Net Surrender Value	100,975	126,309	322,763
Net Death Benefit	279,720	302,989	477,038
Summary Age 70			
Net Surrender Value	0	0	244,709
Net Death Benefit	0	0	307,988

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)

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

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

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Illustration Based on Guaranteed Assumptions

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Base Face Amount \$181,556

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Guaranteed Charges and a Guaranteed Rate of 0.00%

Policy Year	EOY Age	Planned Premium	Annual Withdrawal Amount	Net Outlay	Policy Value	Net Surrender Value	Net Death Benefit
1	46	10,000	0	10,000	7,247	2,515	188,962
2	47	10,000	0	10,000	14,035	9,695	196,042
3	48	10,000	0	10,000	20,387	16,558	202,806
4	49	10,000	0	10,000	26,489	23,691	209,429
5	50	10,000	0	10,000	32,184	30,188	215,743
6	51	10,000	0	10,000	37,488	36,442	221,756
7	52	10,000	0	10,000	42,418	42,363	227,473
8	53	10,000	0	10,000	46,988	47,989	232,900
9	54	10,000	0	10,000	51,212	53,466	238,040
10	55	10,000	0	10,000	55,103	58,538	242,901
Totals:		100,000	0	100,000			
11	56	10,000	0	10,000	58,673	63,319	247,483
12	57	10,000	0	10,000	61,931	70,018	251,790
13	58	10,000	0	10,000	65,731	75,121	256,677
14	59	10,000	0	10,000	69,195	79,711	261,267
15	60	10,000	0	10,000	72,332	84,004	265,560
16	61	10,000	0	10,000	75,146	87,998	269,554
17	62	10,000	0	10,000	77,642	91,691	273,247
18	63	10,000	0	10,000	79,826	95,082	276,638
19	64	10,000	0	10,000	81,698	98,164	279,720
20	65	10,000	0	10,000	83,176	100,975	279,720
Totals:		200,000	0	200,000			
21	66	0	33,810	-33,810	44,344	62,965	245,910
22	67	0	33,810	-33,810	7,173	25,880	212,100
23	68	##	##	##	##	##	##
Totals:		200,000	67,620	132,380			

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

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Illustration Based on Nonguaranteed Assumptions

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Illustration Assumptions

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Age: 45

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Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Policy Year	EOY Age	Planned Premium	Annual Withdrawal Amount	Annual Loan Amount	Annual Loan Interest	Net Outlay	Policy Value	Net Surrender Value	Net Death Benefit
1	46	10,000	0	0	0	10,000	8,463	3,572	190,019
2	47	10,000	0	0	0	10,000	17,473	12,682	199,029
3	48	10,000	0	0	0	10,000	26,968	22,276	208,524
4	49	10,000	0	0	0	10,000	37,154	32,973	218,710
5	50	10,000	0	0	0	10,000	47,906	43,907	229,462
6	51	10,000	0	0	0	10,000	59,261	55,503	240,817
7	52	10,000	0	0	0	10,000	71,259	67,705	252,815
8	53	10,000	0	0	0	10,000	83,938	80,583	265,494
9	54	10,000	0	0	0	10,000	97,340	94,321	278,896
10	55	10,000	0	0	0	10,000	111,512	108,705	293,068
Totals:		100,000	0	0	0	100,000			
11	56	10,000	0	0	0	10,000	126,929	124,321	308,485
12	57	10,000	0	0	0	10,000	143,245	143,029	324,801
13	58	10,000	0	0	0	10,000	161,406	161,406	342,962
14	59	10,000	0	0	0	10,000	180,643	180,643	362,199
15	60	10,000	0	0	0	10,000	201,023	201,023	382,579
16	61	10,000	0	0	0	10,000	222,620	222,620	404,176
17	62	10,000	0	0	0	10,000	245,508	245,508	427,064
18	63	10,000	0	0	0	10,000	269,768	269,768	451,324
19	64	10,000	0	0	0	10,000	295,482	295,482	477,038
20	65	10,000	0	0	0	10,000	322,763	322,763	477,038
Totals:		200,000	0	0	0	200,000			
21	66	0	33,810	0	0	-33,810	308,646	308,646	443,228
22	67	0	33,810	0	0	-33,810	293,831	293,831	409,418
23	68	0	33,810	0	0	-33,810	278,271	278,271	375,608
24	69	0	33,810	0	0	-33,810	261,914	261,914	341,798
25	70	0	33,810	0	0	-33,810	244,709	244,709	307,988
26	71	0	30,110	3,700	0	-33,810	230,296	226,584	274,167
27	72	0	0	33,821	11	-33,810	245,725	207,546	239,698
28	73	0	0	34,468	658	-33,810	261,193	187,511	211,019
29	74	0	0	35,502	1,692	-33,810	276,511	166,262	185,618
30	75	0	0	36,567	2,757	-33,810	291,592	143,678	158,258
Totals:		200,000	199,160	144,059	5,119	-138,100			

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

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Illustration Based on Nonguaranteed Assumptions (cont'd)

