

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

## A LIFE INSURANCE POLICY ILLUSTRATION

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

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client	Initial Death Benefit \$142,170
Male - Preferred NonSmoker	Base Face Amount \$142,170
Age: 30	Initial Planned Premium: \$533.33 / Billing Mode: Monthly
Initial Assumed Status: Bronze	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36
	Guideline Premium Test; State: South Carolina
	Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

### Accumulation Indexed Universal Life Insurance

#### About This Illustration

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

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

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

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

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

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

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

#### Brief Description of the Policy

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

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

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Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

Your policy can also be affected by:

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

### Premiums You Pay

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

This illustration assumes an initial Planned Premium of \$6,399.96 and that all subsequent premium payments are made at the beginning of each modal period you selected (e.g., monthly, annually). Paying less than the Planned Premium can have a negative impact on the policy and its guarantees. Reduced or discontinued premiums in future years are only possible if the premiums paid and amounts credited are sufficient to cover the Monthly Deduction and any other charges. The Minimum Initial Premium is shown on the Basic Illustration Summary page and is the minimum premium needed to put the policy in force.

Based on the initial Death Benefit and other policy assumptions shown in the illustration, the level annual premium to guarantee coverage for life is \$69,813.96. Premiums are subject to maximum guidelines allowed by the Internal Revenue Code.

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

### Your Death Benefit

This illustration reflects an initial Death Benefit of \$142,170 (Option 2). The initial Death Benefit is composed of \$142,170 in Base Face Amount and \$0 in Supplemental Face Amount. Starting in Policy Year 36 the Death Benefit illustrated is the Face Amount plus any Required Additional Death Benefit (Option 1). The Net Death Benefit reflects the reduction of the Death Benefit by any Policy Debt (total loans plus any loan interest due).

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

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

This policy illustration shows the No-Lapse Guarantee keeping the policy's Base Face Amount in force for 15 years. If increasing Supplemental Face Amount coverage or the Return of Premium rider are elected, No-Lapse Guarantee protection for the Base Face Amount coverage is limited to the first five Policy Years. During the No-Lapse Guarantee Period, if the Net Cash Surrender Value should fall to zero or below, Base Face Amount coverage will continue provided that the No-Lapse Guarantee Cumulative Premium Test is satisfied. After the expiration of the No-Lapse Guarantee Period, if the Net Cash Surrender Value falls to zero or below, you must pay sufficient additional premiums to keep the policy in force. In this illustration, this test is satisfied if the sum of all premiums paid, net of withdrawals and any Policy Debt, is greater than or equal to \$807.94 multiplied by the number of years coverage has been in effect.

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

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

### Allocation of Your Policy Values and Interest Credits

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

#### The Fixed Account

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

Illustrated values for the current assumptions show an increase in the crediting rate to the Fixed Account beginning with Policy Year 11. This increase is referred to as a "persistency bonus," and it is not guaranteed. We are currently illustrating this increase to be 0.15%. We will only apply the persistency bonus to the portion of your Policy Value that is allocated to the Fixed Account, and to any amount allocated to the Indexed Account that is not yet designated to a Segment (a "Holding Segment").

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### The Indexed Accounts

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

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

### Index Segment Interest Credit

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

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

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

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

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

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

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### 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	9.50 %	3.00%	100%	11%	0.00%
Base Capped Two Year (2-Year Segment Term)	S&P 500	30.00 %	3.00%	100%	0%	0.00%
Barclays Global MA Bonus	Barclays Global MA	N/A**	N/A	145% (10% minimum)	0% *	0.00%
Barclays Global MA Classic	Barclays Global MA	N/A**	N/A	165% (20% minimum)	0%	0.00%
Barclays Global MA Plus	Barclays Global MA	N/A**	N/A	185% (30% minimum)	0%	0.60%
High Capped	S&P 500	12.00 %	3.75%	100%	30%	1.98%
Enhanced High Capped	S&P 500	12.50 %	4.25%	100%	80%	4.98%
Loaned Indexed	S&P 500	8.50 %	3.25%	100%	11%	0.00%
Barclays Global MA Loaned Indexed	Barclays Global MA	N/A**	N/A	135% (10% minimum)	0% *	0.00%

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

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

**Unless these Indexed Account parameters are guaranteed, the Indexed Account parameters may be changed from time to time by John Hancock for any Segment created after the date of the change. If the Indexed Account parameters are lower than illustrated, the amount of Index Segment Interest Credit applied to your Policy Value will be less. This may affect the long-term performance of your policy and you may need to make additional premium payments in order to keep your policy in force.**

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

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

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

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

Index Account	Hypothetical Cap	Hypothetical Participation Rate	Guaranteed Indexed Account Multiplier	Index Performance Charge	Segment Growth Rate	Crediting Rate	Crediting Rate minus Index Performance Charge
Select Capped	9.50 %	100%	11%	0.00%	0.00%	0.00%	0.00%
Base Capped Two Year (2-Year Segment Term)	30.00 %	100%	0%	0.00%	0.00%	0.00%	0.00%
Barclays Global MA Bonus	N/A**	145%	0% *	0.00%	0.00%	0.65%	0.65%
Barclays Global MA Classic	N/A**	165%	0%	0.00%	0.00%	0.00%	0.00%
Barclays Global MA Plus	N/A**	185%	0%	0.60%	0.00%	0.00%	-0.60%
High Capped	12.00 %	100%	30%	1.98%	0.00%	0.00%	-1.98%
Enhanced High Capped	12.50 %	100%	80%	4.98%	0.00%	0.00%	-4.98%

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

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

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

Index Account	Hypothetical Cap	Hypothetical Participation Rate	Guaranteed Indexed Account Multiplier	Index Performance Charge	Segment Growth Rate	Crediting Rate	Crediting Rate minus Index Performance Charge
Select Capped	9.50 %	100%	11%	0.00%	5.00%	5.55%	5.55%
Base Capped Two Year (2-Year Segment Term)	30.00 %	100%	0%	0.00%	5.00%	5.00%	5.00%
Barclays Global MA Bonus	N/A**	145%	0% *	0.00%	7.25%	7.90%	7.90%
Barclays Global MA Classic	N/A**	165%	0%	0.00%	8.25%	8.25%	8.25%
Barclays Global MA Plus	N/A**	185%	0%	0.60%	9.25%	9.25%	8.65%
High Capped	12.00 %	100%	30%	1.98%	5.00%	6.50%	4.52%
Enhanced High Capped	12.50 %	100%	80%	4.98%	5.00%	9.00%	4.02%

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

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

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

Index Account	Hypothetical Cap	Hypothetical Participation Rate	Guaranteed Indexed Account Multiplier	Index Performance Charge	Segment Growth Rate	Crediting Rate	Crediting Rate minus Index Performance Charge
Select Capped	9.50 %	100%	11%	0.00%	9.50%	10.55%	10.55%
Base Capped Two Year (2-Year Segment Term)	30.00 %	100%	0%	0.00%	20.00%	20.00%	20.00%
Barclays Global MA Bonus	N/A**	145%	0% *	0.00%	29.00%	29.65%	29.65%
Barclays Global MA Classic	N/A**	165%	0%	0.00%	33.00%	33.00%	33.00%
Barclays Global MA Plus	N/A**	185%	0%	0.60%	37.00%	37.00%	36.40%
High Capped	12.00 %	100%	30%	1.98%	12.00%	15.60%	13.62%
Enhanced High Capped	12.50 %	100%	80%	4.98%	12.50%	22.50%	17.52%

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

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

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

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

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

## A LIFE INSURANCE POLICY ILLUSTRATION

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

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client  
 Male - Preferred NonSmoker  
 Age: 30  
 Initial Assumed Status: Bronze

Initial Death Benefit \$142,170  
 Base Face Amount \$142,170  
 Initial Planned Premium: \$533.33 / Billing Mode: Monthly  
 Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36  
 Guideline Premium Test; State: South Carolina  
 Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

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

The following tables show the actual historical Index Change in the S&P 500 Index and the corresponding hypothetical Index Segment Interest Credit for each Indexed Account that references the S&P 500 Index over the most recent 20-year period. These values should not be considered a representation of past or future performance of the Indexed Accounts available in a policy. The table assumes the current Indexed Account parameters for the applicable Indexed Accounts shown above.

