



Interest crediting rate changes

January 23, 2020

Effective March 1, 2020, John Hancock will be changing the interest crediting rates on certain universal life, indexed universal life, long-term care products and variable life fixed accounts for new and inforce policies including:

- Interest crediting rates will decrease by 0.15% on the following products:
 - UL crediting rates on Protection UL and Protection SUL
 - VUL fixed accounts on Protection VUL and Accumulation VUL
 - IUL fixed accounts on Accumulation IUL, Protection IUL and Protection SIUL
- Indexed UL caps will decrease for certain Accumulation IUL, Protection IUL and Protection SIUL accounts, while participation rates and threshold rates remain unchanged
- The declared rate will decrease by 0.20% on Performance LTC

The attached chart details the new rates for each product — only the rates and accounts affected by this change are listed. Please call **1-800-448-1616** if you do not see a specific product listed, or **1-800-377-7311** for Long-Term Care.

Notification to clients

These changes will become effective on your clients' policies, starting March 1, 2020 and will be reflected on their annual statements. Clients who request inforce illustrations before they receive their annual statement will see the interest crediting rate change on the illustration.

Illustration software

Effective January 27, 2020, JH Illustrator and jhillustrator.com will reflect these new rates.

Pending cases in New Business

Effective March 1, 2020 a new illustration on JH Illustrator 16.0 will be required on every pending case in our New Business Department reflecting the new interest rate. Our New Business Department will contact you for those cases that will require new illustrations to complete the issue process.

Fixed Account Rates effective March 1, 2020

Currently Marketed Products	National Rate	New York Rate
Universal Life		
Protection UL 19	4.80%	N/A
Protection UL 18	4.80%	N/A
Protection UL 16 Reprice	N/A	4.55%
Protection SUL 19	4.80%	4.55%
IUL Fixed Account		
Accumulation IUL 19	3.95%	3.70%
Protection IUL 18	4.35%	4.10%
Protection SIUL 19	4.35%	4.10%
Variable Life Fixed Account		
Protection VUL 17	3.60%	N/A
Accumulation VUL 19	3.75%	3.50%

Inforce Products	National Rate	New York Rate
Universal Life		
Accumulation UL 06/07/09	4.10%	3.85%
Premier Life	3.95%	3.70%
Performance SUL 10	4.25%	4.00%
Performance UL 06/07/08/08R	3.90%	3.65%
Performance UL 09	4.35%	4.10%
Performance UL 10	4.20%	3.95%
Performance UL (issued 11/1/04 thru 7/28/06)	3.90%	3.90%
Performance UL (issued prior to 11/1/04)	4.15%	4.15%
Performance UL Core (issued 5/1/05 or after)	3.50%	3.50%
Performance UL Core (issued 11/1/04 thru 4/30/05)	3.75%	3.75%
Performance UL Core (issued prior to 11/1/04)	4.00%	4.00%
Performance SUL 06	3.85%	3.85%
Performance SUL (issued prior to or after 11/1/04)	4.00%	4.00%
Performance Executive UL	3.50%	3.50%
Protection UL 11/12/13/15/16	4.80%	4.55%
Protection SUL 11/12/13	4.80%	4.55%
Protection UL-G 08/09/09R/10/11	3.80%	3.80%
Protection UL-G 06/06R/07/07R	3.30%	3.30%
Protection UL-G 05	4.35%	4.10%

Fixed Account Rates effective March 1, 2020, continued

Inforce Products	National Rate	New York Rate
Protection SUL-G 07/08/09/10/11	4.05%	4.05%
Protection SUL-G 06	4.35%	4.35%
Protection SUL-G 96	3.55%	N/A
UL-G 12/13	3.80%	N/A
SUL-G 12/13	4.05%	N/A
IUL Fixed Account		
Accumulation IUL 17/18	3.95%	3.70%
Accumulation IUL 11/14/15	4.10%	3.85%
Protection IUL 13/15	4.35%	4.10%
Protection SIUL 13/16	4.35%	4.10%
Variable Life Fixed Account		
Accumulation VUL 14	3.60%	3.40%
Accumulation VUL 06/09	3.60%	3.35%
Protection VUL 05/09/12	3.60%	3.35%
Accumulation & Protection SVUL 07	3.60%	3.35%
Protection SVUL 03	3.10%	3.55%
Performance SVUL	3.55%	3.55%

