

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

A LIFE INSURANCE POLICY ILLUSTRATION

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

Protection Survivorship Indexed UL Form: 16PSIUL

Presented By: *

Illustration Assumptions

Thomas Phillippe	Initial Death Benefit \$20,000,000
Male - 63 - Preferred NonSmoker	Base Face Amount \$20,000,000
Initial Assumed Status: Gold	Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
Susan Phillippe	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
Female - 54 - Preferred NonSmoker	Cash Value Accumulation Test; State: Indiana
Initial Assumed Status: Gold	Based on Current Charges and an Initial Assumed Rate of 6.06%

Protection Survivorship Indexed Universal Life Insurance

The Protection Survivorship Indexed Universal Life Insurance policy which you are considering provides flexible death benefit protection on two lives and premium payment flexibility. The values in the insurance policy are based on several factors, including:

- The amount and timing of each premium payment;
- Interest earned in a Fixed Account (referred to contractually as the Guaranteed Interest Account) or in an Indexed Account Holding Segment;
- Index Segment Interest Credits (earned by Segments in the Index Appreciation Account * on a Segment Maturity Date); and
- Cost of Insurance and other charges.

***Index Appreciation Account**

Index Appreciation Account is composed of these Indexed Accounts:

- Capped Indexed Account
- High Par Capped Indexed Account
- Uncapped Indexed Account
- Plus Capped Indexed Account
- Capped Hang Seng Indexed Account

The Indexed Account refers to premium allocated to the above accounts following the allocation instructions listed in the "Premium and Maturing Segment Allocations" section.

Certain aspects of the policy cannot be predicted with certainty. These nonguaranteed elements are described on the following pages. For example, the interest rate credited to the Fixed Account may exceed its guaranteed rate, Index Segment Interest Credits may exceed the Segment Floor Rate, and monthly charges may be less than the maximum guaranteed charges. These rates and charges may also vary from those illustrated. In addition, we may change the Segment Cap Rate, the Segment Threshold Rate, Participation Rate, and other factors.

This is an illustration only and is not intended to predict actual performance. Capitalized terms throughout the

illustration have specific meanings to the policy and are defined either here or in the policy contract.

Descriptions provided in this illustration are meant as a summary of the product and its features; however it does not supersede, nor should it be considered a substitute for the policy contract.

How a Protection Survivorship Indexed UL Policy Credits Interest

Protection Survivorship Indexed UL policy premium payments may be allocated (after deduction of a Premium Charge) to the Fixed Account, Indexed Account, or any combination of these options. This section outlines basic Protection Survivorship Indexed UL interest crediting; however the policy contract provides full details.

- Amounts held in the Fixed Account (as well as amounts you have allocated to an Indexed Account that have not yet been designated to a Segment) earn a rate of interest as described in the *Fixed Account – Interest Rate* section.
- Amounts that you allocate to the Indexed Accounts form individual Segments within the Indexed Account(s) chosen. Segments are formed once per calendar month, on a Segment Initiation Date, and may earn an Index Segment Interest Credit at the end of a one year Segment Term. The Index Segment Interest Credit proceeds are calculated and earned at Segment Maturity only. If the policy terminates prior to a Segment Maturity Date, any unmatured Segments will not earn interest credit. This is further described in the following Indexed Account sections.
- The Index Segment Interest Credit is calculated using a formula described in the policy that references an outside Index (ex. Standard & Poor's 500 Composite Stock Price Index), excluding dividends and as measured on a point-to-point basis. The policy does not directly participate in any stock or equity investments.
- All of the Indexed Accounts have a guaranteed Segment Floor Rate of 0%; however each reflects the positive performance of the Index differently. These differences are summarized in the following sections, and described fully in the policy.
- As each Segment matures, you can choose to

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allocate the Segment Proceeds to a different account option, or by default have it rollover to a new Segment of the same account type.

- 0% guaranteed Segment Floor Rate;
- S&P 500® Index, without dividends;
- One year Segment Term; and
- 160.0% current Participation Rate (guaranteed 140.0% Participation Rate);

Your Policy Value comprises the Fixed Account, the Index Appreciation Account, and a Loan Account, when applicable. We deduct the Monthly Deduction and any other charges from the Fixed Account and the Index Appreciation Account proportionately. Like other types of Universal Life policies, you may also take policy loans or withdrawals from the Policy Value, subject to certain limits and restrictions.

On its Segment Maturity Date, each Segment earns an Index Segment Interest Credit based on the Segment Growth Rate, multiplied by 1.15 starting in Policy Year 6. The Segment Growth Rate is equal to the rate of change in the Index during the Segment Term multiplied by the Participation Rate. The credit will not be less than the 0% Segment Floor Rate and is capped at the Segment Cap Rate.

Capped Indexed Account

Segments in the Capped Indexed Account may earn an Index Segment Interest Credit based on the performance of the Index, subject to the following:

- 10.0% current Segment Cap Rate (guaranteed 3.0% Segment Minimum Cap Rate);
- 0% guaranteed Segment Floor Rate;
- S&P 500® Index, without dividends;
- One year Segment Term; and
- 100% guaranteed Participation Rate.

We may change the Segment Cap Rate for future Segments; however it will never be less than the Segment Minimum Cap Rate. We may also change the Participation Rate for future Segments; however, it will never be less than the guaranteed Participation Rate. The Segment Participation Rate may change more frequently than the Segment Cap Rate for the Capped Indexed Account though the rate in effect on the Segment Initiation Date is guaranteed for the full duration of that Segment Term.

On its Segment Maturity Date, each Segment earns an Index Segment Interest Credit based on the Segment Growth Rate, multiplied by 1.25 starting in Policy Year 6. The Segment Growth Rate is equal to the rate of change in the Index during the Segment Term. The credit will not be less than the 0% Segment Floor Rate and is capped at the Segment Cap Rate.

Uncapped Indexed Account

Segments in the Uncapped Indexed Account may earn an Index Segment Interest Credit based on the performance of the Index, subject to the following:

- No Segment Cap Rate;
- 6.5% current Segment Threshold Rate (20.0% guaranteed Segment Maximum Threshold Rate);
- 0% guaranteed Segment Floor Rate;
- S&P 500® Index, without dividends;
- One year Segment Term; and
- 100% guaranteed Participation Rate.

We may change the Segment Cap Rate for future Segments; however it will never be less than the Segment Minimum Cap Rate. The rate in effect on the Segment Initiation Date is guaranteed for the full duration of that Segment Term.

On its Segment Maturity Date, each Segment earns an Index Segment Interest Credit based on the Segment Growth Rate, multiplied by 1.15 starting in Policy Year 6. The Segment Growth Rate is equal to the rate of change in the Index during the Segment Term minus the Segment Threshold Rate. The credit will not be less than the 0% Segment Floor Rate and has no

High Par Capped Indexed Account

Segments in the High Par Capped Indexed Account may earn an Index Segment Interest Credit based on the performance of the Index, subject to the following:

- 9.0% current Segment Cap Rate (guaranteed 2.5% Segment Minimum Cap Rate);

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capped rate.

- Hang Seng Index®, without dividends;
- One year Segment Term; and
- 100% guaranteed Participation Rate.

We may change the Segment Threshold Rate for future Segments; however it will never be greater than the Segment Maximum Threshold Rate. The Segment Threshold Rate may change more frequently than the Segment Cap Rate for the Capped Indexed Account, though the rate in effect on the Segment Initiation Date is guaranteed for the full duration of that Segment Term.

On its Segment Maturity Date, each Segment earns an Index Segment Interest Credit based on the Segment Growth Rate, multiplied by 1.15 starting in Policy Year 6. The Segment Growth Rate is equal to the rate of change in the Index during the Segment Term. The credit will not be less than the 0% Segment Floor Rate and is capped at the Segment Cap Rate.

Plus Capped Indexed Account

Segments in the Plus Capped Indexed Account may earn an Index Segment Interest Credit based on the performance of the Index, subject to the following:

We may change the Segment Cap Rate for future Segments; however it will never be less than the Segment Minimum Cap Rate. The rate in effect on the Segment Initiation Date is guaranteed for the full duration of that Segment Term.

- 13.75% current Segment Cap Rate (guaranteed 4.5% Segment Minimum Cap Rate);
- 0% guaranteed Segment Floor Rate;
- S&P 500® Index, without dividends;
- One year Segment Term; and
- 100% guaranteed Participation Rate.
- 0.083333% monthly Indexed Account Asset Charge.

Capped, High Par Capped, Uncapped and Plus Capped Indexed Account Crediting Example

This is an example of the rates of Index Segment Interest Credit that Segments in your policy's Indexed Accounts would receive assuming different hypothetical Index Change rates of the S&P 500® Index over a Segment Term:

Segment Growth Rate				
Index Change	Capped Indexed Acct	High Par Capped Indexed Acct	Uncapped Indexed Acct	Plus Capped Indexed Acct
-20.0%	0.0%	0.0%	0.00%	0.0%
5.0%	5.0%	8.0%	0.00%	5.0%
10.0%	10.0%	9.0%	3.5%	10.0%
20.0%	10.00%	9.0%	13.5%	13.75%

On its Segment Maturity Date, each Segment earns an Index Segment Interest Credit based on the Segment Growth Rate, multiplied by 1.15 starting in Policy Year 6. The Segment Growth Rate is equal to the rate of change in the Index during the Segment Term. The credit will not be less than the 0% Segment Floor Rate and is capped at the Segment Cap Rate.

The example above assumes the current Capped Indexed Account Segment Cap Rate of 10.0%, the current High Par Capped Indexed Account Participation Rate of 160% and the current Segment Cap Rate of 9.0%, the Uncapped Indexed Account Segment Threshold Rate of 6.5%, and the current Plus Capped Indexed Account Segment Cap Rate of 13.75%. It also uses the guaranteed Segment Floor Rate and the current applicable Participation Rates for each Indexed Accounts. The Capped Indexed Account guaranteed Segment Minimum Cap Rate is 3.0%, the High Par Capped Indexed Account Segment Minimum Cap Rate

We may change the Segment Cap Rate for future Segments; however it will never be less than the Segment Minimum Cap Rate. The rate in effect on the Segment Initiation Date is guaranteed for the full duration of that Segment Term.

Capped Hang Seng Indexed Account

Segments in the Hang Seng Indexed Account may earn an Index Segment Interest Credit based on the performance of the Index, subject to the following:

- 13.5% current Segment Cap Rate (guaranteed 3.0% Segment Minimum Cap Rate);
- 0% guaranteed Segment Floor Rate;

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is 2.5% and the Uncapped Indexed Account guaranteed Segment Maximum Threshold Rate is 20.0% and the Plus Capped Indexed Account guaranteed Segment Minimum Cap Rate is 4.5%.

Capped Hang Seng Indexed Account Crediting Example

This is an example of the rates of Index Segment Interest Credit that Segments in your policy's Indexed Accounts would receive assuming different hypothetical Index Change rates of the Hang Seng® Index over a Segment Term:

Segment Growth Rate

Index Change	Capped Hang Seng Indexed Acct
-20.0%	0.0%
5.0%	5.0%
10.0%	10.0%
20.0%	13.50%

The example above assumes the current Capped Hang Seng Indexed Account Segment Cap Rate of 13.5%. It also uses the guaranteed Segment Floor Rate and the current applicable Participation Rate. The Capped Hang Seng Indexed Account guaranteed Segment Minimum Cap Rate is 3.0%

Death Benefit Protection

This policy illustration shows the Death Benefit Protection feature guaranteeing the policy death benefit to the younger Life Insured's attained age 71.

As long as the Death Benefit Protection feature is in effect and no loan is outstanding, your policy cannot lapse even if the Net Cash Surrender Value falls to zero or below. The Death Benefit Protection feature will stay in effect as long as the reference value called the Net Death Benefit Protection Value is greater than zero.

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

Like your Policy Value, the Death Benefit Protection Value is directly affected by the timing and amounts of premiums paid. To ensure that you have the Death Benefit Protection feature in effect for the period illustrated, it is important that premium payments are paid when they are due, otherwise your policy may lapse.

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

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

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

Net Death Benefit

The life insurance provided in this illustration reflects a Total Initial Death Benefit of \$20,000,000. The Death Benefit is composed of \$20,000,000 in Face Amount (Option 2). Starting in year 14 the death benefit illustrated includes the amount by which the Face Amount has increased as a result of the change in Death Benefit Option. The Net Death Benefit reflects any Policy Debt (total loans plus any loan interest due).

Planned Premium Outlay

One of the advantages of Survivorship Universal Life Insurance is premium payment flexibility, allowing you to vary the amount of your payments. This illustration assumes an Initial Planned Premium Outlay of \$789,669.00 and that all subsequent premium payments are made at the beginning of each modal period. Reduced or discontinued premiums in future years are only possible if the premiums paid and amounts credited are sufficient to cover the cost of insurance and administrative expenses. These factors, as well as any outstanding policy loans or withdrawals, could necessitate additional premiums to maintain your

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insurance coverage. Paying less than the planned premium can have a negative impact on the policy and its guarantees. Payments in excess of the planned premium are subject to underwriting approval.

Segment. The policy illustration does not take this delay into account.

Proceeds from maturing Index Appreciation Account Segments are illustrated rolling over to new Segments of the same Indexed Account type (the default); however policy owners may elect to allocate maturing Segment Proceeds to any combination of the six accounts by Written Request.

Premium Outlay Based on Guaranteed Assumptions

Based on the initial death benefit shown in the illustration, the level annual premium to guarantee coverage for life is \$4,052,469.62. Death benefit option changes, loans, withdrawals, policy changes, and face amount changes will cause this premium to be recalculated. Premiums are subject to maximum guidelines allowed by the Internal Revenue Code.

Index Appreciation Account – Illustrated Interest Rates

This illustration assumes that Index Segment Interest Credits are applied to amounts in the Capped Indexed Account, High Par Capped Indexed Account, Capped Hang Seng Indexed Account, Plus Capped Indexed Account, and the Uncapped Indexed Account. The calculation of those credits is based on initial assumed, hypothetical annual Segment Growth Rates for the Capped, High Par Capped, Capped Hang Seng Indexed Account, Plus Capped Indexed Account, and the Uncapped Index Accounts.