Accumulation IUL Form: 21AIUL

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$181,556

Base Face Amount \$181,556

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Policy Year	EOY Age	Planned Premium	Annual Withdrawal Amount	Annual Loan Amount	Annual Loan Interest	Net Outlay	Policy Value	Net Surrender Value	Net Death Benefit
31	76	0	0	37,664	3,854	-33,810	306,397	119,689	135,008
32	77	0	0	38,794	4,984	-33,810	320,755	94,089	110,127
33	78	0	0	39,958	6,148	-33,810	334,593	66,770	83,499
34	79	0	0	41,157	7,347	-33,810	347,827	37,612	55,003
35	80	0	0	42,392	8,582	-33,810	360,366	6,488	24,506
36	81	0	0	9,853	9,853	0	372,610	8,116	26,746
37	82	0	0	10,616	10,616	0	385,203	9,774	29,034
38	83	0	0	10,935	10,935	0	398,147	11,455	31,362
39	84	0	0	11,263	11,263	0	411,439	13,146	33,718
40	85	0	0	11,601	11,601	0	425,069	14,828	36,081
Totals:		200,000	199,160	398,293	90,303	-307,150			
41	86	0	0	11,949	11,949	0	437,193	14,644	36,504
42	87	0	0	12,307	12,307	0	449,514	14,289	36,765
43	88	0	0	12,676	12,676	0	462,007	13,725	36,825
44	89	0	0	13,057	13,057	0	474,639	12,908	36,640
45	90	0	0	13,448	13,448	0	487,373	11,791	36,160
46	91	0	0	13,852	13,852	0	500,169	10,319	30,326
47	92	0	0	14,267	14,267	0	513,442	8,896	24,300
48	93	0	0	14,696	14,696	0	527,310	7,628	18,175
49	94	0	0	15,136	15,136	0	541,922	6,649	12,069
50	95	0	0	15,590	15,590	0	557,462	6,131	6,131
Totals:		200,000	199,160	535,272	227,282	-307,150			
51	96	0	0	16,058	16,058	0	574,156	6,286	6,286
52	97	0	0	16,540	16,540	0	591,356	6,450	6,450
53	98	0	0	17,036	17,036	0	609,079	6,625	6,625
54	99	0	0	17,547	17,547	0	627,339	6,811	6,811
55	100	0	0	18,074	18,074	0	646,153	7,010	7,010
56	101	0	0	18,616	18,616	0	665,539	7,222	7,222
57	102	0	0	19,174	19,174	0	685,515	7,447	7,447
58	103	0	0	19,750	19,750	0	706,097	7,688	7,688
59	104	0	0	20,342	20,342	0	727,305	7,944	7,944
60	105	0	0	20,952	20,952	0	749,159	8,217	8,217
Totals:		200,000	199,160	719,361	411,371	-307,150			

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

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Illustration Based on Nonguaranteed Assumptions (cont'd)

Accumulation IUL Form: 21AIUL

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$181,556

Base Face Amount \$181,556

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Policy Year	EOY Age	Planned Premium	Annual Withdrawal Amount	Annual Loan Amount	Annual Loan Interest	Net Outlay	Policy Value	Net Surrender Value	Net Death Benefit
61	106	0	0	21,581	21,581	0	771,678	8,508	8,508
62	107	0	0	22,228	22,228	0	794,883	8,817	8,817
63	108	0	0	22,895	22,895	0	818,795	9,147	9,147
64	109	0	0	23,582	23,582	0	843,436	9,499	9,499
65	110	0	0	24,289	24,289	0	868,829	9,874	9,874
66	111	0	0	25,018	25,018	0	894,997	10,273	10,273
67	112	0	0	25,769	25,769	0	921,964	10,699	10,699
68	113	0	0	26,542	26,542	0	949,756	11,152	11,152
69	114	0	0	27,338	27,338	0	978,397	11,635	11,635
70	115	0	0	28,158	28,158	0	1,007,914	12,150	12,150
Totals:		200,000	199,160	966,762	658,772	-307,150			
71	116	0	0	29,003	29,003	0	1,038,336	12,698	12,698
72	117	0	0	29,873	29,873	0	1,069,689	13,283	13,283
73	118	0	0	30,769	30,769	0	1,102,004	13,905	13,905
74	119	0	0	31,692	31,692	0	1,135,310	14,568	14,568
75	120	0	0	32,643	32,643	0	1,169,639	15,275	15,275
76	121	0	0	33,622	33,622	0	1,205,023	16,028	16,028
77	122	0	0	34,631	34,631	0	1,241,743	17,078	17,078
78	123	0	0	35,670	35,670	0	1,279,601	18,197	18,197
79	124	0	0	36,740	36,740	0	1,318,635	19,389	19,389
80	125	0	0	37,842	37,842	0	1,358,883	20,659	20,659
Totals:		200,000	199,160	1,299,247	991,257	-307,150			

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Illustration Based on Alternate Assumptions

