

Underwriting Guidelines for Non-U.S. Residents

The global high-net-worth market is offering more opportunity than ever! In 2017, its population increased by one million and total assets grew by 10% to reach \$70 trillion.¹

John Hancock is a leader in offering life insurance to high-net-worth (\$5MM+) foreign nationals with strong US connections. To establish a US connection, clients must demonstrate to John Hancock's satisfaction one or more of the US Nexus criteria, along with each of the other factors listed below. Underwriting reserves the right to request evidence supporting qualification of foreign national candidates.

1. U.S. Nexus	<p>The client must present U.S. interests that would be protected by the purchase of the insurance. The extent of the client's U.S interests must be substantial relative to the amount of insurance applied for. Evidence of insurance need may include the following:</p> <ul style="list-style-type: none"> • U.S. real estate ownership • U.S business interests/employment • Presence of immediate family members in the US • US investment holdings with a minimum deposit of \$200,000 directly titled to the proposed insured (where a separate financial presence exists — see section 3 below)
2. Physical U.S. presence	<p>The client must demonstrate a regular and recurring physical presence within the US, related to the US insurance need. The length and purpose of the client's U.S. stays will be taken into consideration. Presence in the U.S. of under 15 days per year on a recurring basis will not be considered.</p>
3. Financial U.S. presence	<p>The client must demonstrate a substantial US financial presence. The extent and nature of the client's U.S. assets will be taken into consideration. The client must have a minimum of \$200k or 25% of the coverage amount applied for in US assets that are directly titled to the client or to a US entity connected to the client.</p>
4. U.S. source of funds/policy ownership	<p>Premiums must be paid from a U.S. account directly connected and titled to the client. Designating foreign entities (e.g., trusts, holding companies) or individuals other than immediate family members as owner or beneficiary of the contract will not be considered. All designations are subject to underwriting review.</p>

Solicitation requirements

- Solicitation must take place in the US, including completion of:
 - Application
 - Illustration
 - Exams²
 - Labs
- John Hancock does not accept a Power of Attorney

Policy e-Delivery availability

- Electronic delivery may be available if all other solicitation activities take place in the US
- Consult your underwriter for more details

1. World Wealth Report, 2018, Capgemini and RBC Wealth Management; Capgemini, RBC Wealth Management, and Scorpio Partnership Global HNW Insights Survey 2018.

2. Exams performed in Hong Kong may be considered with pre-approval from your Underwriter.

Underwriting Guidelines for Non-U.S. Residents (continued)

Foreign National Parameters

Before submitting an application, please check to ensure your case falls within the following parameters. Additional guidelines and tips are included on pages 49-50.

Minimum Issue Age	20
Maximum Issue Age	75 ^{1,3}
Minimum Net Worth²	\$5 million U.S. or equivalent
Minimum Face Amount	\$1 million
Best Class Available^{3,4,5}	A and B: Super Preferred; C: Preferred
Maximum Mortality Rating	200%
Maximum Capacity⁶	\$40 million for A and B countries ¹ \$24 million for C countries ¹ \$25 million for Canada
Jumbo Limit⁷	\$65 million for A and B countries, and \$45 million for C countries ⁸
Ownership Structure	<ul style="list-style-type: none"> • The owner must have a U.S. Tax ID or SSN, or must complete W-8BEN • Two-party ownership (i.e., personal ownership) is allowed • Offshore trusts or entities are not allowed
Solicitation	All solicitation must take place in the U.S, regardless of the country of residence. Solicitation is defined as the entire new business process, e.g., illustration, application, and completion of underwriting requirements, including examinations and policy delivery. Please note that the applicable law and state version of an application should be the state where there is an independent connection with the policy owner and where the owner signs the application. For example, if the foreign national has a home in Florida and was solicited and will be signing the application in Florida, a Florida state version of the John Hancock application should be submitted.
Products	All John Hancock permanent fully underwritten products are available. The same capacity is used for both individual and survivorship coverage. ⁹ For foreign nationals who are not U.S. citizens, Term coverage is available only for key person U.S. business purposes.

1. Applicable country code and maximum capacity is based on where the proposed insured resides for more than six months per year.

2. Individual consideration for lower net-worth amounts.

3. Best Class will be reduced for U.S. citizens living abroad who do not have a net worth equivalent to \$5 million U.S. dollars or more. Automatic capacity for C countries is limited to issue age 70.

