State: *District of Columbia* **Filing Company:** *John Hancock Life Insurance Company (USA)*
TOI/Sub-TOI: *LTC03I Individual Long Term Care/LTC03I.001 Qualified*
Product Name: *CCIII - BB - GD 2012*
Project Name/Number: *CCIII -BB- GD 2012/CCIII - BB-GD 2012*

Rate/Rule Schedule

Item No.	Schedule Item Status	Document Name	Affected Form Numbers (Separated with commas)	Rate Action	Rate Action Information	Attachments
1		Actuarial Memorandum	LTC-12 DC	New		DC BB Net Single Premiums.xls, DC LTC-12 GD Actuarial Memorandum Revised 02.26.13.pdf,

State:	District of Columbia	**Filing Company:**	John Hancock Life Insurance Company (USA)
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
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Attachment DC BB Net Single Premiums.xls is not a PDF document and cannot be reproduced here.

John Hancock Life Insurance Company (U.S.A.)
Individual Long-Term Care Policy Series LTC-12 DC
Actuarial Memorandum and Initial Rate Filing Certification

District of Columbia

Scope & Purpose

This memorandum consists of materials which support the development of premium rates for new business under the Long-Term Care Policy Series LTC-12 DC and all associated riders. The purpose of this memorandum is to allow the rate filing to be reviewed by regulatory authorities to determine that benefits are reasonable in relation to the premiums charged.

Attached are the premium rate schedules to be used for new sales of the policy forms as specified therein.

Actuarial Certification

I, David Plumb, am an Actuary of John Hancock and a member of the American Academy of Actuaries. I meet the Academy's qualification standards for rendering this opinion and am familiar with the requirements for filing long-term care insurance premiums.

I hereby certify that to the best of my knowledge and judgment:

(a) The initial premium rate schedule is sufficient to cover anticipated costs under moderately adverse experience and the premium rate schedules are reasonably expected to be sustainable over the life of the forms with no future premium increases anticipated.
(b) Policy design and coverage provided have been reviewed and taken into consideration.
(c) Underwriting and claims adjudication processes have been reviewed and taken into consideration.
(d) With respect to contract reserves and their relation to gross premiums:
  (i) The assumptions used for reserves contain reasonable margins for adverse experience.
  (ii) The net valuation premium for renewal years does not increase.
  (iii) The difference between gross premium and the net valuation premium for renewal years is sufficient to cover expected renewal expenses.
  (iv) The reserve morbidity assumptions used do not include any provision for morbidity improvement.
(e) The premium rate schedule is not less than the premium rate schedule for existing similar policy forms with issue age rate schedules and comparable premium-paying periods also available except for reasonable differences attributable to benefits.
(f) This entire rate filing is in compliance with the applicable laws and regulations of this state.
(g) The rates are reasonable in relation to the benefits provided and are not excessive, inadequate, nor unfairly discriminatory.
(h) I have provided a complete description of the basis for contract reserves anticipated to be held under the filed policy form.

In forming my opinion, I have used actuarial assumptions and actuarial methods and such tests of actuarial calculations as I considered necessary.

David Plumb, FSA, MAAA
Vice President

February 26, 2013
Date

Description of Benefits

Policy Series LTC-12 DC

This is an individual Long-Term care policy that pays benefits on a monthly or daily basis depending on the insured's selection. The following covered care or services are provided to the insured:

- Confinement in a Nursing Home or Assisted Living Facility for room, board and care services
- Home Health Care; Hospice Care*; or
- Attendance at an Adult Day Care Center providing Adult Day Care

It is intended to be a Qualified Long-Term Care Insurance contract under the Federal Internal Revenue Code.

* Hospice Care benefits that are not reimbursable under Medicare can be paid before the satisfaction of the Elimination Period.

Benefit eligibility is determined based on the insured's cognitive impairment or their requiring substantial assistance to perform two out of six activities of daily living (ADLs) of bathing, dressing, eating, toileting, transferring and maintaining continence. The insured must be certified to be chronically ill by a licensed health care practitioner.

Long-Term Care Benefits are paid at 100% of the actual charges up to the Long-Term Care benefit amount for Nursing Home, Assisted Living Facility or home health care benefits after the elimination period. Benefits are payable until the policy limit is reached. Benefits are coordinated with Medicare. In the event a home health agency is not available within a 40-mile radius of the insured's home, we will pay actual charges incurred for an independent home care provider up to 75% of the Long-Term Care benefit amount.

In addition, if a stay in a Nursing Home or Assisted Living Facility is interrupted for any reason a bedhold benefit is payable under this Policy. These bed hold days will be counted as part of the Long-Term Care Benefit amount, but are limited to 60 days per calendar year.

Any unused portion of the Long -Term Care Benefit will remain in the Policy Limit. Any benefit paid under this provision will reduce the Policy Limit.

Benefits will be reduced by any payments made under another John Hancock individual long term care insurance policy for the same eligible expenses. The reduction will be made only when the total benefits payable among all John Hancock individual policies would result in a payment that exceeds the eligible expenses. If multiple policies are owned, the one with the earlier effective date will pay first.

Benefit features included in the policy are as follows:

Double Coverage for Accident Benefit (form LTC-DAB 4/11) If the insured is approved for this benefit it will automatically be included in the policy at no additional cost. This benefit provides that if Long-Term Care services are required due to an accidental injury prior to the insured's 65th birthday, we will reimburse eligible expenses up to two times the monthly or daily benefit for the duration of the claim. Any reimbursements made in excess of the monthly or daily benefit will not be deducted from the policy limit.

Return of Premium Upon Death Benefit Upon the insured's death prior to their 65th birthday, we will refund to their beneficiary an amount equal to the sum of premiums paid under the policy less any benefits paid under the policy.

Care Advisory Services Benefit Care Advisory Services provides for an assessment, at the option of the insured, of the need for health care and related services, the development of recommendations that are consistent with that assessment, the coordination of the delivery of such care and services, and the monitoring of the delivery of such care and services. If the policy provides Monthly Benefits this benefit is limited to 1/3 of the Long-Term Care Monthly Benefit per calendar year. If the policy provides Daily Benefits this benefit is limited to 10 times the Long-Term Care Daily Benefit per calendar year. The insured must be benefit eligible but does not have to satisfy the elimination period in order to receive this benefit. Benefits paid are not counted towards the Policy Limit.

Additional Stay at Home Benefit can be used to pay for a variety of long-term care expenses for an insured who is living in their home. This benefit is not subject to the elimination period. These services include: home modifications; emergency medical response systems; durable medical equipment; caregiver training; a home safety check; and a provider care check.

Eligibility for the benefit is met if the insured is a chronically ill individual and the benefits are provided pursuant to a plan of care approved by a Licensed Care Practitioner.

Any unused portion of this benefit amount may be used for future Additional Stay at Home Services. Benefits paid under the Additional Stay at Home Benefit will not reduce the Policy Limit. Benefits under the Long-Term Care Benefit and/or Care Advisory Services Benefit can still be received while receiving benefits under the Additional Stay at Home Benefit.

If the policy provides Monthly Benefits, the Stay at Home Benefit has a separate lifetime pool equal to 1 times the Long-Term Care Monthly Benefit. If the policy provides Daily Benefits, the separate lifetime pool will equal 30 times the Long-Term Care Daily Benefit.

Waiver of Premium allows premiums to be waived after the insured has met the elimination period and is receiving benefits and will continue to be waived until the insured stops receiving such benefits or the policy limit is reached. The premium will not be waived; however, if benefits are only being received under the Additional Stay at Home benefit or Care Advisory Services Benefit.

International Coverage Benefit we will pay actual charges incurred for covered Long-Term Care Services received outside of the United States for up to one year. No benefits are payable under the Additional Stay at Home Benefit, Care Advisory Services Benefit or for Independent Care Providers under the International Coverage Benefit.

Alternate Services Benefit provides coverage for alternate LTC services not currently covered in the policy so long as we agree that the services are necessary and they are a less costly alternative to care that is covered and would otherwise be received.

Contingent Nonforfeiture Benefit (Form LTC-CNF 4/11)

For Policies where the optional Nonforfeiture Benefit is not elected, the contingent nonforfeiture benefit is available as policy protection in the event a policy lapses due to a premium rate increase.

It is available for a period of 120 days after the insured is informed of a rate increase that exceeds a certain threshold. The threshold is as follows:

Issue Age	% Increase Over Initial Premium	Issue Age	% Increase Over Initial Premium	Issue Age	% Increase Over Initial Premium
29 and under	200%	66	48%	79	22%
30-34	190%	67	46%	80	20%
35-39	170%	68	44%	81	19%
40-44	150%	69	42%	82	18%
45-49	130%	70	40%	83	17%
50-54	110%	71	38%	84	16%
55-59	90%	72	36%	85	15%
60	70%	73	34%	86	14%
61	66%	74	32%	87	13%
62	62%	75	30%	88	12%
63	58%	76	28%	89	11%
64	54%	77	26%	90 and over	10%
65	50%	78	24%		

If the insured elects contingent nonforfeiture and the policy provides Monthly Benefits, the policy becomes paid-up with the new policy limit equal to the total premiums paid. In no event, however, will the new policy limit be less that the Long-Term Care Monthly Benefit at the time of lapse.

If the insured elects contingent nonforfeiture and the policy provides Daily Benefits, the policy becomes paid-up with the new policy limit equal to the total premiums paid. In no event, however, will the new policy limit be less than thirty (30) times the Long-Term Care Daily Benefit at the time of lapse.

If the insured does not elect contingent nonforfeiture, they may elect instead to reduce their benefits. If they elect to decrease their current Policy benefits, they may:

- eliminate any optional riders for which a premium is charged; or
- reduce the Long-Term Care Monthly Benefit in $100 increments, if the policy provides Monthly Benefits
- reduce the Long-Term Care Daily Benefit in $10 increments, if the policy provides Daily Benefits

Optional Benefits:

Nonforfeiture Benefit Rider (Form LTC-NONF 7/12)

A nonforfeiture benefit is available to each applicant as a policy option. The benefit provides a means whereby the insured could stop paying premium and still keep coverage.

If an insured stops paying premium on a policy with this benefit after it has been inforce for three full years, a revised policy limit will be maintained on the policy thereafter and no further premium will be due.