Accumulation IUL Form: 21AIUL

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$181,556

Base Face Amount \$181,556

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Rate of 3.45%

Policy Year	EOY Age	Planned Premium	Annual Withdrawal Amount	Annual Loan Amount	Annual Loan Interest	Net Outlay	Policy Value	Net Surrender Value	Net Death Benefit
1	46	10,000	0	0	0	10,000	8,251	3,360	189,807
2	47	10,000	0	0	0	10,000	16,833	12,041	198,389
3	48	10,000	0	0	0	10,000	25,661	20,969	207,217
4	49	10,000	0	0	0	10,000	34,920	30,739	216,476
5	50	10,000	0	0	0	10,000	44,458	40,459	226,014
6	51	10,000	0	0	0	10,000	54,288	50,530	235,844
7	52	10,000	0	0	0	10,000	64,421	60,867	245,977
8	53	10,000	0	0	0	10,000	74,865	71,510	256,421
9	54	10,000	0	0	0	10,000	85,632	82,614	267,188
10	55	10,000	0	0	0	10,000	96,734	93,927	278,290
Totals:		100,000	0	0	0	100,000			
11	56	10,000	0	0	0	10,000	108,598	105,991	290,154
12	57	10,000	0	0	0	10,000	120,840	120,624	302,396
13	58	10,000	0	0	0	10,000	134,351	134,351	315,907
14	59	10,000	0	0	0	10,000	148,304	148,304	329,860
15	60	10,000	0	0	0	10,000	162,713	162,713	344,269
16	61	10,000	0	0	0	10,000	177,597	177,597	359,153
17	62	10,000	0	0	0	10,000	192,968	192,968	374,524
18	63	10,000	0	0	0	10,000	208,843	208,843	390,399
19	64	10,000	0	0	0	10,000	225,237	225,237	406,793
20	65	8,130	0	0	0	8,130	240,296	240,296	406,793
Totals:		198,130	0	0	0	198,130			
21	66	0	33,810	0	0	-33,810	215,106	215,106	372,983
22	67	0	33,810	0	0	-33,810	188,944	188,944	339,173
23	68	0	33,810	0	0	-33,810	161,753	161,753	305,363
24	69	0	33,810	0	0	-33,810	133,473	133,473	271,553
25	70	0	33,810	0	0	-33,810	104,036	104,036	237,743
26	71	0	30,110	3,700	0	-33,231	77,074	73,363	203,921
27	72	0	0	33,821	11	-33,802	79,663	41,484	169,453
28	73	0	0	34,468	658	-33,802	81,926	8,244	133,951
29	74	##	##	##	##	##	##	##	##
Totals:		198,130	199,160	71,990	670	-71,754			

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

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

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

Death Benefit Illustration

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Initial Death Benefit \$181,556

Female - Super Preferred NonSmoker

Base Face Amount \$181,556

Age: 45

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Assumed Status: Bronze

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Policy Year	EOY Age	Planned Premium	Base Face Amount	Supplemental Face Amount	Required Additional Death Benefit	Policy Value	Withdrawal Amount	Annual Loan Amount	Annual Loan Interest	Net Death Benefit
1	46	10,000	181,556	0	0	8,463	0	0	0	190,019
2	47	10,000	181,556	0	0	17,473	0	0	0	199,029
3	48	10,000	181,556	0	0	26,968	0	0	0	208,524
4	49	10,000	181,556	0	0	37,154	0	0	0	218,710
5	50	10,000	181,556	0	0	47,906	0	0	0	229,462
6	51	10,000	181,556	0	0	59,261	0	0	0	240,817
7	52	10,000	181,556	0	0	71,259	0	0	0	252,815
8	53	10,000	181,556	0	0	83,938	0	0	0	265,494
9	54	10,000	181,556	0	0	97,340	0	0	0	278,896
10	55	10,000	181,556	0	0	111,512	0	0	0	293,068
Totals:		100,000					0	0	0	
11	56	10,000	181,556	0	0	126,929	0	0	0	308,485
12	57	10,000	181,556	0	0	143,245	0	0	0	324,801
13	58	10,000	181,556	0	0	161,406	0	0	0	342,962
14	59	10,000	181,556	0	0	180,643	0	0	0	362,199
15	60	10,000	181,556	0	0	201,023	0	0	0	382,579
16	61	10,000	181,556	0	0	222,620	0	0	0	404,176
17	62	10,000	181,556	0	0	245,508	0	0	0	427,064
18	63	10,000	181,556	0	0	269,768	0	0	0	451,324
19	64	10,000	181,556	0	0	295,482	0	0	0	477,038
20	65	10,000	181,556	295,482	0	322,763	0	0	0	477,038
Totals:		200,000					0	0	0	
21	66	0	181,556	261,672	0	308,646	33,810	0	0	443,228
22	67	0	181,556	227,862	0	293,831	33,810	0	0	409,418
23	68	0	181,556	194,052	0	278,271	33,810	0	0	375,608
24	69	0	181,556	160,242	0	261,914	33,810	0	0	341,798
25	70	0	181,556	126,432	0	244,709	33,810	0	0	307,988
26	71	0	181,556	96,322	0	230,296	30,110	3,700	0	274,167
27	72	0	181,556	96,322	0	245,725	0	33,821	11	239,698
28	73	0	181,556	96,322	6,822	261,193	0	34,468	658	211,019
29	74	0	181,556	96,322	17,989	276,511	0	35,502	1,692	185,618
30	75	0	181,556	96,322	28,294	291,592	0	36,567	2,757	158,258
Totals:		200,000					199,160	144,059	5,119	

Death Benefit reflects cumulative withdrawals.