Indexed UL Cap Rates effective March 1, 2020

Currently Marketed Products	National Rate	New York Rate
Accumulation IUL 19		
Capped Indexed Account	9.50%	N/A
High Capped Indexed Account	13.25%	N/A
High Par Capped Indexed Account	8.00%	N/A
Capped Hang Seng Indexed Account	11.50%	N/A
Enhanced Capped Indexed Account	9.75%	N/A
Enhanced High Capped Indexed Account	13.75%	N/A
Protection IUL 18		
Capped Indexed Account	9.50%	8.75%
High Capped Indexed Account	13.25%	12.00%
High Par Capped Indexed Account	8.00%	7.50%
Capped Hang Seng Indexed Account	11.50%	11.00%
Protection SIUL 19		
Capped Indexed Account	9.50%	N/A
High Capped Indexed Account	13.25%	N/A
High Par Capped Indexed Account	8.00%	N/A
Capped Hang Seng Indexed Account	11.50%	N/A

Inforce Products	National Rate	New York Rate
Accumulation IUL 18		
Capped Indexed Account	9.50%	N/A
High Capped Indexed Account	13.25%	N/A
High Par Capped Indexed Account	8.00%	N/A
Capped Hang Seng Indexed Account	11.50%	N/A
Enhanced Capped Indexed Account	9.75%	N/A
Enhanced High Capped Indexed Account	13.75%	N/A
Accumulation IUL 17		
Capped Indexed Account (with 15% multiplier)	9.00%	8.00%
Capped Indexed Account (with 5% multiplier)	10.25%	9.25%
High Par Capped Indexed Account	8.75%	7.75%
Capped Hang Seng Capped Indexed Account	12.75%	11.75%

Note: Please consult your clients' policy contract to determine which accounts and multipliers are applicable to their policy.

Indexed UL Cap Rates effective March 1, 2020, continued

Inforce Products	National Rate	New York Rate
Accumulation IUL 14/15		
Capped Indexed Account	11.00%	10.00% (N/A for AIUL 14)
High Par Capped Indexed Account	9.25%	8.25% (N/A for AIUL 14)
Capped Hang Seng Indexed Account	13.75%	12.75% (N/A for AIUL 14)
Protection IUL 15		
Capped Indexed Account (with 25% multiplier)	9.00%	8.00%
Capped Indexed Account (with 15% multiplier)	10.00%	9.00%
High Par Capped Indexed Account	8.25%	7.25%
Capped Hang Seng Indexed Account	12.25%	11.25%
Protection IUL 13/Protection SIUL 13		
Capped Indexed Account (with 10% multiplier)	11.00%	10.00%
High Par Capped Indexed Account (with 10% multiplier)	9.00%	8.00%
Hang Seng Capped Indexed Account (with 10% multiplier)	13.50%	12.50%
Capped Indexed Account (with 0% multiplier)	12.75%	11.75% (N/A for PSIUL 13)
High Par Capped Indexed Account (with 0% multiplier)	10.25%	9.25% (N/A for PSIUL 13)
Capped Hang Seng Indexed Account (with 0% multiplier)	15.50%	14.50% (N/A for PSIUL 13)
Indexed UL 11		
Capped Indexed Account	11.75%	10.75%
High Par Capped Indexed Account	9.75%	8.75%
Capped Hang Seng Indexed Account	14.75%	13.75%
Protection SIUL 16		
Capped Indexed Account (with 25% multiplier)	9.00%	N/A
Capped Indexed Account (with 15% multiplier)	10.00%	N/A
High Par Capped Indexed Account	8.25%	N/A
Hang Seng Capped Indexed Account	12.25%	N/A
Plus Capped Indexed Account	13.00%	N/A
Long-Term Care Insurance		
Performance LTC	5.50%	5.25%

Insurance policies and/or associated riders and features may not be available in all states. Features may vary based on the type of policy purchased, the state where the policy was issued and the policy date.

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Variable life insurance is sold by product and fund prospectus, which should be read carefully. They contain information on the investment objectives, risks, charges and expenses of the variable product and its underlying investment options. These factors should be considered carefully before investing.

Insurance products are issued by: John Hancock Life Insurance Company (U.S.A.), Boston, MA 02116 (not licensed in New York) and John Hancock Life Insurance Company of New York, Valhalla, NY 10595 and securities offered through **John Hancock Distributors LLC** through other broker/dealers that have a selling agreement with John Hancock Distributors LLC, 197 Clarendon Street, Boston, MA 02116.

Long-term care insurance products are issued by: John Hancock Life & Health Insurance Company, Boston, MA 02116 (Long-term care insurance).