The new policy limit equals the sum of all premiums paid on the policy prior to lapse.

If greater, the new policy limit will equal one times the Long-Term Care Monthly Benefit for policies providing Monthly Benefits or 30 times the Long-Term Care Daily Benefit for policies providing Daily Benefits. The benefit in effect on the date of lapse will remain the benefit for the policy. No additional inflation increases will be applied to either the benefit or the new policy limit once the insured lapses the policy and assumes the nonforfeiture benefit.

The cost for this nonforfeiture benefit is 6% of the base plan rate.

Shared Care Benefit Rider (Form LTC-SHC DC 4/11)

The SharedCare Benefit rider allows partners to access the available benefits under each other's policies once one partner's policy limit has been exhausted. Both partner s must add identical SharedCare Benefit Riders to their policy and have named each other as their partner in the application or enrollment form for this rider. Partners include policyholders who are married or have lived with a family member of the same generation or partner of the same or opposite sex for at least 3 years.

The policy limit of each policy is available to either or both partners until the total amount of the two limits is exhausted.

If one of the partners dies, the surviving partner will retain the combined policy limit in effect prior to the death, and the SharedCare rider premium ceases.

In the event that the one partner exhausts the other's policy benefits, the other partner may elect to purchase an additional 2 year benefit period without evidence of insurability within 60 days after exhausting benefits providing they have not been chronically ill in the prior 2 years and they are less than age 91.

With the nonforfeiture rider, the premiums paid count towards determination of the shortened benefit period, but the SharedCare rider terminates upon lapse.

Rates for the Shared Care Benefit are determined by multiplying the base rate for the plan by a factor that depends on the benefit period chosen.

Benefit Period	Shared Care Rate Factor
2 years:	26%
3 years:	16%

4 years:	11%
5 years:	10%
6 years:	8%
10 years:	5%

Survivorship & Waiver of Premium Benefit Rider (Form LTC-SURV DC 4/11)

The Survivorship & Waiver of Premium Benefit rider provides that the policyholder's premiums will be waived in the event their partner dies or goes on claim after both policies have been inforce for at least 10 years and no claims were payable in the first 10 years. We define partner as being a spouse, a family member of the same generation living together for three years or a domestic partner living together for three years. Payments resume if the partner's premiums are no longer waived or the partner's policy terminates.

If insured's premium has been paid for a period for which premiums are waived under this Rider, premiums will be refunded for such period. Premiums will not be waived for any benefits the insured may purchase in the future due to operation of this rider.

If this rider is selected, GIO offers within the CPI inflation options and Buy-up Offers within the Benefit Builder option will not be offered.

The cost for this benefit is 9% of the base plan rate.

Waiver of Home Health Care Elimination Period Rider (Form LTC–WEP 7/12)

The Waiver of Home Health Care Elimination Period benefit waives the requirement to satisfy the Elimination Period if an insured is receiving Home Health Care or Adult Day Care. The Elimination Period must still be satisfied before benefits are payable under Long-Term Care Benefit for confinement in a Nursing Home or an Assisted Living Facility. In addition, the elimination period must be satisfied before premiums are waived under the Waiver of Premium provision. However, days which the Home Health Care Elimination Period is waived will count toward meeting the facility Elimination Period.

This benefit does not apply to the International Coverage Benefit. This rider is not available with the 180 or 365 day Elimination Periods.

The cost of this rider is 15% of the base plan rate.

Additional Cash Benefit Rider (Form LTC–ACB 4/11)

The Additional Cash Benefit Rider provides a monthly cash indemnity benefit that is equal to 15% of the Monthly Long-Term Care Benefit or 4.5 times the Long-Term Care Daily Benefit. This indemnity benefit is in addition to the monthly or daily benefits already provided. In order to qualify for this benefit an insured must be chronically ill, have met the Elimination Period, have not been confined in a Nursing Home or Assisted Living Facility and have received Home Health Care at least one day during the calendar month. The rider ends on the date the Policy Limit has been exhausted.

The cost of this rider is 10% of the base plan rate.

Review of Policy Design, Coverage, Underwriting and Claims Adjudication

The actuary signing this memorandum was involved in the development of the policy design and coverage and has taken these benefits and their associated risks into account in the pricing of this product. The actuary has also signed off on the policy form associated with this filing. We will continue existing underwriting and claims adjudication processes. These existing processes are the basis for our underlying claim experience which in turn led to our most current claim cost assumptions described further in this memorandum.

Proposed Effective Date

These rates will be effective on the date they may be illustrated, issued and administered by us in the normal course of operations, but in no event earlier than the date of approval.

Renewability Clause

These forms are issued with a Guaranteed Renewable clause. The policy will be fully paid at attained age 95.

Applicability

These rates are for new issues of this policy form. This will be the only LTC product that we will be offering.

Marketing Method

This product is typically marketed through our traditional agency system and brokers involving a personal contact with each applicant. The market is quite varied, but would generally fall in the middle to upper-middle income bracket.

Underwriting

An application with medical and risk questions is filled out by each applicant. Cognitive tests are required for all applicants age 65 and older. Personal interviews are conducted and Attending Physician’s Statements are required with every applicant age 70 and above, and optionally at younger ages. The personal interview tool assesses both physical and cognitive abilities. Below age 70, either a telephone interview, APS, medical exam or paramedical exam is required.

Pricing Assumptions

Morbidity

The morbidity assumptions are derived from our own experience, following a comprehensive claim study completed at the end of 3rd quarter, 2010. The study has been peer reviewed both internally as well as by an Independent third party. Morbidity improvements at a rate of 0.77% per year are assumed in the pricing for 25 years.

Mortality

Our mortality decrement is based on the unloaded 1994 Group Annuity Mortality Table, brought to 2010 using improvements from Scale AA, sex-distinct, and the following selection factors by issue age and risk class:

Policy	Issue Ages			
Year	<=55	65	75	79
1	21.7%	16.4%	18.8%	20.7%
2	29.1%	21.7%	24.2%	26.8%
3	35.6%	27.0%	31.2%	34.2%
4	39.0%	30.1%	37.5%	41.3%
5	41.6%	37.7%	44.6%	49.4%
6	43.4%	43.9%	51.9%	53.2%
7	45.9%	46.4%	59.2%	59.4%
8	49.1%	48.9%	63.7%	65.4%
9	51.3%	52.9%	67.5%	71.2%
10	54.7%	56.9%	72.1%	77.4%
11	58.0%	60.9%	76.9%	83.3%
12	61.4%	62.0%	82.6%	88.5%
13	62.5%	64.1%	88.4%	92.6%
14	64.4%	66.1%	90.8%	92.8%
15	66.4%	67.2%	93.0%	93.0%
16	68.2%	68.4%	93.0%	93.0%
17	70.7%	69.5%	93.0%	93.0%
18	73.1%	72.6%	93.0%	93.0%
19	75.5%	75.7%	93.0%	93.0%
20	78.0%	78.8%	93.0%	93.0%
21	80.5%	81.9%	93.0%	93.0%
22	83.0%	85.1%	93.0%	93.0%
23	85.5%	88.3%	93.0%	93.0%
24	88.0%	91.5%	93.0%	93.0%
25+	93.0%	93.0%	93.0%	93.0%

Policy	Risk Class			
Year	Preferred	Standard	Substd 1	Substd 2
1	60%	108%	147%	185%
2	61%	108%	149%	187%
3	62%	108%	151%	190%
4	63%	108%	153%	192%
5	64%	108%	155%	195%
6	65%	108%	157%	198%
7	66%	108%	159%	200%
8	67%	108%	162%	203%
9	68%	108%	164%	205%
10	69%	108%	166%	208%
11	70%	108%	168%	210%
12	73%	108%	170%	213%
13	76%	108%	172%	215%
14	79%	108%	174%	218%
15	82%	108%	176%	221%
16	86%	108%	176%	221%

Factors for ages between the ones listed above are interpolated.

We also assume future improvements to attained age 100 based on the following improvement scale:

Attained Age	Male	Attained Age	Male	Attained Age	Male	Attained Age	Male	Attained Age	Male	Attained Age	Male	Attained Age	Male
40	1.35%	50	1.14%	60	0.96%	70	0.84%	80	0.58%	90	0.25%	100	-
41	1.33%	51	1.12%	61	0.95%	71	0.83%	81	0.53%	91	0.22%		
42	1.31%	52	1.10%	62	0.94%	72	0.82%	82	0.49%	92	0.20%		
43	1.29%	53	1.08%	63	0.93%	73	0.80%	83	0.45%	93	0.17%		
44	1.27%	54	1.06%	64	0.91%	74	0.78%	84	0.41%	94	0.15%		
45	1.24%	55	1.04%	65	0.90%	75	0.78%	85	0.37%	95	0.12%		
46	1.22%	56	1.02%	66	0.89%	76	0.74%	86	0.35%	96	0.10%		
47	1.20%	57	1.00%	67	0.88%	77	0.70%	87	0.32%	97	0.07%		
48	1.18%	58	0.99%	68	0.87%	78	0.66%	88	0.30%	98	0.05%		
49	1.16%	59	0.98%	69	0.85%	79	0.62%	89	0.27%	99	0.02%		

Attained Age	Female	Attained Age	Female	Attained Age	Female	Attained Age	Female	Attained Age	Female	Attained Age	Female	Attained Age	Female
40	1.66%	50	1.43%	60	1.23%	70	1.08%	80	0.77%	90	0.35%	100	-
41	1.63%	51	1.41%	61	1.21%	71	1.06%	81	0.72%	91	0.32%		
42	1.61%	52	1.38%	62	1.20%	72	1.05%	82	0.67%	92	0.28%		
43	1.59%	53	1.36%	63	1.18%	73	1.03%	83	0.62%	93	0.25%		
44	1.57%	54	1.34%	64	1.17%	74	1.00%	84	0.58%	94	0.21%		
45	1.54%	55	1.32%	65	1.15%	75	1.00%	85	0.53%	95	0.18%		
46	1.52%	56	1.29%	66	1.14%	76	0.95%	86	0.49%	96	0.14%		
47	1.50%	57	1.27%	67	1.12%	77	0.91%	87	0.46%	97	0.11%		
48	1.48%	58	1.26%	68	1.11%	78	0.86%	88	0.42%	98	0.07%		
49	1.45%	59	1.24%	69	1.09%	79	0.81%	89	0.39%	99	0.04%		

Persistency

The base lapse rates assumed are as follows:

Duration	Benefit Builder Option	Other Inflation Options
1	3.50%	3.30%
2	2.12%	1.95%
3	1.42%	1.35%
4	1.08%	1.00%
5	1.00%	0.95%
6	0.93%	0.90%
7	0.90%	0.85%
8	0.90%	0.85%
9	0.90%	0.85%
10	0.90%	0.85%
11+	0.88%	0.85%

Because the policy is fully paid at age 95, the following factors that vary by attained age are applied to the base lapse rate table above:

Attained Age	Lapse Factor
0-84	100%
85	90%
86	80%
87	70%
88	60%
89	50%
90	40%
91	30%
92	20%
93	10%
94+	0%

There are no lapses after the premium paying period.

