



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

**LifeCare Form: 24LifeCare**

**LifeCare Policy Illustration**

Presented by: Jack Lenenberg

Long-Term Care Rider Benefits on Indexed Universal Life Insurance

**Illustration Assumptions**

<b>Insured:</b>	<b>Initial Planned Premium :</b> \$100,000.00 / <b>Billing Mode:</b> Annual
Client	<b>Premium duration:</b> 1 year
Female - Preferred NonSmoker	<b>LTC minimum benefit period: 4 Years</b>
<b>Age:</b> 55	(2 years Acceleration + 2 years Extension)
<b>State:</b> Massachusetts	Modified Endowment Contract under TAMRA starting in year: 1

**Initial benefits**

Long-Term Care (LTC) Benefit Pool: **\$347,288**  
Maximum Monthly Benefit Amount (MMBA): **\$7,235**  
Death Benefit: **\$173,644**

**Age 85 benefits**

Long-Term Care (LTC) Benefit Pool: **\$655,799**  
Maximum Monthly Benefit Amount (MMBA): **\$13,662.00**  
Death Benefit: **\$327,899**

**John Hancock Vitality PLUS**

Assumed Vitality status: **Bronze**

**Couples discount**

**Yes**

**Elimination period**

**90 calendar days**

**Residual death benefit**

**\$8,682** is the minimum amount payable to the beneficiary upon the insured's death.



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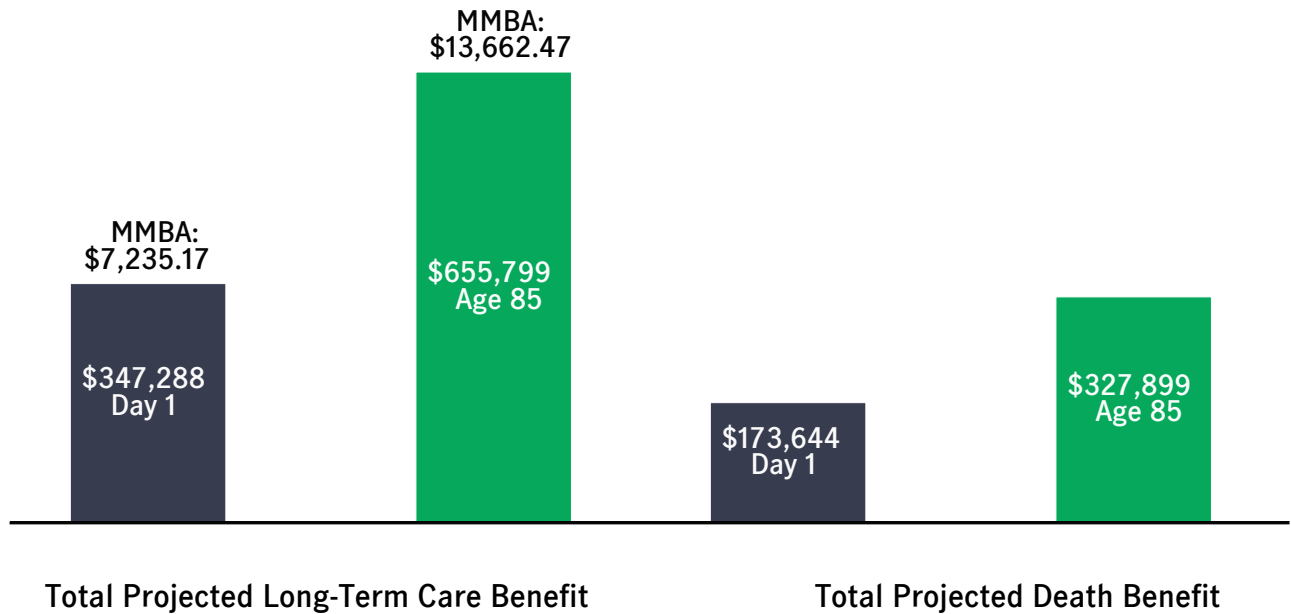
**Achieving a higher Vitality status can enhance your life insurance policy's Death Benefit. As a result, your Long-Term Care benefit balance may also increase due to these Death Benefit enhancements.**

This visual shows how your benefits are projected to grow over time after purchasing a LifeCare policy with:

- \$100,000 total premiums paid
- LTC minimum benefit period: 4 Years
- Select Capped Indexed Account at 5.21% rate

### Legend

- Day 1 benefits
- Age 85 benefits assuming Bronze Vitality PLUS status in all years
- Age 85 benefits with assumed Vitality PLUS Bronze status



### Engaging in Vitality can increase your death benefit

The following chart summarizes the projected benefit values at age 85 depending on the various assumed Vitality statuses:

Vitality PLUS status	Age 85 Total LTC benefits (4 yrs)	Age 85 Total Death Benefit	Age 85 LTC extension (2 yrs)
Bronze	\$655,799	\$327,899	\$327,899
Silver	\$675,472	\$337,736	\$337,736
Gold	\$721,378	\$360,689	\$360,689
Platinum	\$734,494	\$367,247	\$367,247

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.

Insurance products are issued by John Hancock Life Insurance Company (U.S.A.), Boston, MA 02116.

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July 9, 2025

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

## A LIFE INSURANCE POLICY ILLUSTRATION

### A Flexible Premium Universal Life Insurance Policy

### Acceleration of Death Benefit for Qualified Long-Term Care Services Rider

LifeCare Form: 24LifeCare

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#### Illustration Assumptions

Client	Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288
Female - Preferred NonSmoker	Face Amount \$173,644
Age: 55	Initial Planned Premium: \$100,000.00 / Billing Mode: Annual
Initial Assumed Status: Bronze	Death Benefit Option 1; Cash Value Accumulation Test
	State: Massachusetts
	Based on Current Charges and Initial Assumed Segment Growth Rate of 5.21%
	Modified Endowment Contract Under TAMRA Starting In Year 1

#### LifeCare Long-Term Care Rider

This illustration includes the LifeCare Long-Term Care rider that interacts with the life insurance policy to which it is attached.

The LifeCare Long-Term Care rider is designed to accelerate the Death Benefit upon the insured being certified as Chronically Ill and satisfying the eligibility conditions and elimination period. Depending on the minimum benefit period selected, the rider may also offer an extension of LTC benefits that may be accessed after the Death Benefit has been fully accelerated. Benefits may be accelerated for Qualified Long-Term Care Services including the stay in a Nursing Home or Assisted Living Facility, Home Health Care, Adult Day Care, Hospice and Stay at Home Services, subject to maximums described in the contract. Qualified Long-Term Care Services are intended to constitute qualified long-term care services as defined under Section 7702B(c) of the Internal Revenue Code. Refer to your LifeCare Long-Term Care Rider for additional information about eligible Qualified Long-Term Care Services. This rider does not include inflation protection coverage.

#### LifeCare Long-Term Care Rider Premium

There is a required premium for this rider. This rider is noncancelable by us as long as you pay your policy and rider premiums on time. The rates used for determining the premiums for this rider are guaranteed not to change. You will have the right to continue this rider for as long as the Insured lives or until the rider is terminated in accordance with the Termination provisions described in the policy.

For each premium payment, we will apply a percentage of the payment to the Long-Term Care rider based on the allocation percentage that has been calculated for your policy as set forth in the Policy Specifications for the rider. For more information, see the section titled Premiums You Pay below.

#### Benefit Balance

The Benefit Balance is the amount available under this rider and any terminal illness rider. The Benefit Balance may increase based on increases in your policy's Death Benefit. Monthly Benefit Payments reduce the Benefit Balance. At issue, the Benefit Balance is the Benefit Period Factor, shown in the Policy Specifications for the rider, multiplied by the Death Benefit. The Benefit Balance will be reduced by certain Policy Changes.

#### Eligibility for Payment of Accelerated Benefits

You are eligible for Monthly Benefit Payments under this rider if the insured is Chronically Ill, has satisfied the Elimination Period and we approve your claim. We will not pay Monthly Benefit Payments under this rider until the Elimination Period has been satisfied, or if there has been a claim on the policy under a terminal illness rider in the previous six months. The Elimination Period is 90 calendar days from the date of Written Certification that the Insured is a Chronically Ill Individual. Chronically Ill means the condition of having been certified by a Licensed Health Care Practitioner that:

- Substantial Assistance is required when the insured is performing at least 2 of 6 Activities of Daily Living (Bathing, Continence, Dressing, Eating, Toileting, Transferring) for a period expected to last 90 days; or
- Substantial Supervision is required due to a Severe Cognitive Impairment.

Refer to the rider contract for complete details.

#### Monthly Benefit Payments

For each calendar month during which you are eligible to receive Monthly Benefit Payments, we will pay an amount equal to the lesser of the Monthly IRS Limit and the Maximum Monthly Benefit Amount. Any Monthly Benefit Payment

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that exceeds the Monthly IRS Limit is subject to providing receipts showing the total paid for Qualified Long-Term Care services in the applicable calendar month.

#### Maximum Monthly Benefit Amount

The maximum we will pay for Monthly Benefit Payments in any one calendar month is the Maximum Monthly Benefit Amount. When you become eligible to receive Monthly Benefit Payments and your claim is approved, we will determine the Maximum Monthly Benefit Amount. Prior to the first claim payment, the Maximum Monthly Benefit Amount is equal to the Benefit Balance divided by 48. Withdrawals or reductions in Face Amount will decrease the Maximum Monthly Benefit Amount.