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Death Benefit Illustration (cont'd)

Accumulation IUL Form: 21AIUL

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$181,556

Base Face Amount \$181,556

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Policy Year	EOY Age	Planned Premium	Base Face Amount	Supplemental Face Amount	Required Additional Death Benefit	Policy Value	Withdrawal Amount	Annual Loan Amount	Annual Loan Interest	Net Death Benefit
31	76	0	181,556	96,322	43,839	306,397	0	37,664	3,854	135,008
32	77	0	181,556	96,322	58,915	320,755	0	38,794	4,984	110,127
33	78	0	181,556	96,322	73,445	334,593	0	39,958	6,148	83,499
34	79	0	181,556	96,322	87,340	347,827	0	41,157	7,347	55,003
35	80	0	181,556	96,322	100,507	360,366	0	42,392	8,582	24,506
36	81	0	181,556	96,322	113,363	372,610	0	9,853	9,853	26,746
37	82	0	181,556	96,322	126,586	385,203	0	10,616	10,616	29,034
38	83	0	181,556	96,322	140,177	398,147	0	10,935	10,935	31,362
39	84	0	181,556	96,322	154,133	411,439	0	11,263	11,263	33,718
40	85	0	181,556	96,322	168,445	425,069	0	11,601	11,601	36,081
Totals:		200,000					199,160	398,293	90,303	
41	86	0	181,556	96,322	181,175	437,193	0	11,949	11,949	36,504
42	87	0	181,556	96,322	194,112	449,514	0	12,307	12,307	36,765
43	88	0	181,556	96,322	207,230	462,007	0	12,676	12,676	36,825
44	89	0	181,556	96,322	220,493	474,639	0	13,057	13,057	36,640
45	90	0	181,556	96,322	233,864	487,373	0	13,448	13,448	36,160
46	91	0	181,556	96,322	242,298	500,169	0	13,852	13,852	30,326
47	92	0	181,556	96,322	250,967	513,442	0	14,267	14,267	24,300
48	93	0	181,556	96,322	259,979	527,310	0	14,696	14,696	18,175
49	94	0	181,556	96,322	269,463	541,922	0	15,136	15,136	12,069
50	95	0	181,556	96,322	279,584	557,462	0	15,590	15,590	6,131
Totals:		200,000					199,160	535,272	227,282	
51	96	0	181,556	96,322	296,278	574,156	0	16,058	16,058	6,286
52	97	0	181,556	96,322	313,479	591,356	0	16,540	16,540	6,450
53	98	0	181,556	96,322	331,201	609,079	0	17,036	17,036	6,625
54	99	0	181,556	96,322	349,461	627,339	0	17,547	17,547	6,811
55	100	0	181,556	96,322	368,275	646,153	0	18,074	18,074	7,010
56	101	0	181,556	96,322	387,661	665,539	0	18,616	18,616	7,222
57	102	0	181,556	96,322	407,637	685,515	0	19,174	19,174	7,447
58	103	0	181,556	96,322	428,219	706,097	0	19,750	19,750	7,688
59	104	0	181,556	96,322	449,427	727,305	0	20,342	20,342	7,944
60	105	0	181,556	96,322	471,281	749,159	0	20,952	20,952	8,217
Totals:		200,000					199,160	719,361	411,371	

Death Benefit reflects cumulative withdrawals.

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Death Benefit Illustration (cont'd)

Accumulation IUL Form: 21AIUL

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$181,556

Base Face Amount \$181,556

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Policy Year	EOY Age	Planned Premium	Base Face Amount	Supplemental Face Amount	Required Additional Death Benefit	Policy Value	Withdrawal Amount	Annual Loan Amount	Annual Loan Interest	Net Death Benefit
61	106	0	181,556	96,322	493,800	771,678	0	21,581	21,581	8,508
62	107	0	181,556	96,322	517,005	794,883	0	22,228	22,228	8,817
63	108	0	181,556	96,322	540,917	818,795	0	22,895	22,895	9,147
64	109	0	181,556	96,322	565,558	843,436	0	23,582	23,582	9,499
65	110	0	181,556	96,322	590,951	868,829	0	24,289	24,289	9,874
66	111	0	181,556	96,322	617,119	894,997	0	25,018	25,018	10,273
67	112	0	181,556	96,322	644,086	921,964	0	25,769	25,769	10,699
68	113	0	181,556	96,322	671,878	949,756	0	26,542	26,542	11,152
69	114	0	181,556	96,322	700,519	978,397	0	27,338	27,338	11,635
70	115	0	181,556	96,322	730,036	1,007,914	0	28,158	28,158	12,150
Totals:		200,000					199,160	966,762	658,772	
71	116	0	181,556	96,322	760,458	1,038,336	0	29,003	29,003	12,698
72	117	0	181,556	96,322	791,811	1,069,689	0	29,873	29,873	13,283
73	118	0	181,556	96,322	824,126	1,102,004	0	30,769	30,769	13,905
74	119	0	181,556	96,322	857,432	1,135,310	0	31,692	31,692	14,568
75	120	0	181,556	96,322	891,761	1,169,639	0	32,643	32,643	15,275
76	121	0	181,556	96,322	927,145	1,205,023	0	33,622	33,622	16,028
77	122	0	0	0	0	1,241,743	0	34,631	34,631	17,078
78	123	0	0	0	0	1,279,601	0	35,670	35,670	18,197
79	124	0	0	0	0	1,318,635	0	36,740	36,740	19,389
80	125	0	0	0	0	1,358,883	0	37,842	37,842	20,659
Totals:		200,000					199,160	1,299,247	991,257	

Death Benefit reflects cumulative withdrawals.