Minimum Initial Premium

The Minimum Initial Premium shown on the Basic Illustration Summary page is the minimum premium to carry the policy for one policy month in the first policy year. If the policy is backdated the Minimum Initial Premium multiplied by the number of months backdated plus one month is required to put the policy in force.

Many approaches exist for determining the hypothetical annual Segment Growth Rate that is shown in your policy's illustration. This illustration utilizes a formula mandated by Actuarial Guideline 49 (AG49) to determine the maximum hypothetical Segment Growth Rate. This formula uses the geometric average annual credited rate for the S&P 500 Index for the 25-year periods over the last 65 years, excluding dividends, of a Benchmark Index Account. The S&P 500 Index is also used in determining the maximum hypothetical Segment Growth Rate for the Capped Hang Seng Indexed Account.

Premium and Maturing Segment Allocations

This policy illustration uses the following (initial) allocations for new premium.

Premium Allocation	
Capped Indexed Account	100%
High Par Capped Indexed Account	0%
Uncapped Indexed Account	0%
Plus Capped Indexed Account	0%
Capped Hang Seng Indexed Account	0%
Fixed Account	0%

The table below shows the 25-year geometric average annual credited rate, as well as its minimum and maximum.

Min, Max and Average Rates			
	Min	Average	Max
Benchmark Indexed Account	3.93%	6.06%	7.72%
Capped Indexed Account (10 % Cap)	3.93%	6.06%	7.72%
High Par Capped Indexed Account (160% Current)	4.24%	5.92%	7.55%

Amounts allocated to the Index Appreciation Account only form new Segments on the Segment Initiation Date (the 15th day of the month), subject to a Lock In Date of three Business Days prior to the Segment Initiation Date; which means that depending on the date that we receive your premium, there will be a delay of up to one month between that date and the date that any allocated portion of the premium is included in a new

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Initial Assumed Status: Gold

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Participation Rate and(9% Cap)	3.62%	7.06%	10.94%	2007 - 2008	-40.07%	0.00%	0.00%	0.00%	0.00%
Uncapped Indexed Account (6.5% Threshold)				2008 - 2009	26.64%	10.00%	9.00%	20.14%	13.75%
Plus Capped Indexed Account (13.75% Cap)	4.77%	7.58%	9.77%	2009 - 2010	11.44%	10.00%	9.00%	4.94%	11.44%
Capped Hang Seng Indexed Account (13.5% Cap)	6.13%	8.20%	9.98%	2010 - 2011	-2.40%	0.00%	0.00%	0.00%	0.00%
				2011 - 2012	16.65%	10.00%	9.00%	10.15%	13.75%
				2012 - 2013	25.59%	10.00%	9.00%	19.09%	13.75%
				2013 - 2014	12.79%	10.00%	9.00%	6.29%	12.79%
				2014 - 2015	0.98%	0.98%	1.57%	0.00%	0.98%
				2015 - 2016	11.44%	10.00%	9.00%	4.94%	11.44%

We recommend that you review additional illustrations using various hypothetical Capped and Uncapped Segment Growth Rates to better understand how changes in index performance may affect the policy value and premium payment schedule.

*Source: S&P 500 Index Data from 12/14/1996 to 12/14/2016

Historical Performance of an Index

The table below shows the actual historical performance of the S&P 500 Index change and corresponding hypothetical interest rates using the current Indexed Account parameters for 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 100% Participation Rate for the Capped, Uncapped and Plus Capped Indexed Accounts and Uncapped Indexed Account, and a Participation Rate of 160% for the High Par Capped Indexed Account.

Years *	S&P 500 Index Point-To Point Performance	Capped Indexed Account (10.00% Cap)	High Par Capped Indexed Account (9.0% Cap)	Uncapped Indexed Account (6.5% Threshold)	Plus Capped Indexed Account (13.75% Cap)
1996 - 1997	30.85%	10.00%	9.00%	24.35%	13.75%
1997 - 1998	19.70%	10.00%	9.00%	13.20%	13.75%
1998 - 1999	22.96%	10.00%	9.00%	16.46%	13.75%
1999 - 2000	-4.44%	0.00%	0.00%	0.00%	0.00%
2000 - 2001	-16.25%	0.00%	0.00%	0.00%	0.00%
2001 - 2002	-20.80%	0.00%	0.00%	0.00%	0.00%
2002 - 2003	20.76%	10.00%	9.00%	14.26%	13.75%
2003 - 2004	12.03%	10.00%	9.00%	5.53%	12.03%
2004 - 2005	5.76%	5.76%	9.00%	0.00%	5.76%
2005 - 2006	12.00%	10.00%	9.00%	5.50%	12.00%
2006 - 2007	2.98%	2.98%	4.77%	0.00%	2.98%

Historical Performance of the Hang Seng Index

The table below shows the actual historical performance of the Hang Seng Index change and corresponding hypothetical interest rates using the current Indexed Account parameters for 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 100% Participation Rate for the Capped Hang Seng Indexed Account.

Years *	Hang Seng Point to Point Performance	Capped Hang Seng Account (13.50% Cap)
1996 - 1997	-16.97%	0.00%
1997 - 1998	-7.44%	0.00%
1998 - 1999	65.72%	13.50%
1999 - 2000	-4.83%	0.00%
2000 - 2001	-26.01%	0.00%
2001 - 2002	-15.15%	0.00%
2002 - 2003	29.46%	13.50%
2003 - 2004	11.51%	11.51%
2004 - 2005	6.64%	6.64%
2005 - 2006	26.33%	13.50%
2006 - 2007	45.69%	13.50%
2007 - 2008	-46.46%	0.00%
2008 - 2009	49.65%	13.50%
2009 - 2010	6.09%	6.09%
2010 - 2011	-21.67%	0.00%

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

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2011 - 2012	23.16%	13.50%
2012 - 2013	2.83%	2.83%
2013 - 2014	0.01%	0.01%
2014 - 2015	-8.34%	0.00%
2015 - 2016	5.38%	5.38%

*Source: Hang Seng Index Data from 12/14/1996 to 12/14/2016

The Healthy Engagement Rider and Vitality provide the opportunity each year, beginning in policy year 2, to add a Rider Credit to your Policy Value based on the Status of each Life Insured. There are four Status levels: Bronze, Silver, Gold and Platinum. The achievement of a Status beyond Bronze is dependent upon each Life Insured meeting certain Status Qualification requirements in each year. Current Status Qualification requirements can be found on www.johnhancockvitality.com.

Fixed Account – Interest Rate

Interest on amounts in the Fixed Account is illustrated at an initial assumed effective annual rate of 4.60%.

We determine the rate of interest to be credited to the Fixed Account based on our assessment of investment yields and other considerations as outlined in the policy. The current rate may increase or decrease, but at no point will the interest credited on amounts in the Fixed Account be lower than the Minimum Guaranteed Interest Account Annual Rate of 2.00%.

Illustrations show interest applied to the Fixed Account at the Minimum Guaranteed Interest Account Annual Rate, and an assumed rate (or rates). The assumed illustrated rate will never be higher than the current rate, or lower than the Minimum Guaranteed Interest Account Annual Rate. Values illustrated at the current or assumed rate are not guarantees or estimates, but merely illustrate results on the basis of the selected assumption.

The illustrated current rate shows the rate of interest increasing for policies that are still in force at the beginning of Policy Year 11. We may credit your policy with a "persistence bonus," which is illustrated here to be an annual increase of .65%. We do not guarantee that there will be an increase in the Fixed Account interest rate due to a persistence bonus. If there is an increase, it will be applied only to the un-loaned portion of Policy Value allocated to the Fixed Account, and to any amount allocated to an Indexed Account but not yet designated to a Segment.

Healthy Engagement Rider and Vitality**Overview****Rider Charge**

The rider is available for an additional charge of \$4 per month deducted from your Policy Value. This charge will be deducted regardless of whether or not the Life Insureds participate in the program and whether or not the policy earns any Rider Credits. If you elect this rider, you may cancel it at any time, and the rider charge will no longer be deducted from your Policy Value. The rider charge will cease after Policy Year 26. At the earlier of Policy Year 26 or when you discontinue this rider, no new Rider Credits will be earned, no new Status levels will be achieved, and all previously earned Rider Credits will continue to apply as described in the policy.

Rider Credits

During the time the rider charge is in effect, on each Annual Processing Date, John Hancock will use the current status as of that date of each Life Insured 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.

Assumed Status in this Illustration

This illustration assumes that both Life Insureds are living and that each year Life Insured 1 achieves a Status of Gold, and Life Insured 2 achieves a Status of Gold. Achieving a different Status will affect the amount of Rider Credits applied. As the Rider Credits are

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Female - 54 - Preferred NonSmoker	Cash Value Accumulation Test; State: Indiana
Initial Assumed Status: Gold	Based on Current Charges and an Initial Assumed Rate of 6.06%

applied to increase the Policy Value, they may be used to reduce the amount of premium required to maintain coverage.

Account on a Segment Maturity Date

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 Insured 1 Status (all years)	Assumed Insured 2 Status (all years)	Policy Year at Lapse*
Platinum	Platinum	N/A
Gold	Gold	N/A
Silver	Silver	N/A
Bronze	Bronze	N/A

*The policy year 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 each Life Insured remains at Bronze status in all years and the policy receives no Rider Credits.

You may request additional illustrations with different assumptions to understand how a Status change can affect your policy.

Important Reminders

- Actions you or the insureds take can affect your policy and the premium required to maintain coverage, such as:
 - Achieving, or not achieving, a certain Status
 - The timing and amount of premiums you pay
 - Any loans, withdrawals, or material changes you make to your policy
- Your policy can also be affected by:
 - Changes to the current declared interest rate of the Fixed Account
 - Changes to the current Cost of Insurance rates
 - Changes to the qualification requirements for a Status
 - Changes in the Index Segment Interest Credits earned by the Segments in an Index Appreciation

Tax Disclosure

- 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 of 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.
- John Hancock does not expect that it will be required to report the rider's retail rewards/discounts on Form 1099. Since the tax treatment of such benefits is subject to some uncertainty, you should consult your own tax advisor.
- This material does not constitute tax of 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.

Accessing Policy Value

After your policy has been in force for one year, you can make partial cash withdrawals. You can surrender your policy for cash at any time. We will pay you the policy value less a Surrender Charge and any policy debt you may have. You can also borrow the available cash value at any time.

Policy Loans

Policy loans may be taken against the Policy Value at any time, and if projected on an illustration, are assumed to be taken at the beginning of the year. The maximum loan amount available is the policy's Cash Surrender Value at 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 an Index Loan.

Loan Interest Charged is added to the Policy Debt in arrears on the Annual Processing Date. The loan interest rate used in this policy illustration is shown in the Policy Summary.

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

A LIFE INSURANCE POLICY ILLUSTRATION

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

Protection Survivorship Indexed UL Form: 16PSIUL

Presented By: *

Illustration Assumptions

Thomas Phillippe	Initial Death Benefit \$20,000,000
Male - 63 - Preferred NonSmoker	Base Face Amount \$20,000,000
Initial Assumed Status: Gold	Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
Susan Phillippe	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
Female - 54 - Preferred NonSmoker	Cash Value Accumulation Test; State: Indiana
Initial Assumed Status: Gold	Based on Current Charges and an Initial Assumed Rate of 6.06%

depending on which Loan Option you choose.

You may choose between a Standard Loan and an Index Loan. Each of these options is described below. Only one loan option may be utilized at a time. However, you may also request to change your policy's loan option up to once per policy year, on the Policy Anniversary. The current rate of Loan Interest Charged may differ depending on whether the policy owner elects a Standard Loan or an Index Loan. During the first three Policy Years only the Standard Loan option is available.

The choice of a Standard or an Index Loan can have a significant effect on future Policy Values and the ultimate net cost of a loan. Please review the section of this illustration entitled Understanding Potential Loan Costs for additional details.

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. Amounts from the Fixed Account used to secure a loan are transferred to a Loan Account, where those funds earn a variable rate of interest. Any amount borrowed in excess of the Fixed Account is secured by the Index Appreciation Account, similar to an Index Loan (see below); however as Indexed Account Segments mature, those proceeds will be transferred to the Loan Account until the loan is fully-capitalized as a Standard Loan.

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 Index Appreciation Account. Amounts from the Index Appreciation Account used to secure a loan remain in Index Appreciation Account Segments, where those Segments may earn a Segment Interest Credit upon Segment Maturity. Any amount borrowed in excess of the Index Appreciation Account is secured by the Fixed Account, similar to a Standard Loan (see above).

Net Effect of a Standard Loan vs. an Index Loan on Policy Value

The net effect of a loan on Policy Value varies

Standard Loan. 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 Index Appreciation Account. The difference between the rate of Loan Interest Charged and the rate of Loan Interest Credited to the Loan Account is guaranteed to be no greater than 1.25% in Policy Years 1-10. In subsequent years the differential is currently 0% and guaranteed not to exceed 0.25%.

Index Loan. The cost of an Index Loan can vary much more substantially than that of a Standard Loan. The net cost of 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 Index Appreciation Account and the Loan Interest Credited to the Loan Account for any portion of the loan that may be secured by the Fixed Account. For instance, assuming no part of the loan is collateralized by the Fixed Account, an Index Loan scenario with a loan rate of 6% and Index Segment Interest Credit(s) of 0% would result in a net loan cost of 6% – much higher than the cost of a Standard Loan. Conversely, a loan rate of 6% and Index Segment Interest Credit(s) of 10% would result in a net loan gain of 4% to the policy. The illustration assumes that the loaned portion of funds allocated to the Index Appreciation Accounts will earn a rate equal to the lesser of the assumed rate of return input for those accounts, or the Variable Loan Interest Rate plus 1%.

Index Loans can have the effect of amplifying – both positively and negatively – the impact that Index Appreciation Account performance has on the policy. **Therefore, the risk of policy lapse with an Index Loan is greater than it would be with a Standard Loan.**

Fixed Account Interest & Index Segment Interest Credits

This is the interest credited on amounts in the Fixed Account and the Loan Account, plus any Indexed Account Index Segment Interest Credits.

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

A LIFE INSURANCE POLICY ILLUSTRATION

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

Protection Survivorship Indexed UL Form: 16PSIUL

Presented By: *

Illustration Assumptions

Thomas Phillippe	Initial Death Benefit \$20,000,000
Male - 63 - Preferred NonSmoker	Base Face Amount \$20,000,000
Initial Assumed Status: Gold	Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
Susan Phillippe	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
Female - 54 - Preferred NonSmoker	Cash Value Accumulation Test; State: Indiana
Initial Assumed Status: Gold	Based on Current Charges and an Initial Assumed Rate of 6.06%

Annual Loan Interest

This is the interest charged on the outstanding Policy Debt. 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.