Expenses

Compensation:*

Policy Year	Avg Commission
1	98.6%
2-3	14.6%
4	14.4%
5	10.3%
6-10	9.1%
11+	3.6%

*Commissions are reduced on Sponsored Group, Family Discount, and Substandard policies.

Other Expenses:

- Acquisition (year 1): 100% of premium
- Maintenance (all years): $75.45 per policy
- Premium Tax (all year): 2.0%

Claim Administration Expenses:

- 2.41% of incurred claims

Gender and Marital Specific Adjustment:

The following adjustments are made to the above Morbidity, Mortality, Persistency, and Acquisition Expense assumptions in determining Gender Specific premium rates.

- **Morbidity Adjustment Factors:**

Claim Incidence Rates

Marital	Attained Age	Male	Female
Single	50s	103%	103%
Single	60s	103%	103%
Single	70s	98%	101%
Single	80s	89%	103%
Single	90s	89%	103%
Married	50s	94%	103%
Married	60s	94%	103%
Married	70s	89%	111%
Married	80s	91%	111%
Married	90s	91%	111%

Claim Termination Rates

Marital	Incurral Age	Male	Female
Single	50-69	96%	85%
Single	70-74	109%	90%
Single	75-79	119%	83%
Single	80-84	122%	83%
Single	85-89	132%	82%
Single	90+	119%	81%
Married	50-69	114%	104%
Married	70-74	119%	92%
Married	75-79	148%	85%
Married	80-84	147%	89%
Married	85-89	146%	88%
Married	90+	150%	101%

- **Mortality Adjustment Factors:**

Mortality

Duration	Female Married	Male Married	Female Single	Male Single
1-15	95%	95%	110%	115%
16	96%	96%	108%	112%
17	97%	97%	106%	109%
18	98%	98%	104%	106%
19	99%	99%	102%	103%
20+	100%	100%	100%	100%

- **Persistency Adjustment Factors:**

Lapse

Duration	Married	Female Single	Male Single
1	95.0%	120.0%	120.0%
2	92.0%	132.0%	132.0%
3-5	91.0%	130.0%	171.0%
6-10	90.0%	120.0%	168.0%
11-15	92.0%	113.0%	134.0%
16	93.6%	110.4%	127.2%
17	95.2%	107.8%	120.4%
18	96.8%	105.2%	113.6%
19	98.4%	102.6%	106.8%
20+	100.0%	100.0%	100.0%

- **Expenses Adjustment Factors:**

Other Expenses:

To realign the dollar amount of acquisition expenses among different gender and marital combinations, we adjusted Year 1 % of premium expenses as below.

- Acquisition Expenses Adjustment Factors:

Marital	Male	Female
Single	98%	63%
Married	141%	90%

Net Investment Rate

For the Benefit Builder inflation option, the average net investment rate used for invested assets is 4.8%.

In the cashflows projected, the benefit increases for the Benefit Builder inflation option reflect the 4.8% annual investment return. In the event that an inforce rate increase is needed in the future, the original pricing cash flows will be re-stated to take into account the actual benefit increases based on the actual portfolio credited rates. This will remove the investment portfolio performance piece from the rate increase equation.

For the other inflation options, the average net investment rate used for invested assets is 4%.

In the cashflows projected, the benefit increases for CPI inflation options reflect a 3% annual increase in CPI Index rate. In the event that an inforce rate increase is needed in the future, the original pricing cash flows will be re-stated to take into account the actual benefit increases based on the actual CPI Index rate. This will remove differences in the CPI index piece from the rate increase equation.

Contingency & Risk Margins

Premiums are determined to meet required profitability measures, the main one being Return on Investment (ROI) which reflects reserve and capital requirements as well as expected claims, expenses and investment income.

Expected Distribution of Business

Inflation Option	Weight
Benefit Builder	40%
CPI	52%
CPI to 75	6%
5% Compound	2%
Total	100%

Benefit Period	Weight
2	7%
3	33%
4	19%
5	27%
6	11%
10	3%
Total	100%

Gender	Weight
Female	50%
Male	50%
Total	100%

The following mix of business is assumed:

Issue Age	Weight	Preferred	Standard	Substd Class 1	Substd Class 2	Single	Married
40	6%	51%	42%	5%	2%	16%	84%
50	11%	46%	46%	6%	2%	13%	87%
55	23%	44%	47%	7%	2%	13%	87%
60	31%	33%	56%	9%	2%	17%	83%
65	21%	25%	61%	10%	3%	20%	80%
70	6%	20%	66%	12%	2%	27%	73%
75	1%	11%	68%	18%	3%	34%	66%
79	0%	18%	76%	6%	1%	39%	61%
Total	100%	35%	54%	9%	2%	17%	83%

Average Issue Age
The expected average issue age is 58.

Sources and Levels of Pricing Margins
The moderately adverse experience considered when developing these premium rates includes claim costs 10% higher than expected or an equivalent adverse deviation for any and all of the combined assumptions: morbidity, mortality, lapse, and investment income. The resulting profitability under the adverse experience is acceptable to senior management and would not result in taking any rate increase action should such adverse experience materialize.

Premium Classes

Base Rates

The base policy form rates depend upon the following attributes:

- *Issue Age*

  Ages 18 through 79 on an age last birthday basis.

- *Gender*

  Rates vary between males and females.

- *Elimination Period*

  30, 60, 90, 180, or 365 days of actual service for which John Hancock will not pay benefits (except for Care Advisory and Additional Stay at Home Benefit). The elimination period must

be met only once during the lifetime of the policy. For purposes of Home Health Care only, a date of service will only count toward the elimination period if there are 2 or more hours of covered care that is not primarily incidental homemaker services. Prior to satisfaction of the Elimination Period, 100% of Benefit Amount can be used only for Hospice Care Services that are not reimbursable under Medicare.

Rates for each elimination period option are determined by applying the corresponding factor from the table below to the respective 90 day elimination period tabular rate.

Elimination period	rate multiplier
30	1.2
60	1.1
180	0.9
365	0.72

- *Long-Term Care Benefit Amount*

For Monthly Benefits: $1,500 to $15,000 in $100 increments
For Daily Benefits: $50 to $500 in $10 increments

For policies with the Benefit Builder for inflation option, rates for monthly benefits are calculated by dividing the $10 per day rate by 2.85 to get the $100 per month rate.

For policies with the other Inflation options, rates for monthly benefits are calculated by dividing the $10 per day rate by 2.91 to get the $100 per month rate.

- *Benefit Period/Policy Limit*

The possible benefit periods are 2 years, 3 years, 4 years, 5 years, 6 years or 10 years.

- *Inflation Options*

Applicants have a choice of four inflation options:

1. Benefit Builder Inflation Option (Endorsement LTC-BLD/GIO)

The Benefit Builder inflation option is a feature that grows benefits over time in two ways:

- **Automatic Increases**: Each policy anniversary, we will return to each policyholder the investment earnings (net of investment expenses) in excess of 3% from the general account portfolio that supports policies with the Benefit Builder or similar feature. These earnings will automatically be used to increase benefits and help offset the effect of inflation. Benefits will never decrease due to investment earnings below 3%, but there is a loss recouping mechanism described below for these scenarios.
- **Optional Increases**: Buy-up options of 10% of current benefits are offered to policyholders every 3 years (with restrictions defined below) which can also help offset the effect of inflation.

Automatic Increases

On each Policy Anniversary, we calculate an Excess Earnings Credit based upon the following formula.

Excess Earnings Credit = (Portfolio Rate of Return – 3%)*(Allocated Reserve Value) – Prior Losses

Where:

- *Portfolio* means the segment of our general account that contains the assets supporting policies with the Benefit Builder or similar feature.
- *Portfolio Rate of Return* means the net annual rate of return earned on the assets in the Portfolio (net of investment expenses).
- *Allocated Reserve Value (ARV)* refers to the portion of assets attributed to the insured in the Portfolio. The initial Allocated Reserve Value for a policyholder will be based on pre-determined tables that vary by issue age, policy year, risk class, gender, marital status, benefit period and elimination period. The tables were developed for the Standard risk class, Unisex, Single marital status and 90 day elimination period. The tables for the other risk and marital classes and elimination periods are calculated by using the same premium rate factors that we use for those classifications. Gender distinct tables are calculated by applying an additional factor to the unisex tables. For Females the factor is 1.10, and for Males the factor is 0.76***.*** The ARV is recalculated every policy year to reflect additions due to Automatic Increases from prior years and any Buy-ups purchased.
- *Prior Losses:* If the Portfolio Rate of Return in any year is below 3%, a loss will be calculated equal to: (Portfolio Rate of Return – 3%)*(Allocated Reserve Value). This loss will never decrease benefit levels, but in order to receive an earnings credit in the next year, the sum of prior losses must be overcome. For example, if there are two consecutive years with losses of $500 and $400, and then the third year produces a gain of $1,000, the Excess Earnings Credits will be $0, $0, and $100 ($1,000 - $500 -$400) for those years, respectively.

If the Excess Earnings Credit is greater than zero, this amount is divided by a Single Premium to determine the amount of the increase to the benefit amount. The Single Premiums vary by issue age, policy duration, and gender, assuming a 3% investment return, and are guaranteed renewable. In the event of an inforce rate increase, the Single Premiums would change based on the same revised assumptions for the base policy. The Single Premiums were developed for the Standard risk class, Unisex, Single marital status and 90 day elimination period. The Single Premiums for the other risk and marital classes and elimination periods are calculated by using the same premium rate factors that we use for those classifications. Gender distinct tables are calculated by applying an additional factor to the unisex tables. For Females the factor is 1.10, and for Males the factor is 0.76***.*** The Unisex Single Premiums are included in the excel spreadsheet attached to this filing.