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Internal Rate of Return Illustration

Accumulation IUL Form: 21AIUL

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$181,556

Base Face Amount \$181,556

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Policy Year	EOY Age	Net Outlay	----- Surrender Value -----		----- Death Benefit -----	
			Net Surrender Value	Internal Rate of Return	Net Death Benefit	Internal Rate of Return
1	46	10,000	3,572	-64.28%	190,019	1800.19%
2	47	10,000	12,682	-26.78%	199,029	298.92%
3	48	10,000	22,276	-14.16%	208,524	135.01%
4	49	10,000	32,973	-7.58%	218,710	81.32%
5	50	10,000	43,907	-4.30%	229,462	55.99%
6	51	10,000	55,503	-2.22%	240,817	41.66%
7	52	10,000	67,705	-0.83%	252,815	32.63%
8	53	10,000	80,583	0.16%	265,494	26.52%
9	54	10,000	94,321	0.94%	278,896	22.16%
10	55	10,000	108,705	1.51%	293,068	18.94%
Totals:		100,000				
11	56	10,000	124,321	2.03%	308,485	16.51%
12	57	10,000	143,029	2.67%	324,801	14.62%
13	58	10,000	161,406	3.05%	342,962	13.16%
14	59	10,000	180,643	3.34%	362,199	11.98%
15	60	10,000	201,023	3.58%	382,579	11.02%
16	61	10,000	222,620	3.78%	404,176	10.23%
17	62	10,000	245,508	3.96%	427,064	9.57%
18	63	10,000	269,768	4.11%	451,324	9.02%
19	64	10,000	295,482	4.25%	477,038	8.56%
20	65	10,000	322,763	4.36%	477,038	7.70%
Totals:		200,000				

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

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

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

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Internal Rate of Return Illustration (cont'd)

Accumulation IUL Form: 21AIUL

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$181,556

Base Face Amount \$181,556

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Policy Year	EOY Age	Net Outlay	----- Surrender Value -----		----- Death Benefit -----	
			Net Surrender Value	Internal Rate of Return	Net Death Benefit	Internal Rate of Return
21	66	-33,810	308,646	4.53%	443,228	7.17%
22	67	-33,810	293,831	4.67%	409,418	6.73%
23	68	-33,810	278,271	4.79%	375,608	6.38%
24	69	-33,810	261,914	4.88%	341,798	6.09%
25	70	-33,810	244,709	4.97%	307,988	5.85%
26	71	-33,810	226,584	5.04%	274,167	5.66%
27	72	-33,810	207,546	5.10%	239,698	5.49%
28	73	-33,810	187,511	5.16%	211,019	5.43%
29	74	-33,810	166,262	5.21%	185,618	5.41%
30	75	-33,810	143,678	5.25%	158,258	5.40%
Totals:		-138,100				
31	76	-33,810	119,689	5.29%	135,008	5.43%
32	77	-33,810	94,089	5.32%	110,127	5.46%
33	78	-33,810	66,770	5.35%	83,499	5.48%
34	79	-33,810	37,612	5.37%	55,003	5.50%
35	80	-33,810	6,488	5.39%	24,506	5.52%
36	81	0	8,116	5.40%	26,746	5.52%
37	82	0	9,774	5.41%	29,034	5.53%
38	83	0	11,455	5.41%	31,362	5.53%
39	84	0	13,146	5.42%	33,718	5.54%
40	85	0	14,828	5.43%	36,081	5.54%
Totals:		-307,150				

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

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Internal Rate of Return Illustration (cont'd)

Accumulation IUL Form: 21AIUL

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$181,556

Base Face Amount \$181,556

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Policy Year	EOY Age	Net Outlay	----- Surrender Value -----		----- Death Benefit -----	
			Net Surrender Value	Internal Rate of Return	Net Death Benefit	Internal Rate of Return
41	86	0	14,644	5.42%	36,504	5.53%
42	87	0	14,289	5.42%	36,765	5.52%
43	88	0	13,725	5.41%	36,825	5.51%
44	89	0	12,908	5.40%	36,640	5.50%
45	90	0	11,791	5.39%	36,160	5.49%
46	91	0	10,319	5.39%	30,326	5.46%
47	92	0	8,896	5.38%	24,300	5.44%
48	93	0	7,628	5.37%	18,175	5.41%
49	94	0	6,649	5.37%	12,069	5.39%
50	95	0	6,131	5.36%	6,131	5.36%
Totals:		-307,150				
51	96	0	6,286	5.36%	6,286	5.36%
52	97	0	6,450	5.36%	6,450	5.36%
53	98	0	6,625	5.36%	6,625	5.36%
54	99	0	6,811	5.36%	6,811	5.36%
55	100	0	7,010	5.36%	7,010	5.36%
56	101	0	7,222	5.36%	7,222	5.36%
57	102	0	7,447	5.36%	7,447	5.36%
58	103	0	7,688	5.36%	7,688	5.36%
59	104	0	7,944	5.36%	7,944	5.36%
60	105	0	8,217	5.36%	8,217	5.36%
Totals:		-307,150				