Accumulation IUL

Historical Performance of the S&P 500 Index					
Year*	S&P 500 Index Point- to-Point Performance	Select Capped Indexed Account (9.5% cap)	High Capped Indexed Account (12.0% cap)	Enhanced High Capped Indexed Account (12.5% cap)	Loaned Indexed Account (8.5% cap)
2003-2004	12.03%	10.55%	15.60%	21.65%	9.44%
2004-2005	5.76%	6.39%	7.49%	10.37%	6.39%
2005-2006	12.00%	10.55%	15.60%	21.60%	9.44%
2006-2007	2.98%	3.31%	3.87%	5.36%	3.31%
2007-2008	-40.07%	0.00%	0.00%	0.00%	0.00%
2008-2009	26.64%	10.55%	15.60%	22.50%	9.44%
2009-2010	11.44%	10.55%	14.87%	20.59%	9.44%
2010-2011	-2.40%	0.00%	0.00%	0.00%	0.00%
2011-2012	16.65%	10.55%	15.60%	22.50%	9.44%
2012-2013	25.59%	10.55%	15.60%	22.50%	9.44%
2013-2014	12.79%	10.55%	15.60%	22.50%	9.44%
2014-2015	0.98%	1.09%	1.27%	1.76%	1.09%
2015-2016	11.44%	10.55%	14.87%	20.59%	9.44%
2016-2017	17.70%	10.55%	15.60%	22.50%	9.44%
2017-2018	-1.96%	0.00%	0.00%	0.00%	0.00%
2018-2019	21.88%	10.55%	15.60%	22.50%	9.44%
2019-2020	15.11%	10.55%	15.60%	22.50%	9.44%
2020-2021	27.05%	10.55%	15.60%	22.50%	9.44%
2021-2022	-13.78%	0.00%	0.00%	0.00%	0.00%
2022-2023	18.13%	10.55%	15.60%	22.50%	9.44%

\* Source: S&P 500 Index Data from 12/14/2003 to 12/14/2023

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

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

**A LIFE INSURANCE POLICY ILLUSTRATION**

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

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

**Illustration Assumptions**

Elementor Client  
 Male - Preferred NonSmoker  
 Age: 30  
 Initial Assumed Status: Bronze

Initial Death Benefit \$142,170  
 Base Face Amount \$142,170  
 Initial Planned Premium: \$533.33 / Billing Mode: Monthly  
 Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36  
 Guideline Premium Test; State: South Carolina  
 Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

Accumulation IUL

Historical Performance of the S&P 500 Index		
Year*	S&P 500 Index Point-to-Point Performance	Base Capped Two Year Indexed Account (30.0% cap)
2002 - 2004	35.29%	30.00%
2003 - 2005	18.49%	18.49%
2004 - 2006	18.46%	18.46%
2005 - 2007	15.34%	15.34%
2006 - 2008	-38.29%	0.00%
2007 - 2009	-24.10%	0.00%
2008 - 2010	41.13%	30.00%
2009 - 2011	8.77%	8.77%
2010 - 2012	13.85%	13.85%
2011 - 2013	46.50%	30.00%
2012 - 2014	41.65%	30.00%
2013 - 2015	13.89%	13.89%
2014 - 2016	12.53%	12.53%
2015 - 2017	31.16%	30.00%
2016 - 2018	15.39%	15.39%
2017 - 2019	19.49%	19.49%
2018 - 2020	40.29%	30.00%
2019 - 2021	46.24%	30.00%
2020 - 2022	9.54%	9.54%
2021 - 2023	1.84%	1.84%

\*S&P 500 Index Data from 12/14/2002 to 12/14/2023

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

## A LIFE INSURANCE POLICY ILLUSTRATION

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

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client	Initial Death Benefit \$142,170
Male - Preferred NonSmoker	Base Face Amount \$142,170
Age: 30	Initial Planned Premium: \$533.33 / Billing Mode: Monthly
Initial Assumed Status: Bronze	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36
	Guideline Premium Test; State: South Carolina
	Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

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

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

Accumulation IUL

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 24AIUL

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

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

### Historical Performance of the Barclays Global MA Index

Year*	Barclays Global MA Index Point-To-Point Performance	Barclays Global MA Bonus (No Cap; 0.65% Fixed Bonus**)	Barclays Global MA Classic (No Cap)	Barclays Global MA Plus (No Cap)	Barclays Global MA Loaned Indexed (No Cap; 0.65% Fixed Bonus**)
2006-2007	6.66%	9.65%	10.99%	12.32%	8.99%
2007-2008	-10.68%	0.00%	0.00%	0.00%	0.00%
2008-2009	12.83%	18.60%	21.16%	23.73%	17.31%
2009-2010	12.63%	18.31%	20.84%	23.36%	17.05%
2010-2011	11.93%	17.30%	19.69%	22.08%	16.11%
2011-2012	10.39%	15.07%	17.15%	19.23%	14.03%
2012-2013	15.20%	22.04%	25.08%	28.12%	20.52%
2013-2014	13.97%	20.25%	23.04%	25.84%	18.85%
2014-2015	-2.07%	0.00%	0.00%	0.00%	0.00%
2015-2016	7.77%	11.27%	12.83%	14.38%	10.49%
2016-2017	11.60%	16.81%	19.13%	21.45%	15.65%
2017-2018	-2.30%	0.00%	0.00%	0.00%	0.00%
2018-2019	17.69%	25.66%	29.19%	32.73%	23.89%
2019-2020	8.43%	12.23%	13.91%	15.60%	11.38%
2020-2021	2.60%	3.77%	4.29%	4.81%	3.51%
2021-2022	-12.92%	0.00%	0.00%	0.00%	0.00%
2022-2023	4.97%	7.21%	8.21%	9.20%	6.71%

\* Source: Barclays Global MA Index Data from 12/14/2006 to 12/14/2023  
 \*\* Fixed Bonus is not included in the index return

### Illustrated Segment Growth Rate

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

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

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Accumulation IUL

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 24AIUL

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

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

Maximum Segment Growth Rate			
	Min	Average	Max
Benchmark Indexed Account	4.22%	6.88%	8.49%
Select Capped Indexed Account (9.5% Cap)	3.81%	6.04%	7.43%
Base Capped Two Year Indexed Account (30.0% Cap)	5.24%	7.78%	10.10%
Barclays Global MA Bonus Indexed Account	N/A	N/A	N/A
Barclays Global MA Classic Indexed Account	N/A	N/A	N/A
Barclays Global MA Plus Indexed Account	N/A	N/A	N/A
High Capped Indexed Account (12.0% Cap)	4.35%	7.18%	8.88%
Enhanced High Capped Indexed Account (12.5% Cap)	4.41%	7.32%	9.08%
Loaned Indexed Account (8.5% Cap)	3.55%	5.52%	6.89%
Barclays Global MA Loaned Indexed Account	N/A	N/A	N/A

It's important to keep in mind that:

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

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

### Accessing Your Policy Value

#### Surrenders

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

#### Withdrawals

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

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.

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

## A LIFE INSURANCE POLICY ILLUSTRATION

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

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client  
Male - Preferred NonSmoker  
Age: 30  
Initial Assumed Status: Bronze

Initial Death Benefit \$142,170  
Base Face Amount \$142,170  
Initial Planned Premium: \$533.33 / Billing Mode: Monthly  
Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36  
Guideline Premium Test; State: South Carolina  
Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

### Loans

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

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

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

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

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

**Standard Loan** Under the Standard Loan option, loan proceeds and any capitalized loan interest are, to the extent possible, secured by amounts you have in the Fixed Account that are transferred to a Loan Account. Any amount borrowed in excess of amounts in the Fixed Account is secured by the Indexed Accounts, and as Indexed Account Segments mature those proceeds will be transferred to the Loan Account.

The net cost of a Standard Loan equals the Loan Interest Charged less the sum of the Loan Interest Credited to the Loan Account and any Index Segment Interest Credits earned for portions of the loan that may be secured by the Indexed Accounts. The loan interest rate charged is 3.25% in years 1-10, and 3.00% thereafter, and the loan crediting rate will not be less than 1.25% in years 1-10 and 1.00% in years 11+. The difference between the Loan Interest Charged rate and the Loan Interest Credited rate to the Loan Account is known as the Loan Interest Credited Differential. The Loan Interest Credited Differential is guaranteed to be no greater than 2.00%.



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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 24AIUL

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

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

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

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

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

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

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

### Other Policy Features and Benefits

#### Policy Continuation at Age 121

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

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

#### Healthy Engagement Rider (Vitality PLUS)

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 24AIUL

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

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

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

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

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

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

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

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

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

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

### Overloan Protection Rider

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

## A LIFE INSURANCE POLICY ILLUSTRATION

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

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client	Initial Death Benefit \$142,170
Male - Preferred NonSmoker	Base Face Amount \$142,170
Age: 30	Initial Planned Premium: \$533.33 / Billing Mode: Monthly
Initial Assumed Status: Bronze	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36
	Guideline Premium Test; State: South Carolina
	Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

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

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

### TAXATION OF LIFE INSURANCE

#### Important Notice

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

#### Definition of Life Insurance

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

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

#### 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.

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 24AIUL

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

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

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

Exceptions:

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

### Modified Endowment Contract (MEC)

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

TAMRA testing has been performed on the assumed scale only and is dependent on the assumptions in that projection. It may not be applicable to the alternate projections shown. The initial annual 7-pay premium for this policy is \$7,998.00.