Withdrawals

Withdrawals reduce the Policy Value and the Death Benefit. If illustrated, withdrawals are assumed taken at the beginning of the Policy Year. Withdrawals and any related Surrender Charge amounts are first deducted from the Fixed Account and then from Segments in the Indexed Accounts on a proportionate basis.

Note that a withdrawal from the Index Appreciation Account which was not pre-scheduled using the Systematic Withdrawal program will initiate a one-year Lock Out Period during which no new Segments in either Indexed Account (except for those resulting from a maturing Segment) may be created.

Life Expectancy

The estimated joint life expectancy is 31 years assuming 2001 CSO Smoker/Nonsmoker Mortality Table. It does not predict when the second life will die. It is expected that more than half of the insureds will live longer than the average.

Policy Continuation at Age 121

Provided your coverage is in effect on the policy anniversary nearest the date on which the younger life insured would have reached, or if surviving reaches attained age 121, coverage will continue after age 121 and interest will be credited. No additional charges, other than those for any outstanding policy loans, will be deducted.

The tax implications with respect to policies that continue beyond age 121 are not clear at the present time. We urge you to consult your tax advisor regarding this issue if there are questions about what happens after age 121.

Taxation of Life Insurance

The information contained in this illustration is based on certain tax and legal assumptions. We suggest that you seek professional counsel regarding the interpretation of current tax laws and accounting practices as they relate to your actual situation. The Technical and Miscellaneous Revenue Act (TAMRA) of 1988 classifies some policies as Modified Endowment Contracts (MECs). Distributions from these policies (excluding death benefits but including policy loans and withdrawals) are taxed differently and may be subject to an IRS 10% penalty tax. TAMRA testing has been performed on the assumed scale only.

- The initial annual 7-pay premium for this policy is \$789,669.00.
- Based on our interpretation of TAMRA, this policy as illustrated would not be considered a Modified Endowment Contract (MEC).
- **Employer-owned Life Insurance.**
Where 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 advisors to determine the applicability of IRC Section

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

A LIFE INSURANCE POLICY ILLUSTRATION

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

Protection Survivorship Indexed UL Form: 16PSIUL

Presented By: *

Illustration Assumptions

Thomas Phillippe	Initial Death Benefit \$20,000,000
Male - 63 - Preferred NonSmoker	Base Face Amount \$20,000,000
Initial Assumed Status: Gold	Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
Susan Phillippe	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
Female - 54 - Preferred NonSmoker	Cash Value Accumulation Test; State: Indiana
Initial Assumed Status: Gold	Based on Current Charges and an Initial Assumed Rate of 6.06%

101(j) or other provisions of federal tax law and/or compliance with the requirements of any such law or regulation.

ratings from independent rating agencies. For more information, please visit our website at www.JohnHancock.com.

Important Disclosure

No information provided by John Hancock to you or your advisors 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 as to the sale of and/or investment in John Hancock products and services. John Hancock and its representatives will receive compensation derived from such sales or services.

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

Other Considerations

This is an illustration only. An illustration is not intended to predict actual performance. Unless otherwise stated, amounts credited and other values set forth in the illustration are not guaranteed.

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

To ensure that your policy continues to meet your objectives, we suggest that in addition to reviewing annual statements, you periodically request in force illustrations. In force illustrations will provide an updated projection of policy performance.

Protection Survivorship Indexed UL is issued by John Hancock Life Insurance Company (U.S.A.) of Boston, MA 02117. John Hancock Life Insurance Company (U.S.A.) consistently receives high financial strength

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Basic Illustration Summary

Presented By: *

Illustration Assumptions

Thomas Phillippe	Initial Death Benefit \$20,000,000
Male - 63 - Preferred NonSmoker	Base Face Amount \$20,000,000
Initial Assumed Status: Gold	Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
Susan Phillippe	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
Female - 54 - Preferred NonSmoker	Cash Value Accumulation Test; State: Indiana
Initial Assumed Status: Gold	Based on Current Charges and an Initial Assumed Rate of 6.06%

Coverage Summary

Coverage Description	Initial Amount	Initial Premium
Base Face Amount - Level for all years	\$20,000,000	\$789,669.00
Healthy Engagement Rider		

Policy Summary

State	Indiana	
Death Benefit Option	2	From 1 Thru 13
	1	From 14 Thru 67
Definition of Life Insurance	CVAT	
Payment Mode	Annual	
Distribution Mode	Annual	
Charges	Current	
Loan Type	Variable	
Assumed Capped Indexed Account Rate†	6.06%	From 1 Thru 58
Assumed High Par Capped Indexed Account Rate†	5.92%	From 1 Thru 58
Assumed Uncapped Indexed Account Rate†	6.29%	From 1 Thru 58
Assumed Plus Capped Indexed Account Rate†	7.58%	From 1 Thru 58
Assumed Capped Hang Seng Indexed Account Rate†	6.29%	From 1 Thru 58
Assumed Fixed Account Rate†	4.60%	From 1 Thru 10
(includes non-guaranteed persistency bonus)	5.25%	From 11 Thru 58
Loan Interest Rate	3.75%	From 1 Thru 67
Owner Tax Bracket	35.00%	From 1 Thru 67
Initial 7-Pay Premium	\$789,669.00	
Target Premium	\$226,320.91	
Minimum Initial Premium	\$4,509.14	
Assumed Status Insured 1	Gold	
Assumed Status Insured 2	Gold	
LifeTrack Billing	No	

†An Asset Bonus will be credited to policy values beginning in policy year 11, as described in your policy.

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Basic Illustration Summary (cont'd)

Presented By: *

Illustration Assumptions

Thomas Phillippe	Initial Death Benefit \$20,000,000
Male - 63 - Preferred NonSmoker	Base Face Amount \$20,000,000
Initial Assumed Status: Gold	Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
Susan Phillippe	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
Female - 54 - Preferred NonSmoker	Cash Value Accumulation Test; State: Indiana
Initial Assumed Status: Gold	Based on Current Charges and an Initial Assumed Rate of 6.06%

	Initial Premium Allocation	Non-Guaranteed Initial Assumed Interest Rate
Capped Indexed Account	100%	6.06%
High Par Capped Indexed Account	0%	5.92%
Uncapped Indexed Account	0%	6.29%
Plus Capped Indexed Account	0%	7.58%
Capped Hang Seng Indexed Account	0%	6.29%
Fixed Account	0%	4.60%

Interest Adjusted Indexes on Insured at 5%

	-----Payment-----		-----Cost-----	
	10 Year	20 Year	10 Year	20 Year
Guaranteed	35.90	N/A	18.65	N/A
Current	35.29	20.35	12.34	15.06
Non-guaranteed Element	0.61	20.35	6.31	15.06

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.

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Numeric Summary

Presented By: *

Illustration Assumptions

Thomas Phillippe
Male - 63 - Preferred NonSmoker
Initial Assumed Status: Gold
Susan Phillippe
Female - 54 - Preferred NonSmoker
Initial Assumed Status: Gold

Initial Death Benefit \$20,000,000
Base Face Amount \$20,000,000
Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
Cash Value Accumulation Test; State: Indiana

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 18, month 1*.

NON-GUARANTEED ASSUMPTIONS

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

ASSUMED SCALE:

Policy benefits and values are based on the initial assumed interest rate of 6.06% and current charges. Based on your Planned Premium Outlay, the policy would remain in force until younger insured 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 18, month 1*.

SUMMARY YEARS	GUARANTEED ASSUMPTIONS	NON-GUARANTEED ASSUMPTIONS	
		Midpoint Scale	Assumed Scale
Years Premium Paid in Cash	10	10	10
Income Cease Year	18	18	18
Summary Year 5			
Net Surrender Value	2,202,490	2,281,336	2,522,338
Net Death Benefit	22,412,275	22,491,122	22,732,124
Summary Year 10			
Net Surrender Value	5,012,391	5,528,215	6,781,631
Net Death Benefit	25,015,361	25,531,186	26,784,601
Summary Year 20			
Net Surrender Value	0	0	4,416,056
Net Death Benefit	0	0	20,563,124
Summary Year 30			
Net Surrender Value	0	0	8,520,173
Net Death Benefit	0	0	20,562,718

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:

*
*
*
*
*

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)

Applicant: _____ Date: _____
(Signature) (mm/dd/yyyy)

I certify that this illustration has been presented to the applicant and that I have explained that any non-guaranteed elements illustrated are subject to change. I have made no statements that are inconsistent with the illustration.

Representative: _____ Date: _____
(Signature) (mm/dd/yyyy)

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Illustration Based on Guaranteed Assumptions

Presented By: *

Illustration Assumptions

Thomas Phillippe	Initial Death Benefit \$20,000,000
Male - 63 - Preferred NonSmoker	Base Face Amount \$20,000,000
Initial Assumed Status: Gold	Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
Susan Phillippe	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
Female - 54 - Preferred NonSmoker	Cash Value Accumulation Test; State: Indiana
Initial Assumed Status: Gold	Based on Guaranteed Charges and a Guaranteed Rate of 0.00%

Policy Year	EOY Age	Planned Premium	Annual Withdrawal Amount	Annual Loan Amount	Net Outlay	Policy Value	Net Surrender Value	Net Death Benefit	IRR on Death Benefit
1	64 55	789,669	0	0	789,669	467,540	245,045	20,477,312	2,495.69%
2	65 56	789,669	0	0	789,669	926,033	728,200	20,955,025	368.30%
3	66 57	789,669	0	0	789,669	1,377,622	1,214,073	21,435,314	161.37%
4	67 58	789,669	0	0	789,669	1,824,394	1,704,755	21,920,339	95.86%
5	68 59	789,669	0	0	789,669	2,268,406	2,202,490	22,412,275	65.41%
6	69 60	789,669	0	0	789,669	2,711,683	2,746,796	22,913,308	48.37%
7	70 61	789,669	0	0	789,669	3,155,977	3,303,362	23,425,388	37.67%
8	71 62	789,669	0	0	789,669	3,602,943	3,870,495	23,950,412	30.43%
9	72 63	789,669	0	0	789,669	4,042,749	4,438,466	24,478,698	25.28%
10	73 64	789,669	0	0	789,669	4,480,390	5,012,391	25,015,361	21.48%
Totals:		7,896,690	0	0	7,896,690				
11	74 65	0	0	0	0	4,413,343	5,037,116	25,037,116	18.81%
12	75 66	0	0	0	0	4,364,551	5,077,900	25,077,900	16.77%
13	76 67	0	0	0	0	4,296,884	5,100,560	25,100,560	15.18%
14	77 68	0	0	0	0	4,203,584	5,102,413	25,100,560	13.65%
15	78 69	0	0	0	0	4,082,440	5,078,220	25,100,560	12.39%
16	79 70	0	0	0	0	3,927,942	5,022,508	25,100,560	11.34%
17	80 71	0	0	0	0	3,733,523	4,928,768	25,100,560	10.44%
18	81 72	##	##	##	##	##	##	##	##
Totals:		7,896,690	0	0	7,896,690				

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.

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 Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Illustration Based on Nonguaranteed Assumptions

Presented By: *

Illustration Assumptions

Thomas Phillippe
 Male - 63 - Preferred NonSmoker
 Initial Assumed Status: Gold
 Susan Phillippe
 Female - 54 - Preferred NonSmoker
 Initial Assumed Status: Gold

Initial Death Benefit \$20,000,000
 Base Face Amount \$20,000,000
 Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
 Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
 Cash Value Accumulation Test; State: Indiana
 Based on Current Charges and an Initial Assumed Rate of 6.06%

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	IRR on Death Benefit
1	64 55	789,669	0	0	0	789,669	497,355	265,089	20,497,355	2,495.69%
2	65 56	789,669	0	0	0	789,669	1,015,575	788,750	21,015,575	368.30%
3	66 57	789,669	0	0	0	789,669	1,558,220	1,336,980	21,558,220	161.37%
4	67 58	789,669	0	0	0	789,669	2,129,061	1,913,477	22,129,061	95.86%
5	68 59	789,669	0	0	0	789,669	2,732,124	2,522,338	22,732,124	65.41%
6	69 60	789,669	0	0	0	789,669	3,420,353	3,253,841	23,420,353	48.37%
7	70 61	789,669	0	0	0	789,669	4,162,954	4,040,927	24,162,954	37.67%
8	71 62	789,669	0	0	0	789,669	4,966,456	4,886,539	24,966,456	30.43%
9	72 63	789,669	0	0	0	789,669	5,837,856	5,797,624	25,837,856	25.28%
10	73 64	789,669	0	0	0	789,669	6,784,601	6,781,631	26,784,601	21.48%
Totals:		7,896,690	0	0	0	7,896,690				
11	74 65	0	0	0	0	0	7,278,886	7,278,886	27,278,886	18.81%
12	75 66	0	0	0	0	0	7,847,264	7,847,264	27,847,264	16.77%
13	76 67	0	0	0	0	0	8,459,909	8,459,909	28,459,909	15.18%
14	77 68	0	0	0	0	0	9,120,192	9,120,192	28,459,909	13.65%
15	78 69	0	0	0	0	0	9,831,731	9,831,731	28,459,909	12.39%
16	79 70	0	0	0	0	0	10,598,201	10,598,201	28,459,909	11.34%
17	80 71	0	0	0	0	0	11,423,681	11,423,681	28,459,909	10.44%
18	81 72	0	7,895,874	816	0	-7,896,673	3,804,462	3,803,615	20,563,189	9.89%
19	82 73	0	0	31	31	17	4,100,751	4,099,873	20,563,157	9.40%
20	83 74	0	0	32	32	17	4,416,968	4,416,056	20,563,124	8.96%
Totals:		7,896,690	7,895,874	878	62	50				
21	84 75	0	0	33	33	17	4,753,114	4,752,169	20,563,090	8.57%
22	85 76	0	0	34	34	17	5,108,686	5,107,705	20,563,054	8.22%
23	86 77	0	0	35	35	17	5,483,146	5,482,128	20,563,017	7.90%
24	87 78	0	0	37	37	17	5,875,557	5,874,502	20,562,979	7.61%
25	88 79	0	0	38	38	17	6,284,428	6,283,333	20,562,940	7.35%
26	89 80	0	0	40	40	17	6,707,680	6,706,543	20,562,899	7.10%
27	90 81	0	0	41	41	0	7,144,389	7,143,210	20,562,856	6.88%
28	91 82	0	0	43	43	0	7,592,572	7,591,348	20,562,812	6.67%
29	92 83	0	0	44	44	0	8,051,399	8,050,130	20,562,766	6.47%
30	93 84	0	0	46	46	0	8,521,489	8,520,173	20,562,718	6.29%
Totals:		7,896,690	7,895,874	1,269	453	151				

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.