#### Bed Hold Benefit

If the insured's stay in a Nursing Home or an Assisted Living Facility is interrupted for any reason, we will continue to pay Monthly Benefit Payments from the Benefit Balance to hold the Insured's bed for up to 21 days in any calendar year.

#### Provider-referral Services

At John Hancock, we want you to be able to enjoy the comforts of your own home for as long possible. So should the time arise where you need some level of long-term care support, we want you to feel supported in finding a care provider that's right for you. From time to time, John Hancock may provide you access to information, offers, discounts, services or programs that are designed to promote good health and/or help you maintain physical or cognitive wellness. Currently, we provide customers who have a long-term care rider with access to The Helper Bees Provider Network program at no additional cost. This voluntary program helps make the process of finding local home health care agencies or long-term care facilities for your specific care needs easier. The Helper Bees may also be able to negotiate discounts for home health care agencies.

The Helper Bees is a service provider providing and administering The Helper Bees Provider Network Program which is a service program being made available to certain life insurance policy holders with a long-term care rider of John Hancock. This Program is not owned or operated by John Hancock or its affiliates. John Hancock and The Helper Bees are independent companies. John Hancock does not provide medical services or advice and is not involved in the design or provision of the services provided by or through The Helper Bees. The Helper Bees Provider Network Program is neither an insurance benefit, nor a provision or service paid for under your policy. The Program and its availability may be discontinued at any time. If you elect to participate in this Program all resources and services available will be provided by The Helper Bees. Applicable charges for services are your responsibility. Program participation is voluntary. Service availability may vary by state. Please note that John Hancock will have access to your detailed information collected under The Helper Bees Provider Network Program.

#### Long-Term Care Rider Effect on Policy

The Death Benefit, Benefit Balance and Policy Value will be reduced by the Monthly Benefit Payments. Any remaining death benefit will be paid to the named beneficiary. If there is a policy loan, a portion of the Monthly Benefit Payment will be deemed a loan repayment and will reduce the amount otherwise payable to you.

#### Continuation of Benefits

Should the policy lapse for any reason while the insured is confined in a Nursing Home and we are paying uninterrupted Monthly Benefit Payments, we will continue paying Monthly Benefit Payments until the earliest of the following:

- the date the insured is discharged from the Nursing Home;
- the date the Benefit Balance is exhausted;

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- the date you fail to comply with this rider's eligibility requirements, as described in the rider; or
- the date the insured dies.

### Exceptions

This rider does not pay benefits for care or treatment:

- due to intentionally self-inflicted injury;
- due to suicide or attempted suicide while sane or insane;
- required as a result of alcoholism or drug addiction;
- due to war (declared or undeclared) or any act of war, or service in any of the armed forces or auxiliary units;
- due to participation in a felony, riot, or insurrection;

In addition, this rider does not reimburse charges for Qualified Long-Term Care Services in excess of the Monthly IRS Limit for care or treatment;

- normally not provided or made in the absence of insurance;
- received outside of the 50 United States and the District of Columbia;
- provided by a Nursing Home, Assisted Living Facility, Home Health Care Agency, or Adult Day Care Center that is owned and operated by a member of your or the insured's Immediate Family; or
- provided by a member of your or the insured's Immediate Family.

### Long-Term Care Rider - Tax Disclosure

This rider is intended to be a qualified long-term care insurance contract under IRC section 7702B. This rider has separate and identifiable premiums that must be paid (charges will not be taken against the policy's cash value). Monthly Benefit Payments paid under this rider are intended to be excludable from gross income under current federal tax law; however, there might be situations in which the benefits or premiums for this rider are taxable.

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 professional.

The Long-Term Care rider may vary by state. Please refer to the Outline of Coverage and specimen contract for complete details.

# 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

LifeCare Form: 24LifeCare

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### LifeCare 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.

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 LifeCare policy, an Indexed Universal Life policy with a Long-Term Care rider, which you are considering provides Death Benefit protection, long-term care coverage, and cash value growth potential. 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 Rider

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 Rider



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

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### Premiums You Pay

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 a total initial premium of \$100,000.00, and the premium payment period for this illustration is a single-pay. Total Planned Premium is the sum of all premiums including your indexed universal life policy planned premium and fixed Long-Term Care rider required premium. The Total Initial Premium breaks down as follows:

Total Initial Premium - \$100,000.00
Life Insurance Planned Premium – \$82,405.36
Long-Term Care Rider Premium – \$17,594.64

Paying less than the Total 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 to the policy and Long-Term Care Rider are sufficient to cover the Monthly Deduction and any other policy charges, as well as the total Long-Term Care rider required premiums. The Minimum Initial Premium is shown on the Basic Illustration Summary page and is the minimum premium needed to put the policy and rider in force. For each premium payment, we will apply the premium to the Long-Term Care rider based on the allocation percentage that has been calculated for your policy.

The allocation percentage can be changed by you upon written request. Any amounts allocated to the Long-Term Care rider that exceed the current required premium will be applied toward Long-Term Care rider premium that otherwise would be due for subsequent policy month(s).

Amounts will be allocated to the Long-Term Care Rider based on this percentage only until the total amount applied to the rider (including any excess amounts) equals the total amount of premiums due for the Long-Term Care Rider. Once the Long-Term Care Rider is fully paid up, any remaining premium and all future premium payments will be allocated 100% to the base policy.

Once the policy is in force, if you have not paid the Long-Term Care rider required premium and if you have sufficient policy value, we will take an Automatic Premium Loan to pay the rider premium. This feature is included automatically at policy issue, but you may opt-out by providing us a written request.

### Your Death Benefit

#### Death Benefit

This illustration reflects an initial Death Benefit of \$173,644 and an Initial Long-Term Care Benefit of \$350,841. The policy's Death Benefit will be the greater of the policy Face Amount or the Benefit Lock Amount. The Net Death Benefit reflects the reduction of the Death Benefit by any Policy Debt (total loans plus any loan interest due).

**Upon the death of the Insured, the Residual Death Benefit is the minimum amount payable to beneficiary.**

#### Benefit Lock Amount

The Benefit Lock feature will increase your policy's Death Benefit, and in turn, the policy's Long-Term Care Benefit Balance over time based on increases to the Policy Value due to positive market performance and payment of the

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

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planned premiums As scheduled.

At issue, the Benefit Lock Amount is equal to the Face Amount. Each year on the policy anniversary, it is recalculated as the higher of two values:

- The sum of the Policy Value multiplied by the Benefit Lock Factor Rate, plus the current Benefit Lock Amount adjusted for premiums paid; or,
- The current Benefit Lock Amount

The Benefit Lock Amount is reduced by Monthly Benefit Payments.

The Benefit Lock feature remains in effect until the earliest of the Life Insured's attained age 85, your written request to discontinue it, or any request to decrease the Face Amount. Once terminated, any previously earned Benefit Lock Amounts are retained, however going forward, the Benefit Lock Amount will no longer be recalculated, and the feature cannot be reinstated.

### Death Benefit Protection

This policy illustration shows the Death Benefit Protection feature guaranteeing the policy death benefit to the Life Insured's attained age 121.

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

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

**Like your Policy Value, the Death Benefit Protection Value is directly affected by the timing and amounts of premiums paid. To ensure that you have the Death Benefit Protection feature in effect for the period illustrated, it is important that premium payments are paid when they are due, otherwise your policy may lapse. Paying a different premium than illustrated may affect the attained age to which your policy's Death Benefit Protection feature guarantees the policy death benefit.**

For purposes of calculating your Death Benefit Protection Value, we will apply premiums retroactively to the beginning of the policy month in which they are received.

Death benefit option changes, loans, withdrawals, rider termination or change, and/or face amount decreases will also affect the Death Benefit Protection feature.

**If a policy loan is outstanding, the Death Benefit Protection feature will not prevent your policy from lapsing if the Net Policy Value falls to zero. The Death Benefit Protection Feature cannot be reinstated after it lapses.**

### 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



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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.

## The Indexed Accounts

The Indexed Accounts offered in the policy are the Select Capped Indexed Account, the High Capped Indexed Account and the Barclays Global MA Classic Indexed Account.

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 an 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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### 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 (BXIUS05)	0% / 50%
Barclays US 10yr Note Futures Index (BXIUS10)	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 (BXIJTJED)	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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Modified Endowment Contract Under TAMRA Starting In Year 1

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 Segment Term, a Participation Rate 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:

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%	32%	0.00%
High Capped	S&P 500	10.50 %	3.75%	100%	45%	1.98%
Barclays Global MA Classic	Barclays Global MA	N/A*	N/A	170% (20% minimum)	0%	0.00%

\* 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 Life Insurance Company (U.S.A.)

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

LifeCare Form: 24LifeCare

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

Presented By: Jack Lenenberg

### Illustration Assumptions

Client Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288  
Female - Preferred NonSmoker Face Amount \$173,644  
Age: 55 Initial Planned Premium: \$100,000.00 / Billing Mode: Annual  
Initial Assumed Status: Bronze Death Benefit Option 1; Cash Value Accumulation Test  
State: Massachusetts  
Based on Current Charges and Initial Assumed Segment Growth Rate of 5.21%  
Modified Endowment Contract Under TAMRA Starting In Year 1

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.

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 and index performance charge and show how the Indexed Accounts would perform under three different index returns. 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.

Index 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%	32%	0.00%	0.00%	0.00%	0.00%
High Capped	10.50 %	100%	45%	1.98%	0.00%	0.00%	-1.98%
Barclays Global MA Classic	N/A*	170%	0%	0.00%	0.00%	0.00%	0.00%

\* 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.