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

### Payment or Accelerations of Death Benefits

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

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Accumulation IUL

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 24AIUL

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

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

### Employer-owned Life Insurance

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

### Other Considerations

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

### Important Disclosure

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

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

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

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 24AIUL

### Basic Illustration Summary

Presented By: Andrew Reina

#### Illustration Assumptions

**Elementor Client**  
**Male - Preferred NonSmoker**  
**Age: 30**  
**Initial Assumed Status: Bronze**

**Initial Death Benefit \$142,170**  
**Base Face Amount \$142,170**  
**Initial Planned Premium: \$533.33 / Billing Mode: Monthly**  
**Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36**  
**Guideline Premium Test; State: South Carolina**  
**Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%**

#### Coverage Summary

Coverage Description	Initial Amount	Initial Annualized Premium
Base Face Amount - Level for all years	\$142,170	\$6,399.96
Healthy Engagement Rider		
<b>Additional Coverage On Insured</b>		
Overloan Protection Rider †		

#### Policy Summary

State	South Carolina	
Death Benefit Option	2	From 1 Thru 35
	1	From 36 Thru 91
Definition of Life Insurance	GPT	
Payment Mode	Monthly	
Distribution Mode	Monthly	
Charges	Current	
Loan Type	Standard Loan	

#### Assumed Segment Growth Rate\*\*\*\*

Assumed Select Capped Indexed Segment Growth Rate	6.04%	From 1 Thru 91
Assumed Base Capped Two Year Indexed Segment Growth Rate	6.88%	From 1 Thru 91
Assumed Barclays Global MA Bonus Indexed Segment Growth Rate	6.06%	From 1 Thru 91
Assumed Barclays Global MA Classic Indexed Segment Growth Rate	6.88%	From 1 Thru 91
Assumed Barclays Global MA Plus Indexed Segment Growth Rate	7.50%	From 1 Thru 91
Assumed High Capped Indexed Segment Growth Rate	0.00%	From 1 Thru 91
Assumed Enhanced High Capped Indexed Segment Growth Rate	0.00%	From 1 Thru 91
Assumed Fixed Account Rate	5.20%	From 1 Thru 10
(includes non-guaranteed persistency bonus)	5.35%	From 11 Thru 91

Loan Interest Rate	3.25%	From 1 Thru 10
	3.00%	From 11 Thru 91
Fixed Index Loan Interest Charged Annual Rate	5.00%	From 1 Thru 91
Owner Tax Bracket	35.00%	From 1 Thru 91
Initial 7-Pay Premium	\$7,998.00	
Target Premium	\$1,543.48	
Minimum Initial Premium	\$67.36	
15 Year No-Lapse Guarantee Premium	\$807.94	
Initial Guideline Annual Premium	\$6,380.00	
Initial Guideline Single Premium	\$35,990.00	

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Basic Illustration Summary (cont'd)

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

**Elementor Client**  
**Male - Preferred NonSmoker**  
**Age: 30**  
**Initial Assumed Status: Bronze**

**Initial Death Benefit \$142,170**  
**Base Face Amount \$142,170**  
**Initial Planned Premium: \$533.33 / Billing Mode: Monthly**  
**Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36**  
**Guideline Premium Test; State: South Carolina**  
**Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%**

Assumed Status	Bronze
LifeTrack Billing	No
Illustration Serial Number	4FC9D3D4D

### Initial Premium Allocation Table

	Initial Premium Allocation	Non-Guaranteed Initial Segment Growth Rate /Fixed Account Rate	****
Select Capped Indexed Account	100%	6.04%	
Base Capped Two Year Indexed Account	0%	6.88%	
Barclays Global MA Bonus Indexed Account	0%	6.06%	
Barclays Global MA Classic Indexed Account	0%	6.88%	
Barclays Global MA Plus Indexed Account	0%	7.50%	
High Capped Indexed Account	0%	0.00%	
Enhanced High Capped Indexed Account	0%	0.00%	
Fixed Account	0%	5.20%	

### Interest Adjusted Indexes on Insured at 5%

	-----Payment-----		-----Cost-----	
	10 Year	20 Year	10 Year	20 Year
Guaranteed	39.68	36.62	20.81	25.23
Current	38.17	31.15	7.49	2.76
Non-guaranteed Element	1.51	5.47	13.32	22.47

**Interest Adjusted Indexes** These indexes provide a means for evaluating the comparative cost of the policy under stated assumptions. They can be useful in comparing similar plans of insurance, a lower index being better than a higher one. These indexes reflect the time value of money. Indexes are approximate because they involve assumptions, including the rate of interest used.

† If elected on the Coverage Details form.

\*\*\*\* Illustrated values for all non-guaranteed assumption illustrations reflect the application of the guaranteed Indexed Account Multiplier, or Fixed Bonus interest, where applicable, to the Segment Growth Rate and, as a result, such illustrated values will be greater than if the illustrated values only reflected the Segment Growth Rate.

The guaranteed Indexed Account Multiplier for the High Capped Indexed Account is 30%. The guaranteed Indexed Account Multiplier for the Enhanced High Capped Indexed Account is 80%. The guaranteed Indexed Account Multiplier for the Select Capped Indexed Account and the Loaned Indexed Account is 11%. The Base Capped Two Year Indexed Account, Barclays Global MA Bonus Indexed Account, Barclays Global MA Classic Indexed Account, Barclays Global MA Plus Indexed Account and Barclays Global MA Loaned Indexed Account do not have an Indexed Account Multiplier. The Indexed Segment Interest Credit on the Segment Maturity Date is equal to the Adjusted Segment Crediting Balance, multiplied by (1 + the guaranteed Indexed Account Multiplier, where applicable) multiplied by the Segment Growth Rate. Illustrated values include any Indexed Segment Interest Credit.

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

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

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

## A LIFE INSURANCE POLICY ILLUSTRATION

### A Flexible Premium Universal Life Insurance Policy

#### Numeric Summary

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

#### Illustration Assumptions

##### Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

#### GUARANTEED ASSUMPTIONS

These policy benefits and values are based on the guaranteed interest of 0.00% and guaranteed charges. Based on your Planned Premium Outlay, the policy would remain in force until policy year 37, month 11\*.

#### NON-GUARANTEED ASSUMPTIONS

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

Actual results may be more or less favorable.

#### ASSUMED SCALE:

Policy benefits and values are based on the initial assumed Segment Growth Rate 6.04% 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 policy year 38, month 6\*.

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

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

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

Representative's Address:  
Andrew Reina  
License Number: 11895655  
714 Eagle View Dr  
Charleston, SC 29414  
(315) 269-2485

SUMMARY YEARS	GUARANTEED ASSUMPTIONS	NON-GUARANTEED ASSUMPTIONS	
		Midpoint Scale	Assumed Scale
Years Premium Paid in Cash	35	35	35
Income Cease Year	37	38	60
Summary Year 5			
Net Surrender Value	20,609	21,048	26,707
Net Death Benefit	166,065	166,503	172,162
Summary Year 10			
Net Surrender Value	40,197	42,998	67,946
Net Death Benefit	184,803	187,604	212,553
Summary Year 20			
Net Surrender Value	69,103	80,909	202,543
Net Death Benefit	211,273	223,079	374,705
Summary Age 70			
Net Surrender Value	0	0	615,987
Net Death Benefit	0	0	714,878

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)

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Accumulation IUL



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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Illustration Based on Guaranteed Assumptions

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Guaranteed Charges and a Guaranteed Rate of 0.00%

Policy Year	EOY Age	Planned Premium	Annual Withdrawal Amount	Net Outlay	Policy Value	Net Surrender Value	Net Death Benefit
1	31	6,400	0	6,400	4,978	1,141	147,281
2	32	6,400	0	6,400	9,672	6,247	152,343
3	33	6,400	0	6,400	14,092	11,298	157,354
4	34	6,400	0	6,400	18,250	16,192	161,800
5	35	6,400	0	6,400	22,157	20,609	166,065
6	36	6,400	0	6,400	25,826	24,857	170,154
7	37	6,400	0	6,400	29,261	28,932	174,067
8	38	6,400	0	6,400	32,477	32,800	177,811
9	39	6,400	0	6,400	35,481	36,647	181,389
10	40	6,400	0	6,400	38,283	40,197	184,803
Totals:		64,000	0	64,000			
11	41	6,400	0	6,400	40,890	43,610	188,058
12	42	6,400	0	6,400	43,314	48,801	191,159
13	43	6,400	0	6,400	45,566	51,943	194,113
14	44	6,400	0	6,400	47,663	54,765	196,935
15	45	6,400	0	6,400	49,613	57,457	199,627
16	46	6,400	0	6,400	51,422	60,023	202,193
17	47	6,400	0	6,400	53,097	62,466	204,636
18	48	6,400	0	6,400	54,647	64,792	206,962
19	49	6,400	0	6,400	56,075	67,004	209,174
20	50	6,400	0	6,400	57,388	69,103	211,273
Totals:		127,999	0	127,999			
21	51	6,400	0	6,400	59,631	72,145	214,315
22	52	6,400	0	6,400	61,743	75,074	217,244
23	53	6,400	0	6,400	63,726	77,889	220,059
24	54	6,400	0	6,400	65,581	80,590	222,760
25	55	6,400	0	6,400	67,311	83,176	225,346
26	56	6,400	0	6,400	69,319	86,050	228,220
27	57	6,400	0	6,400	71,181	88,791	230,961
28	58	6,400	0	6,400	72,898	91,396	233,566
29	59	6,400	0	6,400	74,470	93,861	236,031
30	60	6,400	0	6,400	75,893	96,180	238,350
Totals:		191,999	0	191,999			

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

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

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Illustration Based on Guaranteed Assumptions (cont'd)

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Guaranteed Charges and a Guaranteed Rate of 0.00%

Policy Year	EOY Age	Planned Premium	Annual Withdrawal Amount	Net Outlay	Policy Value	Net Surrender Value	Net Death Benefit
31	61	6,400	0	6,400	77,164	98,347	240,517
32	62	6,400	0	6,400	78,277	100,353	242,523
33	63	6,400	0	6,400	79,229	102,190	244,360
34	64	6,400	0	6,400	80,012	103,849	246,019
35	65	6,400	0	6,400	80,623	105,324	247,494
36	66	0	53,104	-53,104	22,978	48,168	194,390
37	67	##	##	##	##	##	##
Totals:		223,999	53,104	170,895			

