

Underwriting Guidelines For Foreign Travel

These guidelines apply to U.S. residents including residents of Puerto Rico, Guam and the U.S. Virgin Islands traveling for less than six months per year. Travel for six months (183 days) per year or longer is considered Foreign Residency.

- All products are available
- Applications should not be submitted with any travel planned outside of North America within the next 30 days, until the applicant's return
- Coverage may not be available to individuals traveling to any country where a U.S. State Department travel warning, advisory, or alert has been issued. Military deployment to a war zone will not be considered
- Occupations such as foreign correspondent, diplomat, missionary, security personnel, and foreign aid worker will not be considered

See page 52 for a complete list of country classifications.

CONDITION AND DESCRIPTION	FACTORS AFFECTING THE DECISION	FOR SMOOTHER PROCESSING	LIKELY UNDERWRITING DECISION
Foreign Travel	<ul style="list-style-type: none"> • Which countries and destinations in each country • Frequency and duration of visit (total number of days/year in each country) • Purpose of travel • Age of applicant • Health of applicant • U.S. citizen or permanent resident 	<p>Requirement: <i>Foreign Travel Questionnaire</i></p> <p>Information to include: Travel questionnaire outlining destination(s), frequency and duration of visits must be submitted with the initial documents</p>	<p>Best Case: Super Preferred available for travel to A and B countries for up to three months, and to most E countries¹ for travel up to two weeks</p> <p>Standard: Available for travel to C countries for more than three months up to six months</p> <p>Decline: any travel to Afghanistan or Iraq</p> <p>Travel to other E countries¹ for up to four weeks – individual consideration will apply</p>



1. Travel to E countries will be considered only for major cities.

Underwriting Guidelines for Non-U.S. Residents

John Hancock offers competitive life insurance coverage for your high net worth (HNW) global clients with ties to the United States. The following section provides details about our requirements and guidelines for this market.

Who Are Your Clients?

For the purposes of obtaining John Hancock life insurance coverage, your foreign national client must:

- Reside outside of the U.S. more than six months (183 days) each year,
- Have a US Nexus and financial presence, AND
- Have a global minimum net worth equivalent to \$5 million U.S. dollars or more.

In addition, coverage may not be available for individuals residing in or traveling to any country where a U.S. State Department travel warning advisory or alert has been issued. United States military personnel residing in a foreign country or deployed to a war zone will not be considered.

US financial presence guideline

US “financial presence” guideline — We’ve made it easier to arrive at the amount of coverage your HNW foreign national clients can qualify for:

When determining US-based financial presence, your clients will be eligible if they have:

- The lesser of \$500K or 25% of requested death benefit in US assets
- Premiums funded from an existing US bank account

US nexus (connection) criteria

Foreign national clients must also provide additional evidence of a US nexus (connection). Examples:

- US real estate ownership
- US business interests/employment
- Presence of immediate family members in the US (and requiring a 15-day stay in US annually)
- Substantial US investment holdings (also requiring a 15-day stay in US annually)

Additional Requirements

There are also requirements regarding solicitation and financial justification that apply to foreign nationals:

- **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. In addition to U.S. solicitation, the life insurance policy must be paid for from an existing U.S. bank account (see “Parameters” on page 48 for more details).

Help Ensure a Smooth Application Process

Once you’ve established that your client qualifies for U.S. life insurance coverage, use the following information to ensure your case meets John Hancock’s foreign national guidelines and parameters.

*If the owner of the policy differs from the insured, the owner should also demonstrate U.S. connections.

UNDERWRITING GUIDELINES FOR NON-U.S. RESIDENTS

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 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 and Jumbo Limit 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.

UNDERWRITING GUIDELINES FOR NON-U.S. RESIDENTS

Scenarios Where Coverage is Not Available

Please note the following scenarios where John Hancock does not offer coverage to foreign nationals:

- **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.

Underwriting Requirements

Avoid delays in the underwriting process. The following checklist details what to include in an “in good order” submission.

Financial underwriting requirements

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:

- ✓ *Foreign Resident Inquiry* form — submit with informal application
- ✓ 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*

Additional considerations

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.

• 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.

UNDERWRITING GUIDELINES FOR NON-U.S. RESIDENTS

• Justifying the coverage

John Hancock underwriters also consider a client’s global net worth when determining capacity and justification for the coverage requested. However, 25% of the assets required to justify the amount of coverage applied for must be held in the U.S. for a minimum of six months prior to the application.

