

# Interest crediting rate changes

JANUARY 23, 2019

Effective **March 1, 2019**, John Hancock will be changing the interest crediting rates on certain Universal Life, Indexed Universal Life products and Variable Life Fixed Accounts for new and in-force policies including:

- Interest crediting rates will decrease by 0.10% on the following products:
  - UL crediting rates on Accumulation UL and Premier Life
  - VUL Fixed Accounts on Accumulation VUL, Accumulation SVUL, Protection VUL, Protection SVUL and Corporate VUL
  - IUL Fixed Accounts on Accumulation IUL, Protection IUL and Protection SIUL
- Interest crediting rates will decrease by 0.35% on various products with No-Lapse Guarantees
- Indexed UL caps will decrease for Accumulation IUL, Protection IUL and Protection SIUL products, while participation rates and threshold rates remain unchanged
- No change to the interest crediting rates on Protection UL and Protection SUL
- No change to the declared rate on Performance LTC

The attached chart details the new rates for each product. Please call the following phone number if you do not see a specific product listed: 1-800-387-2747.

## Notification to clients

These changes will become effective on your clients' policies, starting March 1, 2019 and will be reflected on their annual statements. Clients who request in-force illustrations before they receive their annual statement will see the interest crediting rate change on the illustration.

## Illustration software

Effective February 4, 2019, JH Illustrator and jhillustrator.com will reflect these new rates.

## Pending cases in New Business

Effective March 1, 2019 a new illustration on JH Illustrator 15.0 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

CURRENTLY MARKETED PRODUCTS	NATIONAL RATE MARCH 1, 2019	NY RATE MARCH 1, 2019
<b>Universal Life</b>		
Protection UL 18	4.95%	4.70%
Protection SUL 13	4.95%	4.70%
UL-G 13	3.95%	N/A
SUL-G 13	4.20%	N/A
<b>IUL Fixed Account</b>		
Accumulation IUL 18	4.10%	3.85%
Protection IUL 18	4.50%	4.25%
Protection SIUL 16	4.50%	4.25%
<b>Variable Life Fixed Account</b>		
Protection VUL 17	3.75%	3.50%
Accumulation VUL 14	3.75%	3.55%
Accumulation & Protection SVUL 07	3.75%	3.50%

IN-FORCE PRODUCTS	NATIONAL RATE MARCH 1, 2019	NY RATE MARCH 1, 2019
<b>Universal Life</b>		
Accumulation UL 06/07/09	4.25%	4.00%
Premier Life	4.10%	3.85%
Performance SUL 10	4.40%	4.15%
Performance UL 10	4.35%	4.10%
Performance UL 09	4.50%	4.25%
Performance UL 06/07/08/08R	4.05%	3.80%
Performance UL (issued 11/1/04 thru 7/28/06)	4.05%	4.05%
Performance UL (issued prior to 11/1/04)	4.30%	4.30%
Performance UL Core (issued 5/1/05 or after)	3.65%	3.65%
Performance UL Core (issued 11/1/04 thru 4/30/05)	3.90%	3.90%
Performance UL Core (issued prior to 11/1/04)	4.15%	4.15%
Performance SUL 06	4.00%	4.00%
Performance SUL (issued 11/1/04 or after)	4.00%	4.00%
Performance SUL (issued prior to 11/1/04)	4.10%	4.10%
Performance Executive UL	3.65%	3.65%
Protection UL 13/15/16	4.95%	4.70%
Protection UL & SUL 12	4.95%	4.70%
Protection UL & SUL 11	4.95%	4.70%
Protection UL-G 08/09/09R/10/11	3.95%	3.95%
Protection UL-G 06/06R/07/07R	3.45%	3.45%
Protection UL-G 05	4.50%	4.25%
Protection SUL-G 07/08/09/10/11	4.20%	4.20%
Protection SUL-G 06	4.50%	4.50%
UL-G 12	3.95%	N/A
SUL-G 12	4.20%	N/A
<b>IUL Fixed Account</b>		
Accumulation IUL 17	4.10%	3.85%
Accumulation IUL 11/14/15	4.25%	4.00%
Protection IUL 13/15	4.50%	4.25%
Protection SIUL 13	4.50%	4.25%