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

LifeCare Form: 24LifeCare

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

Presented By: Jack Lenenberg

### Illustration Assumptions

Client

Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288

Female - Preferred NonSmoker

Face Amount \$173,644

Age: 55

Initial Planned Premium: \$100,000.00 / Billing Mode: Annual

Initial Assumed Status: Bronze

Death Benefit Option 1; Cash Value Accumulation Test

State: Massachusetts

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.21%

Modified Endowment Contract Under TAMRA Starting In Year 1

### Index 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%	32%	0.00%	5.00%	6.60%	6.60%
High Capped	10.50 %	100%	45%	1.98%	5.00%	7.25%	5.27%
Barclays Global MA Classic	N/A*	170%	0%	0.00%	8.50%	8.50%	8.50%

\* 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.

### Index 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%	32%	0.00%	8.00%	10.56%	10.56%
High Capped	10.50 %	100%	45%	1.98%	10.50%	15.23%	13.25%
Barclays Global MA Classic	N/A*	170%	0%	0.00%	34.00%	34.00%	34.00%

\* 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.**

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

LifeCare Form: 24LifeCare

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

Presented By: Jack Lenenberg

Illustration Assumptions

Client	Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288
Female - Preferred NonSmoker	Face Amount \$173,644
Age: 55	Initial Planned Premium: \$100,000.00 / Billing Mode: Annual
Initial Assumed Status: Bronze	Death Benefit Option 1; Cash Value Accumulation Test
	State: Massachusetts
	Based on Current Charges and Initial Assumed Segment Growth Rate of 5.21%
	Modified Endowment Contract Under TAMRA Starting In Year 1

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.

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

The following table shows 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.



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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

LifeCare Form: 24LifeCare

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

Presented By: Jack Lenenberg

### Illustration Assumptions

Client Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288  
 Female - Preferred NonSmoker Face Amount \$173,644  
 Age: 55 Initial Planned Premium: \$100,000.00 / Billing Mode: Annual  
 Initial Assumed Status: Bronze Death Benefit Option 1; Cash Value Accumulation Test  
 State: Massachusetts  
 Based on Current Charges and Initial Assumed Segment Growth Rate of 5.21%  
 Modified Endowment Contract Under TAMRA Starting In Year 1

### Historical Performance of the S&P 500 Index

Year*	S&P 500 Index Point- to-Point Performance	Select Capped Indexed Account (8.0% cap)	High Capped Indexed Account (10.5% cap)
2004-2005	5.76%	7.60%	8.35%
2005-2006	12.00%	10.56%	15.23%
2006-2007	2.98%	3.93%	4.32%
2007-2008	-40.07%	0.00%	0.00%
2008-2009	26.64%	10.56%	15.23%
2009-2010	11.44%	10.56%	15.23%
2010-2011	-2.40%	0.00%	0.00%
2011-2012	16.65%	10.56%	15.23%
2012-2013	25.59%	10.56%	15.23%
2013-2014	12.79%	10.56%	15.23%
2014-2015	0.98%	1.29%	1.42%
2015-2016	11.44%	10.56%	15.23%
2016-2017	17.70%	10.56%	15.23%
2017-2018	-1.96%	0.00%	0.00%
2018-2019	21.88%	10.56%	15.23%
2019-2020	15.11%	10.56%	15.23%
2020-2021	27.05%	10.56%	15.23%
2021-2022	-13.78%	0.00%	0.00%
2022-2023	18.13%	10.56%	15.23%
2023-2024	28.21%	10.56%	15.23%
Average	9.81%	7.51%	10.60%

\* Source: S&P 500 Index Data from 12/14/2004 to 12/14/2024

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

LifeCare Form: 24LifeCare

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

Presented By: Jack Lenenberg

Illustration Assumptions

Client	Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288
Female - Preferred NonSmoker	Face Amount \$173,644
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	State: Massachusetts
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	Modified Endowment Contract Under TAMRA Starting In Year 1

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.

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

LifeCare Form: 24LifeCare

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

Presented By: Jack Lenenberg

## Illustration Assumptions

Client

Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288

Female - Preferred NonSmoker

Face Amount \$173,644

Age: 55

Initial Planned Premium: \$100,000.00 / Billing Mode: Annual

Initial Assumed Status: Bronze

Death Benefit Option 1; Cash Value Accumulation Test

State: Massachusetts

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.21%

Modified Endowment Contract Under TAMRA Starting In Year 1

## Historical Performance of the Barclays Global MA Index

Year*	Barclays Global MA Index Point-To-Point Performance	Barclays Global MA Classic (No Cap)
2006-2007	6.66%	11.32%
2007-2008	-10.68%	0.00%
2008-2009	12.83%	21.80%
2009-2010	12.63%	21.47%
2010-2011	11.93%	20.29%
2011-2012	10.39%	17.67%
2012-2013	15.20%	25.84%
2013-2014	13.97%	23.74%
2014-2015	-2.07%	0.00%
2015-2016	7.77%	13.21%
2016-2017	11.60%	19.71%
2017-2018	-2.30%	0.00%
2018-2019	17.69%	30.08%
2019-2020	8.43%	14.34%
2020-2021	2.60%	4.42%
2021-2022	-12.92%	0.00%
2022-2023	4.97%	8.45%
2023-2024	3.00%	5.10%
Average	6.21%	13.19%

\* Source: Barclays Global MA Index Data from 12/14/2006 to 12/14/2024

## 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

LifeCare Form: 24LifeCare

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

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### Illustration Assumptions

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Maximum Segment Growth Rate			
	Min	Average	Max
Benchmark Indexed Account	4.82%	7.18%	8.83%
Select Capped Indexed Account (8.0% Cap)	3.72%	5.26%	6.57%
High Capped Indexed Account (10.5% Cap)	4.42%	6.53%	8.00%
Barclays Global MA Classic 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 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. You may also be eligible to receive a Return of Premium of a percentage of the Long-Term Care rider premium upon surrender or lapse of the policy.

#### 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 on a proportionate basis. If illustrated, withdrawals are assumed to be taken at the beginning of the month.

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. An Automatic Premium Loan may also be taken to pay the required Long-Term Care rider premium as described in the Premiums You Pay section.

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

LifeCare Form: 24LifeCare

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

Presented By: Jack Lenenberg

### Illustration Assumptions

Client	Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288
Female - Preferred NonSmoker	Face Amount \$173,644
Age: 55	Initial Planned Premium: \$100,000.00 / Billing Mode: Annual
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	State: Massachusetts
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The maximum loan amount available is the policy's Cash Surrender Value at the time of request, less any existing Policy Debt, less Monthly Deductions through the remainder of the Policy Year, all multiplied by one minus the rate of Loan Interest Charged for a policy loan. Interest is charged on the outstanding Policy Debt, and in the event that you do not pay the Loan Interest Charged in any Policy Year, it will be borrowed against the policy and added to the Policy Debt in arrears at the Policy Anniversary.

If projected, policy loans are assumed to be taken at the beginning of the month, and the loan interest rate used in this policy illustration is shown in the Policy Summary. The illustrated values for the guaranteed assumption illustrations reflect the Maximum Loan Interest Charged Annual Rate of 15% and Index Segment Interest Credits of 0%. 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.

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.

The net cost of a 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 guaranteed not to exceed 15.0%. Loan interest is payable in arrears. The Loan Interest Credited Differential is guaranteed not to exceed 1.25% in years 1-10 and 0.25% in years 11+.

Taking a loan can have a negative impact on the policy and its guarantees.

### Other Policy Features and Benefits

#### Policy Continuation at Age 121

Provided your coverage is in effect on the policy anniversary nearest the date on which the Life Insured reaches attained age 121, coverage will continue thereafter. We will continue to credit interest to the Fixed Account, 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 professional regarding this issue.

#### Healthy Engagement Benefit Rider (Vitality PLUS)

The Healthy Engagement Benefit Rider provides the opportunity each year, beginning in policy year 2, to apply a multiplicative factor to your Death Benefit 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 Death Benefit Enhancement. Current Status Qualification Requirements can be found on [www.JohnHancockVitality.com](http://www.JohnHancockVitality.com).

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

LifeCare Form: 24LifeCare

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

Presented By: Jack Lenenberg

### Illustration Assumptions

Client	Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288
Female - Preferred NonSmoker	Face Amount \$173,644
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The rider is available for an additional charge of \$2 per month deducted from your Policy Value. This rider will be discontinued when the policy's available Death Benefit and any Enhanced Death Benefit have been fully accelerated under a rider attached to this policy. You may also make a written request to discontinue this rider at any time. Upon discontinuation, the rider charge will no longer be deducted from your Policy Value and no new Benefit Multipliers will be earned. As long as your policy remains in force, the Cumulative Benefit Multiplier will continue to be applied based on all previously-earned Benefit Multipliers. Access to incentives for the Life Insured will cease.

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 Death Benefit enhancements.

This illustration includes a hypothetical scenario that assumes the Life Insured earns the illustrated status in all years assuming maximum charges and a 0.00% rate of return.

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

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

### 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 professional.

#### Definition of Life Insurance

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

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

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.



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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

LifeCare Form: 24LifeCare

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

Presented By: Jack Lenenberg

### Illustration Assumptions

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	State: Massachusetts
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### Income Tax Treatment of Distributions from a Life Insurance Policy

#### Pre-death Distributions

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

A policyholder may access their Cash Surrender Value prior to death by surrendering the policy, by taking a withdrawal or by taking a loan. Certain rider charges are 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 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 professional 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. The initial annual 7-pay premium for this policy is \$11,241.00.

