



Policy crediting rate and indexed parameter changes

January 21, 2021

At John Hancock, we are proud of our record of delivering exceptional policy performance for our customers. Our strong investment capabilities are at the core of this continued success. Of course, economic conditions will impact policy crediting rates and indexed parameters. The continued low-interest-rate environment is necessitating adjustments on new and inforce policies, effective March 1, 2021.

- Interest crediting rates will decrease on the following products:
 - UL crediting rates on Protection UL and Protection SUL
 - VUL fixed accounts on Protection VUL, Accumulation VUL and Accumulation SVUL
 - IUL fixed accounts on Accumulation IUL, Protection IUL and Protection SIUL
- Indexed UL caps will decrease and thresholds will increase for certain Accumulation IUL, Protection IUL, Protection SIUL, Accumulation VUL and Accumulation SVUL accounts, while participation rates remain unchanged. The last segments to utilize the old rates will initiate on February 15. The first segments to utilize the new rates will initiate on March 15.

The attached chart details the new rates for each product — only the rates and accounts affected by this change are listed. If you have any questions, please do not hesitate to call **800-387-2747, option 1**.

Notification to clients

These changes will become effective on your clients' policies, starting March 1, 2021 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 February 1, 2021, JH Illustrator and JHIllustrator.com will reflect these new rates.

Pending cases in New Business

Effective March 1, 2021, a new illustration on JH Illustrator 17.0 reflecting the new interest rates will be required on every case pending with New Business. A member of our team will contact you regarding cases that will require a new illustration to complete the issue process.

Fixed Account Rates effective March 1, 2021

Currently Marketed Products	National Rate	New York Rate
Universal Life		
Protection UL 19	4.35%	N/A
Protection UL 16 Reprice	N/A	4.10%
Protection SUL 19	4.35%	4.10%
IUL Fixed Account		
Accumulation IUL 20	3.55%	3.30%
Protection IUL 20	3.95%	3.70%
Protection SIUL 19	3.95%	3.70%
Variable Life Fixed Account		
Protection VUL 17	3.20%	N/A
Accumulation VUL 19	3.35%	3.10%
Accumulation SVUL 20	3.35%	3.10%

Inforce Products	National Rate	New York Rate
Universal Life		
Accumulation UL 06/07/09	3.70%	3.45%
Premier Life	3.55%	3.30%
Performance SUL 10	3.85%	3.60%
Performance UL 06/07/08/08R	3.50%	3.25%
Performance UL 09	3.95%	3.70%
Performance UL 10	3.80%	3.55%
Performance UL (issued 11/1/04 thru 7/28/06)	3.50%	3.50%
Performance UL (issued prior to 11/1/04)	3.75%	3.75%
Performance UL Core (issued 5/1/05 or after)	3.10%	3.10%
Performance UL Core (issued 11/1/04 thru 4/30/05)	3.35%	3.35%
Performance UL Core (issued prior to 11/1/04)	3.60%	3.60%
Performance SUL 06	3.45%	3.45%
Performance Executive UL	3.10%	3.10%
Protection UL 18	4.35%	N/A
Protection UL 11/12/13/15/16	4.35%	4.10%
Protection SUL 11/12/13	4.35%	4.10%
Protection UL-G 08/09/09R/10/11	3.40%	3.40%
Protection UL-G 06/06R/07/07R	3.00%	3.00%
Protection UL-G 05	3.95%	3.70%

Fixed Account Rates effective March 1, 2021 (continued)

Inforce Products	National Rate	New York Rate
Protection SUL-G 07/08/09/10/11	3.65%	3.65%
Protection SUL-G 06	3.95%	3.95%
Protection SUL-G 96	3.15%	N/A
Survivorship UL 04	3.45%	3.20%
UL-G 12/13	3.40%	N/A
SUL-G 12/13	3.65%	N/A
IUL Fixed Account		
Accumulation IUL 17/18/19	3.55%	3.30% (N/A for AIUL 18)
Accumulation IUL 11/14/15	3.70%	3.45% (N/A for AIUL 14)
Protection IUL 13/15/18	3.95%	3.70%
Protection SIUL 13/16	3.95%	3.70% (N/A for PSIUL 16)
Variable Life Fixed Account		
Accumulation VUL 14	3.20%	3.00%
Accumulation VUL 06/09	3.20%	2.95%
Protection VUL 05/09/12	3.20%	2.95%
Accumulation & Protection SVUL 07	3.20%	2.95%
Protection SVUL 03	3.00%	3.15%
Performance SVUL	3.15%	3.15%