Benefit Increase = (Excess Earnings Credit) / (Single Premium)

If the Excess Earnings Credit is less than or equal to zero, we will not reduce the benefit amount by such decrease as mentioned; however, we will offset any such decrease when calculating future Excess Earnings Credits with the loss recouping mechanism mentioned above.

Buy-up Options

- Every third policy anniversary through age 75, we will offer policyholders the option to increase their benefits without underwriting, by purchasing additional coverage equal to 10% of the benefit amount that was in effect immediately prior to the policy anniversary.
- Premium increases for the Buy-up Option are based on attained age rates in effect on the option date.
- The Options will cease and not be made available if the insured was chronically ill at any time during the two year period prior to the option date or if benefits have ever been paid under the policy.
- For issue ages below 65, the Options will cease if the insured has declined two previous options. For issue ages 65 and above, the Options will cease if the insured declines any option.
- The Buy-up Options not available for policies with the Survivorship and Waiver of Premium Benefit Rider.

2. CPI Compound Inflation (Endorsement LTC-CPI/GIO 4/11)

The Long-Term Care Benefit and remaining Policy Limit will, on each policy anniversary, increase by the percentage change in the Consumer Price Index, Urban, All Items (CPI percentage). The CPI percentage will be measured over the 1 year period that ends three months prior to the month of the policy anniversary. If the CPI percentage is negative in a year, no reduction in current Long-Term Care benefit amounts or policy limits will occur, but it will offset future increases.

In addition, every 3 years an option to increase the Long-Term Care Benefit amount and remaining Policy Limit by a factor of 5% will be offered (this is referred to as the Guaranteed Increase Option). This increase will be in addition to the automatic CPI increases. The premium for any increase will be based on attained age. No additional underwriting will be required. The offer will not be available if the policyholder was chronically ill in the 2 years prior to the date of the offer, after the insured attains age 76 or if the policyholder has declined two previous options. The Guaranteed Increase Option is not available for policies with the Survivorship and Waiver of Premium Benefit Rider.

3. CPI Compound Inflation Through Age 75 (Endorsement LTC-CPI75GIO 4/11)

The Long-Term Care Benefit and remaining Policy Limit will, on each policy anniversary through age 75, increase by the percentage change in the Consumer Price Index, Urban, All Items (CPI percentage). This inflation option functions exactly like the “CPI Compound Inflation” option above with the exception that the automatic benefit increases end after age 75. The maximum issue age for this inflation option is age 70.

4. Annual 5% Compound Inflation (Endorsement LTC-5COMP 4/11)

The Long-Term Care benefit and remaining policy limit will increase 5% per year compounded.

In addition, we are filing a fifth inflation option that will not be available upon launch of this product but we may make available at a later date:

4. Annual 3% Compound Inflation (Endorsement LTC-3COMP 4/11)

The Long-Term Care benefit and remaining policy limit will increase 3% per year compounded.

Partner Discounts and Underwriting Factors
The following two paragraphs describe the partner discount available with this product and the underwriting factors for the different rate classes. The combination of these two items is limited to a 35% reduction from single life standard rates.

- *Spouse or Domestic Partner Discount*
  A Spouse or Domestic Partner discount of 30% is available for married couples, domestic partners (registered or filed as domestic partners or members of a civil union) of the same or opposite sex or family members of the same generation who have lived together for at least 3 years and if both individuals apply at the same time and are approved for coverage and accept the policies under the same policy form.

- *Underwriting Classes*
  A preferred class, standard class, and two sub-standard classes are available. Preferred Rates are 90% of standard rates and the substandard rates are 125% and 150% of standard rates.

Other Discounts

- *Sponsored Group Discount*
  For eligible employer, association, and other groups approved by us, a 5% discount will be applied to each policy. *Valued Clients* (existing Manulife and John Hancock life and annuity clients and their families) are one of the other groups approved by us.

- *Family Discount*
  If three or more members of an immediate family purchase the policy, a 5% discount applies. This discount is not available in combination with the Sponsored Group discount.

- *Loyalty Credit*
  If an insured has an existing John Hancock individual long-term care policy from a prior policy series inforce for more than three years and replaces that coverage with this policy, there will be a 5% credit applied to this policy.

Rider Charges

Nonforfeiture	6%
Survivorship and Waiver of Premium	9%
Waiver of Home Health Care EP	15%
Additional Cash Benefit	10%
Shared Care	2 yr BP: 26% 3 yr BP: 16% 4 yr BP: 11% 5 yr BP: 10% 6 yr BP: 8% 10 yr BP: 5%

Premium Modalization Rules

Semiannual:	.52 * Annual Premium
Quarterly:	.27 * Annual Premium
Monthly:	.09 * Annual Premium

These factors recover interest and premiums lost due to deferred payments and off anniversary lapses as compared to annual mode experience.

Contract Reserves

Active Life Reserves

Reserve Basis

- One-year Full Preliminary Term
- The assumptions used for reserves contain reasonable margins for adverse experience
- The net valuation premium for renewal years does not increase

Morbidity

- 107.5% (2.41% load for claim administration expenses and 5% margin for adverse experience) of the select and ultimate claim costs developed for this form and as described above in the pricing assumptions. No future morbidity improvements are assumed.

Interest

- 3.5% discount rate

Future benefit increases for the Benefit Builder option are projected assuming a 3.5% portfolio rate.

Mortality

- Gender specific 1994 Group Annuity mortality

Persistency

- Policy years 1-4: 80% of the lapse rate used in the calculation of gross premiums (as described above in the pricing assumptions)
- Policy years 5+: 100% of the voluntary lapse rate used in the calculation of gross premiums.

Claim Liability and Reserves

The claim reserves are calculated as the present value of future claim payments for claims that have been incurred, based on claim runoffs that reflect 95% of our pricing claim termination rates (for conservatism), discounted at 3.5% interest.

Premium Rate Schedules

The following pages contain the premium rate schedules to which the information in this actuarial memorandum applies. The premium rate schedule is not less than the premium rate schedule for existing similar policy forms with issue age rate schedules and comparable premium-paying periods also available except for reasonable differences attributable to benefits. Please note that rates for ages 80-90 are only available for the SharedCare guaranteed purchase option.

The Single Premium rates that are used to calculate the Benefit Builder Increases are in the Excel spreadsheet accompanying this form.

John Hancock Life Insurance Company
Individual Long-Term Care Policy Series LTC-12 DC

Long-Term Care Policy Series LTC - 12 DC
Single Female Standard Rates per $10 of Daily Coverage
90-Day EP