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

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

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Internal Rate of Return Illustration (cont'd)

Accumulation IUL Form: 21AIUL

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Female - Super Preferred NonSmoker

Age: 45

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Base Face Amount \$181,556

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Policy Year	EOY Age	Net Outlay	----- Surrender Value -----		----- Death Benefit -----	
			Net Surrender Value	Internal Rate of Return	Net Death Benefit	Internal Rate of Return
61	106	0	8,508	5.36%	8,508	5.36%
62	107	0	8,817	5.36%	8,817	5.36%
63	108	0	9,147	5.36%	9,147	5.36%
64	109	0	9,499	5.36%	9,499	5.36%
65	110	0	9,874	5.36%	9,874	5.36%
66	111	0	10,273	5.36%	10,273	5.36%
67	112	0	10,699	5.36%	10,699	5.36%
68	113	0	11,152	5.36%	11,152	5.36%
69	114	0	11,635	5.36%	11,635	5.36%
70	115	0	12,150	5.36%	12,150	5.36%
Totals:		-307,150				
71	116	0	12,698	5.36%	12,698	5.36%
72	117	0	13,283	5.36%	13,283	5.36%
73	118	0	13,905	5.36%	13,905	5.36%
74	119	0	14,568	5.36%	14,568	5.36%
75	120	0	15,275	5.36%	15,275	5.36%
76	121	0	16,028	5.36%	16,028	5.36%
77	122	0	17,078	5.36%	17,078	5.36%
78	123	0	18,197	5.36%	18,197	5.36%
79	124	0	19,389	5.36%	19,389	5.36%
80	125	0	20,659	5.36%	20,659	5.36%
Totals:		-307,150				

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

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

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

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Understanding Potential Loan Costs

Accumulation IUL Form: 21AIUL

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$181,556

Base Face Amount \$181,556

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Below are hypothetical examples of the net loan cost (and in some cases gain) associated with taking either a Standard, Index Loan or a Fixed Index Loan. Example 1 assumes that the Standard Loan is fully secured by the Fixed Account, and uses a Fixed Loan Charge Rate of 3%. 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 45%, and a hypothetical Loan Charge Rate of 5.5%. Examples 4 and 5 assume that the Fixed Index Loans are fully secured by the Loaned Indexed Account which has a guaranteed Indexed Account Multiplier of 45%, and a Loan Charge Rate of 5.0%. Examples 6 and 7 assume that the Fixed Index Loans are fully secured by the Barclays Global MA Loaned Indexed Account which has no guaranteed Indexed Account Multiplier, a Fixed Bonus Interest and a Loan Charge Rate of 5.0%. All seven 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 Crediting Rate	3.45%	Loan Rate Charged	3.00%
Assumed Loan Account Crediting Rate	3.00%	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	300	300	-	93,305
12	(10,000)	10,300	609	609	-	86,581
13	(10,000)	10,609	927	927	-	79,520
14	(10,000)	10,927	1,255	1,255	-	72,215
20	(10,000)	13,048	3,439	3,439	-	22,738

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. In Policy Years 1-10 the net cost of the loan will be greater than reflected in the example above.

Example 2 - Index Loan - Current Loan Charge Rate & an Assumed 2.0% Segment Growth Rate

Assumed Crediting Rate	2.00%	Loan Rate Charged	5.50%
Assumed Loan Account Crediting Rate	N/A	Net Loan Cost	2.60%

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	290	550	260	92,900
12	(10,000)	10,550	596	1,130	794	85,334
13	(10,000)	11,130	919	1,742	1,618	77,274
14	(10,000)	11,742	1,259	2,388	2,747	68,692
20	(10,000)	16,191	3,734	7,081	16,940	4,339

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 - Current Loan Charge Rate & an Assumed 8.75% Segment Growth Rate

Assumed Crediting Rate	8.75%	Loan Rate Charged	5.50%
Assumed Loan Account Crediting Rate	N/A	Net Loan Gain	7.19%

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	1,269	550	(719)	102,688
12	(10,000)	10,550	2,607	1,130	(2,196)	106,435
13	(10,000)	11,130	4,019	1,742	(4,473)	111,416
14	(10,000)	11,742	5,509	2,388	(7,594)	117,829
20	(10,000)	16,191	16,336	7,081	(46,830)	201,432

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

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Understanding Potential Loan Costs (cont'd)

Accumulation IUL Form: 21AIUL

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$181,556

Base Face Amount \$181,556

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

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.