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 Survivorship Universal Life Insurance Policy
Illustration Based on Nonguaranteed Assumptions (cont'd)

Protection Survivorship Indexed UL Form: 16PSIUL

Presented By: *

Illustration Assumptions

Thomas Phillippe
Male - 63 - Preferred NonSmoker
Initial Assumed Status: Gold
Susan Phillippe
Female - 54 - Preferred NonSmoker
Initial Assumed Status: Gold

Initial Death Benefit \$20,000,000
Base Face Amount \$20,000,000
Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
Cash Value Accumulation Test; State: Indiana
Based on Current Charges and an Initial Assumed Rate of 6.06%

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	IRR on Death Benefit
31	94 85	0	0	48	48	0	8,989,956	8,988,590	20,562,669	6.12%
32	95 86	0	0	49	49	0	9,471,425	9,470,008	20,562,618	5.97%
33	96 87	0	0	51	51	0	9,972,045	9,970,574	20,562,565	5.82%
34	97 88	0	0	53	53	0	10,499,667	10,498,141	20,562,509	5.67%
35	98 89	0	0	55	55	0	11,065,378	11,063,795	20,562,452	5.54%
36	99 90	0	0	57	57	0	11,683,569	11,681,927	20,562,393	5.42%
37	100 91	0	0	59	59	0	12,373,876	12,372,172	20,562,331	5.30%
38	101 92	0	0	62	62	0	13,164,547	13,162,779	20,562,267	5.18%
39	102 93	0	0	64	64	0	14,093,354	14,091,520	20,562,201	5.08%
40	103 94	0	0	66	66	0	15,194,428	15,192,525	20,562,132	4.97%
Totals:		7,896,690	7,895,874	1,834	1,018	151				
41	104 95	0	0	69	69	0	16,381,549	16,379,575	20,562,061	4.88%
42	105 96	0	0	71	71	0	17,661,441	17,659,393	20,660,072	4.79%
43	106 97	0	0	74	74	0	19,041,354	19,039,229	21,417,494	4.77%
44	107 98	0	0	77	77	0	20,529,105	20,526,901	22,204,129	4.75%
45	108 99	0	0	80	80	0	22,133,122	22,130,834	23,018,373	4.73%
46	109 100	0	0	83	83	0	23,858,725	23,856,351	23,856,351	4.71%
47	110 101	0	0	86	86	0	25,715,040	25,712,577	25,712,577	4.77%
48	111 102	0	0	89	89	0	27,711,968	27,709,414	27,709,414	4.82%
49	112 103	0	0	92	92	0	29,860,162	29,857,511	29,857,511	4.86%
50	113 104	0	0	96	96	0	32,171,078	32,168,329	32,168,329	4.91%
Totals:		7,896,690	7,895,874	2,650	1,834	151				
51	114 105	0	0	99	99	0	34,657,045	34,654,192	34,654,192	4.95%
52	115 106	0	0	103	103	0	37,331,320	37,328,360	37,328,360	5.00%
53	116 107	0	0	107	107	0	40,208,168	40,205,097	40,205,097	5.04%
54	117 108	0	0	111	111	0	43,302,935	43,299,749	43,299,749	5.08%
55	118 109	0	0	115	115	0	46,632,128	46,628,822	46,628,822	5.12%
56	119 110	0	0	119	119	0	50,213,503	50,210,074	50,210,074	5.16%
57	120 111	0	0	124	124	0	54,066,164	54,062,606	54,062,606	5.19%
58	121 112	0	0	129	129	0	58,210,661	58,206,969	58,206,969	5.23%
59	122 113	0	0	133	133	0	62,669,100	62,665,270	62,665,270	5.26%
60	123 114	0	0	138	138	0	67,465,261	67,461,287	67,461,287	5.30%
Totals:		7,896,690	7,895,874	3,830	3,014	151				

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.

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 Survivorship Universal Life Insurance Policy
 Illustration Based on Nonguaranteed Assumptions (cont'd)

Protection Survivorship Indexed UL Form: 16PSIUL

Presented By: *

Illustration Assumptions

Thomas Phillippe
 Male - 63 - Preferred NonSmoker
 Initial Assumed Status: Gold
 Susan Phillippe
 Female - 54 - Preferred NonSmoker
 Initial Assumed Status: Gold

Initial Death Benefit \$20,000,000
 Base Face Amount \$20,000,000
 Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
 Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
 Cash Value Accumulation Test; State: Indiana
 Based on Current Charges and an Initial Assumed Rate of 6.06%

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	IRR on Death Benefit
61	124 115	0	0	144	144	0	72,624,728	72,620,605	72,620,605	5.33%
62	125 116	0	0	149	149	0	78,175,020	78,170,743	78,170,743	5.36%
63	126 117	0	0	155	155	0	84,145,742	84,141,304	84,141,304	5.39%
64	127 118	0	0	160	160	0	90,568,742	90,564,138	90,564,138	5.42%
65	128 119	0	0	166	166	0	97,478,280	97,473,503	97,473,503	5.45%
66	129 120	0	0	173	173	0	104,911,210	104,906,254	104,906,254	5.48%
67	130 121	0	0	179	179	0	112,907,179	112,902,037	112,902,037	5.51%
68	131 122	0	0	186	186	0	121,509,177	121,503,842	121,503,842	5.54%
69	132 123	0	0	193	193	0	130,762,775	130,757,241	130,757,241	5.56%
70	133 124	0	0	200	200	0	140,717,335	140,711,593	140,711,593	5.59%
Totals:		7,896,690	7,895,874	5,534	4,718	151				
71	134 125	0	0	208	208	0	151,425,952	151,419,994	151,419,994	5.61%
Totals:		7,896,690	7,895,874	5,742	4,926	151				

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 Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Bronze Assumptions

Presented By: *

Illustration Assumptions

Thomas Phillippe
 Male - 63 - Preferred NonSmoker
 Assumed Status All Years: Bronze
 Susan Phillippe
 Female - 54 - Preferred NonSmoker
 Assumed Status All Years: Bronze

Initial Death Benefit \$20,000,000
 Base Face Amount \$20,000,000
 Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
 Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
 Cash Value Accumulation Test; State: Indiana
 Based on Current Charges and an Initial Assumed Rate of 6.06%

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	64 55	789,669	0	0	0	789,669	497,355	265,089	20,497,355
2	65 56	789,669	0	0	0	789,669	1,015,568	788,744	21,015,568
3	66 57	789,669	0	0	0	789,669	1,558,177	1,336,937	21,558,177
4	67 58	789,669	0	0	0	789,669	2,128,920	1,913,336	22,128,920
5	68 59	789,669	0	0	0	789,669	2,731,773	2,521,987	22,731,773
6	69 60	789,669	0	0	0	789,669	3,419,634	3,253,122	23,419,634
7	70 61	789,669	0	0	0	789,669	4,161,586	4,039,560	24,161,586
8	71 62	789,669	0	0	0	789,669	4,963,990	4,884,073	24,963,990
9	72 63	789,669	0	0	0	789,669	5,833,634	5,793,402	25,833,634
10	73 64	789,669	0	0	0	789,669	6,777,680	6,774,709	26,777,680
Totals:		7,896,690	0	0	0	7,896,690			
11	74 65	0	0	0	0	0	7,268,017	7,268,017	27,268,017
12	75 66	0	0	0	0	0	7,830,909	7,830,909	27,830,909
13	76 67	0	0	0	0	0	8,436,179	8,436,179	28,436,179
14	77 68	0	0	0	0	0	9,088,187	9,088,187	28,436,179
15	78 69	0	0	0	0	0	9,789,455	9,789,455	28,436,179
16	79 70	0	0	0	0	0	10,542,791	10,542,791	28,436,179
17	80 71	0	0	0	0	0	11,352,709	11,352,709	28,436,179
18	81 72	0	7,895,874	816	0	-7,896,673	3,706,322	3,705,475	20,539,458
19	82 73	0	0	31	31	17	3,970,082	3,969,204	20,539,426
20	83 74	0	0	32	32	17	4,246,874	4,245,963	20,539,393
Totals:		7,896,690	7,895,874	878	62	50			
21	84 75	0	0	33	33	17	4,537,218	4,536,272	20,539,359
22	85 76	0	0	34	34	17	4,840,485	4,839,504	20,539,324
23	86 77	0	0	35	35	17	5,155,260	5,154,242	20,539,287
24	87 78	0	0	37	37	17	5,480,044	5,478,989	20,539,249
25	88 79	0	0	38	38	17	5,812,783	5,811,687	20,539,209
26	89 80	0	0	40	40	17	6,151,006	6,149,869	20,539,168
27	90 81	0	0	41	41	0	6,494,428	6,493,249	20,539,125
28	91 82	0	0	43	43	0	6,841,174	6,839,951	20,539,081
29	92 83	0	0	44	44	0	7,189,171	7,187,902	20,539,035
30	93 84	0	0	46	46	0	7,537,040	7,535,723	20,538,988
Totals:		7,896,690	7,895,874	1,269	453	151			

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 Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Bronze Assumptions (cont'd)

Presented By: *

Illustration Assumptions

Thomas Phillippe
 Male - 63 - Preferred NonSmoker
 Assumed Status All Years: Bronze
 Susan Phillippe
 Female - 54 - Preferred NonSmoker
 Assumed Status All Years: Bronze

Initial Death Benefit \$20,000,000
 Base Face Amount \$20,000,000
 Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
 Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
 Cash Value Accumulation Test; State: Indiana
 Based on Current Charges and an Initial Assumed Rate of 6.06%

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	94 85	0	0	48	48	0	7,865,173	7,863,807	20,538,938
32	95 86	0	0	49	49	0	8,186,897	8,185,479	20,538,887
33	96 87	0	0	51	51	0	8,502,963	8,501,492	20,538,834
34	97 88	0	0	53	53	0	8,814,052	8,812,526	20,538,779
35	98 89	0	0	55	55	0	9,121,862	9,120,279	20,538,722
36	99 90	0	0	57	57	0	9,428,315	9,426,673	20,538,662
37	100 91	0	0	59	59	0	9,737,286	9,735,582	20,538,601
38	101 92	0	0	62	62	0	10,054,745	10,052,978	20,538,537
39	102 93	0	0	64	64	0	10,389,614	10,387,780	20,538,470
40	103 94	0	0	66	66	0	10,753,331	10,751,428	20,538,402
Totals:		7,896,690	7,895,874	1,834	1,018	151			
41	104 95	0	0	69	69	0	11,180,397	11,178,423	20,538,330
42	105 96	0	0	71	71	0	11,674,094	11,672,045	20,538,256
43	106 97	0	0	74	74	0	12,267,044	12,264,918	20,538,179
44	107 98	0	0	77	77	0	13,007,766	13,005,561	20,538,100
45	108 99	0	0	80	80	0	13,948,755	13,946,467	20,538,017
46	109 100	0	0	83	83	0	15,038,591	15,036,217	20,537,931
47	110 101	0	0	86	86	0	16,213,595	16,211,133	20,537,842
48	111 102	0	0	89	89	0	17,480,423	17,477,868	20,537,750
49	112 103	0	0	92	92	0	18,846,250	18,843,600	20,537,654
50	113 104	0	0	96	96	0	20,318,814	20,316,064	20,537,555
Totals:		7,896,690	7,895,874	2,650	1,834	151			
51	114 105	0	0	99	99	0	21,906,456	21,903,603	21,903,603
52	115 106	0	0	103	103	0	23,614,890	23,611,930	23,611,930
53	116 107	0	0	107	107	0	25,452,736	25,449,665	25,449,665
54	117 108	0	0	111	111	0	27,429,795	27,426,609	27,426,609
55	118 109	0	0	115	115	0	29,556,614	29,553,308	29,553,308
56	119 110	0	0	119	119	0	31,844,536	31,841,106	31,841,106
57	120 111	0	0	124	124	0	34,305,764	34,302,206	34,302,206
58	121 112	0	0	129	129	0	36,953,427	36,949,735	36,949,735
Totals:		7,896,690	7,895,874	3,558	2,742	151			

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Illustration Based on Alternate Assumptions

Presented By: *

Illustration Assumptions

Thomas Phillippe	Initial Death Benefit \$20,000,000
Male - 63 - Preferred NonSmoker	Base Face Amount \$20,000,000
Initial Assumed Status: Gold	Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
Susan Phillippe	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
Female - 54 - Preferred NonSmoker	Cash Value Accumulation Test; State: Indiana
Initial Assumed Status: Gold	Based on Current Charges and an Initial Assumed Rate of 4.60%

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	64 55	789,669	0	0	0	789,669	490,019	257,753	20,490,019
2	65 56	789,669	0	0	0	789,669	993,335	766,510	20,993,335
3	66 57	789,669	0	0	0	789,669	1,512,848	1,291,608	21,512,848
4	67 58	789,669	0	0	0	789,669	2,051,586	1,836,002	22,051,586
5	68 59	789,669	0	0	0	789,669	2,612,743	2,402,957	22,612,743
6	69 60	789,669	0	0	0	789,669	3,199,650	3,033,138	23,199,650
7	70 61	789,669	0	0	0	789,669	3,815,772	3,693,745	23,815,772
8	71 62	789,669	0	0	0	789,669	4,464,846	4,384,928	24,464,846
9	72 63	789,669	0	0	0	789,669	5,150,752	5,110,520	25,150,752
10	73 64	789,669	0	0	0	789,669	5,877,479	5,874,509	25,877,479
Totals:		7,896,690	0	0	0	7,896,690			
11	74 65	0	0	0	0	0	6,164,558	6,164,558	26,164,558
12	75 66	0	0	0	0	0	6,502,697	6,502,697	26,502,697
13	76 67	0	0	0	0	0	6,859,350	6,859,350	26,859,350
14	77 68	0	0	0	0	0	7,235,447	7,235,447	26,859,350
15	78 69	0	0	0	0	0	7,631,910	7,631,910	26,859,350
16	79 70	0	0	0	0	0	8,049,526	8,049,526	26,859,350
17	80 71	0	0	0	0	0	8,489,124	8,489,124	26,859,350
18	81 72	0	7,895,874	816	0	-7,689,053	628,316	627,469	18,962,629
19	82 73	0	0	31	31	11	662,435	661,557	18,962,597
20	83 74	0	0	32	32	11	693,504	692,593	18,962,564
Totals:		7,896,690	7,895,874	878	62	207,659			