	CPI Compound Inflation						5% Compound Inflation						CPI Inflation to 75**						Benefit Builder						3% Compound Inflation					
	Benefit Period						Benefit Period						Benefit Period						Benefit Period						Benefit Period					
Age*	2	3	4	5	6	10	2	3	4	5	6	10	2	3	4	5	6	10	2	3	4	5	6	10	2	3	4	5	6	10
18-29	91	115	128	137	143	195	252	326	369	396	415	562	72	91	103	110	116	159	34	39	43	44	47	64	107	132	147	158	163	224
30	96	121	135	144	150	205	254	329	373	400	419	568	76	96	108	116	122	167	36	41	45	46	49	67	113	139	155	166	172	236
31	97	123	137	146	152	208	255	330	374	401	420	570	77	97	110	118	124	170	37	42	47	48	51	69	114	141	158	169	175	240
32	99	124	140	149	155	212	256	332	376	403	422	572	78	99	111	120	125	172	38	44	48	50	53	72	116	143	161	171	177	244
33	101	126	142	151	157	215	257	333	377	404	423	575	79	100	113	121	127	175	39	45	50	51	55	74	117	145	163	174	180	248
34	102	128	145	154	160	219	258	334	378	405	424	577	80	101	115	123	129	178	40	46	52	53	56	78	118	147	166	177	182	252
35	104	130	147	156	162	222	259	335	379	406	425	579	81	103	117	125	131	180	41	48	54	55	59	81	120	150	169	179	185	256
36	105	131	150	159	165	226	260	337	381	408	427	581	82	104	118	127	133	183	42	49	56	58	61	84	121	152	172	182	188	260
37	107	133	153	162	168	230	261	338	383	409	428	583	84	106	120	129	134	186	43	51	58	60	63	87	123	154	175	185	190	265
38	109	135	155	164	170	233	262	339	384	410	429	587	85	107	122	131	136	189	44	53	60	62	65	90	124	156	179	188	193	269
39	110	137	158	167	173	237	263	340	386	412	431	589	86	109	124	133	138	192	45	54	62	65	68	93	126	159	182	191	196	273
40	112	139	161	170	176	241	264	341	387	413	432	591	87	110	126	135	140	195	46	56	64	67	70	96	127	161	185	194	199	278
41	113	141	163	172	178	245	264	341	387	413	432	592	88	111	128	137	142	198	47	58	66	69	72	99	129	163	187	197	202	282
42	115	143	164	175	181	249	265	342	388	414	434	593	89	113	129	138	144	201	49	59	68	71	74	102	131	166	190	200	206	287
43	116	145	166	177	183	252	265	342	388	414	434	594	91	114	131	140	146	204	50	61	69	73	77	105	133	168	192	203	209	291
44	118	147	168	179	186	256	266	343	389	415	435	595	92	115	132	142	148	207	52	63	71	75	79	108	135	170	194	206	213	296
45	119	149	169	182	188	260	266	343	389	415	435	596	93	117	134	144	150	210	53	64	73	79	82	112	137	173	197	209	216	300
46	121	151	171	184	191	264	267	344	390	416	436	597	95	118	135	146	152	213	55	66	75	81	84	115	139	175	199	212	220	305
47	122	153	173	186	193	268	267	344	390	416	436	598	96	120	137	147	154	216	57	68	78	83	86	119	141	177	201	215	224	309
48	124	156	174	189	196	273	268	345	391	417	437	599	97	121	139	149	156	219	58	70	81	86	89	122	144	180	204	218	227	314
49	125	158	176	191	198	277	268	345	391	417	437	600	99	123	140	151	158	223	60	72	83	88	91	126	146	182	206	222	231	319
50	127	160	178	194	201	281	269	346	392	418	438	601	100	124	142	153	160	226	62	74	85	91	94	131	148	185	209	225	235	324
51	130	164	183	199	206	288	270	347	393	419	439	602	102	127	145	157	164	231	65	79	89	95	98	137	151	189	214	230	239	331
52	134	167	189	204	212	295	271	348	394	420	440	603	104	129	149	160	168	235	68	82	93	100	103	144	153	192	219	235	244	337
53	137	171	194	210	217	302	272	349	395	421	441	604	106	132	152	164	172	240	71	86	98	105	108	151	156	196	224	240	249	344
54	140	175	200	215	223	309	273	350	396	422	442	605	109	135	155	168	177	245	74	91	102	110	113	158	159	200	229	245	253	351
55	144	179	206	221	229	317	274	351	397	423	443	606	111	138	159	172	181	250	78	95	107	115	118	166	162	204	234	250	258	358
56	149	185	213	229	237	327	275	352	398	425	444	610	114	142	164	178	186	258	82	101	114	122	125	175	166	208	239	256	264	366
57	154	192	220	237	246	338	277	353	399	426	446	613	118	147	170	183	192	267	87	107	120	130	134	186	170	213	244	262	271	375
58	160	198	227	245	254	350	278	355	400	428	447	617	121	152	175	189	198	276	92	113	129	137	142	196	175	217	250	268	278	383
59	165	205	235	253	264	361	281	356	401	429	449	620	125	157	181	196	204	285	97	120	137	145	150	207	179	222	255	274	284	392
60	171	212	243	262	273	373	282	357	402	431	450	624	129	162	187	202	210	294	102	128	145	153	159	219	184	227	261	280	291	401
61	180	223	256	276	287	393	292	370	417	448	466	649	136	170	197	212	221	309	109	137	155	164	171	236	193	238	274	294	307	421
62	190	235	271	290	303	413	302	384	434	464	483	673	143	178	207	223	233	324	117	147	166	177	184	253	202	250	289	309	322	442
63	201	247	286	306	319	435	313	398	450	481	502	699	151	187	218	234	245	340	126	158	179	191	198	271	212	263	304	325	339	464
64	211	260	301	322	335	458	324	412	467	500	520	726	159	196	230	246	258	357	136	169	192	205	212	292	223	276	320	342	357	488
65	223	274	318	339	353	482	337	427	486	518	540	754	167	206	242	259	272	375	146	182	206	220	228	313	234	290	337	359	375	512
66	236	292	337	361	377	515	351	447	507	544	570	783	177	220	256	276	290	401	156	196	222	239	248	341	248	310	357	382	400	547
67	250	312	356	384	402	551	366	467	528	571	602	814	188	235	271	293	310	428	167	211	240	258	269	371	264	330	378	407	427	585
68	265	332	377	409	430	589	381	489	552	599	635	847	200	250	286	312	330	458	179	227	259	279	293	404	280	353	400	433	456	626
69	281	354	399	435	459	630	398	510	575	628	670	879	212	267	303	332	352	489	192	246	279	303	317	441	298	377	423	461	486	669
70	298	378	422	463	490	674	414	533	601	660	708	914	225	285	320	353	376	523	205	265	302	328	345	479	316	402	448	491	519	715
71	318	403	457	504	534	722	447	566	646	710	761	977	241	310	350	386	411	564	228	295	336	368	390	530	338	429	488	539	571	769
72	340	430	495	549	583	774	482	600	695	763	819	1046	257	335	379	418	446	605	251	323	369	407	436	580	360	457	529	588	623	823
73	363	459	536	598	636	830	521	635	747	820	881	1118	273	359	409	451	482	646	274	353	404	447	480	631	383	484	569	636	676	878
74	388	489	581	651	693	890	562	674	803	881	948	1195	289	384	438	483	517	687	297	381	438	486	526	681	405	512	610	685	728	932
75	414	522	629	709	756	954	607	715	863	948	1019	1279	305	409	468	516	552	728	320	411	471	525	571	732	427	539	650	733	780	986
76	453	571	684	768	818	1039	645	782	945	1042	1118	1399							353	454	520	577	627	796	467	589	706	793	844	1073
77	495	624	743	831	885	1131	685	856	1034	1146	1225	1532							389	502	573	635	690	864	511	644	767	858	913	1167
78	541	682	808	900	958	1232	727	936	1132	1261	1344	1676							427	554	632	699	758	938	559	704	833	928	987	1270
79	592	746	878	975	1036	1341	773	1025	1239	1386	1474	1834							471	612	698	768	833	1019	611	769	905	1004	1068	1382
80	972						1217												773						1003					
81	1039						1289												834						1072					
82	1111						1366												900						1145					
83	1187						1448												972						1224					
84	1268						1535												1048						1310					
85	1355						1627												1130						1399					
86	1431						1725												1205						1476					
87	1511						1833												1283						1559					
88	1595						1948												1367						1644					
89	1684						2071												1458						1736					
90	1777						2201												1553						1832					

*Ages 80-90 only available for the Shared Care guaranteed option

**CPI Inflation to 75: ages 71-75 only available for Guaranteed Increase Option

John Hancock Life Insurance Company
Individual Long-Term Care Policy Series LTC-12 DC

Long-Term Care Policy Series LTC - 12 DC
Single Male Standard Rates per $10 of Daily Coverage
90-Day EP

	CPI Compound Inflation						5% Compound Inflation						CPI Inflation to 75**						Benefit Builder						3% Compound Inflation					
	Benefit Period						Benefit Period						Benefit Period						Benefit Period						Benefit Period					
Age*	2	3	4	5	6	10	2	3	4	5	6	10	2	3	4	5	6	10	2	3	4	5	6	10	2	3	4	5	6	10
18-29	62	74	81	84	86	122	175	209	227	240	246	347	52	63	68	72	75	106	27	30	32	33	34	46	72	85	92	96	99	140
30	65	78	85	88	91	128	177	212	230	242	249	351	55	66	72	76	79	112	28	31	33	34	35	48	76	89	97	101	104	147
31	66	79	86	89	92	130	177	212	231	243	250	352	56	67	73	77	80	114	29	32	34	35	36	50	77	90	99	103	106	149
32	67	80	88	91	94	132	178	213	231	243	250	353	56	68	74	78	81	115	29	33	35	36	37	51	78	92	101	104	107	152
33	68	81	90	93	95	134	178	213	232	244	251	354	57	69	75	79	82	117	30	34	37	38	39	53	79	93	102	106	109	154
34	69	82	91	94	97	136	179	214	232	244	251	355	58	69	77	81	83	119	31	35	38	39	40	55	80	94	104	108	111	157
35	70	83	93	96	98	138	179	214	233	245	252	356	58	70	78	82	84	121	32	36	39	40	41	57	81	96	106	110	113	159
36	71	84	94	97	100	140	180	215	234	246	253	358	59	71	79	83	85	122	33	37	41	42	43	59	82	97	108	111	114	162
37	73	86	96	99	101	142	180	215	234	246	253	360	60	72	80	84	87	124	33	38	42	43	44	61	83	99	110	113	116	164
38	74	87	98	101	103	145	181	216	235	248	254	361	61	73	81	85	88	126	34	40	44	45	46	63	84	100	112	115	118	167
39	75	88	99	102	104	147	181	216	235	248	254	362	61	74	83	87	89	128	35	41	45	46	47	66	85	102	114	117	120	169
40	76	89	101	104	106	149	183	217	236	249	255	363	62	75	84	88	90	130	36	42	47	48	49	68	86	103	116	119	122	172
41	77	90	101	105	107	151	183	217	236	249	255	364	63	76	84	89	91	131	37	43	48	49	50	70	87	104	117	120	123	174
42	77	91	102	106	108	152	184	218	237	250	256	366	63	76	85	89	91	132	38	44	49	50	51	71	88	105	118	121	124	176
43	78	92	102	106	109	154	184	218	237	250	256	367	64	77	85	90	92	133	38	45	50	51	52	73	89	106	118	122	126	178
44	79	92	103	107	110	156	185	220	239	251	258	370	65	77	86	90	93	135	39	46	51	52	53	74	90	107	119	123	127	180
45	79	93	103	108	111	157	185	220	239	251	258	371	65	78	86	91	93	136	40	47	52	53	55	77	91	108	120	124	128	182
46	80	94	103	109	112	159	186	221	240	252	259	373	66	79	87	92	94	137	41	48	53	54	56	79	92	109	121	125	130	184
47	81	95	104	110	113	161	186	221	240	252	259	374	67	79	87	92	95	138	42	49	54	55	57	80	93	111	122	127	131	186
48	82	96	104	110	113	162	187	222	241	253	260	376	68	80	88	93	96	140	43	51	55	57	59	82	94	112	122	128	132	188
49	82	97	105	111	114	164	187	222	241	253	260	377	68	80	88	93	96	141	44	52	56	58	60	84	95	113	123	129	134	190
50	83	98	105	112	115	166	188	223	242	254	261	380	69	81	89	94	97	142	45	53	57	59	61	86	96	114	124	130	135	192
51	85	100	108	115	118	170	189	224	243	255	262	381	71	83	91	96	99	145	47	55	60	62	64	90	98	116	127	133	138	196
52	87	103	111	118	121	174	190	225	244	256	263	382	72	84	94	99	102	148	49	58	62	64	66	94	100	118	130	136	140	199
53	89	105	115	121	124	178	192	226	245	258	264	383	74	86	96	101	105	151	51	60	65	67	69	99	102	120	133	139	143	203
54	92	107	118	125	129	183	193	227	246	259	265	384	75	88	98	103	107	154	54	62	68	70	72	103	104	123	136	142	145	207
55	94	110	122	128	131	187	194	228	248	260	267	385	77	90	101	106	110	157	56	65	71	73	75	108	106	125	139	145	148	211
56	98	114	126	133	136	193	195	230	249	261	268	386	79	93	105	110	114	162	59	69	75	78	80	114	109	128	142	149	152	216
57	101	118	131	137	141	200	196	231	250	262	269	388	82	96	108	114	117	168	62	73	81	83	85	120	112	131	146	152	156	221
58	105	123	135	142	146	207	197	232	251	263	270	389	85	100	112	118	121	174	66	78	86	88	90	128	115	134	149	156	160	227
59	109	127	140	148	151	214	198	233	252	264	271	390	87	103	116	122	125	180	69	83	91	93	95	135	118	138	152	160	164	232
60	113	132	145	153	157	221	199	234	253	265	272	391	90	107	120	126	129	186	73	88	97	99	101	142	121	141	156	164	168	238
61	120	139	154	162	166	234	207	244	264	277	283	408	95	113	127	133	136	196	80	95	104	106	109	153	128	149	165	173	177	251
62	127	147	163	171	175	247	215	254	276	288	295	426	101	119	134	140	144	207	86	102	111	114	117	164	135	157	174	183	187	265
63	135	156	173	181	185	261	224	264	287	299	306	445	106	125	142	148	152	218	93	109	119	123	126	176	143	165	184	193	198	279
64	143	165	184	192	196	276	233	276	299	311	318	464	113	132	150	156	161	230	100	117	129	133	136	191	151	174	195	204	208	294
65	152	174	195	203	207	292	242	287	312	324	330	484	119	139	159	165	170	243	108	126	138	143	146	205	160	184	206	215	220	310
66	162	187	207	217	223	315	254	302	328	343	353	505	127	149	169	177	183	262	116	137	149	155	159	224	171	198	219	230	237	334
67	172	200	221	233	239	339	267	318	345	363	377	526	135	160	179	189	196	282	124	149	161	169	174	246	182	213	234	247	254	360
68	183	215	235	249	258	365	279	335	362	384	402	550	144	172	189	202	211	304	134	161	174	185	190	269	194	229	249	264	273	388
69	195	231	250	267	277	394	292	353	380	407	430	573	154	184	201	217	227	327	143	174	190	201	207	295	207	246	265	283	294	418
70	208	248	266	286	298	424	307	372	399	430	459	598	164	198	213	232	244	352	153	189	205	218	226	323	221	264	282	303	316	450
71	224	266	292	317	331	458	338	401	438	473	505	650	178	218	236	256	270	378	171	212	231	249	262	360	239	285	313	341	357	489
72	241	286	321	351	368	495	373	433	480	519	556	706	192	238	259	280	295	404	191	235	256	278	298	398	257	305	344	379	398	528
73	259	308	352	389	409	535	412	467	528	570	612	766	207	258	283	303	321	430	209	258	282	309	335	435	274	326	376	418	440	568
74	279	330	386	431	455	578	454	504	579	626	673	832	221	278	306	327	346	456	228	281	307	339	370	472	292	346	407	456	481	607
75	300	355	424	478	506	625	501	544	635	688	740	904	235	298	329	351	372	482	247	304	333	369	406	509	310	367	438	494	522	646
76	335	397	471	530	561	697	547	607	693	741	787	1002							276	343	374	415	457	559	346	410	486	547	579	719
77	373	443	523	587	623	776	597	676	756	801	839	1112							309	387	422	466	514	614	386	457	540	605	643	801
78	417	495	581	650	691	865	652	755	825	864	893	1233							346	437	475	524	579	674	430	511	600	670	713	892
79	465	553	646	720	767	964	712	841	900	932	950	1368							388	493	536	589	652	741	480	570	666	742	791	993
80	764						1121												636						788					
81	816						1187												686						842					
82	872						1259												740						899					
83	933						1335												800						962					
84	996						1415												862						1029					
85	1065						1499												930						1099					
86	1124						1588												990						1159					
87	1187						1689												1056						1225					
88	1253						1795												1125						1291					
89	1323						1907												1200						1364					
90	1396						2028												1277						1439					

