John Hancock

LifeCare

A hybrid IUL solution that delivers more

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LIFE-1705 2/25

Common concerns

Quick and easy application process

Flexibility in payment of benefits

Desire to receive the most out of their benefits

Legacy planning

Ensure their assets are protected and adequate

What if a client could reallocate assets or income…

And they could get:

- Meaningful growth potential
- Benefit flexibility
- Support for living Longer. Healthier. Better.
- Tax-favored treatment
- Access to company with over 160 years of financial strength and stability

Would your clients be interested?

Client profile

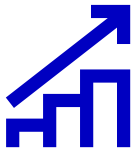
Single-Pay

- 55-65 years of age
- $1M+ net worth
- “Rainy-day fund” money
- Liquid
- Lowest yielding
- Minimal tax implication
- 1035 exchange
- Rebalance insurance needs

Multi-Pay

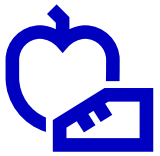
- 35-55 years of age
- High-income earners
- Max funding qualified plans
- Additional income available monthly/yearly
- Business owners

Enter LifeCare: More when it’s needed



More growth potential

More choice



More healthy days

More favorable tax treatment

More experience and support

How it works

$100,000

- Reposition asset
- Single-pay
- 4-year benefit period

Day 1 benefits

$305,716
Guaranteed LTC benefit

$6,369
MMBA

$152,858
Guaranteed death benefit

Opportunities for growth

Annual Benefit Lock Guarantee

John Hancock Vitality Program

Age 85 benefits

$811,401
Maximum LTC benefit

$16,904
MMBA

$405,701
Death benefit

The LifeCare Long-Term Care Inflation rider benefit balance is not impacted by increases in the death benefit. It only increases based on 5% inflation each year.

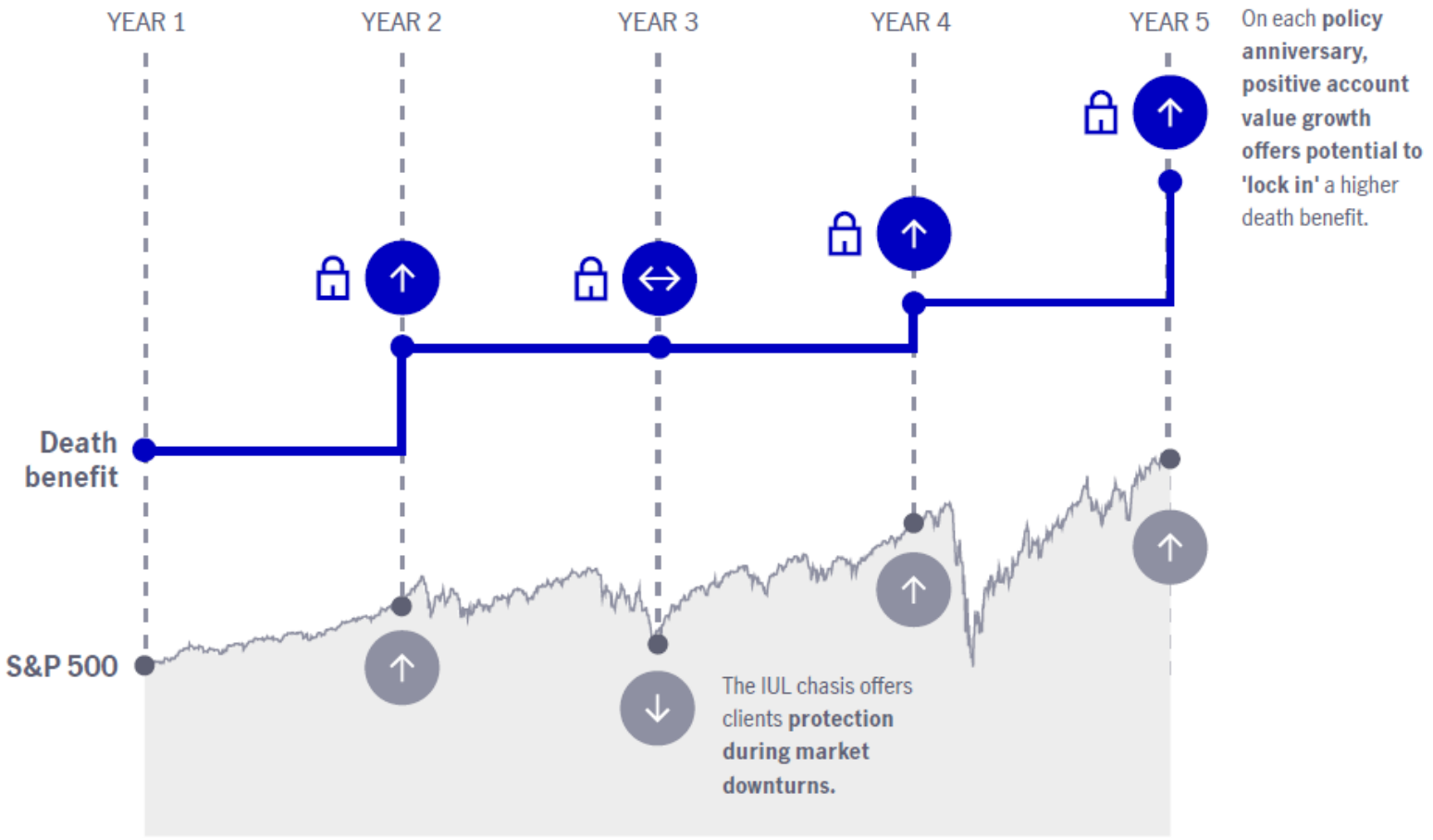
Example is based on Female, 60, Preferred Non-Smoker. This is a supplemental illustration. Not all benefits and values are guaranteed. The assumptions on which the non-guaranteed elements are based are subject to change by the insurer. Actual results may be more or less favorable. This is a hypothetical example. For illustrative purposes only. This example assumes Select Account 5.21% ROR and Gold Vitality Status, including the couples' discount.