Alternate Assumptions:

	Initial Premium Allocation	Non-Guaranteed Initial Assumed Interest Rate
Fixed Account	100%	4.60%

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 Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Illustration Based on Alternate Assumptions (cont'd)

Presented By: *

Illustration Assumptions

Thomas Phillippe	Initial Death Benefit \$20,000,000
Male - 63 - Preferred NonSmoker	Base Face Amount \$20,000,000
Initial Assumed Status: Gold	Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
Susan Phillippe	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
Female - 54 - Preferred NonSmoker	Cash Value Accumulation Test; State: Indiana
Initial Assumed Status: Gold	Based on Current Charges and an Initial Assumed Rate of 4.60%

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
21	84 75	0	0	33	33	12	718,450	717,505	18,962,530
22	85 76	0	0	34	34	12	732,873	731,892	18,962,495
23	86 77	0	0	35	35	12	731,663	730,646	18,962,458
24	87 78	0	0	37	37	13	707,965	706,909	18,962,420
25	88 79	0	0	38	38	13	652,548	651,453	18,962,380
26	89 80	0	0	40	40	14	552,710	551,573	18,962,339
27	90 81	0	0	41	41	0	393,681	392,502	18,962,296
28	91 82	0	0	43	43	0	153,889	152,666	18,962,252
29	92 83	##	##	##	##	##	##	##	##
Totals:		7,896,690	7,895,874	1,179	363	207,735			

Alternate Assumptions:

	Initial Premium Allocation	Non-Guaranteed Initial Assumed Interest Rate
Fixed Account	100%	4.60%

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

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Annual Account Summary

Presented By: *

Illustration Assumptions

Thomas Phillippe
 Male - 63 - Preferred NonSmoker
 Initial Assumed Status: Gold
 Susan Phillippe
 Female - 54 - Preferred NonSmoker
 Initial Assumed Status: Gold

Initial Death Benefit \$20,000,000
 Base Face Amount \$20,000,000
 Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
 Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
 Cash Value Accumulation Test; State: Indiana
 Based on Current Charges and an Initial Assumed Rate of 6.06%

Policy Year	Planned Premium	Premium Charge	Admin/ Contract Charges	Rider/ Rating Charge	Insurance Charges	Rider Credits	Interest Credited	Policy Value	Surrender Charge	Net Surrender Value
1	789,669	276,384	45,687	48	10	0	29,815	497,355	232,266	265,089
2	789,669	276,384	54,698	48	26	6	59,701	1,015,575	226,824	788,750
3	789,669	276,384	61,452	48	89	36	90,913	1,558,220	221,240	1,336,980
4	789,669	276,384	65,974	48	183	92	123,669	2,129,061	215,584	1,913,477
5	789,669	276,384	68,219	48	348	196	158,197	2,732,124	209,786	2,522,338
6	789,669	276,384	68,205	48	558	330	243,426	3,420,353	166,512	3,253,841
7	789,669	276,384	65,981	48	864	573	295,636	4,162,954	122,027	4,040,927
8	789,669	276,384	61,459	48	1,283	961	352,046	4,966,456	79,917	4,886,539
9	789,669	276,384	54,678	48	1,825	1,516	413,151	5,837,856	40,232	5,797,624
10	789,669	276,384	45,707	48	2,560	2,298	479,477	6,784,601	2,970	6,781,631
Totals:	7,896,690	2,763,842	592,061	480	7,746	6,009	2,246,031			
11	0	0	34,418	48	3,492	3,287	528,956	7,278,886	0	7,278,886
12	0	0	180	48	4,696	4,474	568,829	7,847,264	0	7,847,264
13	0	0	180	48	6,252	5,883	613,242	8,459,909	0	8,459,909
14	0	0	180	48	6,790	6,188	661,112	9,120,192	0	9,120,192
15	0	0	180	48	8,417	7,483	712,701	9,831,731	0	9,831,731
16	0	0	180	48	11,039	9,453	768,284	10,598,201	0	10,598,201
17	0	0	180	48	13,223	10,779	828,152	11,423,681	0	11,423,681
18	0	0	180	48	19,575	20,786	275,672	3,804,462	0	3,803,615
19	0	0	180	48	24,518	23,852	297,183	4,100,751	0	4,099,873
20	0	0	180	48	31,666	27,887	320,223	4,416,968	0	4,416,056
Totals:	7,896,690	2,763,842	628,099	960	137,415	126,083	7,820,384			
21	0	0	180	48	39,204	30,812	344,767	4,753,114	0	4,752,169
22	0	0	180	48	48,231	33,234	370,796	5,108,686	0	5,107,705
23	0	0	180	48	59,385	35,803	398,270	5,483,146	0	5,482,128
24	0	0	180	48	72,551	38,054	427,137	5,875,557	0	5,874,502
25	0	0	180	48	88,023	39,817	457,305	6,284,428	0	6,283,333
26	0	0	180	48	105,862	40,700	488,642	6,707,680	0	6,706,543
27	0	0	180	0	123,700	39,557	521,032	7,144,389	0	7,143,210
28	0	0	180	0	142,664	36,658	554,369	7,592,572	0	7,591,348
29	0	0	180	0	162,504	32,969	588,543	8,051,399	0	8,050,130
30	0	0	180	0	182,024	28,750	623,544	8,521,489	0	8,520,173
Totals:	7,896,690	2,763,842	629,899	1,248	1,161,563	482,435	12,594,789			

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 Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Annual Account Summary (cont'd)

Presented By: *

Illustration Assumptions

Thomas Phillippe	Initial Death Benefit \$20,000,000
Male - 63 - Preferred NonSmoker	Base Face Amount \$20,000,000
Initial Assumed Status: Gold	Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
Susan Phillippe	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
Female - 54 - Preferred NonSmoker	Cash Value Accumulation Test; State: Indiana
Initial Assumed Status: Gold	Based on Current Charges and an Initial Assumed Rate of 6.06%

Policy Year	Planned Premium	Premium Charge	Admin/ Contract Charges	Rider/ Rating Charge	Insurance Charges	Rider Credits	Interest Credited	Policy Value	Surrender Charge	Net Surrender Value
31	0	0	180	0	216,807	26,505	658,949	8,989,956	0	8,988,590
32	0	0	180	0	235,191	22,096	694,744	9,471,425	0	9,470,008
33	0	0	180	0	248,742	17,805	731,736	9,972,045	0	9,970,574
34	0	0	180	0	256,492	13,845	770,449	10,499,667	0	10,498,141
35	0	0	180	0	256,002	10,308	811,586	11,065,378	0	11,063,795
36	0	0	180	0	245,016	7,292	856,096	11,683,569	0	11,681,927
37	0	0	180	0	219,561	4,805	905,243	12,373,876	0	12,372,172
38	0	0	180	0	172,744	2,789	960,806	13,164,547	0	13,162,779
39	0	0	180	0	97,434	1,185	1,025,236	14,093,354	0	14,091,520
40	0	0	180	0	0	0	1,101,254	15,194,428	0	15,192,525
Totals:	7,896,690	2,763,842	631,699	1,248	3,109,552	589,065	21,110,888			
41	0	0	180	0	0	0	1,187,301	16,381,549	0	16,379,575
42	0	0	180	0	0	0	1,280,072	17,661,441	0	17,659,393
43	0	0	180	0	0	0	1,380,093	19,041,354	0	19,039,229
44	0	0	180	0	0	0	1,487,931	20,529,105	0	20,526,901
45	0	0	180	0	0	0	1,604,196	22,133,122	0	22,130,834
46	0	0	180	0	0	0	1,725,783	23,858,725	0	23,856,351
47	0	0	180	0	0	0	1,856,495	25,715,040	0	25,712,577
48	0	0	180	0	0	0	1,997,109	27,711,968	0	27,709,414
49	0	0	180	0	0	0	2,148,374	29,860,162	0	29,857,511
50	0	0	180	0	0	0	2,311,097	32,171,078	0	32,168,329
Totals:	7,896,690	2,763,842	633,499	1,248	3,109,552	589,065	38,089,339			
51	0	0	180	0	0	0	2,486,146	34,657,045	0	34,654,192
52	0	0	180	0	0	0	2,674,455	37,331,320	0	37,328,360
53	0	0	180	0	0	0	2,877,029	40,208,168	0	40,205,097
54	0	0	180	0	0	0	3,094,947	43,302,935	0	43,299,749
55	0	0	180	0	0	0	3,329,372	46,632,128	0	46,628,822
56	0	0	180	0	0	0	3,581,555	50,213,503	0	50,210,074
57	0	0	180	0	0	0	3,852,841	54,066,164	0	54,062,606
58	0	0	180	0	0	0	4,144,677	58,210,661	0	58,206,969
59	0	0	180	0	0	0	4,458,619	62,669,100	0	62,665,270
60	0	0	180	0	0	0	4,796,341	67,465,261	0	67,461,287
Totals:	7,896,690	2,763,842	635,299	1,248	3,109,552	589,065	73,385,321			

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 Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Annual Account Summary (cont'd)

Presented By: *

Illustration Assumptions

Thomas Phillippe	Initial Death Benefit \$20,000,000
Male - 63 - Preferred NonSmoker	Base Face Amount \$20,000,000
Initial Assumed Status: Gold	Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
Susan Phillippe	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
Female - 54 - Preferred NonSmoker	Cash Value Accumulation Test; State: Indiana
Initial Assumed Status: Gold	Based on Current Charges and an Initial Assumed Rate of 6.06%

Policy Year	Planned Premium	Premium Charge	Admin/ Contract Charges	Rider/ Rating Charge	Insurance Charges	Rider Credits	Interest Credited	Policy Value	Surrender Charge	Net Surrender Value
61	0	0	180	0	0	0	5,159,647	72,624,728	0	72,620,605
62	0	0	180	0	0	0	5,550,472	78,175,020	0	78,170,743
63	0	0	180	0	0	0	5,970,902	84,145,742	0	84,141,304
64	0	0	180	0	0	0	6,423,180	90,568,742	0	90,564,138
65	0	0	180	0	0	0	6,909,717	97,478,280	0	97,473,503
66	0	0	180	0	0	0	7,433,110	104,911,210	0	104,906,254
67	0	0	180	0	0	0	7,996,149	112,907,179	0	112,902,037
68	0	0	0	0	0	0	8,601,998	121,509,177	0	121,503,842
69	0	0	0	0	0	0	9,253,599	130,762,775	0	130,757,241
70	0	0	0	0	0	0	9,954,559	140,717,335	0	140,711,593
Totals:	7,896,690	2,763,842	636,559	1,248	3,109,552	589,065	146,638,655			
71	0	0	0	0	0	0	10,708,617	151,425,952	0	151,419,994
Totals:	7,896,690	2,763,842	636,559	1,248	3,109,552	589,065	157,347,272			

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Monthly Account Summary

Presented By: *

Illustration Assumptions

Thomas Phillippe	Initial Death Benefit \$20,000,000
Male - 63 - Preferred NonSmoker	Base Face Amount \$20,000,000
Initial Assumed Status: Gold	Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
Susan Phillippe	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
Female - 54 - Preferred NonSmoker	Cash Value Accumulation Test; State: Indiana
Initial Assumed Status: Gold	Based on Current Charges and an Initial Assumed Rate of 6.06%

Policy Year/ Month	Planned Premium	Premium Charge	Admin/ Contract Charges	Rider Rating Charge	Insurance Charges	Interest Credited	Rider Credits	Policy Value EOM	Surrender Charge	Net Surrender Value
1/1	789,669	276,384	3,807	4	1	0	0	509,473	237,185	273,129
1/2	0	0	3,807	4	1	0	0	505,661	236,734	270,605
1/3	0	0	3,807	4	1	0	0	501,849	236,306	268,052
1/4	0	0	3,807	4	1	0	0	498,037	235,855	265,518
1/5	0	0	3,807	4	1	0	0	494,225	235,403	262,979
1/6	0	0	3,807	4	1	0	0	490,412	234,952	260,436
1/7	0	0	3,807	4	1	0	0	486,600	234,524	257,863
1/8	0	0	3,807	4	1	0	0	482,788	234,072	255,310
1/9	0	0	3,807	4	1	0	0	478,976	233,621	252,751
1/10	0	0	3,807	4	1	0	0	475,164	233,169	250,187
1/11	0	0	3,807	4	1	0	0	471,352	232,718	247,619
1/12	0	0	3,807	4	1	29,815	0	497,355	232,266	265,089
Totals:	789,669	276,384	45,687	48	10	29,815	0			

This illustration assumes that illustrated premiums allocated to the Indexed Accounts form new Segments immediately. In practice, amounts allocated to the Index Appreciation Account only form new Segments on the Segment Initiation Date (the 15th day of the month), subject to a Lock In Date of three Business Days prior to the Segment Initiation Date.

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Understanding Potential Loan Costs

Presented By: *

Illustration Assumptions

Thomas Phillippe	Initial Death Benefit \$20,000,000
Male - 63 - Preferred NonSmoker	Base Face Amount \$20,000,000
Initial Assumed Status: Gold	Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
Susan Phillippe	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
Female - 54 - Preferred NonSmoker	Cash Value Accumulation Test; State: Indiana
Initial Assumed Status: Gold	Based on Current Charges and an Initial Assumed Rate of 6.06%

Below are hypothetical examples of the net loan cost (and in some cases gain) associated with taking either a Standard Loan or an Index Loan. Each example assumes a hypothetical Loan Account crediting rate and Loan charge rate of 5.50%. It also assumes that the Standard Loan is fully secured by the Fixed Account and that the Index Loan is fully secured by the Index Appreciation Account. All three scenarios assume a \$100,000 Policy Value at the beginning of the loan period and annual requested loan amounts of \$10,000. In order to more clearly isolate the effect of loan option, no policy charges are assumed.