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

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

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Illustration Based on Nonguaranteed Assumptions

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

Policy Year	EOY Age	Planned Premium	Annual Withdrawal Amount	Annual Loan Amount	Annual Loan Interest	Net Outlay	Policy Value	Net Surrender Value	Net Death Benefit
1	31	6,400	0	0	0	6,400	5,274	1,304	147,444
2	32	6,400	0	0	0	6,400	10,925	6,999	153,095
3	33	6,400	0	0	0	6,400	16,912	13,027	159,082
4	34	6,400	0	0	0	6,400	23,260	19,822	165,430
5	35	6,400	0	0	0	6,400	29,992	26,707	172,162
6	36	6,400	0	0	0	6,400	37,136	34,009	179,306
7	37	6,400	0	0	0	6,400	44,718	41,753	186,888
8	38	6,400	0	0	0	6,400	52,766	49,925	194,936
9	39	6,400	0	0	0	6,400	61,311	58,740	203,481
10	40	6,400	0	0	0	6,400	70,383	67,946	212,553
Totals:		64,000	0	0	0	64,000			
11	41	6,400	0	0	0	6,400	80,274	77,996	222,444
12	42	6,400	0	0	0	6,400	90,785	90,596	232,955
13	43	6,400	0	0	0	6,400	101,956	101,956	244,126
14	44	6,400	0	0	0	6,400	113,828	113,828	255,998
15	45	6,400	0	0	0	6,400	126,449	126,449	271,864
16	46	6,400	0	0	0	6,400	139,863	139,863	292,313
17	47	6,400	0	0	0	6,400	154,121	154,121	312,865
18	48	6,400	0	0	0	6,400	169,280	169,280	333,481
19	49	6,400	0	0	0	6,400	185,400	185,400	354,113
20	50	6,400	0	0	0	6,400	202,543	202,543	374,705
Totals:		127,999	0	0	0	127,999			
21	51	6,400	0	0	0	6,400	221,525	221,525	394,315
22	52	6,400	0	0	0	6,400	241,746	241,746	413,385
23	53	6,400	0	0	0	6,400	263,295	263,295	431,803
24	54	6,400	0	0	0	6,400	286,261	286,261	449,430
25	55	6,400	0	0	0	6,400	310,740	310,740	466,110
26	56	6,400	0	0	0	6,400	337,253	337,253	492,389
27	57	6,400	0	0	0	6,400	365,505	365,505	519,017
28	58	6,400	0	0	0	6,400	395,619	395,619	545,954
29	59	6,400	0	0	0	6,400	427,718	427,718	573,142
30	60	6,400	0	0	0	6,400	461,939	461,939	604,109
Totals:		191,999	0	0	0	191,999			

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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)

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

Policy Year	EOY Age	Planned Premium	Annual Withdrawal Amount	Annual Loan Amount	Annual Loan Interest	Net Outlay	Policy Value	Net Surrender Value	Net Death Benefit
31	61	6,400	0	0	0	6,400	498,475	498,475	640,645
32	62	6,400	0	0	0	6,400	537,418	537,418	679,588
33	63	6,400	0	0	0	6,400	578,918	578,918	721,088
34	64	6,400	0	0	0	6,400	623,141	623,141	765,311
35	65	6,400	0	0	0	6,400	670,264	670,264	812,434
36	66	0	53,104	0	0	-53,104	660,815	660,815	786,370
37	67	0	53,104	0	0	-53,104	650,713	650,713	767,841
38	68	0	53,104	0	0	-53,104	639,909	639,909	748,693
39	69	0	53,104	0	0	-53,104	628,358	628,358	728,895
40	70	0	10,383	42,721	0	-53,104	659,275	615,987	714,878
Totals:		223,999	222,799	42,721	0	-41,521			
41	71	0	0	53,671	567	-53,104	701,231	602,682	693,842
42	72	0	0	55,262	2,158	-53,104	743,933	588,463	670,296
43	73	0	0	56,920	3,816	-53,104	787,383	573,287	644,152
44	74	0	0	58,627	5,523	-53,104	831,604	557,122	615,334
45	75	0	0	60,386	7,282	-53,104	876,620	539,940	583,771
46	76	0	0	62,198	9,094	-53,104	922,482	521,739	567,863
47	77	0	0	64,063	10,959	-53,104	968,910	502,182	550,627
48	78	0	0	65,985	12,881	-53,104	1,015,850	481,157	531,950
49	79	0	0	67,965	14,861	-53,104	1,063,239	458,542	511,704
50	80	0	0	70,004	16,900	-53,104	1,111,000	434,199	489,750
Totals:		223,999	222,799	657,801	84,040	-572,561			
51	81	0	0	72,104	19,000	-53,104	1,159,070	408,003	465,956
52	82	0	0	74,267	21,163	-53,104	1,207,290	379,728	440,092
53	83	0	0	76,495	23,391	-53,104	1,255,540	349,187	411,964
54	84	0	0	78,790	25,686	-53,104	1,303,622	316,116	381,297
55	85	0	0	81,154	28,050	-53,104	1,351,413	280,318	347,889
56	86	0	0	83,588	30,484	-53,104	1,398,698	241,508	311,443
57	87	0	0	86,096	32,992	-53,104	1,445,236	199,367	271,629
58	88	0	0	88,679	35,575	-53,104	1,490,751	153,543	228,080
59	89	0	0	91,339	38,235	-53,104	1,534,961	103,674	180,422
60	90	0	0	94,079	40,975	-53,104	1,577,573	49,384	128,263
Totals:		223,999	222,799	1,484,392	379,591	-1,103,601			

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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)

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

Policy Year	EOY Age	Planned Premium	Annual Withdrawal Amount	Annual Loan Amount	Annual Loan Interest	Net Outlay	Policy Value	Net Surrender Value	Net Death Benefit
61	91	0	0	43,798	43,798	0	1,617,690	43,655	108,363
62	92	0	0	45,846	45,846	0	1,659,524	38,269	88,055
63	93	0	0	47,221	47,221	0	1,703,565	33,671	67,743
64	94	0	0	48,638	48,638	0	1,750,430	30,440	47,944
65	95	0	0	50,097	50,097	0	1,800,872	29,282	29,282
66	96	0	0	51,600	51,600	0	1,855,768	31,030	31,030
67	97	0	0	53,148	53,148	0	1,912,350	32,870	32,870
68	98	0	0	54,742	54,742	0	1,970,697	34,833	34,833
69	99	0	0	56,384	56,384	0	2,030,867	36,927	36,927
70	100	0	0	58,076	58,076	0	2,092,920	39,162	39,162
Totals:		223,999	222,799	1,993,941	889,139	-1,103,601			
71	101	0	0	59,818	59,818	0	2,156,918	41,547	41,547
72	102	0	0	61,613	61,613	0	2,222,924	44,092	44,092
73	103	0	0	63,461	63,461	0	2,291,004	46,807	46,807
74	104	0	0	65,365	65,365	0	2,361,227	49,704	49,704
75	105	0	0	67,326	67,326	0	2,433,664	52,796	52,796
76	106	0	0	69,346	69,346	0	2,508,389	56,095	56,095
77	107	0	0	71,426	71,426	0	2,585,478	59,615	59,615
78	108	0	0	73,569	73,569	0	2,665,010	63,371	63,371
79	109	0	0	75,776	75,776	0	2,747,067	67,379	67,379
80	110	0	0	78,049	78,049	0	2,831,734	71,655	71,655
Totals:		223,999	222,799	2,679,689	1,574,888	-1,103,601			
81	111	0	0	80,391	80,391	0	2,919,100	76,218	76,218
82	112	0	0	82,802	82,802	0	3,009,255	81,087	81,087
83	113	0	0	85,286	85,286	0	3,102,296	86,283	86,283
84	114	0	0	87,845	87,845	0	3,198,320	91,827	91,827
85	115	0	0	90,480	90,480	0	3,297,431	97,743	97,743
86	116	0	0	93,195	93,195	0	3,399,734	104,055	104,055
87	117	0	0	95,991	95,991	0	3,505,339	110,790	110,790
88	118	0	0	98,870	98,870	0	3,614,363	117,977	117,977
89	119	0	0	101,836	101,836	0	3,726,923	125,646	125,646
90	120	0	0	104,892	104,892	0	3,843,145	133,829	133,829
Totals:		223,999	222,799	3,601,278	2,496,477	-1,103,601			

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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)

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

Policy Year	EOY Age	Planned Premium	Annual Withdrawal Amount	Annual Loan Amount	Annual Loan Interest	Net Outlay	Policy Value	Net Surrender Value	Net Death Benefit
91	121	0	0	108,038	108,038	0	3,963,156	142,561	142,561
92	122	0	0	111,279	111,279	0	4,087,334	152,121	152,121
93	123	0	0	114,618	114,618	0	4,215,589	162,319	162,319
94	124	0	0	118,056	118,056	0	4,348,069	173,202	173,202
95	125	0	0	121,598	121,598	0	4,484,927	184,814	184,814
Totals:		223,999	222,799	4,174,868	3,070,067	-1,103,601			

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Illustration Based on Alternate Assumptions