Annual Benefit Lock Guarantee

Growth "locked-in:" On each policy anniversary until the insured reaches 85, the Benefit Lock Amount is calculated based on the policy value and the guaranteed Benefit Lock Factor schedule established at the time of policy issue

Higher benefit potential: When the new Benefit Lock Amount exceeds the current amount, it sets a higher guaranteed death benefit and, consequently, a higher total LTC benefit when clients choose the LifeCare Long-Term Care rider*

Market-downside protection: The new locked-in benefit amount is guaranteed, even during any market downturns



This is a hypothetical example for illustrative purposes only.

*Assuming the planned premiums have been paid. The LifeCare Long-Term Care Inflation rider benefit balance is not impacted by increases in the death benefit. The benefit balance only increases based on 5% inflation each year.

Customers can enjoy more healthy days with Vitality PLUS

For over 160 years John Hancock has been committed to our customers and their families. That is why, in 2015, we started offering the unique John Hancock Vitality program, which rewards customers for the everyday steps they take to live a longer, healthier, *better* life.

Rewarding our customers for the small, **everyday steps** they take towards living healthy

Committed to **growing and evolving** our solutions to align with the latest in health and protection technology

LifeCare's Vitality PLUS is designed to offer clients **a unique opportunity to enhance benefit growth and help them live more healthy days**

Streamlined underwriting highlights

Four risk classes available

- Preferred Non-Smoker
- Standard Non-Smoker
- Select Non-Smoker
- Standard Smoker

Streamlined electronic underwriting

- No labs or traditional paramedical exam
- Potential for instant underwriting decision

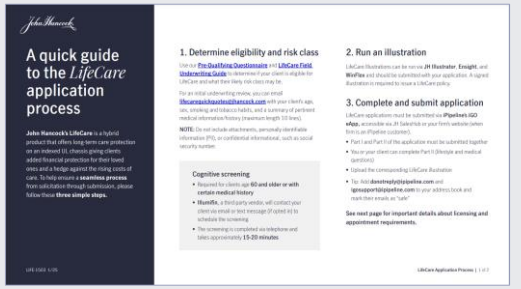
Quick quote mailbox

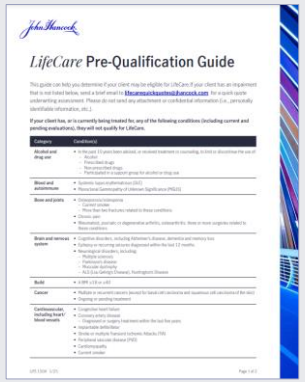
- lifecarequickquotes@jhancock.com
- Help set client expectations with an initial underwriting assessment
- Do not include any confidential information or PII

Cognitive screening

- Age 60 and over, or with certain medical history
- Conducted by Illumifin via telephone interview

Resources:





Benefit payment options

Payment method	Description
Cash indemnity	Pays 100% of maximum monthly benefit amount (MMBA), up to the IRS per diem limit in the year benefits are paid. No receipts required.
Reimbursement	Pays up to the MMBA for qualified LTC expenses incurred, and may be paid in excess of the IRS per diem limit

Benefit payment example

Scenario

A client is approved to go on claim:

- Client's expenses are $20,000
- MMBA is $20,000
- IRS per diem amount is $420 per day or $12,600 (2025)

Result

- LifeCare will pay up to the IRS per diem amount, $12,600, without requiring receipts
- To be reimbursed for their total qualified long-term care expenses, clients would need to submit receipts totaling $20,000