4. Eligibility for HealthyEdge credits may be considered for Country A risks.

5. Non-HNW applicants of C countries must reside in an approved major city and require a flat extra rating. Please consult with your underwriter.

6. Capacity may vary in the following scenarios:

– For ages 71-75 (where applicable)

– For residents of Singapore, China, Hong Kong, and Macau

– For Term products

– For M-proprietary products

– Further details on capacity and country codes can be found in the Field Underwriting Guide on John Hancock's producer website

7. The Jumbo Limit is the sum of all inforce coverage plus pending formal applications with all companies including John Hancock.

Existing insurance that is being replaced will be deducted, providing we receive a fully executed absolute assignment replacement form transferring ownership to John Hancock.

8. For M-proprietary products, please confirm Capacity with your John Hancock M-dedicated underwriter.

9. Please note that for survivorship coverage, both lives must meet issue age and maximum mortality rating requirements.

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<p>Scenarios where coverage is not available</p>	<p>Please note the following scenarios where John Hancock does not offer coverage to foreign nationals:</p> <ul style="list-style-type: none"> • Term products: Foreign nationals are not eligible for Term coverage except when a U.S. business is insuring them for key-person or business purposes. (Foreign residents who are U.S. citizens may qualify for Term insurance to be used for any purpose.) • Certain occupations: Clients in certain occupations, and in some cases their family members, are uninsurable – for example, politically exposed persons (PEPs) or their family members, government or military personnel, missionaries, journalists, diplomats, members of the judiciary, security personnel, and trade union officials. • Aviation: Individual policies may be offered to private pilots only, with an aviation exclusion; survivorship policies not available with aviation risk. • Riders: Your foreign national clients may not include underwritten riders in their life insurance coverage, e.g., Waiver of Monthly Deductions, Disability Payment of Specified Premium, Return of Premium, Increasing Supplemental Face Amount and Long-Term Care. In addition, currently the John Hancock Vitality Program (Healthy Engagement Rider) and John Hancock Term with Vitality are not available to foreign national clients. • Travel advisories: Coverage may not be available in any country with a travel warning or alert in effect.
<p>Underwriting requirements</p>	<p>Avoid delays in the underwriting process. The following checklist details what to include in an “in good order” submission.</p>
<p>Financial underwriting requirements</p>	<p>Financial underwriting is a critical part of the underwriting process that examines the economic feasibility of the case at hand, and allows the underwriters to consider the insurable interest at the time of the application. Please submit the following requirements:</p> <ul style="list-style-type: none"> ✓ Foreign Resident Inquiry form — required as initial review ✓ A broker’s cover letter of introduction, to include detailed travel information. (See “Tips to Packaging Your Case” on page 50) ✓ A completed Financial Supplement for Personal Insurance OR Financial Supplement for Business Insurance ✓ Proof of identity (e.g., copy of passport or visa) ✓ Letter of reference from financial institution with all account values and duration of relationship. If not provided, detailed account statements must be submitted to support the declarations on the Financial Supplement for Personal Insurance or Financial Supplement for Business Insurance

Underwriting reserves the right to request additional supporting documents.

Underwriting Guidelines for Non-U.S. Residents (continued)