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Rate of 5.20%

Policy Year	EOY Age	Planned Premium	Annual Withdrawal Amount	Annual Loan Amount	Annual Loan Interest	Net Outlay	Policy Value	Net Surrender Value	Net Death Benefit
1	31	6,400	0	0	0	6,400	5,271	1,301	147,441
2	32	6,400	0	0	0	6,400	10,867	6,941	153,037
3	33	6,400	0	0	0	6,400	16,745	12,859	158,915
4	34	6,400	0	0	0	6,400	22,920	19,482	165,090
5	35	6,400	0	0	0	6,400	29,411	26,125	171,581
6	36	6,400	0	0	0	6,400	36,237	33,110	178,407
7	37	6,400	0	0	0	6,400	43,416	40,451	185,586
8	38	6,400	0	0	0	6,400	50,968	48,127	193,138
9	39	6,400	0	0	0	6,400	58,912	56,341	201,082
10	40	6,400	0	0	0	6,400	67,269	64,832	209,439
Totals:		64,000	0	0	0	64,000			
11	41	6,400	0	0	0	6,400	76,320	74,042	218,490
12	42	6,400	0	0	0	6,400	85,849	85,660	228,019
13	43	6,400	0	0	0	6,400	95,883	95,883	238,053
14	44	6,400	0	0	0	6,400	106,451	106,451	248,621
15	45	6,400	0	0	0	6,400	117,582	117,582	259,752
16	46	6,400	0	0	0	6,400	129,309	129,309	271,479
17	47	6,400	0	0	0	6,400	141,660	141,660	287,569
18	48	6,400	0	0	0	6,400	154,671	154,671	304,702
19	49	6,400	0	0	0	6,400	168,381	168,381	321,607
20	50	6,400	0	0	0	6,400	182,828	182,828	338,231
Totals:		127,999	0	0	0	127,999			
21	51	6,400	0	0	0	6,400	198,801	198,801	353,866
22	52	6,400	0	0	0	6,400	215,667	215,667	368,790
23	53	6,400	0	0	0	6,400	233,483	233,483	382,913
24	54	6,400	0	0	0	6,400	252,306	252,306	396,120
25	55	6,400	0	0	0	6,400	272,193	272,193	414,363
26	56	6,400	0	0	0	6,400	293,620	293,620	435,790
27	57	6,400	0	0	0	6,400	316,251	316,251	458,421
28	58	6,400	0	0	0	6,400	340,156	340,156	482,326
29	59	6,400	0	0	0	6,400	365,403	365,403	507,573
30	60	6,400	0	0	0	6,400	392,062	392,062	534,232
Totals:		191,999	0	0	0	191,999			

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

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

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Illustration Based on Alternate Assumptions (cont'd)

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Rate of 5.20%

Policy Year	EOY Age	Planned Premium	Annual Withdrawal Amount	Annual Loan Amount	Annual Loan Interest	Net Outlay	Policy Value	Net Surrender Value	Net Death Benefit
31	61	6,400	0	0	0	6,400	420,260	420,260	562,430
32	62	6,400	0	0	0	6,400	450,047	450,047	592,217
33	63	6,400	0	0	0	6,400	481,500	481,500	623,670
34	64	6,400	0	0	0	6,400	514,708	514,708	656,878
35	65	6,400	0	0	0	6,400	549,762	549,762	691,932
36	66	0	53,104	0	0	-53,104	527,182	527,182	638,828
37	67	0	53,104	0	0	-53,104	503,386	503,386	593,995
38	68	0	53,104	0	0	-53,104	478,235	478,235	559,535
39	69	0	53,104	0	0	-53,104	451,638	451,638	523,900
40	70	0	10,383	42,721	0	-53,104	466,779	423,491	493,507
Totals:		223,999	222,799	42,721	0	-41,521			
41	71	0	0	53,671	567	-53,104	492,199	393,649	457,635
42	72	0	0	55,262	2,158	-53,104	517,545	362,076	419,006
43	73	0	0	56,920	3,816	-53,104	542,780	328,684	377,534
44	74	0	0	58,627	5,523	-53,104	567,871	293,389	333,140
45	75	0	0	60,386	7,282	-53,104	592,789	256,110	285,749
46	76	0	0	62,198	9,094	-53,104	617,516	216,773	247,649
47	77	0	0	64,063	10,959	-53,104	641,809	175,081	207,171
48	78	0	0	65,985	12,881	-53,104	665,578	130,885	164,164
49	79	0	0	67,965	14,861	-53,104	688,724	84,027	118,464
50	80	0	0	70,004	16,900	-53,104	711,138	34,337	69,894
Totals:		223,999	222,799	657,801	84,040	-572,561			
51	81	##	##	##	##	##	##	##	##
Totals:		223,999	222,799	657,801	84,040	-572,561			

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

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



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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 24AIUL

Death Benefit Illustration

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

Policy Year	EOY Age	Planned Premium	Base Face Amount	Supplemental Face Amount	Required Additional Death Benefit	Policy Value	Withdrawal Amount	Annual Loan Amount	Annual Loan Interest	Net Death Benefit
1	31	6,400	142,170	0	0	5,274	0	0	0	147,444
2	32	6,400	142,170	0	0	10,925	0	0	0	153,095
3	33	6,400	142,170	0	0	16,912	0	0	0	159,082
4	34	6,400	142,170	0	0	23,260	0	0	0	165,430
5	35	6,400	142,170	0	0	29,992	0	0	0	172,162
6	36	6,400	142,170	0	0	37,136	0	0	0	179,306
7	37	6,400	142,170	0	0	44,718	0	0	0	186,888
8	38	6,400	142,170	0	0	52,766	0	0	0	194,936
9	39	6,400	142,170	0	0	61,311	0	0	0	203,481
10	40	6,400	142,170	0	0	70,383	0	0	0	212,553
Totals:		64,000					0	0	0	
11	41	6,400	142,170	0	0	80,274	0	0	0	222,444
12	42	6,400	142,170	0	0	90,785	0	0	0	232,955
13	43	6,400	142,170	0	0	101,956	0	0	0	244,126
14	44	6,400	142,170	0	0	113,828	0	0	0	255,998
15	45	6,400	142,170	0	3,246	126,449	0	0	0	271,864
16	46	6,400	142,170	0	10,280	139,863	0	0	0	292,313
17	47	6,400	142,170	0	16,574	154,121	0	0	0	312,865
18	48	6,400	142,170	0	22,031	169,280	0	0	0	333,481
19	49	6,400	142,170	0	26,544	185,400	0	0	0	354,113
20	50	6,400	142,170	0	29,992	202,543	0	0	0	374,705
Totals:		127,999					0	0	0	
21	51	6,400	142,170	0	30,620	221,525	0	0	0	394,315
22	52	6,400	142,170	0	29,470	241,746	0	0	0	413,385
23	53	6,400	142,170	0	26,339	263,295	0	0	0	431,803
24	54	6,400	142,170	0	20,999	286,261	0	0	0	449,430
25	55	6,400	142,170	0	13,200	310,740	0	0	0	466,110
26	56	6,400	142,170	0	12,966	337,253	0	0	0	492,389
27	57	6,400	142,170	0	11,342	365,505	0	0	0	519,017
28	58	6,400	142,170	0	8,165	395,619	0	0	0	545,954
29	59	6,400	142,170	0	3,254	427,718	0	0	0	573,142
30	60	6,400	142,170	0	0	461,939	0	0	0	604,109
Totals:		191,999					0	0	0	

Death Benefit reflects cumulative withdrawals.

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Death Benefit Illustration (cont'd)

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

Policy Year	EOY Age	Planned Premium	Base Face Amount	Supplemental Face Amount	Required Additional Death Benefit	Policy Value	Withdrawal Amount	Annual Loan Amount	Annual Loan Interest	Net Death Benefit
31	61	6,400	142,170	0	0	498,475	0	0	0	640,645
32	62	6,400	142,170	0	0	537,418	0	0	0	679,588
33	63	6,400	142,170	0	0	578,918	0	0	0	721,088
34	64	6,400	142,170	0	0	623,141	0	0	0	765,311
35	65	6,400	142,170	0	0	670,264	0	0	0	812,434
36	66	0	142,170	617,160	27,040	660,815	53,104	0	0	786,370
37	67	0	142,170	586,779	38,893	650,713	53,104	0	0	767,841
38	68	0	142,170	566,635	39,889	639,909	53,104	0	0	748,693
39	69	0	142,170	547,623	39,101	628,358	53,104	0	0	728,895
40	70	0	142,170	547,623	68,373	659,275	10,383	42,721	0	714,878
Totals:		223,999					222,799	42,721	0	
41	71	0	142,170	547,623	102,598	701,231	0	53,671	567	693,842
42	72	0	142,170	547,623	135,972	743,933	0	55,262	2,158	670,296
43	73	0	142,170	547,623	168,454	787,383	0	56,920	3,816	644,152
44	74	0	142,170	547,623	200,023	831,604	0	58,627	5,523	615,334
45	75	0	142,170	547,623	230,657	876,620	0	60,386	7,282	583,771
46	76	0	142,170	547,623	278,813	922,482	0	62,198	9,094	567,863
47	77	0	142,170	547,623	327,562	968,910	0	64,063	10,959	550,627
48	78	0	142,170	547,623	376,850	1,015,850	0	65,985	12,881	531,950
49	79	0	142,170	547,623	426,608	1,063,239	0	67,965	14,861	511,704
50	80	0	142,170	547,623	476,757	1,111,000	0	70,004	16,900	489,750
Totals:		223,999					222,799	657,801	84,040	
51	81	0	142,170	547,623	527,231	1,159,070	0	72,104	19,000	465,956
52	82	0	142,170	547,623	577,862	1,207,290	0	74,267	21,163	440,092
53	83	0	142,170	547,623	628,524	1,255,540	0	76,495	23,391	411,964
54	84	0	142,170	547,623	679,010	1,303,622	0	78,790	25,686	381,297
55	85	0	142,170	547,623	729,190	1,351,413	0	81,154	28,050	347,889
56	86	0	142,170	547,623	778,840	1,398,698	0	83,588	30,484	311,443
57	87	0	142,170	547,623	827,705	1,445,236	0	86,096	32,992	271,629
58	88	0	142,170	547,623	875,495	1,490,751	0	88,679	35,575	228,080
59	89	0	142,170	547,623	921,916	1,534,961	0	91,339	38,235	180,422
60	90	0	142,170	547,623	966,658	1,577,573	0	94,079	40,975	128,263
Totals:		223,999					222,799	1,484,392	379,591	

Death Benefit reflects cumulative withdrawals.