*Benefits are intended to be received income tax-free in each scenario

LifeCare benefit payments

If/when the time comes that your clients need to access their long-term care benefits, **we are here to help**

- To file a long-term care claim, or request access to The Helper Bees, clients can call us at 888-887-2739

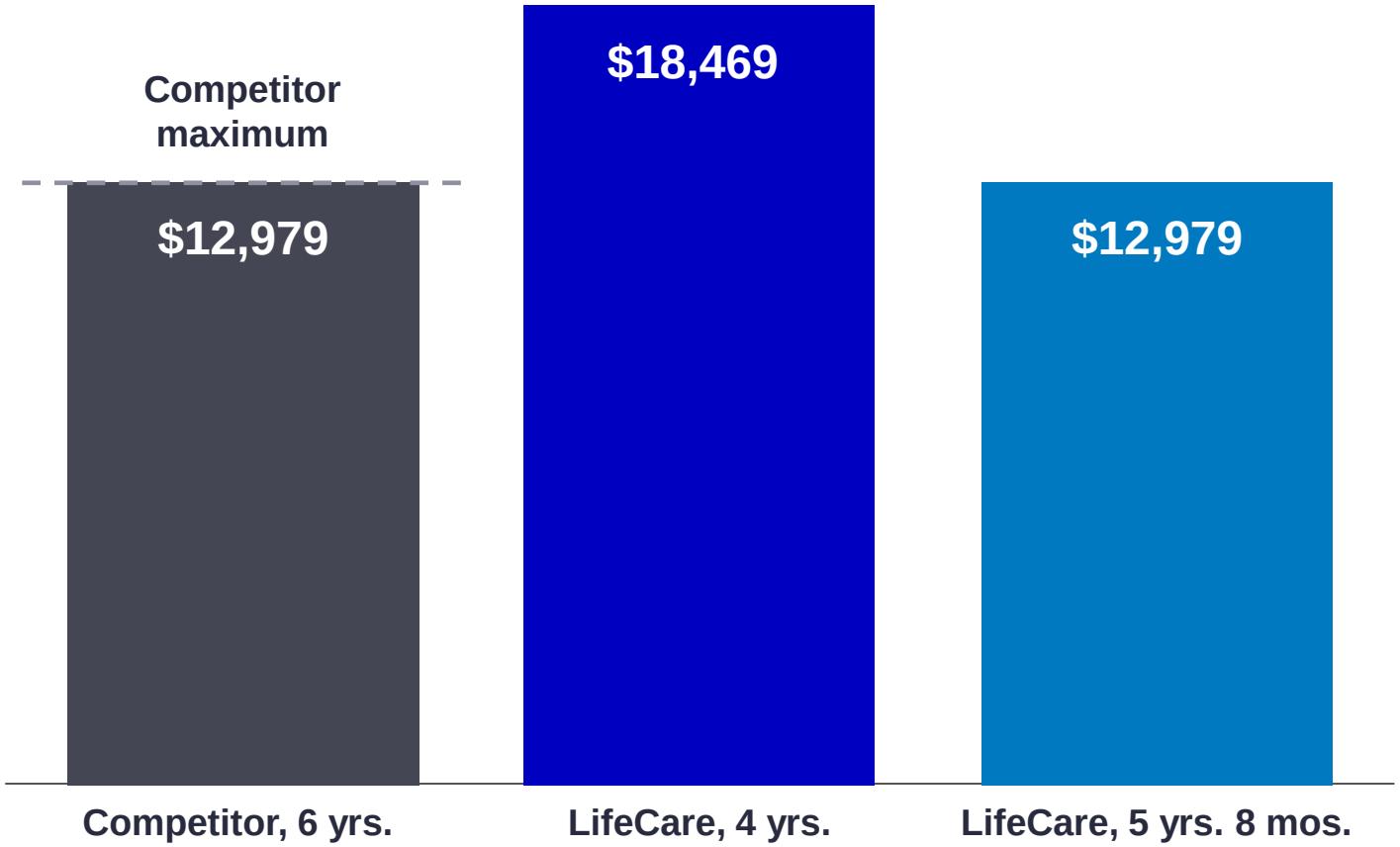
- Access to provider referral services through The Helper Bees[1]
  - The Provider Network program supports your clients in their search for local, credentialed home health care agencies that fit their specific care needs
  - Offers access to home health care agencies at discounted rates

Why is LifeCare optimized for 4 years?

- If LTC is needed, the average claim lasts 3.1 years
- Higher MMBA creates flexibility with benefit utilization and reduces the need to coinsure monthly cost
- Any month when the MMBA is not fully utilized, the coverage duration can increase, without penalty

PwC Study. Formal cost of long-term care services - How can society meet a growing need?