Example 1 - Standard Loan – Current Loan Charge Rate & Current Loan Account Crediting Rate

Assumed Indexed Crediting Rate	N/A	Loan Rate Charged	5.50%
Assumed Loan Account Crediting Rate	5.50%	Net Loan Cost	0.00%

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	-	-	-	107,300
12	(10,000)	10,550	550	550	-	104,937
13	(10,000)	11,130	1,130	1,130	-	102,373
14	(10,000)	11,742	1,742	1,742	-	99,594
20	(10,000)	16,191	6,191	6,191	-	77,294

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.

Example 2 - Index Loan – Current Loan Charge Rate & an Assumed 3.5% Index Segment Interest Crediting Rate

Assumed Indexed Crediting Rate	3.50%	Loan Rate Charged	5.50%
Assumed Loan Account Crediting Rate	N/A	Net Loan Cost	2.00%

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	-	-	-	103,500
12	(10,000)	10,550	350	550	200	97,123
13	(10,000)	11,130	719	1,130	611	90,322
14	(10,000)	11,742	1,109	1,742	1,245	83,072
20	(10,000)	16,191	3,940	6,191	10,456	38,497

Under an Index Loan, when the rate of interest charged for that loan exceeds the rate of Index Segment Interest Credits 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 7.5% Index Segment Interest Crediting Rate

Assumed Indexed Crediting Rate	7.50%	Loan Rate Charged	5.50%
Assumed Loan Account Crediting Rate	N/A	Net Loan Gain	2.00%

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	-	-	-	107,500
12	(10,000)	10,550	750	550	(200)	105,563
13	(10,000)	11,130	1,541	1,130	(611)	103,680
14	(10,000)	11,742	2,376	1,742	(1,245)	101,867
20	(10,000)	16,191	8,442	6,191	(10,456)	93,541

Under an Index Loan, when the rate of Index Segment Interest Credits 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.

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Glossary of Terms

Presented By: *

Illustration Assumptions

Thomas Phillippe	Initial Death Benefit \$20,000,000
Male - 63 - Preferred NonSmoker	Base Face Amount \$20,000,000
Initial Assumed Status: Gold	Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
Susan Phillippe	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
Female - 54 - Preferred NonSmoker	Cash Value Accumulation Test; State: Indiana
Initial Assumed Status: Gold	Based on Current Charges and an Initial Assumed Rate of 6.06%

Base Face Amount

The Base Face Amount is the coverage provided by the base policy. Any decreases to the Base Face Amount must fall within policy minimums, and is only allowed after the first Policy Year. If a Death Benefit Option Change is illustrated, this column also includes the amount by which the Face Amount has increased as a result of that change.

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. The Advance Contribution Charge rates and Advance Contribution Limit are both shown in the policy contract.

Asset Bonus

Beginning in Policy Year 11 and continuing beyond Age 121, we apply an Asset Bonus at the Asset Bonus Annual Rate to any balances in your Fixed Account, Indexed Account Holding Segments, and the Index Appreciation Account as described in your policy. The Asset Bonus Rates vary by issue age, gender, and policy duration.

Contract Charge

The Contract Charge is a rate of \$12.6067 per \$1,000 of the Premium Charge Limit, and deducted each policy month. This charge varies by each 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 reflect the 2001 CSO Sex and Smoker Distinct Age Nearest Birthday Ultimate Mortality Table.

Indexed Account Asset Charge

The Indexed Account Asset Charge is 0.083333% of the Plus Capped Indexed Account per policy month. It is then deducted from the Fixed Account and each

Indexed Account in the same manner in which we take Monthly Deductions.

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.

Monthly Administrative Charge

A monthly Administrative Charge of \$15 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 surviving insured as stated on the front page of the policy. The actual amount payable may be decreased by loans or increased by additional insurance benefits. Death Benefits are illustrated as of the end of the year. Net Death Benefit reflects the total loan plus any loan interest due.

Net Income

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

Net Surrender Value

The Net Surrender Value is the Policy Value less Surrender Charge(s), and is illustrated as of end of the year. This amount is shown net of withdrawals and total loans plus loan interest due. During the Surrender Charge period, there is a Surrender Charge assessed if all or part of the Base Face Amount is reduced. If the policy terminates for any reason, the amount of any outstanding loan (that was not previously considered income) could result in a considerable tax. Under certain situations involving large amounts of outstanding loans, you might find yourself having to choose between high premium requirements to keep your policy from lapsing and a significant tax burden if

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Glossary of Terms (cont'd)

Presented By: *

Illustration Assumptions

Thomas Phillippe	Initial Death Benefit \$20,000,000
Male - 63 - Preferred NonSmoker	Base Face Amount \$20,000,000
Initial Assumed Status: Gold	Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
Susan Phillippe	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
Female - 54 - Preferred NonSmoker	Cash Value Accumulation Test; State: Indiana
Initial Assumed Status: Gold	Based on Current Charges and an Initial Assumed Rate of 6.06%

you allow the lapse to occur. Please consult your tax advisor for further information.

- 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; and
- A 2% Cumulative Guaranteed Interest Rate is used to credit this amount.

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 Index Segment Interest Credit.

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.

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.

Premium Charge Limit

The policy's Premium Charge Limit is \$226,320.91. This value is used in the calculation of the Surrender Charge and Contract Charge.

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 Index Appreciation Account, per your instructions. The Fixed Account is credited daily with a guaranteed interest rate of 2.00% 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.

Required Additional Death Benefit

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

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.

Cumulative Guarantee. Protection Survivorship Indexed UL policies also include a Cumulative Guarantee used for purposes of calculating the 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 Policy Value calculated assuming:

- Net Premiums accumulate at interest in the manner applicable to amounts accumulated in the Fixed Account;

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Glossary of Terms (cont'd)

Presented By: *

Illustration Assumptions

Thomas Phillippe

Male - 63 - Preferred NonSmoker

Initial Assumed Status: Gold

Susan Phillippe

Female - 54 - Preferred NonSmoker

Initial Assumed Status: Gold

Initial Death Benefit \$20,000,000

Base Face Amount \$20,000,000

Initial Planned Premium: \$789,669.00 / Billing Mode: Annual

Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14

Cash Value Accumulation Test; State: Indiana

Based on Current Charges and an Initial Assumed Rate of 6.06%

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Glossary of Terms (cont'd)

Presented By: *

Illustration Assumptions

Thomas Phillippe	Initial Death Benefit \$20,000,000
Male - 63 - Preferred NonSmoker	Base Face Amount \$20,000,000
Initial Assumed Status: Gold	Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
Susan Phillippe	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
Female - 54 - Preferred NonSmoker	Cash Value Accumulation Test; State: Indiana
Initial Assumed Status: Gold	Based on Current Charges and an Initial Assumed Rate of 6.06%

S&P DOW JONES AND HANG SENG INDICES AND THE COMPANY, OTHER THAN THE LICENSORS OF S&P DOW JONES AND HANG SENG INDICES.

Protection Survivorship Indexed UL

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Statement of Policy Cost and Benefit Information

Presented By: *

Illustration Assumptions

Thomas Phillippe	Initial Death Benefit \$20,000,000
Male - 63 - Preferred NonSmoker	Base Face Amount \$20,000,000
Initial Assumed Status: Gold	Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
Susan Phillippe	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
Female - 54 - Preferred NonSmoker	Cash Value Accumulation Test; State: Indiana
Initial Assumed Status: Gold	

POLICY YEAR	PLANNED PREMIUM	GUARANTEED BASIS			CURRENT BASIS		
		DEATH BENEFIT	POLICY VALUE	SURRENDER VALUE	DEATH BENEFIT	POLICY VALUE	SURRENDER VALUE
1	789,669.00	20,477,312	467,540.13	245,045.41	20,497,355	497,355.38	265,089.02
2	789,669.00	20,955,025	926,032.86	728,200.17	21,015,575	1,015,574.95	788,750.47
3	789,669.00	21,435,314	1,377,621.87	1,214,073.49	21,558,220	1,558,220.33	1,336,980.32
4	789,669.00	21,920,339	1,824,394.20	1,704,755.17	22,129,061	2,129,061.19	1,913,476.94
5	789,669.00	22,412,275	2,268,405.93	2,202,489.54	22,732,124	2,732,124.14	2,522,338.23
6	789,669.00	22,913,308	2,711,683.26	2,746,795.64	23,420,353	3,420,353.30	3,253,841.08
7	789,669.00	23,425,388	3,155,976.87	3,303,361.61	24,162,954	4,162,953.51	4,040,926.93
8	789,669.00	23,950,412	3,602,943.48	3,870,494.67	24,966,456	4,966,456.12	4,886,538.81
9	789,669.00	24,478,698	4,042,748.97	4,438,465.86	25,837,856	5,837,856.35	5,797,624.41
10	789,669.00	25,015,361	4,480,389.78	5,012,390.80	26,784,601	6,784,601.45	6,781,630.99
11	0.00	25,037,116	4,413,342.62	5,037,115.82	27,278,886	7,278,885.73	7,278,885.73
12	0.00	25,077,900	4,364,551.08	5,077,900.16	27,847,264	7,847,264.48	7,847,264.48
13	0.00	25,100,560	4,296,883.64	5,100,559.92	28,459,909	8,459,909.13	8,459,909.13
14	0.00	25,101,499	4,207,091.86	5,101,498.52	29,120,054	9,120,054.16	9,120,054.16
15	0.00	25,076,167	4,091,047.10	5,076,166.53	29,831,070	9,831,070.15	9,831,070.15
16	0.00	25,019,284	3,943,976.98	5,019,283.61	30,596,275	10,596,275.17	10,596,275.17
17	0.00	24,924,764	3,760,404.00	4,924,763.50	31,419,261	11,419,260.87	11,419,260.87
18	0.00	24,785,971	3,534,414.91	4,785,971.40	32,303,490	12,303,490.39	12,303,490.39
19	0.00	24,619,802	3,283,517.99	4,619,802.31	33,252,041	13,252,040.78	13,252,040.78
20	0.00	24,426,504	3,008,404.21	4,426,503.80	34,267,322	14,267,322.15	14,267,322.15
Age 74/65	0.00	25,037,116	4,413,342.62	5,037,115.82	27,278,886	7,278,885.73	7,278,885.73

LIFE INSURANCE INDEXES (CALCULATED AT 5%)

	NET PAYMENT INDEX		NET SURRENDER INDEX	
	10 YEARS	20 YEARS	10 YEARS	20 YEARS
GUAR BASIS	35.90	21.15	18.65	15.64
CURR BASIS	35.29	19.53	12.34	3.13

AGENT: *
 AGENCY: *
 ADDRESS: *
 *
 *
 *
 JOHN HANCOCK LIFE INSURANCE COMPANY (U.S.A.)
 JOHN HANCOCK PLACE
 POST OFFICE BOX 717
 BOSTON, MASSACHUSETTS 02117

IF YOU HAVE ANY QUESTIONS PLEASE CALL THE COMPANY AT
 1-800-732-5543

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Statement of Policy Cost and Benefit Information (cont'd)

Presented By: *

Illustration Assumptions

Thomas Phillippe	Initial Death Benefit \$20,000,000
Male - 63 - Preferred NonSmoker	Base Face Amount \$20,000,000
Initial Assumed Status: Gold	Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
Susan Phillippe	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
Female - 54 - Preferred NonSmoker	Cash Value Accumulation Test; State: Indiana
Initial Assumed Status: Gold	

Coverage Summary

Coverage Description	Initial Amount	Initial Premium
Base Face Amount - Level for all years	\$20,000,000	\$789,669.00

GUARANTEED VALUES HAVE BEEN CALCULATED ASSUMING MONTHLY DEDUCTIONS FROM POLICY VALUE FOR INSURANCE COVERAGE BASED ON 2001 CSO MORTALITY AND INTEREST CREDITED TO REMAINING VALUE AT AN EFFECTIVE ANNUAL RATE OF 0.00%. ACCORDING TO THE PLANNED PAYMENT SCHEDULE, THE CONTRACT WILL TERMINATE IN YEAR 2055 ON THIS BASIS UNLESS A HIGHER PREMIUM IS PAID.

CURRENT VALUES REFLECT CURRENT INSURANCE RATES AND INTEREST CREDITED AT AN EFFECTIVE ANNUAL RATE OF 6.06%. THEY ARE NOT GUARANTEES OR ESTIMATES, BUT MERELY ILLUSTRATE RESULTANT VALUES IF CURRENT ECONOMIC EXPERIENCE CONTINUES. ACCORDING TO THE PLANNED PAYMENT SCHEDULE, THE CONTRACT WILL REMAIN IN FORCE UNTIL THE YEAR 2076.

THE POLICY LOAN RATE IS VARIABLE AND SUBJECT TO CHANGE ANNUALLY ON THE POLICY ANNIVERSARY. IT IS DETERMINED USING MOODY'S CORPORATE BOND INDEX AS DESCRIBED IN THE LOAN INTEREST CHARGED PROVISION IN YOUR POLICY. INTEREST IS DUE IN ARREARS. THE PORTION OF POLICY VALUE SECURING ANY LOAN IS CREDITED INTEREST AT A RATE THAT VARIES DEPENDING ON THE LOAN OPTION ELECTED. THE CURRENT RATE OF LOAN INTEREST CHARGED IS 3.75%. THIS RATE WILL NOT EXCEED THE HIGHER OF (A) AND (B), EACH AS OF THE CALENDAR MONTH WHICH IS TWO MONTHS BEFORE THE MONTH IN WHICH THE DATE OF DETERMINATION OCCURS; WHERE (A) IS THE RATE OF INTEREST CREDITED TO THE FIXED ACCOUNT PLUS 1% PER ANNUM; AND (B) IS THE MOODY'S CORPORATE BOND YIELD AVERAGE-MONTHLY AVERAGE CORPORATES.