EXAMPLE

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 in force with John Hancock • Net worth — \$12 million (\$3 million U.S.; \$9 million foreign) 	<ul style="list-style-type: none"> • \$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	<input type="checkbox"/> The lesser of \$500K or 25% of requested death benefit in US assets <input type="checkbox"/> Business trips to Miami	
Conclusion	The client is eligible for the \$10M he applied for	

Medical underwriting requirements

- ✓ John Hancock’s routine underwriting requirements (see interactive Field Underwriting Guide on John Hancock’s producer website)
- ✓ 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.

Please note that ExamOne is the approved vendor for this market: InternationalServices@questdiagnostics.com.

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 47
- Check that your case falls within the parameters and scenarios on pages 48-49

✓ 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.

UNDERWRITING GUIDELINES FOR NON-U.S. RESIDENTS

Risk Class Available By Country Code

RISK CLASSES ¹	COUNTRY CODE CLASSIFICATION		
	A ²	B	C ³
Non-Smoker	A ²	B	C ³
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}

A COUNTRIES

Andorra	China	Iceland	Macau	Singapore
Anguilla	Cyprus	Ireland	Malta	Slovak Republic (Slovakia)
Australia	Czech Republic	Israel – excluding West Bank, Gaza and Golan Heights	Martinique	Slovenia
Austria	Denmark		Monaco	South Korea
Belgium	Estonia		Netherlands	Spain
Bermuda	Finland	Italy	New Zealand	Sweden
British Virgin Islands	France	Japan	Norway	Switzerland
Brunei Darussalam	Germany	Latvia	Poland	Taiwan
Canada	Greece	Liechtenstein	Portugal	Turks and Caicos
Canary Islands	Hong Kong	Lithuania	Qatar	United Arab Emirates
Cayman Islands	Hungary	Luxembourg	San Marino	United Kingdom

B COUNTRIES

Antigua & Barbuda	Chile	Jamaica	New Caledonia	Seychelles
Argentina	Costa Rica	Kazakhstan	Northern Mariana Islands	South Africa
Armenia	Croatia	Kuwait	Oman	St. Kitts and Nevis
Aruba	Curacao	Macedonia	Palau	St. Lucia
Bahamas	Dominica	Malaysia	Panama	St. Martin
Barbados	Dominican Republic	Maldives	Romania	St. Vincent & The Grenadines
Belarus	Ecuador	Mauritius	Russian Federation	Suriname
Bosnia and Herzegovina	French Polynesia	Mexico	Saudi Arabia	Trinidad & Tobago
Botswana	Grenada	Montenegro	Serbia	Uruguay
Brazil	Guadeloupe	Netherlands Antilles		
Bulgaria				

C COUNTRIES³

Albania	Cook Islands	India	Montserrat	Samoa
Belize	El Salvador	Indonesia	Morocco	Sri Lanka
Bhutan	Fiji	Jordan	Myanmar	Thailand
Bolivia	French Guyana	Kenya	Namibia	Tonga
Cambodia	Gabon	Micronesia	Paraguay	Turkey
Cape Verde Islands	Ghana	Moldova	Peru	Vietnam
Colombia	Guatemala	Mongolia	Philippines	

E COUNTRIES

Afghanistan	Cuba	Kiribati	Nigeria	Tibet
Algeria	Djibouti	Kyrgyzstan	Niue	Timor-Leste
Angola	Egypt	Laos	North Korea	Togo
Azerbaijan	Equatorial Guinea	Lebanon	Pakistan	Tunisia
Bahrain	Eritrea	Lesotho	Palestine	Turkmenistan
Bangladesh	Ethiopia	Liberia	Papua New Guinea	Tuvalu
Benin	Gaza	Lybia	Rwanda	Uganda
Burkina Faso	Gambia	Madagascar	Sao Tomé & Principe	Ukraine
Burundi	Georgia	Malawi	Senegal	Uzbekistan
Cameroon	Golan Heights	Mali	Sierra Leone	Vanuatu
Central African Republic	Guinea	Marshall Islands	Solomon Islands	Venezuela
Chad	Guinea Bissau	Mauritania	Somalia	West Bank
Comoros	Guyana	Mozambique	Sudan	Western Sahara
Congo	Haiti	Nauru	Swaziland	Yemen
Congo, Dem People's Rep (formerly Zaire)	Honduras	Nepal	Syria	Zambia
Côte d'Ivoire (Ivory Coast)	Iran	Nicaragua	Tajikistan	Zimbabwe
	Iraq	Niger	Tanzania	

1. Country classifications and rates are subject to change at any time. For confirmation, please contact a John Hancock Underwriter or check via our interactive Field Underwriting Guide on John Hancock's producer website.

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.

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