MMBA at age 85, male, 60, best class, 100K single-pay, assuming Vitality Gold



Competitor Nationwide information is current and accurate to the best of our knowledge as of January 2025. The data shown is taken from illustrations. Values may not guaranteed and certain assumptions may be subject to change by the insurer. Actual results may be more or less favorable. The comparisons in this communication are of different products that vary in premiums, rates, fees, expenses, features and benefits. Lifecare's Rate of Return assumed is 6.23%. Please have your clients consult with their financial professionals to find out which type of life insurance is most suitable for their needs.

Enter LifeCare: More when it's needed

1

More growth potential

- Increasing death benefit and total benefit pool
- Growth that can be "locked in"
- Enhanced benefits & rewards through Vitality PLUS

2

More healthy days

- Earn rewards and discounts through Vitality
- Tools and support to help live a longer, healthier and better life

3

More choice

- Cash indemnity *AND* reimbursement options
- Single, 5-, 10-, 15-pay
- LTC benefit periods: 2, 4, 6 years
- Indexed account, fixed account, and compound inflation rider

4

More tax-favored treatment*

- 7702B qualified long-term care insurance product
- Benefits are designed to be income tax-free*
- LTC premium as separate and identifiable

5

More experience & support

- 160+ years of strength and stability
- Strong commitment to improved customer experience

*Life insurance death benefit proceeds are generally excludable from the beneficiary's gross income for federal income tax purposes. There are a few exceptions such as when a life insurance policy has been transferred for valuable consideration and in addition, state and estate taxes may apply in certain instances. The long-term care benefits are designed to be excludable from gross income under federal tax law; however, there might be situations in which the benefits or premiums for these riders are taxable.

Appendix

LifeCare policy details

Issue ages

30-75

Initial death benefit limits

- Minimum death benefit: $50,000
- Maximum death benefit: $500,000

Premium payment options

- Single-pay
- 5-pay
- 10-pay
- 15-pay

Risk classes

- Preferred Non-Smoker
- Standard Non-Smoker
- Select Non-Smoker
- Standard Smoker
- **Note:** If applicable, a couples' discount is available on all risk classes

Learn more about LifeCare

Contact your dedicated John Hancock LifeCare sales support team at **844-544-5433** or go to **JHSalesHub.com**

Important disclosure

1 Helper Bees is a service provider providing and administering The Helper Bees Provider Network program, which is a service program being made available to certain life insurance policyholders with a long-term care rider of John Hancock. This program is not owned or operated by John Hancock or its affiliates. John Hancock and The Helper Bees are independent companies. John Hancock does not provide medical services or advice and is not involved in the design or provision of the services provided by or through The Helper Bees. The Helper Bees Provider Network program is neither an insurance benefit, nor a provision or service paid for under the policy. The program and its availability may be discontinued at any time. If your clients elect to participate in this program, all resources and services available will be provided by The Helper Bees. Applicable charges for services are the client's responsibility. Program participation is voluntary. Service availability may vary by state. Please note that John Hancock will have access to the clients' detailed information collected under The Helper Bees Provider Network program.

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The LifeCare Long-Term Care rider and the LifeCare Long-Term Care Inflation rider accelerate the death benefit for approved long- term care expenses and, depending on the benefit period selected, also offer an extension of long-term care benefits after the death benefit has been fully accelerated. When the death benefit is accelerated for long-term care expenses, it is reduced dollar for dollar, and the cash value is reduced proportionately. The riders have a maximum monthly benefit amount and are subject to underwriting. There are additional fixed premiums associated with these riders. The riders have exclusions and limitations, reductions of benefits, and terms under which it may be continued in force or discontinued. Consult the state specific Outline of Coverage for additional details.

Comments on taxation are based on John Hancock's understanding of current tax law, which is subject to change. No legal, tax or accounting advice can be given by John Hancock, its agents, employees or licensed agents. Prospective purchasers should consult their tax professional for details.

Policy issuance is not guaranteed as any life insurance purchase is subject to completion of an application, including health questions, and underwriting approval. John Hancock may obtain additional information, including medical records, to evaluate the application for insurance; and after the policy is issued, to identify any misrepresentation in the application.

Vitality is the provider of the John Hancock Vitality Program in connection with policies issued by John Hancock. John Hancock Vitality Program rewards and discounts are available only to the person insured under the eligible life insurance policy, may vary based on the type of insurance policy purchased and the state where the policy was issued, are subject to change and are not guaranteed to remain the same for the life of the policy. To be eligible to earn rewards and discounts by participating in the Vitality program, the insured must register for Vitality and in most instances also complete the Vitality Health Review (VHR).

Insurance policies and/or associated riders and features may not be available in all states. Some riders may have additional fees and expenses associated with them.

Insurance products are issued by: John Hancock Life Insurance Company (U.S.A.), Boston, MA 02116.

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