IMPORTANT NOTICE

THESE ILLUSTRATIONS PROJECT DEATH BENEFITS, POLICY VALUES AND SURRENDER VALUES AT THE END OF THE YEAR UNDER SEVERAL ASSUMPTIONS IN ADDITION TO MORTALITY EXPERIENCE AND INTEREST CREDITED. THESE ASSUMPTIONS ARE:

1. PLANNED PREMIUM PAYMENTS ARE RECEIVED BY THE COMPANY ON THE FIRST DAY OF EACH PERIOD INDICATED IN THE CONTRACT. NO CHANGES ARE MADE TO EITHER THE AMOUNT OF THE PAYMENTS OR THE SCHEDULE ANTICIPATED.
2. NO CHANGES ARE MADE TO THE AMOUNT OF COVERAGE SCHEDULED OR DEATH BENEFIT OPTION ELECTED AT ISSUE.
3. NO POLICY LOANS OR WITHDRAWALS ARE MADE.

THE CURRENT INSURANCE RATES AND INTEREST CREDITED REMAIN UNCHANGED (APPLICABLE ONLY TO CURRENT BASIS). IF ANY OF THESE ASSUMPTIONS CHANGE, RESULTANT POLICY VALUES WILL DIFFER FROM THOSE ILLUSTRATED.

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Death Benefit Illustration

Presented By: *

Illustration Assumptions

Thomas Phillippe
 Male - 63 - Preferred NonSmoker
 Initial Assumed Status: Gold
 Susan Phillippe
 Female - 54 - Preferred NonSmoker
 Initial Assumed Status: Gold

Initial Death Benefit \$20,000,000
 Base Face Amount \$20,000,000
 Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
 Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
 Cash Value Accumulation Test; State: Indiana
 Based on Current Charges and an Initial Assumed Rate of 6.06%

Policy Year	EOY Age	Planned Premium	Face Amount	Required Additional Death Benefit	Policy Value	Withdrawal Amount	Annual Loan Amount	Annual Loan Interest	Net Death Benefit
1	64 55	789,669	20,000,000	0	497,355	0	0	0	20,497,355
2	65 56	789,669	20,000,000	0	1,015,575	0	0	0	21,015,575
3	66 57	789,669	20,000,000	0	1,558,220	0	0	0	21,558,220
4	67 58	789,669	20,000,000	0	2,129,061	0	0	0	22,129,061
5	68 59	789,669	20,000,000	0	2,732,124	0	0	0	22,732,124
6	69 60	789,669	20,000,000	0	3,420,353	0	0	0	23,420,353
7	70 61	789,669	20,000,000	0	4,162,954	0	0	0	24,162,954
8	71 62	789,669	20,000,000	0	4,966,456	0	0	0	24,966,456
9	72 63	789,669	20,000,000	0	5,837,856	0	0	0	25,837,856
10	73 64	789,669	20,000,000	0	6,784,601	0	0	0	26,784,601
Totals:		7,896,690				0	0	0	
11	74 65	0	20,000,000	0	7,278,886	0	0	0	27,278,886
12	75 66	0	20,000,000	0	7,847,264	0	0	0	27,847,264
13	76 67	0	20,000,000	0	8,459,909	0	0	0	28,459,909
14	77 68	0	28,459,909	0	9,120,192	0	0	0	28,459,909
15	78 69	0	28,459,909	0	9,831,731	0	0	0	28,459,909
16	79 70	0	28,459,909	0	10,598,201	0	0	0	28,459,909
17	80 71	0	28,459,909	0	11,423,681	0	0	0	28,459,909
18	81 72	0	20,564,035	0	3,804,462	7,895,874	816	0	20,563,189
19	82 73	0	20,564,035	0	4,100,751	0	31	31	20,563,157
20	83 74	0	20,564,035	0	4,416,968	0	32	32	20,563,124
Totals:		7,896,690				7,895,874	878	62	
21	84 75	0	20,564,035	0	4,753,114	0	33	33	20,563,090
22	85 76	0	20,564,035	0	5,108,686	0	34	34	20,563,054
23	86 77	0	20,564,035	0	5,483,146	0	35	35	20,563,017
24	87 78	0	20,564,035	0	5,875,557	0	37	37	20,562,979
25	88 79	0	20,564,035	0	6,284,428	0	38	38	20,562,940
26	89 80	0	20,564,035	0	6,707,680	0	40	40	20,562,899
27	90 81	0	20,564,035	0	7,144,389	0	41	41	20,562,856
28	91 82	0	20,564,035	0	7,592,572	0	43	43	20,562,812
29	92 83	0	20,564,035	0	8,051,399	0	44	44	20,562,766
30	93 84	0	20,564,035	0	8,521,489	0	46	46	20,562,718
Totals:		7,896,690				7,895,874	1,269	453	

Death Benefit reflects cumulative withdrawals.

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Death Benefit Illustration (cont'd)

Presented By: *

Illustration Assumptions

Thomas Phillippe Initial Death Benefit \$20,000,000
 Male - 63 - Preferred NonSmoker Base Face Amount \$20,000,000
 Initial Assumed Status: Gold Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
 Susan Phillippe Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
 Female - 54 - Preferred NonSmoker Cash Value Accumulation Test; State: Indiana
 Initial Assumed Status: Gold Based on Current Charges and an Initial Assumed Rate of 6.06%

Policy Year	EOY Age	Planned Premium	Face Amount	Required Additional Death Benefit	Policy Value	Withdrawal Amount	Annual Loan Amount	Annual Loan Interest	Net Death Benefit
31	94 85	0	20,564,035	0	8,989,956	0	48	48	20,562,669
32	95 86	0	20,564,035	0	9,471,425	0	49	49	20,562,618
33	96 87	0	20,564,035	0	9,972,045	0	51	51	20,562,565
34	97 88	0	20,564,035	0	10,499,667	0	53	53	20,562,509
35	98 89	0	20,564,035	0	11,065,378	0	55	55	20,562,452
36	99 90	0	20,564,035	0	11,683,569	0	57	57	20,562,393
37	100 91	0	20,564,035	0	12,373,876	0	59	59	20,562,331
38	101 92	0	20,564,035	0	13,164,547	0	62	62	20,562,267
39	102 93	0	20,564,035	0	14,093,354	0	64	64	20,562,201
40	103 94	0	20,564,035	0	15,194,428	0	66	66	20,562,132
Totals:		7,896,690				7,895,874	1,834	1,018	
41	104 95	0	20,564,035	0	16,381,549	0	69	69	20,562,061
42	105 96	0	20,564,035	98,085	17,661,441	0	71	71	20,660,072
43	106 97	0	20,564,035	855,584	19,041,354	0	74	74	21,417,494
44	107 98	0	20,564,035	1,642,298	20,529,105	0	77	77	22,204,129
45	108 99	0	20,564,035	2,456,625	22,133,122	0	80	80	23,018,373
46	109 100	0	20,564,035	3,294,689	23,858,725	0	83	83	23,856,351
47	110 101	0	20,564,035	5,151,004	25,715,040	0	86	86	25,712,577
48	111 102	0	20,564,035	7,147,933	27,711,968	0	89	89	27,709,414
49	112 103	0	20,564,035	9,296,127	29,860,162	0	92	92	29,857,511
50	113 104	0	20,564,035	11,607,043	32,171,078	0	96	96	32,168,329
Totals:		7,896,690				7,895,874	2,650	1,834	
51	114 105	0	20,564,035	14,093,009	34,657,045	0	99	99	34,654,192
52	115 106	0	20,564,035	16,767,285	37,331,320	0	103	103	37,328,360
53	116 107	0	20,564,035	19,644,133	40,208,168	0	107	107	40,205,097
54	117 108	0	20,564,035	22,738,900	43,302,935	0	111	111	43,299,749
55	118 109	0	20,564,035	26,068,093	46,632,128	0	115	115	46,628,822
56	119 110	0	20,564,035	29,649,468	50,213,503	0	119	119	50,210,074
57	120 111	0	20,564,035	33,502,129	54,066,164	0	124	124	54,062,606
58	121 112	0	20,564,035	37,646,626	58,210,661	0	129	129	58,206,969
59	122 113	0	20,564,035	42,105,064	62,669,100	0	133	133	62,665,270
60	123 114	0	20,564,035	46,901,226	67,465,261	0	138	138	67,461,287
Totals:		7,896,690				7,895,874	3,830	3,014	

Death Benefit reflects cumulative withdrawals.

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Death Benefit Illustration (cont'd)

Presented By: *

Illustration Assumptions

Thomas Phillippe	Initial Death Benefit \$20,000,000
Male - 63 - Preferred NonSmoker	Base Face Amount \$20,000,000
Initial Assumed Status: Gold	Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
Susan Phillippe	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
Female - 54 - Preferred NonSmoker	Cash Value Accumulation Test; State: Indiana
Initial Assumed Status: Gold	Based on Current Charges and an Initial Assumed Rate of 6.06%

Policy Year	EOY Age	Planned Premium	Face Amount	Required Additional Death Benefit	Policy Value	Withdrawal Amount	Annual Loan Amount	Annual Loan Interest	Net Death Benefit
61	124 115	0	20,564,035	52,060,693	72,624,728	0	144	144	72,620,605
62	125 116	0	20,564,035	57,610,985	78,175,020	0	149	149	78,170,743
63	126 117	0	20,564,035	63,581,707	84,145,742	0	155	155	84,141,304
64	127 118	0	20,564,035	70,004,707	90,568,742	0	160	160	90,564,138
65	128 119	0	20,564,035	76,914,244	97,478,280	0	166	166	97,473,503
66	129 120	0	20,564,035	84,347,174	104,911,210	0	173	173	104,906,254
67	130 121	0	20,564,035	92,343,144	112,907,179	0	179	179	112,902,037
68	131 122	0	0	0	121,509,177	0	186	186	121,503,842
69	132 123	0	0	0	130,762,775	0	193	193	130,757,241
70	133 124	0	0	0	140,717,335	0	200	200	140,711,593
Totals:		7,896,690				7,895,874	5,534	4,718	
71	134 125	0	0	0	151,425,952	0	208	208	151,419,994
Totals:		7,896,690				7,895,874	5,742	4,926	

Death Benefit reflects cumulative withdrawals.

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

Input Summary -- Agent Use Only --

Presented By: *

Illustration Assumptions

Thomas Phillippe	Initial Death Benefit \$20,000,000
Male - 63 - Preferred NonSmoker	Base Face Amount \$20,000,000
Initial Assumed Status: Gold	Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
Susan Phillippe	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
Female - 54 - Preferred NonSmoker	Cash Value Accumulation Test; State: Indiana
Initial Assumed Status: Gold	

Product & Concept

Concept	Invest In Your Life
Approved in	Indiana
Product Type	Universal Life -- Survivorship
Product	Protection SIUL 16

Birthdate	
Insured 2 Risk Class	Preferred NonSmoker
Insured 2 Assumed	Gold
Vitality Status	
Allocation Capped	100%
Acct. Rate	

Concept Design

Owner Tax Rate	35.00%
----------------	--------

Allocation High Par	0%
Acct. Rate	

Policy Design

Insured Name	Thomas Phillippe
Sex	Male
Issue Age / Birthdate	12/04/1954
State	Indiana
Risk Class	Preferred NonSmoker
Vitality	Yes
Assumed Vitality Status	Gold

Allocation Uncapped	0%
Acct. Rate	
Allocation Plus Capped	0%
Acct. Rate	
Allocation Hang Seng	0%
Acct. Rate	
Allocation Fixed Acct.	0%
Rate	

Policy Options

Total Face Amount	20,000,000		
Death Benefit Option	Option 2		
Death Benefit Change	14		
Year			
Premium	Schedule		
--	SevenPay	1	10
Premium Duration	10		
Premium Mode	Annual		

Estimated Policy Issue	Today + 1 Month
Date	

Assumed Capped Acct.	6.06%
Rate	
Assumed High Par	5.92%
Acct. Rate	
Assumed Uncapped	6.29%
Acct. Rate	
Assumed Plus Capped	7.58%
Acct. Rate	
Assumed Hang Seng	6.29%
Acct. Rate	
Assumed Fixed Acct.	Current
Rate	

Charges	Current			
Lump Sum Month Year	1			
1				
Lump Sum Month	1			
Years 2+				
MEC Testing	Allow MEC			
Distributions	Schedule			
--	7,896,690	Withdrawal To Cap &	18	18
		Switch To Loans		

Assumed Plus Capped	7.58%
Acct. Rate	
Assumed Hang Seng	6.29%
Acct. Rate	
Assumed Fixed Acct.	Current
Rate	
Agent Name	*
Insured 2 Insured	Susan Phillippe
Name	
Insured 2 Sex	Female
Insured 2 Issue Age /	11/04/1963

Withdrawal Cap	Basis
Loan Cap	None
Loan Type	Variable
Loan Interest Payment	Borrow
Type	
Variable Loan Interest	3.75%
Rate	

Optional Reports

Optional Reports	Yes
Annual Account	Yes
Summary	
Monthly Account	Yes
Summary	
For Policy Year	1

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

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

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Survivorship Universal Life Insurance Policy

Protection Survivorship Indexed UL Form: 16PSIUL

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

Presented By: *

Illustration Assumptions

Thomas Phillippe	Initial Death Benefit \$20,000,000
Male - 63 - Preferred NonSmoker	Base Face Amount \$20,000,000
Initial Assumed Status: Gold	Initial Planned Premium: \$789,669.00 / Billing Mode: Annual
Susan Phillippe	Initial Death Benefit Option 2; Death Benefit Option 1 Starting In Year 14
Female - 54 - Preferred NonSmoker	Cash Value Accumulation Test; State: Indiana
Initial Assumed Status: Gold	

Input Summary	Yes
Pol Cost and Ben Info	Yes
Vitality Presentation	Yes
Summary Year	20

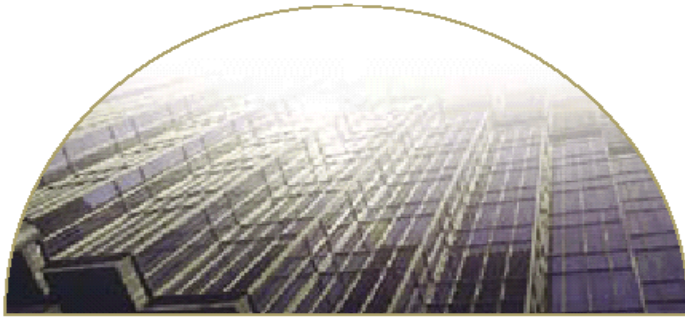
Protection Survivorship Indexed UL

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

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

Version: 13.8 R[0-0-24592-3584-8192] - 036

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Invest In Your Life



THE ADVANTAGES OF OWNING LIFE INSURANCE

Prepared For: Thomas Phillippe & Susan Phillippe

Prepared By : *

February 15, 2018

Insurance products issued by:

John Hancock Life Insurance Company (U.S.A.)
Boston, MA 02110

MLI1208067255

February 15, 2018

Invest in Your Life

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This supplemental illustration assumes that the currently illustrated non-guaranteed elements will continue for all years shown. However, it is not likely that the non-guaranteed elements will perform exactly as shown in the illustration. In addition, the actual consequences of a particular planning alternative will depend on many variables, some of which may not be fully accounted for or described in this presentation.