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Death Benefit Illustration (cont'd)

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

Policy Year	EOY Age	Planned Premium	Base Face Amount	Supplemental Face Amount	Required Additional Death Benefit	Policy Value	Withdrawal Amount	Annual Loan Amount	Annual Loan Interest	Net Death Benefit
61	91	0	142,170	547,623	992,604	1,617,690	0	43,798	43,798	108,363
62	92	0	142,170	547,623	1,019,517	1,659,524	0	45,846	45,846	88,055
63	93	0	142,170	547,623	1,047,843	1,703,565	0	47,221	47,221	67,743
64	94	0	142,170	547,623	1,078,141	1,750,430	0	48,638	48,638	47,944
65	95	0	142,170	547,623	1,111,079	1,800,872	0	50,097	50,097	29,282
66	96	0	142,170	547,623	1,165,974	1,855,768	0	51,600	51,600	31,030
67	97	0	142,170	547,623	1,222,556	1,912,350	0	53,148	53,148	32,870
68	98	0	142,170	547,623	1,280,903	1,970,697	0	54,742	54,742	34,833
69	99	0	142,170	547,623	1,341,074	2,030,867	0	56,384	56,384	36,927
70	100	0	142,170	547,623	1,403,127	2,092,920	0	58,076	58,076	39,162
Totals:		223,999					222,799	1,993,941	889,139	
71	101	0	142,170	547,623	1,467,125	2,156,918	0	59,818	59,818	41,547
72	102	0	142,170	547,623	1,533,130	2,222,924	0	61,613	61,613	44,092
73	103	0	142,170	547,623	1,601,211	2,291,004	0	63,461	63,461	46,807
74	104	0	142,170	547,623	1,671,434	2,361,227	0	65,365	65,365	49,704
75	105	0	142,170	547,623	1,743,871	2,433,664	0	67,326	67,326	52,796
76	106	0	142,170	547,623	1,818,596	2,508,389	0	69,346	69,346	56,095
77	107	0	142,170	547,623	1,895,685	2,585,478	0	71,426	71,426	59,615
78	108	0	142,170	547,623	1,975,217	2,665,010	0	73,569	73,569	63,371
79	109	0	142,170	547,623	2,057,274	2,747,067	0	75,776	75,776	67,379
80	110	0	142,170	547,623	2,141,941	2,831,734	0	78,049	78,049	71,655
Totals:		223,999					222,799	2,679,689	1,574,888	
81	111	0	142,170	547,623	2,229,306	2,919,100	0	80,391	80,391	76,218
82	112	0	142,170	547,623	2,319,462	3,009,255	0	82,802	82,802	81,087
83	113	0	142,170	547,623	2,412,503	3,102,296	0	85,286	85,286	86,283
84	114	0	142,170	547,623	2,508,527	3,198,320	0	87,845	87,845	91,827
85	115	0	142,170	547,623	2,607,637	3,297,431	0	90,480	90,480	97,743
86	116	0	142,170	547,623	2,709,940	3,399,734	0	93,195	93,195	104,055
87	117	0	142,170	547,623	2,815,546	3,505,339	0	95,991	95,991	110,790
88	118	0	142,170	547,623	2,924,570	3,614,363	0	98,870	98,870	117,977
89	119	0	142,170	547,623	3,037,130	3,726,923	0	101,836	101,836	125,646
90	120	0	142,170	547,623	3,153,351	3,843,145	0	104,892	104,892	133,829
Totals:		223,999					222,799	3,601,278	2,496,477	

Death Benefit reflects cumulative withdrawals.

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Death Benefit Illustration (cont'd)

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

Policy Year	EOY Age	Planned Premium	Base Face Amount	Supplemental Face Amount	Required Additional Death Benefit	Policy Value	Withdrawal Amount	Annual Loan Amount	Annual Loan Interest	Net Death Benefit
91	121	0	142,170	547,623	3,273,362	3,963,156	0	108,038	108,038	142,561
92	122	0	0	0	0	4,087,334	0	111,279	111,279	152,121
93	123	0	0	0	0	4,215,589	0	114,618	114,618	162,319
94	124	0	0	0	0	4,348,069	0	118,056	118,056	173,202
95	125	0	0	0	0	4,484,927	0	121,598	121,598	184,814

Totals: 223,999 222,799 4,174,868 3,070,067

Death Benefit reflects cumulative withdrawals.

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Internal Rate of Return Illustration

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

Policy Year	EOY Age	Net Outlay	----- Surrender Value -----		----- Death Benefit -----	
			Net Surrender Value	Internal Rate of Return	Net Death Benefit	Internal Rate of Return
1	31	6,400	1,304	-79.62%	147,444	2203.83%
2	32	6,400	6,999	-34.08%	153,095	341.64%
3	33	6,400	13,027	-18.18%	159,082	151.93%
4	34	6,400	19,822	-9.97%	165,430	91.03%
5	35	6,400	26,707	-5.97%	172,162	62.56%
6	36	6,400	34,009	-3.46%	179,306	46.52%
7	37	6,400	41,753	-1.76%	186,888	36.43%
8	38	6,400	49,925	-0.56%	194,936	29.59%
9	39	6,400	58,740	0.39%	203,481	24.72%
10	40	6,400	67,946	1.09%	212,553	21.11%
Totals:		64,000				
11	41	6,400	77,996	1.70%	222,444	18.37%
12	42	6,400	90,596	2.52%	232,955	16.24%
13	43	6,400	101,956	2.86%	244,126	14.54%
14	44	6,400	113,828	3.14%	255,998	13.18%
15	45	6,400	126,449	3.37%	271,864	12.19%
16	46	6,400	139,863	3.58%	292,313	11.51%
17	47	6,400	154,121	3.76%	312,865	10.90%
18	48	6,400	169,280	3.92%	333,481	10.35%
19	49	6,400	185,400	4.06%	354,113	9.85%
20	50	6,400	202,543	4.19%	374,705	9.40%
Totals:		127,999				

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

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Internal Rate of Return Illustration (cont'd)

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

Policy Year	EOY Age	Net Outlay	----- Surrender Value -----		----- Death Benefit -----	
			Net Surrender Value	Internal Rate of Return	Net Death Benefit	Internal Rate of Return
21	51	6,400	221,525	4.34%	394,315	8.97%
22	52	6,400	241,746	4.47%	413,385	8.56%
23	53	6,400	263,295	4.58%	431,803	8.18%
24	54	6,400	286,261	4.69%	449,430	7.82%
25	55	6,400	310,740	4.78%	466,110	7.48%
26	56	6,400	337,253	4.88%	492,389	7.29%
27	57	6,400	365,505	4.97%	519,017	7.10%
28	58	6,400	395,619	5.05%	545,954	6.93%
29	59	6,400	427,718	5.12%	573,142	6.76%
30	60	6,400	461,939	5.19%	604,109	6.64%
Totals:		191,999				
31	61	6,400	498,475	5.25%	640,645	6.56%
32	62	6,400	537,418	5.31%	679,588	6.48%
33	63	6,400	578,918	5.36%	721,088	6.42%
34	64	6,400	623,141	5.41%	765,311	6.37%
35	65	6,400	670,264	5.46%	812,434	6.32%
36	66	-53,104	660,815	5.52%	786,370	6.22%
37	67	-53,104	650,713	5.57%	767,841	6.17%
38	68	-53,104	639,909	5.61%	748,693	6.12%
39	69	-53,104	628,358	5.65%	728,895	6.08%
40	70	-53,104	615,987	5.69%	714,878	6.08%
Totals:		-41,521				

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

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Internal Rate of Return Illustration (cont'd)