Indexed UL Cap Rates effective for segments starting March 15

Currently Marketed Products	National Rate	New York Rate
Accumulation IUL 20		
Capped Indexed Account	9.00%	N/A
High Capped Indexed Account	10.50%	N/A
High Par Capped Indexed Account	7.50%	N/A
Capped Hang Seng Indexed Account	12.00%	N/A
Enhanced Capped Indexed Account	9.75%	N/A
Enhanced High Capped Indexed Account	12.00%	N/A
Select Capped Indexed Account	8.50%	N/A
Base Capped Indexed Account	N/A	8.00%
Base High Par Capped Indexed Account	7.75%	7.25%
Protection IUL 20		
Capped Indexed Account	8.00%	N/A
High Capped Indexed Account	10.50%	N/A
High Par Capped Indexed Account	7.00%	N/A
Capped Hang Seng Indexed Account	11.00%	N/A
Base Capped Indexed Account	11.00%	10.00%
Base High Par Capped Indexed Account	8.50%	8.00%
Protection SIUL 19		
Capped Indexed Account	8.00%	N/A
High Capped Indexed Account	10.50%	N/A
High Par Capped Indexed Account	7.00%	N/A
Capped Hang Seng Indexed Account	11.00%	N/A
Base Capped Indexed Account	11.00%	10.00%
Base High Par Capped Indexed Account	8.50%	8.00%
Accumulation VUL 19/Accumulation SVUL 20		
Base Capped Indexed Account	6.50%	5.50%
Base High Par Capped Indexed Account	6.25%	5.25%

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

Indexed UL Cap Rates effective for segments starting March 15 (continued)

Inforce Products	National Rate	New York Rate
Accumulation IUL 18/19		
Capped Indexed Account	8.00%	N/A
High Capped Indexed Account	10.50%	N/A
High Par Capped Indexed Account	7.00%	N/A
Capped Hang Seng Indexed Account	11.00%	N/A
Enhanced Capped Indexed Account	8.75%	N/A
Enhanced High Capped Indexed Account	11.50%	N/A
Base Capped Indexed Account	9.00%	8.00% (N/A for AIUL 18)
Base High Par Capped Indexed Account	7.75%	7.25% (N/A for AIUL 18)
Accumulation IUL 17		
Capped Indexed Account (with 15% multiplier)	7.25%	6.25%
Capped Indexed Account (with 5% multiplier)	8.00%	7.00%
High Par Capped Indexed Account	7.25%	6.25%
Capped Hang Seng Capped Indexed Account	11.75%	10.75%
Plus Capped Indexed Account	12.00%	11.00%
Uncapped Indexed Account (threshold)	8.50%	9.00%
Accumulation IUL 14/15		
Capped Indexed Account	8.75%	7.75% (N/A for AIUL 14)
High Par Capped Indexed Account	7.75%	6.75% (N/A for AIUL 14)
Capped Hang Seng Indexed Account	12.75%	11.75% (N/A for AIUL 14)
Plus Capped Indexed Account:	12.50%	11.50% (N/A for AIUL 14)
Uncapped Indexed Account (threshold)	8.00%	8.50% (N/A for AIUL 14)
Protection IUL 18		
Capped Indexed Account	8.00%	7.25%
High Capped Indexed Account	10.50%	9.25%
High Par Capped Indexed Account	7.00%	6.50%
Capped Hang Seng Indexed Account	11.00%	10.50%
Base Capped Indexed Account	11.00%	N/A
Base High Par Capped Indexed Account	8.50%	N/A
Protection IUL 15		
Capped Indexed Account (with 25% multiplier)	7.25%	6.25%
Capped Indexed Account (with 15% multiplier)	8.25%	7.25%
High Par Capped Indexed Account	7.25%	6.25%
Capped Hang Seng Indexed Account	11.25%	10.25%
Plus Capped Indexed Account	11.00%	10.00%
Uncapped Indexed Account (threshold)	8.50%	9.00%

Indexed UL Cap Rates effective for segments starting March 15 (continued)

Inforce Products	National Rate	New York Rate
Protection IUL 13/Protection SIUL 13		
Capped Indexed Account (with 10% multiplier)	8.75%	7.75%
High Par Capped Indexed Account (with 10% multiplier)	7.50%	6.50%
Hang Seng Capped Indexed Account (with 10% multiplier)	12.50%	11.50%
Plus Capped Indexed Account (with 10% multiplier)	12.25%	11.25%
Uncapped Indexed Account (with 10% multiplier; threshold)	8.00%	8.50%
Capped Indexed Account (with 0% multiplier)	10.50%	N/A for PSIUL 13
High Par Capped Indexed Account (with 0% multiplier)	8.75%	N/A for PSIUL 13
Capped Hang Seng Indexed Account (with 0% multiplier)	14.50%	N/A for PSIUL 13
Plus Capped Indexed Account (with 0% multiplier)	14.75%	N/A for PSIUL 13
Uncapped Indexed Account (with 0% multiplier; threshold)	7.00%	N/A for PSIUL 13
Indexed UL 11		
Capped Indexed Account	9.50%	8.50%
High Par Capped Indexed Account	8.25%	7.25%
Capped Hang Seng Indexed Account	13.75%	12.75%
Plus Capped Indexed Account	14.25%	13.25%
Uncapped Indexed Account (threshold)	7.50%	8.00%
Protection SIUL 16		
Capped Indexed Account (with 25% multiplier)	7.25%	N/A
Capped Indexed Account (with 15% multiplier)	8.25%	N/A
High Par Capped Indexed Account	7.25%	N/A
Hang Seng Capped Indexed Account	11.25%	N/A
Plus Capped Indexed Account	11.00%	N/A
Uncapped Indexed Account (threshold)	8.50%	N/A
Long-Term Care Insurance		
Performance LTC	5.05%	4.80%

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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