This program assumes that the life insurance policy meets the definition of life insurance per Internal Revenue Code Section 7702(a) and is not taxed as a modified endowment contract. Withdrawals and loans from life insurance policies have the effect of reducing the death benefit and cash surrender value and may cause the policy to lapse. Surrender or lapse of the policy can cause loss of death benefit and adverse income tax consequences.

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February 15, 2018

THE ADVANTAGES OF OWNING LIFE INSURANCE

You may already own life insurance or be familiar with some of its uses. But do you know ALL of the ways that life insurance can benefit you and your family?

Life insurance provides needed cash at your death

Life insurance is an excellent way to make sure your family has the money to meet its needs should anything happen to you. The liquidity provided by a life insurance death benefit can:

- Pay off your mortgage;
- Replace your salary;
- Pay estate, capital gains, and income taxes; and
- Equalize the inheritance you leave to your heirs.

Life Insurance offers a competitive “Rate of Return” on the premiums you pay

You may believe that you do not need life insurance because you are in good health and your family could receive more if you invested the money elsewhere. However, have you taken a look at the rate of return life insurance offers? It can be very competitive when used as an economic asset. The net rate of return on the death benefit can be significant in the short term as well as through life expectancy.

Life Insurance is a tax efficient vehicle

There are many tax advantages associated with owning a life insurance policy. First, life insurance death proceeds are received by your family free of income taxes ¹. This means that your family may receive more money and a better return on the premium than if you had invested those dollars in a taxable asset.

Second, life insurance policy cash values grow tax-deferred and can be accessed in a tax-favored manner. You will not be taxed on the growth in your policy's cash values unless you surrender the policy. Furthermore, policy loans and withdrawals up to your total premium payments are received income-tax free ².

Third, if your policy is owned by a properly drafted trust that exists outside of your taxable estate, the income tax burden of the trust is reduced since the cash values grow tax-deferred. Moreover, the proceeds should not be subject to estate tax when the policy is owned by the trust ³.

Life Insurance can provide for “self-completion” of your financial plans in the event of death

You invest wisely and put away money to protect your family in the future. However, even the best investments need time for ongoing contributions and earnings growth. If something were to happen to you along the way, your original plans may not come to fruition. The life insurance policy death benefit can facilitate “self completion” for your financial plans by providing the cash to compensate for the loss of planned contributions and earnings.

¹ Life insurance death benefit proceeds are generally excludable from the beneficiary's gross income for income tax purposes. There are few exceptions such as when a life insurance policy has been transferred for valuable consideration. No legal, tax or accounting advice can be given by John Hancock, its agents, employees or registered representatives. Prospective purchasers should consult their professional tax advisor for details.

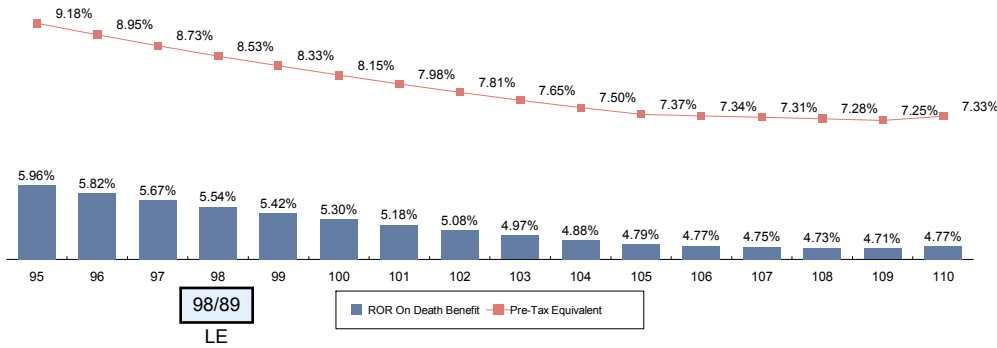
² Loans and withdrawals will reduce the death benefit, cash surrender value, and may cause the policy to lapse. Lapse or surrender of a policy with a loan may cause the recognition of taxable income. Policies classified as modified endowment contracts may be subject to tax when a loan or withdrawal is made. A federal tax penalty of 10% may also apply if the loan or withdrawal is taken prior to age 59½. Cash value available for loans and withdrawals may be more or less than premiums paid.

³ Trusts should be drafted by an attorney familiar with such matters in order to take into account income and estate tax laws (including the generation-skipping tax). Failure to do so could result in adverse tax treatment of trust proceeds.

February 15, 2018

INVESTING IN YOUR LIFE - FLOWCHARTS

RATES OF RETURN



By the age of 98/89(joint life expectancy) there is a 49.16% chance of at least one client surviving. - Investment must have earned 5.54% after tax to have earned enough to equal the death benefit.

The ROR on Death Benefit is 5.08%, if you survive life expectancy by 4 years.

NUMERICAL SUMMARY OF RATES OF RETURN

Protection Survivorship Indexed UL, Initial Face Amount of \$20,497,355 Male,Preferred NonSmoker Female,Preferred NonSmoker

Year	Attained Age	Planned Premium	Death Benefit	ROR On Death Benefit	Pre-Tax Equivalent	Probability of at Least 1 Surviving	Probability of Both Surviving
1	64/55	789,669	20,497,355	2495.69%	3839.52%	100.00%	99.78%
2	65/56	789,669	21,015,575	368.30%	566.61%	100.00%	99.44%
3	66/57	789,669	21,558,220	161.37%	248.26%	100.00%	98.97%
4	67/58	789,669	22,129,061	95.86%	147.48%	100.00%	98.39%
5	68/59	789,669	22,732,124	65.41%	100.64%	99.99%	97.67%
10	73/64	789,669	26,784,601	21.48%	33.04%	99.88%	91.79%
15	78/69	0	28,459,909	12.39%	19.06%	99.36%	80.97%
20	83/74	0	20,563,124	8.96%	13.79%	97.38%	63.36%
25	88/79	0	20,562,940	7.35%	11.30%	90.63%	38.62%
30	93/84	0	20,562,718	6.29%	9.68%	73.82%	14.55%
35	98/89 LE	0	20,562,452	5.54%	8.53%	49.16%	2.75%
40	103/94	0	20,562,132	4.97%	7.65%	25.59%	0.20%
45	108/99	0	23,018,373	4.73%	7.28%	9.53%	0.01%
50	113/104	0	32,168,329	4.91%	7.55%	1.65%	0.00%

*Based on 2008 Valuation Basic Table, Select & Ultimate. Life Expectancy (LE) tables are based on actual mortality experience collected from sources such as life insurance companies and the Social Security Administration. As used in this presentation, LE tables show both the average age at death based on your current age, as well as the average probability of death by a certain year. The LE data provided in this presentation is not necessarily indicative of your own personal life expectancy, and you may live longer than indicated by the table. The LE tables used are not tailored to your personal situation or risk class; rather, they are based population averages and are presented merely to help you form a generalized idea of potential ages at death.

COMPARING RATES OF RETURN AT DEATH

This means that:

- By the age of 98/89 (joint life expectancy) there is a 49.16% chance of at least one client surviving.
- Investment must have earned 5.54% after-tax to have earned enough to equal the death benefit, or
- Investment must have earned 8.53% pre-tax (assumes 35.000% tax rate).
- Unlike most investments, life insurance proceeds have no potential built-in capital gains in the event of repeal or modification of the Federal Estate Tax.
- The ROR on Death Benefit is 5.08, if you survive life expectancy by 4.00years.

February 15, 2018

INVESTING IN YOUR LIFE - DETAIL ANALYSIS

ANNUAL RATES OF RETURN

Protection Survivorship Indexed UL, Initial Face Amount of \$20,497,355

Year	Attained Age	Planned Premium	Death Benefit	ROR On Death Benefit	Pre-Tax Equivalent	Probability of at Least 1 Surviving	Probability of Both Surviving
1	64/55	789,669	20,497,355	2,495.69%	3,839.52%	100.00%	99.78%
2	65/56	789,669	21,015,575	368.30%	566.61%	100.00%	99.44%
3	66/57	789,669	21,558,220	161.37%	248.26%	100.00%	98.97%
4	67/58	789,669	22,129,061	95.86%	147.48%	100.00%	98.39%
5	68/59	789,669	22,732,124	65.41%	100.64%	99.99%	97.67%
6	69/60	789,669	23,420,353	48.37%	74.42%	99.98%	96.81%
7	70/61	789,669	24,162,954	37.67%	57.95%	99.97%	95.81%
8	71/62	789,669	24,966,456	30.43%	46.82%	99.95%	94.65%
9	72/63	789,669	25,837,856	25.28%	38.89%	99.92%	93.31%
10	73/64	789,669	26,784,601	21.48%	33.04%	99.88%	91.79%
11	74/65	0	27,278,886	18.81%	28.93%	99.83%	90.08%
12	75/66	0	27,847,264	16.77%	25.81%	99.75%	88.16%
13	76/67	0	28,459,909	15.18%	23.35%	99.66%	86.01%
14	77/68	0	28,459,909	13.65%	21.00%	99.53%	83.62%
15	78/69	0	28,459,909	12.39%	19.06%	99.36%	80.97%
16	79/70	0	28,459,909	11.34%	17.44%	99.14%	78.04%
17	80/71	0	28,459,909	10.44%	16.07%	98.85%	74.83%
18	81/72	0	20,563,189	9.89%	15.21%	98.48%	71.31%
19	82/73	0	20,563,157	9.40%	14.46%	98.00%	67.49%
20	83/74	0	20,563,124	8.96%	13.79%	97.38%	63.36%
21	84/75	0	20,563,090	8.57%	13.19%	96.59%	58.94%
22	85/76	0	20,563,054	8.22%	12.65%	95.58%	54.26%
23	86/77	0	20,563,017	7.90%	12.16%	94.29%	49.26%
24	87/78	0	20,562,979	7.61%	11.71%	92.66%	44.01%
25	88/79	0	20,562,940	7.35%	11.30%	90.63%	38.62%
26	89/80	0	20,562,899	7.10%	10.93%	88.12%	33.20%
27	90/81	0	20,562,856	6.88%	10.58%	85.19%	27.99%
28	91/82	0	20,562,812	6.67%	10.26%	81.83%	23.09%
29	92/83	0	20,562,766	6.48%	9.96%	78.03%	18.58%
30	93/84	0	20,562,718	6.29%	9.68%	73.82%	14.55%
31	94/85	0	20,562,669	6.12%	9.42%	69.26%	11.07%
32	95/86	0	20,562,618	5.97%	9.18%	64.43%	8.17%
33	96/87	0	20,562,565	5.82%	8.95%	59.42%	5.86%
34	97/88	0	20,562,509	5.68%	8.73%	54.30%	4.08%
35	98/89 LE	0	20,562,452	5.54%	8.53%	49.16%	2.75%
36	99/90	0	20,562,393	5.42%	8.33%	44.07%	1.78%
37	100/91	0	20,562,331	5.30%	8.15%	39.10%	1.11%
38	101/92	0	20,562,267	5.18%	7.98%	34.32%	0.66%
39	102/93	0	20,562,201	5.08%	7.81%	29.81%	0.37%
40	103/94	0	20,562,132	4.97%	7.65%	25.59%	0.20%
41	104/95	0	20,562,061	4.88%	7.50%	21.70%	0.11%
42	105/96	0	20,660,072	4.79%	7.37%	18.15%	0.05%
43	106/97	0	21,417,494	4.77%	7.34%	14.96%	0.03%
44	107/98	0	22,204,129	4.75%	7.31%	12.14%	0.01%
45	108/99	0	23,018,373	4.73%	7.28%	9.53%	0.01%
46	109/100	0	23,856,351	4.72%	7.25%	7.23%	0.00%

February 15, 2018

INVESTING IN YOUR LIFE - DETAIL ANALYSIS

ANNUAL RATES OF RETURN

Protection Survivorship Indexed UL, Initial Face Amount of \$20,497,355

Year	Attained Age	Planned Premium	Death Benefit	ROR On Death Benefit	Pre-Tax Equivalent	Probability of at Least 1 Surviving	Probability of Both Surviving
47	110/101	0	25,712,577	4.77%	7.33%	5.30%	0.00%
48	111/102	0	27,709,414	4.82%	7.41%	3.73%	0.00%
49	112/103	0	29,857,511	4.86%	7.48%	2.53%	0.00%
50	113/104	0	32,168,329	4.91%	7.55%	1.65%	0.00%
51	114/105	0	34,654,192	4.95%	7.62%	1.04%	0.00%
52	115/106	0	37,328,360	5.00%	7.69%	0.63%	0.00%
53	116/107	0	40,205,097	5.04%	7.75%	0.38%	0.00%
54	117/108	0	43,299,749	5.08%	7.82%	0.22%	0.00%
55	118/109	0	46,628,822	5.12%	7.88%	0.12%	0.00%
56	119/110	0	50,210,074	5.16%	7.93%	0.07%	0.00%
57	120/111	0	54,062,606	5.19%	7.99%	0.04%	0.00%
58	121/112	0	58,206,969	5.23%	8.05%	0.02%	0.00%
59	122/113	0	62,665,270	5.27%	8.10%	0.01%	0.00%
60	123/114	0	67,461,287	5.30%	8.15%	0.01%	0.00%
61	124/115	0	72,620,605	5.33%	8.20%	0.00%	0.00%
62	125/116	0	78,170,743	5.36%	8.25%	0.00%	0.00%
63	126/117	0	84,141,304	5.39%	8.30%	0.00%	0.00%
64	127/118	0	90,564,138	5.43%	8.35%	0.00%	0.00%
65	128/119	0	97,473,503	5.45%	8.39%	0.00%	0.00%
66	129/120	0	104,906,254	5.48%	8.43%	0.00%	0.00%
67	130/121	0	112,902,037	5.51%	8.48%	0.00%	0.00%

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