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

Policy Year	EOY Age	Net Outlay	----- Surrender Value -----		----- Death Benefit -----	
			Net Surrender Value	Internal Rate of Return	Net Death Benefit	Internal Rate of Return
41	71	-53,104	602,682	5.72%	693,842	6.05%
42	72	-53,104	588,463	5.74%	670,296	6.02%
43	73	-53,104	573,287	5.77%	644,152	5.99%
44	74	-53,104	557,122	5.79%	615,334	5.96%
45	75	-53,104	539,940	5.81%	583,771	5.93%
46	76	-53,104	521,739	5.82%	567,863	5.94%
47	77	-53,104	502,182	5.84%	550,627	5.95%
48	78	-53,104	481,157	5.85%	531,950	5.96%
49	79	-53,104	458,542	5.86%	511,704	5.97%
50	80	-53,104	434,199	5.87%	489,750	5.98%
Totals:		-572,561				
51	81	-53,104	408,003	5.88%	465,956	5.98%
52	82	-53,104	379,728	5.89%	440,092	5.99%
53	83	-53,104	349,187	5.89%	411,964	5.99%
54	84	-53,104	316,116	5.90%	381,297	5.99%
55	85	-53,104	280,318	5.90%	347,889	5.99%
56	86	-53,104	241,508	5.90%	311,443	5.99%
57	87	-53,104	199,367	5.90%	271,629	5.99%
58	88	-53,104	153,543	5.90%	228,080	5.98%
59	89	-53,104	103,674	5.90%	180,422	5.98%
60	90	-53,104	49,384	5.89%	128,263	5.97%
Totals:		-1,103,601				

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

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Internal Rate of Return Illustration (cont'd)

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

Policy Year	EOY Age	Net Outlay	----- Surrender Value -----		----- Death Benefit -----	
			Net Surrender Value	Internal Rate of Return	Net Death Benefit	Internal Rate of Return
61	91	0	43,655	5.88%	108,363	5.95%
62	92	0	38,269	5.88%	88,055	5.92%
63	93	0	33,671	5.87%	67,743	5.90%
64	94	0	30,440	5.87%	47,944	5.88%
65	95	0	29,282	5.86%	29,282	5.86%
66	96	0	31,030	5.86%	31,030	5.86%
67	97	0	32,870	5.86%	32,870	5.86%
68	98	0	34,833	5.86%	34,833	5.86%
69	99	0	36,927	5.86%	36,927	5.86%
70	100	0	39,162	5.86%	39,162	5.86%
Totals:		-1,103,601				
71	101	0	41,547	5.86%	41,547	5.86%
72	102	0	44,092	5.86%	44,092	5.86%
73	103	0	46,807	5.86%	46,807	5.86%
74	104	0	49,704	5.86%	49,704	5.86%
75	105	0	52,796	5.86%	52,796	5.86%
76	106	0	56,095	5.86%	56,095	5.86%
77	107	0	59,615	5.86%	59,615	5.86%
78	108	0	63,371	5.86%	63,371	5.86%
79	109	0	67,379	5.86%	67,379	5.86%
80	110	0	71,655	5.86%	71,655	5.86%
Totals:		-1,103,601				

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

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Internal Rate of Return Illustration (cont'd)

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

Policy Year	EOY Age	Net Outlay	----- Surrender Value -----		----- Death Benefit -----	
			Net Surrender Value	Internal Rate of Return	Net Death Benefit	Internal Rate of Return
81	111	0	76,218	5.86%	76,218	5.86%
82	112	0	81,087	5.86%	81,087	5.86%
83	113	0	86,283	5.86%	86,283	5.86%
84	114	0	91,827	5.86%	91,827	5.86%
85	115	0	97,743	5.86%	97,743	5.86%
86	116	0	104,055	5.87%	104,055	5.87%
87	117	0	110,790	5.87%	110,790	5.87%
88	118	0	117,977	5.87%	117,977	5.87%
89	119	0	125,646	5.87%	125,646	5.87%
90	120	0	133,829	5.87%	133,829	5.87%
Totals:		-1,103,601				
91	121	0	142,561	5.87%	142,561	5.87%
92	122	0	152,121	5.87%	152,121	5.87%
93	123	0	162,319	5.87%	162,319	5.87%
94	124	0	173,202	5.87%	173,202	5.87%
95	125	0	184,814	5.87%	184,814	5.87%
Totals:		-1,103,601				

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

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

## A LIFE INSURANCE POLICY ILLUSTRATION

### A Flexible Premium Universal Life Insurance Policy

#### Understanding Potential Loan Costs

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

#### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

Below are hypothetical examples of the net loan cost (and in some cases gain) associated with taking either a Standard, Index Loan or a Fixed Index Loan. Example 1 assumes that the Standard Loan is fully secured by the Fixed Account, and uses a Fixed Loan Charge Rate of 3%. Examples 2 and 3 assume that the Index Loans are fully secured by the Select Capped Indexed Account which has a guaranteed Indexed Account Multiplier of 11%, and a hypothetical Loan Charge Rate of 5.5%. Examples 4 and 5 assume that the Fixed Index Loans are fully secured by the Loaned Indexed Account which has a guaranteed Indexed Account Multiplier of 11%, and a Loan Charge Rate of 5.0%. Examples 6 and 7 assume that the Fixed Index Loans are fully secured by the Barclays Global MA Loaned Indexed Account which has no guaranteed Indexed Account Multiplier, a 135% Participation Rate, a Fixed Bonus Interest and a Loan Charge Rate of 5.0%. All seven scenarios assume a \$100,000 Policy Value at the beginning of the loan period and annual loans of \$10,000 are taken at the beginning of the Policy Year. In order to isolate the impact of the loan option and assumed crediting rate, no policy charges are assumed.

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

Assumed Crediting Rate	5.20%	Loan Rate Charged	3.00%
Assumed Loan Account Crediting Rate	3.00%	<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	300	300	-	94,980
12	(10,000)	10,300	609	609	-	89,692
13	(10,000)	10,609	927	927	-	84,123
14	(10,000)	10,927	1,255	1,255	-	78,257
20	(10,000)	13,048	3,439	3,439	-	35,897

Under current assumptions, the rate of interest credited to the policy's Loan Account equals the rate of interest charged for the loan after Policy Year 10. Therefore, in this example the net cost of the Standard Loan is zero. In Policy Years 1-10 the net cost of the loan will be greater than reflected in the example above.

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

Assumed Crediting Rate	2.00%	Loan Rate Charged	5.50%
Assumed Loan Account Crediting Rate	N/A	<b>Net Loan Cost</b>	<b>3.28%</b>

Policy Year	Annual Loan Requested	Annual Loan Amount	Indexed Account Credited Amount	Loan Charged Amount	Cumulative Net Loan Cost	Net Cash Surrender Value
11	(10,000)	10,000	222	550	(328)	92,220
12	(10,000)	10,550	456	1,130	(1,002)	83,939
13	(10,000)	11,130	703	1,742	(2,041)	75,129
14	(10,000)	11,742	964	2,388	(3,465)	65,757
20	(10,000)	16,191	2,858	7,081	(21,371)	(4,199)

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

#### Example 3 - Index Loan – Current Loan Charge Rate & an Assumed 9.50% Segment Growth Rate

Assumed Crediting Rate	9.50%	Loan Rate Charged	5.50%
Assumed Loan Account Crediting Rate	N/A	<b>Net Loan Gain</b>	<b>5.05%</b>

Policy Year	Annual Loan Requested	Annual Loan Amount	Indexed Account Credited Amount	Loan Charged Amount	Cumulative Net Loan Cost	Net Cash Surrender Value
11	(10,000)	10,000	1,055	550	505	100,545
12	(10,000)	10,550	2,167	1,130	1,541	101,652
13	(10,000)	11,130	3,341	1,742	3,140	103,408
14	(10,000)	11,742	4,579	2,388	5,330	105,911
20	(10,000)	16,191	13,577	7,081	32,870	143,762

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

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Understanding Potential Loan Costs (cont'd)

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

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

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

Assumed Crediting Rate	2.0%	Loan Rate Charged	5.0%
Assumed Loan Account Crediting Rate	N/A	<b>Net Loan Cost</b>	<b>2.78%</b>

Policy Year	Annual Loan Requested	Annual Loan Amount	Indexed Account Credited Amount	Loan Charged Amount	Cumulative Net Loan Cost	Net Cash Surrender Value
11	(10,000)	10,000	222	500	(278)	92,220
12	(10,000)	10,500	455	1,025	(848)	83,989
13	(10,000)	11,025	700	1,576	(1,724)	75,284
14	(10,000)	11,576	957	2,155	(2,923)	66,079
20	(10,000)	15,513	2,792	6,289	(17,830)	(1,225)

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

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

Assumed Crediting Rate	8.75%	Loan Rate Charged	5.0%
Assumed Loan Account Crediting Rate	N/A	<b>Net Loan Gain</b>	<b>4.71%</b>

Policy Year	Annual Loan Requested	Annual Loan Amount	Indexed Account Credited Amount	Loan Charged Amount	Cumulative Net Loan Cost	Net Cash Surrender Value
11	(10,000)	10,000	971	500	471	99,713
12	(10,000)	10,500	1,991	1,025	1,437	99,868
13	(10,000)	11,025	3,062	1,576	2,923	100,534
14	(10,000)	11,576	4,186	2,155	4,954	101,784
20	(10,000)	15,513	12,216	6,289	30,224	126,895

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

#### Example 6 - Fixed Index Loan (Barclays Global MA Loaned Indexed Account) - Current Loan Charge Rate & Assumed 2.00% Segment Growth Rate