Based upon our current interpretation of TAMRA, this policy will become a MEC in year 1. If you wish to avoid MEC status, your representative can work with you in designing a plan which is within the limits set by TAMRA. For more information, please see the Modified Endowment Information Page.

#### Payment or Accelerations of Death Benefits

Subject to certain exceptions described in Employer-owned Life Insurance below, payments of the Death Benefit

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

LifeCare Form: 24LifeCare

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

Presented By: Jack Lenenberg

### Illustration Assumptions

Client	Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288
Female - Preferred NonSmoker	Face Amount \$173,644
Age: 55	Initial Planned Premium: \$100,000.00 / Billing Mode: Annual
Initial Assumed Status: Bronze	Death Benefit Option 1; Cash Value Accumulation Test
	State: Massachusetts
	Based on Current Charges and Initial Assumed Segment Growth Rate of 5.21%
	Modified Endowment Contract Under TAMRA Starting In Year 1

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

### Employer-owned Life Insurance

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

### Other Considerations

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

### 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.

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

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

## A LIFE INSURANCE POLICY ILLUSTRATION

### A Flexible Premium Universal Life Insurance Policy

#### Basic Illustration Summary

LifeCare Form: 24LifeCare

Presented By: Jack Lenenberg

#### Illustration Assumptions

Client Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288  
Female - Preferred NonSmoker Face Amount \$173,644  
Age: 55 Initial Planned Premium: \$100,000.00 / Billing Mode: Annual  
Initial Assumed Status: Bronze Death Benefit Option 1; Cash Value Accumulation Test  
State: Massachusetts  
Based on Current Charges and Initial Assumed Segment Growth Rate of 5.21%  
Modified Endowment Contract Under TAMRA Starting In Year 1

#### Coverage Summary

Coverage Description	Initial Amount	Initial Premium
Initial Death Benefit	\$173,644	\$100,000.00
Initial Long-Term Care Benefit Balance	\$347,288	
Initial Maximum Monthly Long-Term Care Benefit	\$7,235	
Healthy Engagement Rider		
Couples Discount		

#### Policy Summary

State	Massachusetts	
Benefit Duration	4 Years	
Death Benefit Option	1	From 1 Thru 66
Definition of Life Insurance	CVAT	
Payment Mode	Annual	
Charges	Current	
<b>Assumed Segment Growth Rate****</b>		
Assumed Select Capped Indexed Segment Growth Rate	5.21%	From 1 Thru 66
Assumed High Capped Indexed Segment Growth Rate	6.23%	From 1 Thru 66
Assumed Barclays Global MA Classic Indexed Segment Growth Rate	6.99%	From 1 Thru 66
Assumed Fixed Account Rate	5.60%	From 1 Thru 66
Loan Interest Rate	6.45%	From 1 Thru 66
Owner Tax Bracket	35.00%	From 1 Thru 66
Initial 7-Pay Premium	\$11,241.00	
Target Premium	\$6,397.36	
Minimum Initial Life Premium	\$117.05	
Minimum Initial Long-Term Care Premium	\$1,466.22	
Total Minimum Initial Premium	\$1,583.27	
Death Benefit Protection Period	66 Years	
Based on Illustrated Assumptions		
Assumed Status	Bronze	
Illustration Serial Number	F1C1957FB	

# 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)

LifeCare Form: 24LifeCare

Presented By: Jack Lenenberg

#### Illustration Assumptions

Client Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288  
Female - Preferred NonSmoker Face Amount \$173,644  
Age: 55 Initial Planned Premium: \$100,000.00 / Billing Mode: Annual  
Initial Assumed Status: Bronze Death Benefit Option 1; Cash Value Accumulation Test  
State: Massachusetts  
Based on Current Charges and Initial Assumed Segment Growth Rate of 5.21%  
Modified Endowment Contract Under TAMRA Starting In Year 1

#### Initial Premium Allocation Table

	Initial Premium Allocation	Non-Guaranteed Initial Segment Growth Rate /Fixed Account Rate	****
Select Capped Indexed Account	100%	5.21%	
High Capped Indexed Account	0%	6.23%	
Barclays Global MA Classic Indexed Account	0%	6.99%	
Fixed Account	0%	5.60%	

#### Interest Adjusted Indexes on Insured at 5%

	-----Payment----- 10 Year 20 Year		-----Cost----- 10 Year 20 Year	
Guaranteed	71.03	44.01	52.96	38.77
Current	71.03	42.47	33.61	20.76
Non-guaranteed Element	0.00	1.54	19.35	18.01

#### 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.

\*\*\*\* Illustrated values for all non-guaranteed assumption illustrations reflect the application of the guaranteed Indexed Account Multiplier, where applicable, to the Segment Growth Rate and, as a result, such illustrated values will be greater than if the illustrated values only reflected the Segment Growth Rate. The guaranteed Indexed Account Multiplier for the Select Capped Indexed Account is 32%. The guaranteed Indexed Account Multiplier for High Capped Indexed Account is 45%. Barclay's Global MA Classic Indexed Account does 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.

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

## A LIFE INSURANCE POLICY ILLUSTRATION

### A Flexible Premium Universal Life Insurance Policy

#### Numeric Summary

LifeCare Form: 24LifeCare

Presented By: Jack Lenenberg

#### Illustration Assumptions

##### Client

Female - Preferred NonSmoker

Age: 55

Initial Assumed Status: Bronze

Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288

Face Amount \$173,644

Initial Planned Premium: \$100,000.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Massachusetts

Modified Endowment Contract Under TAMRA Starting In Year 1

#### 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 age 121\*.

#### NON-GUARANTEED ASSUMPTIONS

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

#### ASSUMED SCALE:

Policy benefits and values are based on the initial assumed Segment Growth Rate 5.21% and current charges. Based on your Planned Premium Outlay, the policy would remain in force until age 121\*.

#### MIDPOINT SCALE:

Assumes the midpoint interest rate and charges which are halfway between assumed and guaranteed. Based on your Planned Premium Outlay, the policy would remain in force until age 121\*.

SUMMARY YEARS	GUARANTEED ASSUMPTIONS	NON-GUARANTEED ASSUMPTIONS	
		Midpoint Scale	Assumed Scale
Years Premium Paid in Cash	1	1	1
Summary Year 5			
Net Surrender Value	43,545	52,995	63,732
Net Death Benefit	173,644	175,727	201,560
Summary Year 10			
Net Surrender Value	41,444	60,700	85,817
Net Death Benefit	173,644	175,727	234,403
Summary Year 20			
Net Surrender Value	31,588	71,951	135,654
Net Death Benefit	173,644	175,727	289,636
Summary Age 70			
Net Surrender Value	37,648	66,973	109,817
Net Death Benefit	173,644	175,727	264,210

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

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

#### Representative's Address:

Jack Lenenberg  
License Number: 3524868  
312 Maxwell Rd.  
Suite 400  
Alpharetta, GA 30009  
800-891-5824

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

LifeCare Form: 24LifeCare

Presented By: Jack Lenenberg

### Illustration Assumptions

Client

Female - Preferred NonSmoker

Age: 55

Initial Assumed Status: Bronze

Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288

Face Amount \$173,644

Initial Planned Premium: \$100,000.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Massachusetts

Based on Guaranteed Charges and a Guaranteed Rate of 0.00%

Modified Endowment Contract Under TAMRA Starting In Year 1

Policy Year	Age	Planned Premium	Policy Value	Cash Surrender Value	Death Benefit	Benefit Balance (for LTC)	Maximum Monthly Benefit Amount	Annualized Max Monthly Benefit Amount	Death Benefit IRR	Benefit Balance (for LTC) IRR
1	56	100,000	51,479	46,494	173,644	347,288	7,235	86,822	73.64%	247.29%
2	57	0	49,427	45,594	173,644	347,288	7,235	86,822	31.77%	86.36%
3	58	0	47,406	44,687	173,644	347,288	7,235	86,822	20.20%	51.44%
4	59	0	45,412	43,772	173,644	347,288	7,235	86,822	14.79%	36.51%
5	60	0	43,442	43,545	173,644	347,288	7,235	86,822	11.67%	28.27%
6	61	0	41,314	43,193	173,644	347,288	7,235	86,822	9.63%	23.06%
7	62	0	39,195	42,812	173,644	347,288	7,235	86,822	8.20%	19.47%
8	63	0	37,078	42,398	173,644	347,288	7,235	86,822	7.14%	16.84%
9	64	0	34,959	41,943	173,644	347,288	7,235	86,822	6.32%	14.84%
10	65	0	32,830	41,444	173,644	347,288	7,235	86,822	5.67%	13.26%
Totals:		100,000								
11	66	0	31,484	40,855	173,644	347,288	7,235	86,822	5.14%	11.98%
12	67	0	30,109	40,140	173,644	347,288	7,235	86,822	4.71%	10.93%
13	68	0	28,698	39,372	173,644	347,288	7,235	86,822	4.34%	10.05%
14	69	0	27,245	38,544	173,644	347,288	7,235	86,822	4.02%	9.30%
15	70	0	25,741	37,648	173,644	347,288	7,235	86,822	3.75%	8.65%
16	71	0	24,172	36,672	173,644	347,288	7,235	86,822	3.51%	8.09%
17	72	0	22,523	35,598	173,644	347,288	7,235	86,822	3.30%	7.60%
18	73	0	20,770	34,409	173,644	347,288	7,235	86,822	3.11%	7.16%
19	74	0	18,891	33,080	173,644	347,288	7,235	86,822	2.95%	6.77%
20	75	0	16,858	31,588	173,644	347,288	7,235	86,822	2.80%	6.42%
Totals:		100,000								
21	76	0	14,639	29,900	173,644	347,288	7,235	86,822	2.66%	6.11%
22	77	0	12,196	27,981	173,644	347,288	7,235	86,822	2.54%	5.82%
23	78	0	9,481	25,785	173,644	347,288	7,235	86,822	2.43%	5.56%
24	79	0	6,432	23,254	173,644	347,288	7,235	86,822	2.32%	5.32%
25	80	0	2,963	20,306	173,644	347,288	7,235	86,822	2.23%	5.10%
26	81	0	0	16,853	173,644	347,288	7,235	86,822	2.14%	4.90%
27	82	0	0	12,750	173,644	347,288	7,235	86,822	2.06%	4.72%
28	83	0	0	7,937	173,644	347,288	7,235	86,822	1.99%	4.55%
29	84	0	0	2,280	173,644	347,288	7,235	86,822	1.92%	4.39%
30	85	0	0	0	173,644	347,288	7,235	86,822	1.85%	4.24%
Totals:		100,000								