<p>Additional considerations</p>	<p>In addition to these requirements, the underwriter also takes into account insurable interest/insurable loss, and the net worth and assets required to justify the requested coverage.</p> <ul style="list-style-type: none"> Insurable interest/insurable loss The first consideration in financial underwriting is to establish that an insurable interest exists. The concept of insurable interest is fundamental to ensuring that the insurance applied for makes economic sense. We consider insurable interest as existing when the owner (if other than the insured) and the designated beneficiary have a financial interest in the continued life of the insured and are able to demonstrate a measurable financial loss should the insured die prematurely. The loss should equal or exceed the requested insurance amount. The underwriter will examine the amount of potential loss suffered by an owner/beneficiary in the context of the requested death benefit, purpose of coverage and financial profile (including the ability to pay ongoing premiums). It is the risk of loss that helps the underwriter quantify the amount of insurable interest and ultimately justify the requested death benefit. Justifying the coverage John Hancock underwriters also consider a client's global net worth when determining capacity and justification for the coverage requested. <p>Example</p> <table border="1" data-bbox="430 1018 1437 1344"> <tr> <td data-bbox="430 1018 690 1228">Application</td> <td data-bbox="690 1018 1437 1228"> <ul style="list-style-type: none"> • 55-year-old male, citizen of the U.K. • Applying for \$10 million (typically would require net worth of \$7-8 million to qualify); no coverage inforce with John Hancock • Net worth — \$12 million (\$3 million U.S.; \$9 million foreign) • \$3 million U.S. brokerage account, and • Three week-long trips per year to Miami for business • \$10 million applied for </td> </tr> <tr> <td data-bbox="430 1228 690 1312">Financial Presence and Nexus guideline</td> <td data-bbox="690 1228 1437 1312"> <ul style="list-style-type: none"> • The lesser of \$700K or 25% of requested death benefit in US assets • Business trips to Miami </td> </tr> <tr> <td data-bbox="430 1312 690 1344">Conclusion</td> <td data-bbox="690 1312 1437 1344">The client is eligible for the \$10M he applied for</td> </tr> </table>	Application	<ul style="list-style-type: none"> • 55-year-old male, citizen of the U.K. • Applying for \$10 million (typically would require net worth of \$7-8 million to qualify); no coverage inforce with John Hancock • Net worth — \$12 million (\$3 million U.S.; \$9 million foreign) • \$3 million U.S. brokerage account, and • Three week-long trips per year to Miami for business • \$10 million applied for 	Financial Presence and Nexus guideline	<ul style="list-style-type: none"> • The lesser of \$700K or 25% of requested death benefit in US assets • Business trips to Miami 	Conclusion	The client is eligible for the \$10M he applied for
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<p>Medical underwriting requirements</p>	<ul style="list-style-type: none"> ✓ John Hancock's routine underwriting requirements ✓ Medical records (five-year history) from all the appropriate physicians and medical facilities ✓ APS must be provided in English. John Hancock does not cover translation fees and the translator should be at arm's length to the sale ✓ In some instances, consideration for exams completed in Hong Kong or the United Kingdom may be available. Please contact your underwriting team lead for case-specific approval. <p>Please note that ExamOne is the approved vendor for this market: InternationalServices@questdiagnostics.com.</p>						

Underwriting Guidelines for Non-U.S. Residents (continued)

Tips to packaging your case

Take advantage of the following tips to help streamline the application process.

Identify your client:

- Determine if your client meets the guidelines and requirements outlined on page 45
- Check that your case falls within the parameters and scenarios on pages 45-47

Submit an informal application:

- Include the **Foreign Resident Inquiry** form
- Include a broker's cover letter of introduction with the following information:
 - Details of residences and travel outside country of residence
 - Source of your referral to the proposed insured
 - Proposed insured's background information and mention of any other publicly available information
 - Source of insurance premium: at John Hancock we require premium to be paid from a pre-existing U.S. bank account and billing address. It is important to note the account history and how long it has been in place
 - Time spent in the U.S.

Risk class available by country code

Risk Classes ¹	Country Code Classification		
	A ²	B	C ³
Non-Smoker			
Super Preferred	✓	✓	
Preferred	✓	✓	✓
Standard Plus ⁴	✓	✓	✓
Standard	✓	✓	✓
Preferred Smoker	✓	✓	✓
Standard Smoker	✓	✓	✓

1. Best Class will be reduced for U.S. citizens living abroad who do not have the net worth equivalent to \$5 million U.S. or more.
2. Eligibility for HealthyEdge credits may be considered for Country A risks.
3. Non-HNW applicants of C countries must reside in an approved major city and require a flat extra rating. Please consult with your underwriter.
4. Standard Plus is available depending on product selection.

Permanent coverage capacity: High net worth individuals

The following is a summary of available amounts for Non-U.S. residents applying for Permanent coverage, providing there is no additional coverage in force with John Hancock:

Country	Code	Best class	Capacity*	Retention	Jumbo
Dubai/UAE	A	Super Preferred	\$40,000,000	\$20,000,000	\$65,000,000
Panama	B	Super Preferred	\$40,000,000	\$20,000,000	\$65,000,000
Dominican Republic	B	Super Preferred	\$40,000,000	\$20,000,000	\$65,000,000
Canada	A	Super Preferred	\$25,000,000	\$10,000,000	\$65,000,000
China	A	Super Preferred	\$40,000,000	\$17,000,000	\$65,000,000