Assumed Crediting Rate	2.00%	Loan Rate Charged	5.00%
Assumed Loan Account Crediting Rate	N/A	<b>Net Loan Cost</b>	<b>2.35%</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	265	500	(235)	92,650
12	(10,000)	10,500	543	1,025	(717)	84,870
13	(10,000)	11,025	835	1,576	(1,458)	76,638
14	(10,000)	11,576	1,142	2,155	(2,470)	67,928
20	(10,000)	15,513	3,333	6,289	(15,072)	4,115

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

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Accumulation IUL

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Understanding Potential Loan Costs (cont'd)

Accumulation IUL Form: 24AIUL

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

### Example 7 - Fixed Index Loan (Barclays Global MA Loaned Indexed Account) - Current Loan Charge Rate & Assumed 9.00% Segment Growth Rate

Assumed Crediting Rate	9.00%	Loan Rate Charged	5.00%
Assumed Loan Account Crediting Rate	N/A	<b>Net Loan Gain</b>	<b>4.65%</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	965	500	465	99,650
12	(10,000)	10,500	1,978	1,025	1,418	99,731
13	(10,000)	11,025	3,042	1,576	2,884	100,309
14	(10,000)	11,576	4,159	2,155	4,888	101,454
20	(10,000)	15,513	12,138	6,289	29,823	125,460

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

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

Accumulation IUL

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 24AIUL

Glossary of Terms

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

### Advance Contribution Charge

An Advance Contribution Charge is assessed on each monthly processing date when the cumulative premiums paid exceed the Advance Contribution Limit times the current Policy Year. It is deducted for the first 20 Policy Years. The Advance Contribution Charge rates and Advance Contribution Limit are both shown in the policy contract.

### Base Face Amount Charge

The Base Face Amount Charge is \$0.2417 per \$1,000 of Base Face Amount per policy month in years 1-3. In years 4-25, the rate is \$0.2417. This charge varies by the insured's issue age, gender, risk classification and the policy duration.

### Cost of Insurance

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

### Death Benefit Option

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

### Fixed Bonus Interest

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

### Guaranteed Indexed Account Multiplier

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

### Index Change

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

### Indexed Performance Charge

The Indexed Performance Charge is equal to 0.165% (1.98% annualized) multiplied by the Policy Value in the High Capped Indexed Account, plus 0.415% (4.98% annualized) multiplied by the Policy Value in the Enhanced High Capped Indexed Account, plus 0.05% (0.60% annualized) multiplied by the Policy Value in the Barclays Global MA Plus Indexed Account. The charge is deducted monthly on a pro-rata basis from the Non-Loaned Indexed Accounts.

### Monthly Administrative Charge

A monthly Administrative Charge of \$20.00 will be assessed in all years, current and guaranteed.

### Net Death Benefit

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

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 24AIUL

Glossary of Terms (cont'd)

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

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Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

Net Death Benefit reflects the total loan plus any loan interest due.

### Net Income

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

### Net Surrender Value

The Net Surrender Value is the Policy Value less Surrender Charge(s), and is illustrated as of end of the year. This amount is shown net of withdrawals and total loans plus loan interest due. If the policy terminates for any reason, the amount of any outstanding loan (that was not previously considered income) could result in a considerable tax. Under certain situations involving large amounts of outstanding loans, you might find yourself having to choose between high premium requirements to keep your policy from lapsing and a significant tax burden if you allow the lapse to occur. Please consult your tax advisor for further information.

### Participation Rate

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

### Planned Premium Outlay

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

### Policy Value

The Policy Value is the sum of all amounts held in the policy including the Fixed Account, the Index Appreciation Account, and any value in the Loan Account. When premiums are paid, the balance, after a premium charge is deducted, is allocated between the Fixed Account and the Non-Loaned Indexed Accounts, per your instructions. The Fixed Account is credited daily with a guaranteed interest rate of 1.00% or the current rate, whichever is greater. Segments in the Index Appreciation Account may earn an Index Segment Interest Credit at each Segment Maturity Date, subject to a guaranteed Segment Floor Rate of 0%. Also, once each month, Cost of Insurance and any other charges are deducted proportionately from both the Fixed Account and the Index Appreciation Account.

**Cumulative Guarantee** Accumulation IUL policies also include a Cumulative Guarantee used for purposes of calculating Minimum Death Benefit, Insurance Benefit and the Cash Surrender Value. The Policy Value used for these purposes (only) is the greater of the Policy Value described above and the Cumulative Guaranteed Policy Value which is determined in the same manner as the Policy Value except that:

- Net Premiums accumulate with interest in the manner applicable to amounts accumulated in the Fixed Account;
- Monthly Deductions and withdrawals, including any applicable charges, are made from the amount accumulated as described above, in the manner applicable to the Fixed Account;
- The Indexed Performance Charge, if applicable, that is deducted will be determined by multiplying the Indexed Performance Charge deducted from the Policy Value in that month by the ratio of the Cumulative Guarantee Policy Value immediately before the Monthly Deductions, divided by the Policy Value immediately before the Monthly Deductions; and
- A Cumulative Guaranteed Interest Rate of 5.00% in years 1-3 and 2.00% thereafter is used to credit this amount.

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

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Accumulation IUL

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 24AIUL

Glossary of Terms (cont'd)

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

### Premium Charge

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

### Risk Class

Classifications represent groups of people with similar risk characteristics and help to determine the Cost of Insurance. Final risk classification for a proposed insured is determined upon completion of the underwriting process, and may vary from what is shown on this illustration. If so, you will receive a Revised Basic Illustration prior to or upon delivery of your insurance contract.

### Segment Cap Rate

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

### Segment Floor Rate

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

### Segment Term

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

### Supplemental Face Amount Charge

The Supplemental Face Amount Charge is an additional monthly charge of \$0.1462 per \$1,000 of the Supplemental Face Amount at issue, or the current Supplemental Face Amount if greater, in years 1-3. In years 4-25, the rate is \$0.1462. This charge varies by age, gender, risk classification and the policy duration.

### Total Face Amount

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

### Index Disclosure

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 24AIUL

Glossary of Terms (cont'd)

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client

Male - Preferred NonSmoker

Age: 30

Initial Assumed Status: Bronze

Initial Death Benefit \$142,170

Base Face Amount \$142,170

Initial Planned Premium: \$533.33 / Billing Mode: Monthly

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36

Guideline Premium Test; State: South Carolina

Based on Current Charges and Initial Assumed Segment Growth Rate of 6.04%

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Accumulation IUL



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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 24AIUL

Input Summary ~ Agent Use Only ~

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client	Initial Death Benefit \$142,170
Male - Preferred NonSmoker	Base Face Amount \$142,170
Age: 30	Initial Planned Premium: \$533.33 / Billing Mode: Monthly
Initial Assumed Status: Bronze	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36
	Guideline Premium Test; State: South Carolina

### Product & Concept

Concept	Ledger
Approved in	South Carolina
Product Type	Universal Life ---- Single Life
Product	Accumulation IUL 24

### Policy Design

Insured Name	Elementor Client
Sex	Male
Issue Age / Birthdate	30
State	South Carolina
Risk Class	Preferred NonSmoker
Vitality PLUS Rider	Yes
Assumed Vitality PLUS Status	Bronze
Total Face Amount	Min Non-MEC DB
Death Benefit Option	Option 2
Death Benefit Change Year	36
Definition of Life Insurance Test	GPT
Premium	Schedule
--	533.33      1      35
Premium Duration	35
Premium Mode	Monthly
Target Cash Value	Endow
Target Year	Lifetime
Agent Name	Andrew Reina

### Policy Allocation

Allocation Option	Custom Allocation and Rate
Select Capped Rate	6.04%
Base Capped Two Year Rate	6.88%
Barclays Global MA Bonus Rate	6.06%
Barclays Global MA Classic Rate	6.88%
Barclays Global MA Plus Rate	7.50%
Fixed Rate	Current
Allocation Select Capped Rate	100%
Allocation Base Capped Two Year Rate	0%
Allocation Barclays Global MA Bonus Rate	0%
Allocation Barclays Global MA Classic Rate	0%

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

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

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Accumulation IUL Form: 24AIUL

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

Presented By: Andrew Reina

### Illustration Assumptions

Elementor Client	Initial Death Benefit \$142,170
Male - Preferred NonSmoker	Base Face Amount \$142,170
Age: 30	Initial Planned Premium: \$533.33 / Billing Mode: Monthly
Initial Assumed Status: Bronze	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 36
	Guideline Premium Test; State: South Carolina

Allocation Barclays Global MA Plus Rate	0%
Allocation High Capped Rate	0%
Allocation Enhanced High Capped Rate	0%
Fixed Rate Allocation	0%

### Policy Options

Estimated Policy Issue Date	Today
Charges	Current
Lump Sum Month Year 1	1
Lump Sum Month Years 2+	1
MEC Testing	Avoid MEC
Distributions	Schedule
-- Solve	Avoid Taxable Distributions
	A66 A90
Distribution Mode	Monthly
Target Cash Value	Endow
Target Year	Lifetime
Withdrawal Cap	Basis
Loan Cap	None
Loan Type	Standard Loan
Loan Interest Payment Type	Borrow
Owner Tax Rate	35.00%

### Optional Reports

Optional Presentations	No Presentation
Optional Reports	Yes
Input Summary	Yes
Internal Rate Of Return	Yes
Vitality PLUS Presentation	Yes

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Accumulation IUL