The IRR on Benefit Balance 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 Benefit Balance 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

Illustration Based on Guaranteed Assumptions (cont'd)

LifeCare Form: 24LifeCare

Presented By: Jack Lenenberg

### Illustration Assumptions

Client Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288  
 Female - Preferred NonSmoker Face Amount \$173,644  
 Age: 55 Initial Planned Premium: \$100,000.00 / Billing Mode: Annual  
 Initial Assumed Status: Bronze Death Benefit Option 1; Cash Value Accumulation Test  
 State: Massachusetts  
 Based on Guaranteed Charges and a Guaranteed Rate of 0.00%  
 Modified Endowment Contract Under TAMRA Starting In Year 1

Policy Year	Age	Planned Premium	Policy Value	Cash Surrender Value	Death Benefit	Benefit Balance (for LTC)	Maximum Monthly Benefit Amount	Annualized Max Monthly Benefit Amount	Death Benefit IRR	Benefit Balance (for LTC) IRR
31	86	0	0	0	173,644	347,288	7,235	86,822	1.79%	4.10%
32	87	0	0	0	173,644	347,288	7,235	86,822	1.74%	3.97%
33	88	0	0	0	173,644	347,288	7,235	86,822	1.68%	3.84%
34	89	0	0	0	173,644	347,288	7,235	86,822	1.63%	3.73%
35	90	0	0	0	173,644	347,288	7,235	86,822	1.59%	3.62%
36	91	0	0	0	173,644	347,288	7,235	86,822	1.54%	3.52%
37	92	0	0	0	173,644	347,288	7,235	86,822	1.50%	3.42%
38	93	0	0	0	173,644	347,288	7,235	86,822	1.46%	3.33%
39	94	0	0	0	173,644	347,288	7,235	86,822	1.42%	3.24%
40	95	0	0	0	173,644	347,288	7,235	86,822	1.39%	3.16%

Totals: 100,000

41	96	0	0	0	173,644	347,288	7,235	86,822	1.35%	3.08%
42	97	0	0	0	173,644	347,288	7,235	86,822	1.32%	3.01%
43	98	0	0	0	173,644	347,288	7,235	86,822	1.29%	2.94%
44	99	0	0	0	173,644	347,288	7,235	86,822	1.26%	2.87%
45	100	0	0	0	173,644	347,288	7,235	86,822	1.23%	2.80%
46	101	0	0	0	173,644	347,288	7,235	86,822	1.21%	2.74%
47	102	0	0	0	173,644	347,288	7,235	86,822	1.18%	2.68%
48	103	0	0	0	173,644	347,288	7,235	86,822	1.15%	2.63%
49	104	0	0	0	173,644	347,288	7,235	86,822	1.13%	2.57%
50	105	0	0	0	173,644	347,288	7,235	86,822	1.11%	2.52%

Totals: 100,000

51	106	0	0	0	173,644	347,288	7,235	86,822	1.09%	2.47%
52	107	0	0	0	173,644	347,288	7,235	86,822	1.07%	2.42%
53	108	0	0	0	173,644	347,288	7,235	86,822	1.05%	2.38%
54	109	0	0	0	173,644	347,288	7,235	86,822	1.03%	2.33%
55	110	0	0	0	173,644	347,288	7,235	86,822	1.01%	2.29%
56	111	0	0	0	173,644	347,288	7,235	86,822	0.99%	2.25%
57	112	0	0	0	173,644	347,288	7,235	86,822	0.97%	2.21%
58	113	0	0	0	173,644	347,288	7,235	86,822	0.95%	2.17%
59	114	0	0	0	173,644	347,288	7,235	86,822	0.94%	2.13%
60	115	0	0	0	173,644	347,288	7,235	86,822	0.92%	2.10%

Totals: 100,000

The IRR on Benefit Balance 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 Benefit Balance 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

Illustration Based on Guaranteed Assumptions (cont'd)

LifeCare Form: 24LifeCare

Presented By: Jack Lenenberg

### Illustration Assumptions

Client

Female - Preferred NonSmoker

Age: 55

Initial Assumed Status: Bronze

Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288

Face Amount \$173,644

Initial Planned Premium: \$100,000.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Massachusetts

Based on Guaranteed Charges and a Guaranteed Rate of 0.00%

Modified Endowment Contract Under TAMRA Starting In Year 1

Policy Year	Age	Planned Premium	Policy Value	Cash Surrender Value	Death Benefit	Benefit Balance (for LTC)	Maximum Monthly Benefit Amount	Annualized Max Monthly Benefit Amount	Death Benefit IRR	Benefit Balance (for LTC) IRR
61	116	0	0	0	173,644	347,288	7,235	86,822	0.91%	2.06%
62	117	0	0	0	173,644	347,288	7,235	86,822	0.89%	2.03%
63	118	0	0	0	173,644	347,288	7,235	86,822	0.88%	1.99%
64	119	0	0	0	173,644	347,288	7,235	86,822	0.86%	1.96%
65	120	0	0	0	173,644	347,288	7,235	86,822	0.85%	1.93%
66	121	0	0	0	173,644	347,288	7,235	86,822	0.84%	1.90%
67	122	0	0	0	173,644	347,288	7,235	86,822	0.83%	1.87%
68	123	0	0	0	173,644	347,288	7,235	86,822	0.81%	1.85%
69	124	0	0	0	173,644	347,288	7,235	86,822	0.80%	1.82%
70	125	0	0	0	173,644	347,288	7,235	86,822	0.79%	1.79%

Totals: 100,000

The IRR on Benefit Balance 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 Benefit Balance of the policy.

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

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Illustration Based on Nonguaranteed Assumptions

LifeCare Form: 24LifeCare

Presented By: Jack Lenenberg

### Illustration Assumptions

Client

Female - Preferred NonSmoker

Age: 55

Initial Assumed Status: Bronze

Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288

Face Amount \$173,644

Initial Planned Premium: \$100,000.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Massachusetts

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.21%

Modified Endowment Contract Under TAMRA Starting In Year 1

Policy Year	Age	Planned Premium	Policy Value	Cash Surrender Value	Death Benefit	Benefit Balance (for LTC)	Maximum Monthly Benefit Amount	Annualized Max Monthly Benefit Amount	Death Benefit IRR	Benefit Balance (for LTC) IRR
1	56	100,000	56,171	50,147	175,420	350,841	7,309	87,710	75.42%	250.84%
2	57	0	58,952	53,081	181,354	362,707	7,556	90,677	34.67%	90.45%
3	58	0	61,915	56,199	187,577	375,154	7,816	93,789	23.33%	55.38%
4	59	0	65,070	59,514	194,706	389,413	8,113	97,353	18.13%	40.48%
5	60	0	68,428	63,732	201,560	403,120	8,398	100,780	15.05%	32.16%
6	61	0	71,553	67,781	208,724	417,448	8,697	104,362	13.05%	26.89%
7	62	0	74,853	72,006	214,832	429,665	8,951	107,416	11.54%	23.15%
8	63	0	78,338	76,415	221,151	442,302	9,215	110,575	10.43%	20.42%
9	64	0	82,015	81,015	227,676	455,352	9,486	113,838	9.57%	18.34%
10	65	0	85,893	85,817	234,403	468,807	9,767	117,202	8.89%	16.71%
Totals:		100,000								
11	66	0	90,243	90,243	241,055	482,110	10,044	120,527	8.33%	15.37%
12	67	0	94,800	94,800	246,941	493,882	10,289	123,470	7.82%	14.24%
13	68	0	99,575	99,575	251,831	503,662	10,493	125,916	7.36%	13.24%
14	69	0	104,578	104,578	257,549	515,099	10,731	128,775	6.99%	12.42%
15	70	0	109,817	109,817	264,210	528,421	11,009	132,105	6.69%	11.74%
16	71	0	114,579	114,579	269,762	539,523	11,240	134,881	6.40%	11.11%
17	72	0	119,549	119,549	274,625	549,250	11,443	137,312	6.12%	10.54%
18	73	0	124,713	124,713	279,354	558,707	11,640	139,677	5.87%	10.03%
19	74	0	130,079	130,079	283,932	567,863	11,830	141,966	5.65%	9.57%
20	75	0	135,654	135,654	289,636	579,272	12,068	144,818	5.46%	9.18%
Totals:		100,000								
21	76	0	140,527	140,527	293,855	587,710	12,244	146,927	5.27%	8.80%
22	77	0	145,513	145,513	297,299	594,598	12,387	148,650	5.08%	8.44%
23	78	0	150,615	150,615	300,497	600,995	12,521	150,249	4.90%	8.11%
24	79	0	155,853	155,853	304,967	609,934	12,707	152,483	4.75%	7.82%
25	80	0	161,184	161,184	307,664	615,328	12,819	153,832	4.60%	7.54%
26	81	0	166,634	166,634	311,671	623,342	12,986	155,835	4.47%	7.29%
27	82	0	172,139	172,139	315,357	630,714	13,140	157,678	4.34%	7.06%
28	83	0	177,673	177,673	318,672	637,343	13,278	159,336	4.22%	6.84%
29	84	0	183,272	183,272	323,436	646,873	13,477	161,718	4.13%	6.65%
30	85	0	188,884	188,884	327,899	655,799	13,662	163,950	4.04%	6.47%
Totals:		100,000								