Example 4 - Fixed Index Loan (Loaned Indexed Account) – Current Loan Charge Rate & an Assumed 2.0% Segment Growth Rate

Assumed Crediting Rate	2.0%	Loan Rate Charged	5.0%
Assumed Loan Account Crediting Rate	N/A	Net Loan Cost	2.10%

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	290	500	210	92,900
12	(10,000)	10,500	595	1,025	641	85,384
13	(10,000)	11,025	914	1,576	1,303	77,430
14	(10,000)	11,576	1,250	2,155	2,208	69,013
20	(10,000)	15,513	3,648	6,289	13,469	7,314

Under a Fixed 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 5 - Fixed Index Loan (Loaned Indexed Account) – Current Loan Charge Rate & an Assumed 8.75% Segment Growth Rate

Assumed Crediting Rate	8.75%	Loan Rate Charged	5.0%
Assumed Loan Account Crediting Rate	N/A	Net Loan Gain	7.69%

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	1,269	500	(769)	102,688
12	(10,000)	10,500	2,601	1,025	(2,345)	106,485
13	(10,000)	11,025	4,000	1,576	(4,768)	111,571
14	(10,000)	11,576	5,468	2,155	(8,082)	118,150
20	(10,000)	15,513	15,958	6,289	(49,304)	204,406

Under a Fixed 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.

Example 6 - Fixed Index Loan (Barclays Global MA Loaned Indexed Account) - Current Loan Charge Rate & Assumed 2.0% Segment Growth Rate

Assumed Crediting Rate	2.00%	Loan Rate Charged	5.00%
Assumed Loan Account Crediting Rate	N/A	Net Loan Cost	2.35%

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	265	500	(235)	92,650
12	(10,000)	10,500	543	1,025	(717)	84,870
13	(10,000)	11,025	835	1,576	(1,458)	76,638
14	(10,000)	11,576	1,142	2,155	(2,470)	67,928
20	(10,000)	15,513	3,333	6,289	(15,072)	4,115

Under a Fixed 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.

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Accumulation IUL

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Understanding Potential Loan Costs (cont'd)

Accumulation IUL Form: 21AIUL

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Female - Super Preferred NonSmoker

Age: 45

Initial Assumed Status: Bronze

Initial Death Benefit \$181,556

Base Face Amount \$181,556

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Example 7 - Fixed Index Loan (Barclays Global MA Loaned Indexed Account) - Current Loan Charge Rate & Assumed 8.75% Segment Growth Rate

Assumed Crediting Rate	8.75%	Loan Rate Charged	5.00%
Assumed Loan Account Crediting Rate	N/A	Net Loan Cost	4.40%

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	940	500	440	99,400
12	(10,000)	10,500	1,927	1,025	1,342	99,184
13	(10,000)	11,025	2,963	1,576	2,729	99,409
14	(10,000)	11,576	4,052	2,155	4,626	100,140
20	(10,000)	15,513	11,823	6,289	28,220	119,790

Under a Fixed 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.

Accumulation IUL

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

Glossary of Terms

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Initial Death Benefit \$181,556

Female - Super Preferred NonSmoker

Base Face Amount \$181,556

Age: 45

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Assumed Status: Bronze

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

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 20 Policy Years. The Advance Contribution Charge rates and Advance Contribution Limit are both shown in the policy contract.

Base Face Amount Charge

The Base Face Amount Charge is \$0.475 per \$1,000 of Base Face Amount per policy month in years 1-3. In years 4-12, the rate is \$0.3958. This charge varies by the 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 are no greater than the 2017 Loaded CSO Composite Ultimate Age Nearest Birthday mortality tables, adjusted for any applicable ratings.

Death Benefit Option

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

Fixed Bonus Interest

The Fixed Bonus is a rate applied to Segment Balances in the Barclays Global MA Bonus Indexed Account and the Barclays Global MA Loaned Indexed Account. This rate is guaranteed at 0.65% and will be applied no less frequently than annually.

Guaranteed Indexed Account Multiplier

The Guaranteed Indexed Account Multiplier is a rate applied to the Index Segment Interest Credit at the end of the segment. This rate increases the interest earned in each Indexed Account segment. The Guaranteed Indexed Account Multiplier varies by Indexed Account.

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 Select Capped, Base Capped Two Year, Barclays Global MA Bonus, and Barclays Global MA Classic Indexed Accounts, plus 0.25% multiplied by the Policy Value in the Enhanced Capped and Enhanced High Capped Indexed Accounts. The charge is deducted monthly on a pro-rata basis from the Non-Loaned Indexed Accounts.

Monthly Administrative Charge

A monthly Administrative Charge of \$20.00 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 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.

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

Glossary of Terms (cont'd)

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Initial Death Benefit \$181,556

Female - Super Preferred NonSmoker

Base Face Amount \$181,556

Age: 45

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Assumed Status: Bronze

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

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. If the policy terminates for any reason, the amount of any outstanding loan (that was not previously considered income) could result in a considerable tax. Under certain situations involving large amounts of outstanding loans, you might find yourself having to choose between high 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.

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.

Planned Premium Outlay

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

Policy Value

The Policy Value is the sum of 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 Non-Loaned Indexed Accounts, per your instructions. The Fixed Account is credited daily with a guaranteed interest rate of 1.00% 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.

Cumulative Guarantee Accumulation IUL 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 as the Policy Value except that:

- Net Premiums accumulate with 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 immediately before the Monthly Deductions, divided by the Policy Value immediately before the Monthly Deductions;
- No Policy Credit is added to the Cumulative Guarantee Policy Value; and
- A 2% Cumulative Guaranteed Interest Rate is used to credit this amount.

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.

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

Glossary of Terms (cont'd)

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Initial Death Benefit \$181,556

Female - Super Preferred NonSmoker

Base Face Amount \$181,556

Age: 45

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Assumed Status: Bronze

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

Premium Charge

A Premium Charge of 7.0% is deducted from each premium in year 1. In years 2-10 the charge is 6.0%. In years 11+, the charge is 2.0%.