IN-FORCE PRODUCTS	NATIONAL RATE MARCH 1, 2019	NY RATE MARCH 1, 2019
<b>Variable Life Fixed Account</b>		
Accumulation VUL 09	3.75%	3.50%
Accumulation VUL 06	3.75%	3.50%
Protection VUL 12	3.75%	3.50%
Protection VUL 09	3.75%	3.50%
Protection VUL 05	3.75%	3.50%
VUL Protector	4.00%	4.00%
VUL Accumulator	3.00%	3.00%
SVUL (formerly Venture SVUL)	4.00%	4.00%
SPVL	4.00%	4.00%
MVL Plus & Edge	4.00%	4.00%
VEP Plus & Edge	4.00%	4.00%
MVL Edge II	3.70%	3.70%
Performance SVUL	3.70%	3.70%
Medallion Executive VL III	4.00%	4.00%
Medallion Executive VL I	4.00%	4.00%
FlexV, MVL, VEP 1, and VLI	4.00%	4.00%
CVUL 09 (issued prior to 1/1/13)	3.00%	3.00%
CVUL 09 (issued 1/1/13 or after)	2.65%	2.60%

## Indexed UL Cap Rates

CURRENTLY MARKETED PRODUCTS	NATIONAL RATE MARCH 1, 2019	NY RATE MARCH 1, 2019
<b>Accumulation IUL 18</b>		
Capped Account	10.00%	N/A
High Par Capped Account	8.25%	N/A
Hang Seng Capped Account	11.75%	N/A
High Capped Account	14.00%	N/A
<b>Protection IUL 18</b>		
Capped Account	10.00%	N/A
High Par Capped Account	8.25%	N/A
Hang Seng Capped Account	11.75%	N/A
High Capped Account	14.00%	N/A
<b>Protection SIUL 16</b>		
Capped Account (with 25% multiplier)	9.50%	N/A
Capped Account (with 15% multiplier)	10.25%	N/A
High Par Capped Account	8.50%	N/A
Hang Seng Capped Account	12.50%	N/A
Plus Capped Account	13.00%	N/A

IN-FORCE PRODUCTS	NATIONAL RATE MARCH 1, 2019	NY RATE MARCH 1, 2019
<b>Accumulation IUL 17</b>		
Capped Account (with 15% multiplier)	9.50%	8.50%
Capped Account (with 5% multiplier)	10.50%	9.50%
High Par Capped Account	9.00%	8.00%
Hang Seng Capped Account	13.00%	12.00%
Plus Capped Account	14.25%	13.25%
<b>Accumulation IUL 14/15</b>		
Capped Account	11.25%	10.25% (N/A for AIUL 14)
High Par Capped Account	9.50%	8.50% (N/A for AIUL 14)
Hang Seng Capped Account	14.00%	13.00% (N/A for AIUL 14)
Plus Capped Account	14.75%	13.75% (N/A for AIUL 14)
<b>Protection IUL 15</b>		
Capped Account (with 25% multiplier)	9.50%	8.50%
Capped Account (with 15% multiplier)	10.25%	9.25%
High Par Capped Account	8.50%	7.50%
Hang Seng Capped Account	12.50%	11.50%
Plus Capped Account	13.00%	12.00%
<b>Protection IUL 13/Protection SIUL 13</b>		
Capped Account (with 10% multiplier)	11.25%	10.25%
High Par Capped Account (with 10% multiplier)	9.25%	8.25%
Hang Seng Capped Account (with 10% multiplier)	13.75%	12.75%
Plus Capped Account (with 10% multiplier)	14.50%	13.50%
High Par Capped Account (with 0% multiplier)	10.50%	9.50% (N/A for PSIUL 13)
Hang Seng Capped Account (with 0% multiplier)	15.75%	14.75% (N/A for PSIUL 13)
Plus Capped Account (with 0% multiplier)	17.00%	16.00% (N/A for PSIUL 13)
<b>Indexed UL 11</b>		
High Par Capped Account	10.00%	9.00%
Hang Seng Capped Account	15.00%	14.00%
Plus Capped Account	16.50%	15.50%

Products and features may not be available in all states.

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