*Ages 80-90 only available for the Shared Care guaranteed option

**CPI Inflation to 75: ages 71-75 only available for Guaranteed Increase Option

Supporting Document Schedules

Satisfied - Item:	Actuarial Justification
Comments:	The actuarial memorandum has been attached to the Rate/Rule Schedule tab.
Attachment(s):	
Item Status:	
Status Date:	

Satisfied - Item:	Cover Letter
Comments:	
Attachment(s):	LTC-12 DC GD Cover_letter rates.pdf
Item Status:	
Status Date:	

Satisfied - Item:	Life and Health Transmittal
Comments:	
Attachment(s):	industry_rates_lh_trans_DC.pdf
Item Status:	
Status Date:	

Satisfied - Item:	Response letter to your 4/19/13 objection
Comments:	
Attachment(s):	DC_Response to 4-19-13 Objection .pdf DC_Illustration Tables for 4-19-13 Objection.xls
Item Status:	
Status Date:	

Satisfied - Item:	Highlighted version of GD LTC-12 Actuarial Memroandum
Comments:	As a result of the forms review filing, language was revised on page 17 under the Spouse or Domestic Parnter Discount. For your convenience we have provided a highlighted versiion to show the change.
Attachment(s):	Highlighted DC LTC-12 GD Actuarial Memorandum Revised 02.26.13.pdf
Item Status:	

State:	District of Columbia	**Filing Company:**	John Hancock Life Insurance Company (USA)
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	CCIII - BB - GD 2012		
Project Name/Number:	CCIII -BB- GD 2012/CCIII - BB-GD 2012		

Status Date:	

State:	District of Columbia	**Filing Company:**	John Hancock Life Insurance Company (USA)
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	CCIII - BB - GD 2012		
Project Name/Number:	CCIII -BB- GD 2012/CCIII - BB-GD 2012		

Attachment DC_Illustration Tables for 4-19-13 Objection.xls is not a PDF document and cannot be reproduced here.

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

John Hancock Place
Post Office Box 111 B-6-6
Boston, Massachusetts 02117
1-888-877-9075
Direct: (617) 572-0281
Fax: (617) 450-8198
Email: phamlett@jhancock.com

Pat Hamlett
Contract Consultant
LTC Contracts and Legislative Services

January 30, 2013

Commissioner Gennet Purcell
District of Columbia Department of Insurance, Securities and Banking
Attn: Health Form Filings
810 1st Street, N.E., Suite 701
Washington, DC 20002

Re: John Hancock Life Insurance Company (U.S.A.)
Company NAIC # 65838, FEIN # 01-0233346
Individual Long-Term Care Insurance Submission
Actuarial Memo for Policy Form LTC-12 DC

(Related Forms Filing SERFF # MULF-128871366)

Dear Commissioner Purcell:

We enclose the above referenced actuarial memo for your review and approval. This memo, and rate schedules are new and do not replace our existing product LTC-11 DC. For the time being we will continue to market our LTC-11 DC product globally, once our gender distinct rates and product are approved and implemented we intend to limit the availability of this product to the employer space. If there is any change in the target market we will inform you prior.

Rates

We are submitting gender specific rates for this long-term care product, Custom Care III (CCIII) featuring Benefit Builder, to reflect the differences in our morbidity, mortality, and lapse experience between males and females. The benefit design, product and rider features remain the same as those included in the LTC-11 DC filed with and approved by your department on 1/25/2013, SERFF # MULF-128206506.

The following items are included in this submission:

- the submission letter.
- all required certifications.

Thank you for your time and consideration in this matter. Please feel free to contact me with any questions.

Sincerely,

Pat Hamlett

Pat Hamlett

Life, Accident & Health, Annuity, Credit Transmittal Document

1.	Prepared for the State of	District of Columbia

2.	Department Use Only
	State Tracking ID

3.	Insurer Name & Address	Domicile	Insurer License Type	NAIC Group #	NAIC #	FEIN #	State #
	John Hancock Life Insurance Company (U.S.A.) P. O. Box 111 Boston, MA 02116	MI	Life & Health	904	65838	01-0233346	

4. Contact Name & Address	Telephone #	Fax #	E-mail Address
Pat Hamlett 200 Berkeley Street, B-6-06 Boston, MA 02116	617-572-0114	617-421-4099	phamlett@jhancock.com

5.	Requested Filing Mode	X Review & Approval ☐ File & Use ☐ Informational ☐ Combination (please explain): ____ ☐ Other (please explain): ____

6.	Company Tracking Number	SERFF Filing # MULF-128871589	
7.	X New Submission	☐ Resubmission	Previous file # ____
8.	Market	X Individual ☐ Franchise	
		Group	☐ Small ☐ Large ☐ Small and Large ☐ Employer ☐ Association ☐ Blanket ☐ Discretionary ☐ Trust ☐ Other: ____
9.	Type of Insurance	LTC03I.Individual Long Term Care	
10.	Product Coding Matrix Filing Code	LTC03I.001 Qualified	
11.	Submitted Documents	☐ **FORMS** ☐ Policy ☐ Outline of Coverage ☐ Certificate ☐ Application/Enrollment ☐ Rider/Endorsement ☐ Advertising ☐ Schedule of Benefits ☐ Other **Rates** ☑ New Rate ☐ Revised Rate ☐ **FILING OTHER THAN FORM OR RATE:** Please explain: ____ **SUPPORTING DOCUMENTATION** ☐ Articles of Incorporation ☐ Third Party Authorization ☐ Association Bylaws ☐ Trust Agreements ☐ Statement of Variability ☑ Certifications ☑ Actuarial Memorandum ☐ Other____	

12.	**Filing Submission Date**	**1/30/2013**
13	**Filing Fee (If required)**	Amount NA Check Date NA Retaliatory ☐ Yes ☐No Check Number NA
14.	**Date of Domiciliary Approval**	**Compact version is pending approval with the Insurance Interstate Compact, of which Michigan is a member. Filing submitted in all states.**
15.	**Filing Description:** (Related Forms SERFF Filing Reference MULF-128871366)	

We enclose the above referenced actuarial memo for your review and approval. This memo, and rate schedules are new and do not replace our existing product LTC-11 DC. For the time being we will continue to market our LTC-11 DC product globally, once our gender distinct rates and product are approved and implemented we intend to limit the availability of this product to the employer space. If there is any change in the target market we will inform you prior.

Rates

We are submitting gender specific rates for this long-term care product, Custom Care III (CCIII) featuring Benefit Builder, to reflect the differences in our morbidity, mortality, and lapse experience between males and females. The benefit design, product and rider features remain the same as those included in the LTC-11 DC filed with and approved by your department on 1/25/2013, SERFF # MULf-128206506..