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

LifeCare Form: 24LifeCare

Illustration Based on Nonguaranteed Assumptions (cont'd)

Presented By: Jack Lenenberg

### Illustration Assumptions

Client Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288  
 Female - Preferred NonSmoker Face Amount \$173,644  
 Age: 55 Initial Planned Premium: \$100,000.00 / Billing Mode: Annual  
 Initial Assumed Status: Bronze Death Benefit Option 1; Cash Value Accumulation Test  
 State: Massachusetts  
 Based on Current Charges and Initial Assumed Segment Growth Rate of 5.21%  
 Modified Endowment Contract Under TAMRA Starting In Year 1

Policy Year	Age	Planned Premium	Policy Value	Cash Surrender Value	Death Benefit	Benefit Balance (for LTC)	Maximum Monthly Benefit Amount	Annualized Max Monthly Benefit Amount	Death Benefit IRR	Benefit Balance (for LTC) IRR
31	86	0	194,488	194,488	327,899	655,799	13,662	163,950	3.90%	6.25%
32	87	0	200,355	200,355	327,899	655,799	13,662	163,950	3.78%	6.05%
33	88	0	206,571	206,571	327,899	655,799	13,662	163,950	3.66%	5.86%
34	89	0	213,245	213,245	327,899	655,799	13,662	163,950	3.55%	5.69%
35	90	0	220,554	220,554	327,899	655,799	13,662	163,950	3.45%	5.52%
36	91	0	228,747	228,747	327,899	655,799	13,662	163,950	3.35%	5.36%
37	92	0	238,180	238,180	327,899	655,799	13,662	163,950	3.26%	5.21%
38	93	0	248,089	248,089	327,899	655,799	13,662	163,950	3.17%	5.07%
39	94	0	258,417	258,417	327,899	655,799	13,662	163,950	3.09%	4.94%
40	95	0	269,183	269,183	327,899	655,799	13,662	163,950	3.01%	4.81%

Totals: 100,000

41	96	0	280,405	280,405	327,899	655,799	13,662	163,950	2.94%	4.69%
42	97	0	292,103	292,103	327,899	655,799	13,662	163,950	2.87%	4.58%
43	98	0	304,297	304,297	327,899	655,799	13,662	163,950	2.80%	4.47%
44	99	0	317,007	317,007	327,899	655,799	13,662	163,950	2.73%	4.37%
45	100	0	330,255	330,255	330,255	655,799	13,662	163,950	2.69%	4.27%
46	101	0	344,065	344,065	344,065	655,799	13,662	163,950	2.72%	4.17%
47	102	0	358,461	358,461	358,461	655,799	13,662	163,950	2.75%	4.08%
48	103	0	373,466	373,466	373,466	655,799	13,662	163,950	2.78%	3.99%
49	104	0	389,107	389,107	389,107	655,799	13,662	163,950	2.81%	3.91%
50	105	0	405,410	405,410	405,410	655,799	13,662	163,950	2.84%	3.83%

Totals: 100,000

51	106	0	422,405	422,405	422,405	655,799	13,662	163,950	2.86%	3.76%
52	107	0	440,119	440,119	440,119	655,799	13,662	163,950	2.89%	3.68%
53	108	0	458,585	458,585	458,585	655,799	13,662	163,950	2.91%	3.61%
54	109	0	477,832	477,832	477,832	655,799	13,662	163,950	2.94%	3.54%
55	110	0	497,895	497,895	497,895	655,799	13,662	163,950	2.96%	3.48%
56	111	0	518,809	518,809	518,809	655,799	13,662	163,950	2.98%	3.41%
57	112	0	540,608	540,608	540,608	655,799	13,662	163,950	3.00%	3.35%
58	113	0	563,331	563,331	563,331	655,799	13,662	163,950	3.02%	3.29%
59	114	0	587,017	587,017	587,017	655,799	13,662	163,950	3.04%	3.24%
60	115	0	611,707	611,707	611,707	655,799	13,662	163,950	3.06%	3.18%

Totals: 100,000

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# 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)

LifeCare Form: 24LifeCare

Presented By: Jack Lenenberg

### Illustration Assumptions

Client

Female - Preferred NonSmoker

Age: 55

Initial Assumed Status: Bronze

Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288

Face Amount \$173,644

Initial Planned Premium: \$100,000.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Massachusetts

Based on Current Charges and Initial Assumed Segment Growth Rate of 5.21%

Modified Endowment Contract Under TAMRA Starting In Year 1

Policy Year	Age	Planned Premium	Policy Value	Cash Surrender Value	Death Benefit	Benefit Balance (for LTC)	Maximum Monthly Benefit Amount	Annualized Max Monthly Benefit Amount	Death Benefit IRR	Benefit Balance (for LTC) IRR
61	116	0	637,442	637,442	637,442	655,799	13,662	163,950	3.08%	3.13%
62	117	0	664,268	664,268	664,268	655,799	13,662	163,950	3.10%	3.08%
63	118	0	692,231	692,231	692,231	655,799	13,662	163,950	3.12%	3.03%
64	119	0	721,379	721,379	721,379	655,799	13,662	163,950	3.13%	2.98%
65	120	0	751,762	751,762	751,762	655,799	13,662	163,950	3.15%	2.93%
66	121	0	783,432	783,432	783,432	655,799	13,662	163,950	3.17%	2.89%
67	122	0	816,627	816,627	816,627	655,799	13,662	163,950	3.18%	2.85%
68	123	0	851,229	851,229	851,229	655,799	13,662	163,950	3.20%	2.80%
69	124	0	887,298	887,298	887,298	655,799	13,662	163,950	3.21%	2.76%
70	125	0	924,894	924,894	887,298	655,799	13,662	163,950	3.17%	2.72%

Totals: 100,000

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Platinum Assumptions

LifeCare Form: 24LifeCare

Presented By: Jack Lenenberg

### Illustration Assumptions

Client Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288  
 Female - Preferred NonSmoker Face Amount \$173,644  
 Age: 55 Initial Planned Premium: \$100,000.00 / Billing Mode: Annual  
 Assumed Status All Years: Platinum Death Benefit Option 1; Cash Value Accumulation Test  
 State: Massachusetts  
 Based on Current Charges and Initial Assumed Segment Growth Rate of 5.21%  
 Modified Endowment Contract Under TAMRA Starting In Year 1

Policy Year	Age	Planned Premium	Policy Value	Cash Surrender Value	Death Benefit	Benefit Balance (for LTC)	Maximum Monthly Benefit Amount	Annualized Max Monthly Benefit Amount	Death Benefit IRR	Benefit Balance (for LTC) IRR
1	56	100,000	56,171	50,147	176,333	352,665	7,347	88,166	76.33%	252.67%
2	57	0	58,952	53,081	183,240	366,479	7,635	91,620	35.37%	91.44%
3	58	0	61,915	56,199	190,503	381,007	7,938	95,252	23.97%	56.19%
4	59	0	65,070	59,514	198,756	397,513	8,282	99,378	18.74%	41.20%
5	60	0	68,428	63,732	206,800	413,601	8,617	103,400	15.64%	32.84%
6	61	0	71,553	67,781	215,236	430,472	8,968	107,618	13.63%	27.54%
7	62	0	74,853	72,006	222,652	445,305	9,277	111,326	12.11%	23.78%
8	63	0	78,338	76,415	230,351	460,702	9,598	115,175	10.99%	21.04%
9	64	0	82,015	81,015	238,331	476,662	9,930	119,166	10.13%	18.95%
10	65	0	85,893	85,817	246,592	493,185	10,275	123,296	9.45%	17.30%
Totals:		100,000								
11	66	0	90,243	90,243	254,843	509,686	10,618	127,422	8.88%	15.96%
12	67	0	94,800	94,800	262,350	524,700	10,931	131,175	8.37%	14.81%
13	68	0	99,575	99,575	268,855	537,709	11,202	134,427	7.90%	13.81%
14	69	0	104,578	104,578	276,299	552,598	11,512	138,150	7.53%	12.99%
15	70	0	109,817	109,817	284,819	569,638	11,867	142,409	7.23%	12.30%
16	71	0	114,579	114,579	292,206	584,412	12,175	146,103	6.93%	11.67%
17	72	0	119,549	119,549	298,902	597,803	12,454	149,451	6.65%	11.09%
18	73	0	124,713	124,713	305,501	611,002	12,729	152,751	6.40%	10.58%
19	74	0	130,079	130,079	311,984	623,968	12,999	155,992	6.17%	10.12%
20	75	0	135,654	135,654	319,758	639,516	13,323	159,879	5.98%	9.72%
Totals:		100,000								
21	76	0	140,527	140,527	325,944	651,888	13,581	162,972	5.79%	9.34%
22	77	0	145,513	145,513	331,310	662,620	13,805	165,655	5.59%	8.98%
23	78	0	150,615	150,615	336,437	672,874	14,018	168,218	5.42%	8.64%
24	79	0	155,853	155,853	341,563	683,126	14,232	170,781	5.25%	8.33%
25	80	0	161,184	161,184	344,584	689,168	14,358	172,292	5.07%	8.03%
26	81	0	166,634	166,634	349,072	698,143	14,545	174,536	4.92%	7.76%
27	82	0	172,139	172,139	353,200	706,400	14,717	176,600	4.78%	7.51%
28	83	0	177,673	177,673	356,912	713,825	14,871	178,456	4.65%	7.27%
29	84	0	183,272	183,272	362,249	724,497	15,094	181,124	4.54%	7.07%
30	85	0	188,884	188,884	367,247	734,494	15,302	183,624	4.43%	6.87%
Totals:		100,000								