*Capacity subject to change. Capacity grades over age 70

Country Classifications for Foreign Travel and Non-U.S. Residents^{1,2}

COUNTRIES

A	Andorra	Cyprus	Israel – excluding West Bank and Gaza	Monaco	Slovenia	
	Anguilla	Czech Republic	Italy	Netherlands	Spain	
	Australia	Denmark	Japan	New Zealand	Sweden	
	Austria	Estonia	Korea	Norway	Switzerland	
	Belgium	Finland	Latvia	Poland	Taiwan	
	Bermuda	France	Liechtenstein	Portugal	Turks and Caicos	
	British Virgin Islands	Germany	Lithuania	Qatar	United Arab Emirates	
	Brunei Darussalam	Greece	Luxembourg	San Marino	United Kingdom	
	Canada	Hong Kong	Macau	Saudi Arabia	United States	
	Canary Islands	Hungary	Malta	Singapore ⁴		
	Cayman Islands	Iceland	Martinique	Slovak Republic (Slovakia)		
	China ²	Ireland				
	B	Antigua & Barbuda	Curacao	Malaysia	Panama ²	St. Vincent & The Grenadines
		Argentina	Dominica	Maldives	Romania	Suriname
Aruba		Dominican Republic	Mauritius	Russian Federation ²	Thailand	
Bahamas		Ecuador ²	Mexico	Saint Vincent and the Grenadines	The former Yugoslav Republic of Macedonia	
Barbados		French Polynesia	Montenegro	Serbia	Trinidad & Tobago	
Bosnia and Herzegovina		Grenada	Namibia	Seychelles	Uruguay	
Botswana		Guadeloupe	Netherlands Antilles	Saint Marteen		
Brazil		Indonesia	New Caledonia	South Africa		
Bulgaria		Jamaica	Northern Mariana Islands	St. Kitts and Nevis		
Chile		Kazakhstan	Oman	St. Lucia		
Costa Rica		Kuwait	Palau	St. Martin		
Croatia		Macedonia				
C³		Albania	Cook Islands	Guatemala	Montserrat	Tonga
		Belize	Egypt ²	India	Morocco	Turkey
	Bhutan	El Salvador	Jordan	Paraguay	Vietnam	
	Bolivia	Fiji	Kenya	Peru	Zambia	
	Cambodia	French Guyana	Micronesia	Philippines ²		
	Cape Verde Islands	Gabon	Moldova	Samoa		
	Colombia ²	Ghana	Mongolia	Sri Lanka		
	E	Afghanistan	Djibouti	Kyrgyzstan	Nigeria	Tanzania
Algeria		Egypt	Laos	Niue	Tibet	
Angola		Equatorial Guinea	Lebanon	Occupied Palestinian Territories	Timor-Leste	
Bahrain		Eritrea	Lesotho	Pakistan	Togo	
Bangladesh		Ethiopia	Liberia	Papua New Guinea	Tunisia	
Benin		Gambia	Lybia	Rwanda	Turkmenistan	
Burkina Faso		Georgia	Madagascar	Sao Tomé & Principe	Tuvalu	
Burundi		Guinea	Malawi	Senegal	Uganda	
Cameroon		Guinea Bissau	Mali	Sierra Leone	Ukraine	
Central African Republic		Guyana	Marshall Islands	Solomon Islands	Uzbekistan	
Chad		Haiti	Mauritania	Somalia	Vanuatu	
Comoros		Honduras	Mozambique	Sudan	Venezuela	
Congo		Iran	Nauru	Swaziland	Western Sahara	
Congo, Dem People's Rep (formerly Zaire)		Iraq	Nepal	Syria	Yemen	
Côte d'Ivoire (Ivory Coast)		Kiribati	Nicaragua	Tajikistan	Zimbabwe	
		Korea (Democratic People's Rep. of)	Niger			

1. Country classifications and rates are subject to change at any time. For confirmation, please contact a John Hancock Underwriter.

2. High-risk areas within some countries may be uninsurable. Contact your underwriter for details.

3. For foreign residents, a residency extra of \$1 applies for non-HNW countries.

4. Coverage is not available for residents of Singapore.

Note: We are not able to offer coverage to residents of Japan and Switzerland, due to Japanese Government rules and regulations.