The following items are included in this submission:

- the submission letter.
- all required certifications.

Thank you for your time and consideration in this matter. Please feel free to contact me with any questions.

16.	Certification (If required)

I HEREBY CERTIFY that I have reviewed the applicable filing requirements for this filing, and the filing complies with all applicable statutory and regulatory provisions for the state of **District of Columbia**.

Print Name **Pat Hamlett** Title **Contract Consultant**

Signature *Pat Hamlett* Date: **January 30, 2013**

LHTD-1, Page 2 of 2

17.	**Form Filing Attachment**
This filing transmittal is part of company tracking number	
This filing corresponds to rate filing company tracking number	

	Document Name **Description**	**Form Number**		**Replaced Form Number** **Previous State Filing Number**
01			☑ Initial ☐ Revised ☐ Other ____________	N/A
02			☑ Initial ☐ Revised ☐ Other ____________	
03			☑ Initial ☐ Revised ☐ Other ____________	
04			☑ Initial ☐ Revised ☐ Other ____________	
05			☑ Initial ☐ Revised ☐ Other ____________	
06			☑ Initial ☐ Revised ☐ Other ____________	
07			☑ Initial ☐ Revised ☐ Other ____________	
08			☑ Initial ☐ Revised ☐ Other ____________	
09			☑ Initial ☐ Revised ☐ Other ____________	
10			☑ Initial ☐ Revised ☐ Other ____________	
11			☑ Initial ☐ Revised ☐ Other ____________	
12			☑ Initial ☐ Revised ☐ Other ____________	

18.	Rate Filing Attachment			
This filing transmittal is part of company tracking number				
This filing corresponds to form filing company tracking number			MULF-128871366	
Overall percentage rate indication (when applicable)				
Overall percentage rate impact for this filing			%	
	Document Name **Description**	**Affected Form Numbers**		**Previous State Filing Number**
01	Actuarial Memorandum	LTC-12 DC	☑ New ☐ Revised Request +____% -____% ☐ Other ___________	
02			☐ New ☐ Revised Request +____% -____% ☐ Other ___________	
03			☐ New ☐ Revised Request +____% -____% ☐ Other ___________	
04			☐ New ☐ Revised Request +____% -____% ☐ Other ___________	
05			☐ New ☐ Revised Request +____% -____% ☐ Other ___________	
06			☐ New ☐ Revised Request +____% -____% ☐ Other ___________	
07			☐ New ☐ Revised Request +____% -____% ☐ Other ___________	
08			☐ New ☐ Revised Request +____% -____% ☐ Other ___________	
09			☐ New ☐ Revised Request +____% -____% ☐ Other ___________	
10			☐ New ☐ Revised Request +____% -____% ☐ Other ___________	

LH RFA-1

John Hancock Financial Services

John Hancock Insurance
200 Berkeley Street
Boston, Massachusetts 02116

May 8, 2013

Mr. Efren Tanhehco

RE: JOHN HANCOCK LIFE INSURANCE COMPANY (U.S.A.)
FORM NUMBER(S): LTC-12 DC
SERFF TRACKING NUMBER: MULF-128871589

Dear Mr. Tanhehco:

Thank you for your letter dated April 19th. We appreciate the time taken to review this filing. For your convenience, we are restating your questions below with our responses following thereafter.

1. <u>Since this is the `next-generation' product of the previous LTC-11 DC product --- pls. illustrate / & compare the premium rates/ mortality/ morbidit/ target LT loss ratio/ & lapse assumptions used for each.</u>

   Illustrations for premium rates can be found in attachment 'DC_Illustration Tables for 4-19-13 Objection.xlsx'. The exhibit details the LTC-12 DC Gender Distinct product versus the LTC-11 DC Unisex product for Benefit Builder, CPI, CPI to 75, and 5% Compound inflation types.

   Base assumptions for mortality, morbidity, and lapse have not changed from the previous LTC-11 DC product; however, the LTC-12 DC product differs as it includes adjustments to split out our experience by gender and marital status. Please refer to pages 10 and 11 of the 'DC LTC-12 GD Actuarial Memorandum' to see how these adjustment factors are applied by duration. Additionally, illustrations have been included in the attachment referenced above to detail to how these multipliers affect a 60 year old over each gender/marital split.

   We have not provided illustrations for Target LT Loss Ratio. As noted in our January 4th, 2013 response to your December 19th, 2012 objection (SERFF #MULF-128206506), loss ratio does not apply as this filing was issued *after* June 16th, 2006. For ease of review and reference, the applicable section of DC Regulation '26 DCMR 2630' and '26 DCMR 2619' have been recited below:

   "26 DCMR 2630
   Loss ratio
   2630.1 This section shall apply to all long-term care insurance policies or certificates **except those covered under sections 2619 and 2631**."

   "26 DCMR 2619
   Initial filing requirements
   Former Citations 26 DCMR 2606
   2619.1 The requirements of this section shall apply to a long-term care insurance policy issued in the District of Columbia on or **after June 16, 2006**."

Please do not hesitate to contact us if you have any additional questions.

Thank you for your consideration.

Sincerely,

Camilo F. Echanique, FSA, MAAA
Associate Actuary
Product & Risk Management

John Hancock Life Insurance Company (U.S.A.)
Individual Long-Term Care Policy Series LTC-12 DC
Actuarial Memorandum and Initial Rate Filing Certification

District of Columbia

Scope & Purpose

This memorandum consists of materials which support the development of premium rates for new business under the Long-Term Care Policy Series LTC-12 DC and all associated riders. The purpose of this memorandum is to allow the rate filing to be reviewed by regulatory authorities to determine that benefits are reasonable in relation to the premiums charged.

Attached are the premium rate schedules to be used for new sales of the policy forms as specified therein.

Actuarial Certification

I, David Plumb, am an Actuary of John Hancock and a member of the American Academy of Actuaries. I meet the Academy's qualification standards for rendering this opinion and am familiar with the requirements for filing long-term care insurance premiums.

I hereby certify that to the best of my knowledge and judgment:

(a) The initial premium rate schedule is sufficient to cover anticipated costs under moderately adverse experience and the premium rate schedules are reasonably expected to be sustainable over the life of the forms with no future premium increases anticipated.
(b) Policy design and coverage provided have been reviewed and taken into consideration.
(c) Underwriting and claims adjudication processes have been reviewed and taken into consideration.
(d) With respect to contract reserves and their relation to gross premiums:
   (i) The assumptions used for reserves contain reasonable margins for adverse experience.
   (ii) The net valuation premium for renewal years does not increase.
   (iii) The difference between gross premium and the net valuation premium for renewal years is sufficient to cover expected renewal expenses.
   (iv) The reserve morbidity assumptions used do not include any provision for morbidity improvement.
(e) The premium rate schedule is not less than the premium rate schedule for existing similar policy forms with issue age rate schedules and comparable premium-paying periods also available except for reasonable differences attributable to benefits.
(f) This entire rate filing is in compliance with the applicable laws and regulations of this state.
(g) The rates are reasonable in relation to the benefits provided and are not excessive, inadequate, nor unfairly discriminatory.
(h) I have provided a complete description of the basis for contract reserves anticipated to be held under the filed policy form.

In forming my opinion, I have used actuarial assumptions and actuarial methods and such tests of actuarial calculations as I considered necessary.

David Plumb

David Plumb, FSA, MAAA
Vice President

February 26, 2013
Date

Description of Benefits

Policy Series LTC-12 DC

This is an individual Long-Term care policy that pays benefits on a monthly or daily basis depending on the insured's selection. The following covered care or services are provided to the insured:

- Confinement in a Nursing Home or Assisted Living Facility for room, board and care services
- Home Health Care; Hospice Care*; or
- Attendance at an Adult Day Care Center providing Adult Day Care

It is intended to be a Qualified Long-Term Care Insurance contract under the Federal Internal Revenue Code.

* Hospice Care benefits that are not reimbursable under Medicare can be paid before the satisfaction of the Elimination Period.

Benefit eligibility is determined based on the insured's cognitive impairment or their requiring substantial assistance to perform two out of six activities of daily living (ADLs) of bathing, dressing, eating, toileting, transferring and maintaining continence. The insured must be certified to be chronically ill by a licensed health care practitioner.

Long-Term Care Benefits are paid at 100% of the actual charges up to the Long-Term Care benefit amount for Nursing Home, Assisted Living Facility or home health care benefits after the elimination period. Benefits are payable until the policy limit is reached. Benefits are coordinated with Medicare. In the event a home health agency is not available within a 40-mile radius of the insured's home, we will pay actual charges incurred for an independent home care provider up to 75% of the Long-Term Care benefit amount.

In addition, if a stay in a Nursing Home or Assisted Living Facility is interrupted for any reason a bedhold benefit is payable under this Policy. These bed hold days will be counted as part of the Long-Term Care Benefit amount, but are limited to 60 days per calendar year.

Any unused portion of the Long -Term Care Benefit will remain in the Policy Limit. Any benefit paid under this provision will reduce the Policy Limit.

Benefits will be reduced by any payments made under another John Hancock individual long term care insurance policy for the same eligible expenses. The reduction will be made only when the total benefits payable among all John Hancock individual policies would result in a payment that exceeds the eligible expenses. If multiple policies are owned, the one with the earlier effective date will pay first.

Benefit features included in the policy are as follows:

Double Coverage for Accident Benefit (form LTC-DAB 4/11) If the insured is approved for this benefit it will automatically be included in the policy at no additional cost. This benefit provides that if Long-Term Care services are required due to an accidental injury prior to the insured's 65th birthday, we will reimburse eligible expenses up to two times the monthly or daily benefit for the duration of the claim. Any reimbursements made in excess of the monthly or daily benefit will not be deducted from the policy limit.

Return of Premium Upon Death Benefit Upon the insured's death prior to their 65th birthday, we will refund to their beneficiary an amount equal to the sum of premiums paid under the policy less any benefits paid under the policy.