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Platinum Assumptions (cont'd)

LifeCare Form: 24LifeCare

Presented By: Jack Lenenberg

### Illustration Assumptions

Client Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288  
 Female - Preferred NonSmoker Face Amount \$173,644  
 Age: 55 Initial Planned Premium: \$100,000.00 / Billing Mode: Annual  
 Assumed Status All Years: Platinum Death Benefit Option 1; Cash Value Accumulation Test  
 State: Massachusetts  
 Based on Current Charges and Initial Assumed Segment Growth Rate of 5.21%  
 Modified Endowment Contract Under TAMRA Starting In Year 1

Policy Year	Age	Planned Premium	Policy Value	Cash Surrender Value	Death Benefit	Benefit Balance (for LTC)	Maximum Monthly Benefit Amount	Annualized Max Monthly Benefit Amount	Death Benefit IRR	Benefit Balance (for LTC) IRR
31	86	0	194,488	194,488	367,247	734,494	15,302	183,624	4.28%	6.64%
32	87	0	200,355	200,355	367,247	734,494	15,302	183,624	4.15%	6.43%
33	88	0	206,571	206,571	367,247	734,494	15,302	183,624	4.02%	6.23%
34	89	0	213,245	213,245	367,247	734,494	15,302	183,624	3.90%	6.04%
35	90	0	220,554	220,554	367,247	734,494	15,302	183,624	3.79%	5.86%
36	91	0	228,747	228,747	367,247	734,494	15,302	183,624	3.68%	5.69%
37	92	0	238,180	238,180	367,247	734,494	15,302	183,624	3.58%	5.54%
38	93	0	248,089	248,089	367,247	734,494	15,302	183,624	3.48%	5.39%
39	94	0	258,417	258,417	367,247	734,494	15,302	183,624	3.39%	5.24%
40	95	0	269,183	269,183	367,247	734,494	15,302	183,624	3.30%	5.11%
Totals:		100,000								
41	96	0	280,405	280,405	367,247	734,494	15,302	183,624	3.22%	4.98%
42	97	0	292,103	292,103	367,247	734,494	15,302	183,624	3.14%	4.86%
43	98	0	304,297	304,297	367,247	734,494	15,302	183,624	3.07%	4.75%
44	99	0	317,007	317,007	367,247	734,494	15,302	183,624	3.00%	4.64%
45	100	0	330,255	330,255	369,603	734,494	15,302	183,624	2.95%	4.53%
46	101	0	344,065	344,065	383,413	734,494	15,302	183,624	2.96%	4.43%
47	102	0	358,461	358,461	397,808	734,494	15,302	183,624	2.98%	4.33%
48	103	0	373,466	373,466	412,814	734,494	15,302	183,624	3.00%	4.24%
49	104	0	389,107	389,107	428,455	734,494	15,302	183,624	3.01%	4.15%
50	105	0	405,410	405,410	444,758	734,494	15,302	183,624	3.03%	4.07%
Totals:		100,000								
51	106	0	422,405	422,405	461,753	734,494	15,302	183,624	3.04%	3.99%
52	107	0	440,119	440,119	479,467	734,494	15,302	183,624	3.06%	3.91%
53	108	0	458,585	458,585	497,933	734,494	15,302	183,624	3.07%	3.83%
54	109	0	477,832	477,832	517,180	734,494	15,302	183,624	3.09%	3.76%
55	110	0	497,895	497,895	537,243	734,494	15,302	183,624	3.10%	3.69%
56	111	0	518,809	518,809	558,157	734,494	15,302	183,624	3.12%	3.62%
57	112	0	540,608	540,608	579,956	734,494	15,302	183,624	3.13%	3.56%
58	113	0	563,331	563,331	602,679	734,494	15,302	183,624	3.14%	3.50%
59	114	0	587,017	587,017	626,365	734,494	15,302	183,624	3.16%	3.44%
60	115	0	611,707	611,707	651,055	734,494	15,302	183,624	3.17%	3.38%
Totals:		100,000								

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Platinum Assumptions (cont'd)

LifeCare Form: 24LifeCare

Presented By: Jack Lenenberg

### Illustration Assumptions

Client Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288  
Female - Preferred NonSmoker Face Amount \$173,644  
Age: 55 Initial Planned Premium: \$100,000.00 / Billing Mode: Annual  
Assumed Status All Years: Platinum Death Benefit Option 1; Cash Value Accumulation Test  
State: Massachusetts  
Based on Current Charges and Initial Assumed Segment Growth Rate of 5.21%  
Modified Endowment Contract Under TAMRA Starting In Year 1

Policy Year	Age	Planned Premium	Policy Value	Cash Surrender Value	Death Benefit	Benefit Balance (for LTC)	Maximum Monthly Benefit Amount	Annualized Max Monthly Benefit Amount	Death Benefit IRR	Benefit Balance (for LTC) IRR
61	116	0	637,442	637,442	676,790	734,494	15,302	183,624	3.18%	3.32%
62	117	0	664,268	664,268	703,616	734,494	15,302	183,624	3.20%	3.27%
63	118	0	692,231	692,231	731,579	734,494	15,302	183,624	3.21%	3.21%
64	119	0	721,379	721,379	760,727	734,494	15,302	183,624	3.22%	3.16%
65	120	0	751,762	751,762	791,110	734,494	15,302	183,624	3.23%	3.11%
66	121	0	783,432	783,432	822,780	734,494	15,302	183,624	3.24%	3.07%

Totals: 100,000

The IRR on Benefit Balance 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 Benefit Balance 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  
Modified Endowment Information Page

LifeCare Form: 24LifeCare

Presented By: Jack Lenenberg

### Illustration Assumptions

Client Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288  
Female - Preferred NonSmoker Face Amount \$173,644  
Age: 55 Initial Planned Premium: \$100,000.00 / Billing Mode: Annual  
Initial Assumed Status: Bronze Death Benefit Option 1; Cash Value Accumulation Test  
State: Massachusetts  
Based on Current Charges and Initial Assumed Segment Growth Rate of 5.21%  
Modified Endowment Contract Under TAMRA Starting In Year 1

### The Technical and Miscellaneous Revenue Act

(TAMRA) is a law that was established to determine the tax consequences of income received from a life insurance policy during the lifetime of the insured. TAMRA makes a distinction, based upon the amount of premium paid, between a policy purchased primarily for a death benefit from one that was purchased primarily as an investment.

A policy that is funded in excess of the 7-pay premium limits is considered to be a "Modified Endowment Contract" or MEC. While all life insurance policies have numerous tax advantages, living benefit distributions from a MEC are taxed less favorably than those from non-MECs.

Based upon our current interpretation of TAMRA, this policy will become a MEC in year 1 because you will have paid more than the 7-pay premium limit during the first 7 years. The 7-pay premium summary below illustrates this.

If you wish to avoid MEC status, your marketing representative can work with you in designing a plan which is within the limits set by TAMRA.

### Initial 7-Pay Premium Test

- Based on Lowest Death Benefit of \$173,644 in Year 1
- 7-Pay Premium \$11,241.00

Year	Annual Premium Paid	Cumulative Premium Paid for 7-Pay Test	Cumulative 7-Pay Premium	MEC?
1	100,000.00	82,405.36	11,241.00	Yes
2	0.00	0.00	22,482.00	Yes
3	0.00	0.00	33,723.00	Yes
4	0.00	0.00	44,964.00	Yes
5	0.00	0.00	56,205.00	Yes
6	0.00	0.00	67,446.00	Yes
7	0.00	0.00	78,687.00	Yes

After 7 years, your payments should not exceed those amounts which will fully fund your policy's benefits.

### Taxation of a Modified Endowment Contract

There are still substantial tax benefits associated with your policy even though it is a MEC:

- Death benefits are received income tax free.
- Your policy cash values grow on an income tax deferred basis.
- With appropriate planning, death benefits are also received estate tax free.

Since your policy is classified as a MEC, any distributions from your policy (including policy loans, assignments, withdrawals, and partial surrenders) are taxable to the extent of policy gain. Your policy is in a gain position when the Policy Value is greater than the cost basis for tax purposes. In addition, a 10% penalty tax is imposed by the IRS on any taxable distribution made prior to owner age 59½, except if you become fully disabled.

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy  
 Modified Endowment Information Page (cont'd)

LifeCare Form: 24LifeCare

Presented By: Jack Lenenberg

Illustration Assumptions

Client	Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288
Female - Preferred NonSmoker	Face Amount \$173,644
Age: 55	Initial Planned Premium: \$100,000.00 / Billing Mode: Annual
Initial Assumed Status: Bronze	Death Benefit Option 1; Cash Value Accumulation Test
	State: Massachusetts
	Based on Current Charges and Initial Assumed Segment Growth Rate of 5.21%
	Modified Endowment Contract Under TAMRA Starting In Year 1

Important Notice

This information is not intended to provide you with tax or legal advice. We encourage you to seek the advice of your own tax and legal counsel regarding the application of current and proposed tax laws and accounting practices as they relate to your actual situation.