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.

Segment Cap Rate

The Segment Cap Rate limits the rate used in calculating the Index Segment Interest Credit. The Segment Cap Rate varies by Indexed Account.

Segment Floor Rate

The Segment Floor Rate is the minimum rate used in calculating the Index Segment Interest Credit for a segment. The guaranteed Segment Floor Rate for each Indexed Account is 0.00%.

Segment Term

The Segment Term is the duration from the date the Segment initiates to the date it matures. All indexed accounts except the Base Capped Two Year Indexed Account have a one year Segment Term. The Base Capped Two Year Indexed Account has a two year Segment Term.

Supplemental Face Amount Charge

The Supplemental Face Amount Charge is an additional monthly charge of \$0.2268 per \$1,000 of the Supplemental Face Amount at issue, or the current Supplemental Face Amount if greater, in years 1-3. In years 4-12, the rate is \$0.189. This charge varies by age, gender, risk classification and the policy duration.

Total Face Amount

The Total Face Amount is made up of two components; the Base Face Amount and Supplemental Face Amount (if elected). The Total Face Amount provides insurance payable at the death of the insured. Any decreases to the Total Face Amount must fall within policy minimums, and are only allowed after the first Policy Year. The Base Face Amount coverage illustrates your intent to decrease or terminate the coverage in the years shown, however, per the contract provisions, the Base Face Amount death benefit will actually remain level unless you specifically request to decrease it at the time desired. Funding for this benefit is based on your intent to decrease, however, if you never decrease your benefit as illustrated, then additional premiums may be required to maintain the level death benefit.

Index Disclosure

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

Glossary of Terms (cont'd)

Presented By: Sample Agent

Illustration Assumptions

Valued Client

Initial Death Benefit \$181,556

Female - Super Preferred NonSmoker

Base Face Amount \$181,556

Age: 45

Initial Planned Premium: \$10,000.00 / Billing Mode: Annual

Initial Assumed Status: Bronze

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20

Guideline Premium Test; State: Colorado

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.90%

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

Input Summary ~~ Agent Use Only ~~

Presented By: Sample Agent

Illustration Assumptions

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

Initial Death Benefit \$181,556
Base Face Amount \$181,556
Initial Planned Premium: \$10,000.00 / Billing Mode: Annual
Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20
Guideline Premium Test; State: Colorado

Product & Concept

Concept Life Ins. In Retirement Planning
Approved in Colorado
Product Type All Products
Product Accumulation IUL 21 Reprice

Concept Design

Summary Year 30
Retirement Age A65
Side Fund Rate 5%
Owner Tax Rate 35.00%

Policy Design

Insured Name Valued Client
Sex Female
Issue Age / Birthdate 45
State Colorado
Risk Class Super Preferred NonSmoker
Vitality PLUS Rider Yes
Assumed Vitality PLUS Status Bronze
Total Face Amount Min Non-MEC DB
Death Benefit Option Option 2
Death Benefit Change Year Optimal Year
Definition of Life Insurance Test GPT
Premium Schedule
-- 10,000 1 20
Premium Duration 20
Premium Mode Annual
Target Cash Value 1.00
Target Year Lifetime
Agent Name Sample Agent

Policy Allocation

Allocation Option Custom Allocation and Rate
Select Capped Rate 5.21%
Base Capped Two Year Rate 5.90%
Barclays Global MA Bonus Rate 5.90%
Barclays Global MA Classic Rate 5.90%
Capped Rate 5.43%
High Capped Rate 6.06%
High Par Capped Rate 5.14%

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

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Accumulation IUL

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 21AIUL

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

Presented By: Sample Agent

Illustration Assumptions

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Base Face Amount \$181,556
Initial Planned Premium: \$10,000.00 / Billing Mode: Annual
Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 20
Guideline Premium Test; State: Colorado

Enhanced Capped Rate	5.28%
Enhanced High Capped Rate	6.04%
Fixed Rate	Current
Allocation Select Capped Rate	0%
Allocation Base Capped Two Year Rate	0%
Allocation Barclays Global MA Bonus Rate	100%
Allocation Barclays Global MA Classic Rate	0%
Allocation Capped Rate	0%
Allocation High Capped Rate	0%
Allocation High Par Capped Rate	0%
Allocation Enhanced Capped Rate	0%
Allocation Enhanced High Capped Rate	0%
Fixed Rate Allocation	0%

Policy Options

Estimated Policy Issue Date	Today + 1 Month
Charges	Current
Lump Sum Month Year 1	1
Lump Sum Month Years 2+	1
MEC Testing	Allow MEC
Distributions	Schedule
-- Solve Withdrawal To Cap & Switch To Loans	A66 A80
Distribution Mode	Monthly
Target Cash Value	1.00
Target Year	Lifetime
Withdrawal Cap	Basis
Loan Cap	None
Loan Type	Standard Loan
Loan Interest Payment Type	Borrow

Optional Reports

Optional Reports	Yes
Input Summary	Yes
Internal Rate Of Return	Yes
Vitality PLUS Presentation	Yes

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

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Accumulation IUL