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

## A LIFE INSURANCE POLICY ILLUSTRATION

### A Flexible Premium Universal Life Insurance Policy

#### Understanding Potential Loan Costs

LifeCare Form: 24LifeCare

Presented By: Jack Lenenberg

#### Illustration Assumptions

**Client** Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288  
**Female - Preferred NonSmoker** Face Amount \$173,644  
**Age: 55** Initial Planned Premium: \$100,000.00 / Billing Mode: Annual  
**Initial Assumed Status: Bronze** Death Benefit Option 1; Cash Value Accumulation Test  
State: Massachusetts  
Based on Current Charges and Initial Assumed Segment Growth Rate of 5.21%  
Modified Endowment Contract Under TAMRA Starting In Year 1

Below is a hypothetical example of the net loan cost (and in some cases gain) associated with taking a loan. Example 1 assumes that the loan is fully secured by the Fixed Account, and uses a Fixed Loan Charge Rate of 2%. In order to isolate the impact of the loan option and assumed crediting rate, no policy charges are assumed.

#### Example 1

Assumed Crediting Rate	5.60%	Loan Rate Charged	2.00%
Assumed Loan Account Crediting Rate	2.00%	<b>Net Loan Cost</b>	<b>0.00%</b>

Policy Year	Annual Loan Requested	Annual Loan Amount	Loan Account Credited Amount	Loan Charged Amount	Cumulative Net Loan Cost	Net Cash Surrender Value
11	(10,000)	10,000	200	200	-	95,240
12	(10,000)	10,200	404	404	-	90,206
13	(10,000)	10,404	612	612	-	84,883
14	(10,000)	10,612	824	824	-	79,255
20	(10,000)	11,951	2,190	2,190	-	38,028

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.

LifeCare

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

**A LIFE INSURANCE POLICY ILLUSTRATION****A Flexible Premium Universal Life Insurance Policy****LifeCare Form: 24LifeCare****Glossary of Terms****Presented By: Jack Lenenberg****Illustration Assumptions**

<b>Client</b>	<b>Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288</b>
<b>Female - Preferred NonSmoker</b>	<b>Face Amount \$173,644</b>
<b>Age: 55</b>	<b>Initial Planned Premium: \$100,000.00 / Billing Mode: Annual</b>
<b>Initial Assumed Status: Bronze</b>	<b>Death Benefit Option 1; Cash Value Accumulation Test</b>
	<b>State: Massachusetts</b>
	<b>Based on Current Charges and Initial Assumed Segment Growth Rate of 5.21%</b>
	<b>Modified Endowment Contract Under TAMRA Starting In Year 1</b>

**Benefit Lock Increase**

The Benefit Lock Increase is the amount the Benefit Lock Death Benefit will increase in that year. This amount is calculated at each policy anniversary.

**Benefit Lock Death Benefit**

The Benefit Lock Death Benefit is the Benefit Lock Amount.

**Cost of Insurance**

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

**Face Amount**

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

**Face Amount Charge**

The Face Amount Charge is an additional \$0.3851 per \$1,000 of Face Amount per policy month in years 1-3. In years 4-10, the rate is \$0.3851. This charge varies by the insured's issue age, gender, risk classification and the policy duration.

**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 High Capped Indexed Accounts. The charge is deducted monthly on a pro-rata basis from all of the accounts in the same manner as other Monthly Deductions.

**Monthly IRS Limit**

The Monthly IRS Limit is the daily per diem limit declared each year by the Internal Revenue Service for Qualified Long-Term Care Services payments under section 7702B of the Internal Revenue Code multiplied by the number of days in the calendar year of the payment divided by 12.

**Net Death Benefit**

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



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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

LifeCare Form: 24LifeCare

Glossary of Terms (cont'd)

Presented By: Jack Lenenberg

### Illustration Assumptions

Client	Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288
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### Net Income

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

### Net Surrender Value

The Net Surrender Value is the Policy Value less Surrender Charge(s), and is illustrated as of end of the year. This amount is shown net of withdrawals and total loans plus loan interest due. During the Surrender Charge period, there is a Surrender Charge assessed if all or part of the Face Amount is reduced. If the policy terminates for any reason, the amount of any outstanding loan (that was not previously considered income) could result in a considerable tax. Under certain situations involving large amounts of outstanding loans, you might find yourself having to choose between high premium requirements to keep your policy from lapsing and a significant tax burden if you allow the lapse to occur. Please consult your tax professional 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 for the life of the insurance policy and the required premium for the Long-Term Care rider. This illustration assumes that only the Planned Premiums are paid at the beginning of each modal period indicated. However, Additional premiums may be paid while the policy is in force, subject to our minimum and maximum limits. Actual premium payments that vary from the Planned Premium Outlay will affect both the guarantees as well as the allocation of premium to the policy and Long-Term Care rider based on the allocation percentage, as described in the Premiums You Pay section.

### 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 applied to the base policy, the balance, after a premium charge is deducted, is allocated between the Fixed Account and the Index Appreciation Account, per your instructions. The Fixed Account is credited daily with a guaranteed interest rate of 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.** LifeCare 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 at interest in the manner applicable to amounts accumulated in the Fixed Account;
- Monthly Deductions and withdrawals, including any applicable charges, are made from the amount accumulated as described above, in the manner applicable to the Fixed Account;
- The Indexed Performance Charge, if applicable, that is deducted will be determined by multiplying the Indexed Performance Charge deducted from the Policy Value in that month by the ratio of the Cumulative Guarantee Policy Value in that Month immediately before the Monthly Deduction, divided by the Policy Value in that month immediately before the Monthly Deduction;
- A 2% Cumulative Guaranteed Interest Rate is used to credit this amount.

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

## A LIFE INSURANCE POLICY ILLUSTRATION

### A Flexible Premium Universal Life Insurance Policy

LifeCare Form: 24LifeCare

#### Glossary of Terms (cont'd)

Presented By: Jack Lenenberg

#### Illustration Assumptions

Client	Initial Total Death Benefit \$173,644 / Initial Long-Term Care Benefit \$347,288
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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.

#### Policy Value Credit

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

#### Premium Charge

A Premium Charge of 35.0% is deducted from each premium in year one and 37% in all remaining years.

#### Required Additional Death Benefit

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

#### Residual Death Benefit

Upon the Life Insured's death, and while the Long-Term Care rider is in force, we will pay the greater of the policy death benefit, or a Residual Death Benefit.

The Residual Death Benefit is calculated as the lesser of \$10,000 minus any Policy Debt, or, 5% of the at-issue Face Amount (reduced proportionally for any reduction in Face Amount not due to a benefit payment) minus any Policy Debt.

#### Return of Premium

If the Long-Term Care rider lapses, or you request to surrender your policy while the Long-Term Care rider is in force, you are entitled to a Return of Premium of a percentage of the Rider Monthly Premium Amounts that have been applied to the rider.

#### Rider Monthly Premium Amount

The Long-Term Care rider has a required premium amount. The premium amount is fixed and is the amount that must be applied to the rider each month for the number of years specified in order for the rider to remain in force.

#### 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%.

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

LifeCare Form: 24LifeCare

Glossary of Terms (cont'd)

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## Segment Term

The Segment Term is the duration from the date the Segment initiates to the date it matures. All indexed accounts have a one year Segment Term.

## HER Death Benefit

The HER Death Benefit is the coverage provided by the Healthy Engagement Benefit Rider.

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

LifeCare Form: 24LifeCare

Glossary of Terms (cont'd)

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy  
 Glossary of Terms (cont'd)

LifeCare Form: 24LifeCare

Presented By: Jack Lenenberg

### Illustration Assumptions

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

LifeCare Form: 24LifeCare

Input Summary ~~ Agent Use Only ~~

Presented By: Jack Lenenberg

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### Product & Concept

Concept	Ledger
Approved in	Massachusetts
Product Type	All Products
Product	LifeCare 24

### Policy Design

Insured Name	Client
Sex	Female
Issue Age / Birthdate	55
State	Massachusetts
Risk Class	Preferred NonSmoker
Couples Discount	Yes
Vitality PLUS Rider	Yes
Assumed Vitality PLUS Status	Bronze
Solve Type	Specify Premium to Optimize LTC Benefits
Premium Amount	100000
Premium Duration	1
LTC Benefit Period	4 Years
Premium Mode	Annual
Agent Name	Jack Lenenberg

### Policy Allocation

Allocation Option	Custom Allocation and Rate
Select Capped Rate	Schedule
--	5.21% 1 5
--	4.71% 6 10
--	4.21% 11 15
--	3.71% 16 20
--	3.21% 21 A121
Barclays Global MA Classic Rate	6.99%
High Capped Rate	6.23%
Fixed Rate	Current
Allocation Select Capped Rate	100%
Allocation Barclays Global MA Classic Rate	0%
Allocation High Capped Rate	0%
Fixed Rate Allocation	0%

### Policy Options

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

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

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

LifeCare Form: 24LifeCare

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

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Estimated Policy Issue Date	08/09/2025
Charges	Current
Lump Sum Month Year 1	1
Lump Sum Month Years 2+	1
MEC Testing	Allow MEC
Variable Loan Interest Rate	6.45%
Owner Tax Rate	35%

## Optional Reports

Optional Reports	Yes
Input Summary	Yes