Care Advisory Services Benefit Care Advisory Services provides for an assessment, at the option of the insured, of the need for health care and related services, the development of recommendations that are consistent with that assessment, the coordination of the delivery of such care and services, and the monitoring of the delivery of such care and services. If the policy provides Monthly Benefits this benefit is limited to 1/3 of the Long-Term Care Monthly Benefit per calendar year. If the policy provides Daily Benefits this benefit is limited to 10 times the Long-Term Care Daily Benefit per calendar year. The insured must be benefit eligible but does not have to satisfy the elimination period in order to receive this benefit. Benefits paid are not counted towards the Policy Limit.

Additional Stay at Home Benefit can be used to pay for a variety of long-term care expenses for an insured who is living in their home. This benefit is not subject to the elimination period. These services include: home modifications; emergency medical response systems; durable medical equipment; caregiver training; a home safety check; and a provider care check.

Eligibility for the benefit is met if the insured is a chronically ill individual and the benefits are provided pursuant to a plan of care approved by a Licensed Care Practitioner.

Any unused portion of this benefit amount may be used for future Additional Stay at Home Services. Benefits paid under the Additional Stay at Home Benefit will not reduce the Policy Limit. Benefits under the Long-Term Care Benefit and/or Care Advisory Services Benefit can still be received while receiving benefits under the Additional Stay at Home Benefit.

If the policy provides Monthly Benefits, the Stay at Home Benefit has a separate lifetime pool equal to 1 times the Long-Term Care Monthly Benefit. If the policy provides Daily Benefits, the separate lifetime pool will equal 30 times the Long-Term Care Daily Benefit.

Waiver of Premium allows premiums to be waived after the insured has met the elimination period and is receiving benefits and will continue to be waived until the insured stops receiving such benefits or the policy limit is reached. The premium will not be waived; however, if benefits are only being received under the Additional Stay at Home benefit or Care Advisory Services Benefit.

International Coverage Benefit we will pay actual charges incurred for covered Long-Term Care Services received outside of the United States for up to one year. No benefits are payable under the Additional Stay at Home Benefit, Care Advisory Services Benefit or for Independent Care Providers under the International Coverage Benefit.

Alternate Services Benefit provides coverage for alternate LTC services not currently covered in the policy so long as we agree that the services are necessary and they are a less costly alternative to care that is covered and would otherwise be received.

Contingent Nonforfeiture Benefit (Form LTC-CNF 4/11)

For Policies where the optional Nonforfeiture Benefit is not elected, the contingent nonforfeiture benefit is available as policy protection in the event a policy lapses due to a premium rate increase.

It is available for a period of 120 days after the insured is informed of a rate increase that exceeds a certain threshold. The threshold is as follows:

Issue Age	% Increase Over Initial Premium	Issue Age	% Increase Over Initial Premium	Issue Age	% Increase Over Initial Premium
29 and under	200%	66	48%	79	22%
30-34	190%	67	46%	80	20%
35-39	170%	68	44%	81	19%
40-44	150%	69	42%	82	18%
45-49	130%	70	40%	83	17%
50-54	110%	71	38%	84	16%
55-59	90%	72	36%	85	15%
60	70%	73	34%	86	14%
61	66%	74	32%	87	13%
62	62%	75	30%	88	12%
63	58%	76	28%	89	11%
64	54%	77	26%	90 and over	10%
65	50%	78	24%		

If the insured elects contingent nonforfeiture and the policy provides Monthly Benefits, the policy becomes paid-up with the new policy limit equal to the total premiums paid. In no event, however, will the new policy limit be less that the Long-Term Care Monthly Benefit at the time of lapse.

If the insured elects contingent nonforfeiture and the policy provides Daily Benefits, the policy becomes paid-up with the new policy limit equal to the total premiums paid. In no event, however, will the new policy limit be less than thirty (30) times the Long-Term Care Daily Benefit at the time of lapse.

If the insured does not elect contingent nonforfeiture, they may elect instead to reduce their benefits. If they elect to decrease their current Policy benefits, they may:

- eliminate any optional riders for which a premium is charged; or
- reduce the Long-Term Care Monthly Benefit in $100 increments, if the policy provides Monthly Benefits
- reduce the Long-Term Care Daily Benefit in $10 increments, if the policy provides Daily Benefits

Optional Benefits:

Nonforfeiture Benefit Rider (Form LTC-NONF 7/12)

A nonforfeiture benefit is available to each applicant as a policy option. The benefit provides a means whereby the insured could stop paying premium and still keep coverage.

If an insured stops paying premium on a policy with this benefit after it has been inforce for three full years, a revised policy limit will be maintained on the policy thereafter and no further premium will be due.

The new policy limit equals the sum of all premiums paid on the policy prior to lapse.

If greater, the new policy limit will equal one times the Long-Term Care Monthly Benefit for policies providing Monthly Benefits or 30 times the Long-Term Care Daily Benefit for policies providing Daily Benefits. The benefit in effect on the date of lapse will remain the benefit for the policy. No additional inflation increases will be applied to either the benefit or the new policy limit once the insured lapses the policy and assumes the nonforfeiture benefit.

The cost for this nonforfeiture benefit is 6% of the base plan rate.

Shared Care Benefit Rider (Form LTC-SHC DC 4/11)

The SharedCare Benefit rider allows partners to access the available benefits under each other's policies once one partner's policy limit has been exhausted. Both partner s must add identical SharedCare Benefit Riders to their policy and have named each other as their partner in the application or enrollment form for this rider. Partners include policyholders who are married or have lived with a family member of the same generation or partner of the same or opposite sex for at least 3 years.

The policy limit of each policy is available to either or both partners until the total amount of the two limits is exhausted.

If one of the partners dies, the surviving partner will retain the combined policy limit in effect prior to the death, and the SharedCare rider premium ceases.

In the event that the one partner exhausts the other's policy benefits, the other partner may elect to purchase an additional 2 year benefit period without evidence of insurability within 60 days after exhausting benefits providing they have not been chronically ill in the prior 2 years and they are less than age 91.

With the nonforfeiture rider, the premiums paid count towards determination of the shortened benefit period, but the SharedCare rider terminates upon lapse.

Rates for the Shared Care Benefit are determined by multiplying the base rate for the plan by a factor that depends on the benefit period chosen.

Benefit Period	Shared Care Rate Factor
2 years:	26%
3 years:	16%

4 years:	11%
5 years:	10%
6 years:	8%
10 years:	5%

Survivorship & Waiver of Premium Benefit Rider (Form LTC-SURV DC 4/11)

The Survivorship & Waiver of Premium Benefit rider provides that the policyholder's premiums will be waived in the event their partner dies or goes on claim after both policies have been inforce for at least 10 years and no claims were payable in the first 10 years. We define partner as being a spouse, a family member of the same generation living together for three years or a domestic partner living together for three years. Payments resume if the partner's premiums are no longer waived or the partner's policy terminates.

If insured's premium has been paid for a period for which premiums are waived under this Rider, premiums will be refunded for such period. Premiums will not be waived for any benefits the insured may purchase in the future due to operation of this rider.

If this rider is selected, GIO offers within the CPI inflation options and Buy-up Offers within the Benefit Builder option will not be offered.

The cost for this benefit is 9% of the base plan rate.

Waiver of Home Health Care Elimination Period Rider (Form LTC–WEP 7/12)

The Waiver of Home Health Care Elimination Period benefit waives the requirement to satisfy the Elimination Period if an insured is receiving Home Health Care or Adult Day Care. The Elimination Period must still be satisfied before benefits are payable under Long-Term Care Benefit for confinement in a Nursing Home or an Assisted Living Facility. In addition, the elimination period must be satisfied before premiums are waived under the Waiver of Premium provision. However, days which the Home Health Care Elimination Period is waived will count toward meeting the facility Elimination Period.

This benefit does not apply to the International Coverage Benefit. This rider is not available with the 180 or 365 day Elimination Periods.

The cost of this rider is 15% of the base plan rate.

Additional Cash Benefit Rider (Form LTC–ACB 4/11)

The Additional Cash Benefit Rider provides a monthly cash indemnity benefit that is equal to 15% of the Monthly Long-Term Care Benefit or 4.5 times the Long-Term Care Daily Benefit. This indemnity benefit is in addition to the monthly or daily benefits already provided. In order to qualify for this benefit an insured must be chronically ill, have met the Elimination Period, have not been confined in a Nursing Home or Assisted Living Facility and have received Home Health Care at least one day during the calendar month. The rider ends on the date the Policy Limit has been exhausted.

The cost of this rider is 10% of the base plan rate.

Review of Policy Design, Coverage, Underwriting and Claims Adjudication

The actuary signing this memorandum was involved in the development of the policy design and coverage and has taken these benefits and their associated risks into account in the pricing of this product. The actuary has also signed off on the policy form associated with this filing. We will continue existing underwriting and claims adjudication processes. These existing processes are the basis for our underlying claim experience which in turn led to our most current claim cost assumptions described further in this memorandum.

Proposed Effective Date

These rates will be effective on the date they may be illustrated, issued and administered by us in the normal course of operations, but in no event earlier than the date of approval.

Renewability Clause

These forms are issued with a Guaranteed Renewable clause. The policy will be fully paid at attained age 95.

Applicability

These rates are for new issues of this policy form. This will be the only LTC product that we will be offering.

Marketing Method

This product is typically marketed through our traditional agency system and brokers involving a personal contact with each applicant. The market is quite varied, but would generally fall in the middle to upper-middle income bracket.

Underwriting

An application with medical and risk questions is filled out by each applicant. Cognitive tests are required for all applicants age 65 and older. Personal interviews are conducted and Attending Physician's Statements are required with every applicant age 70 and above, and optionally at younger ages. The personal interview tool assesses both physical and cognitive abilities. Below age 70, either a telephone interview, APS, medical exam or paramedical exam is required.

Pricing Assumptions

Morbidity

The morbidity assumptions are derived from our own experience, following a comprehensive claim study completed at the end of 3rd quarter, 2010. The study has been peer reviewed both internally as well as by an Independent third party. Morbidity improvements at a rate of 0.77% per year are assumed in the pricing for 25 years.

Mortality

Our mortality decrement is based on the unloaded 1994 Group Annuity Mortality Table, brought to 2010 using improvements from Scale AA, sex-distinct, and the following selection factors by issue age and risk class:

Policy	Issue Ages			
Year	<=55	65	75	79
1	21.7%	16.4%	18.8%	20.7%
2	29.1%	21.7%	24.2%	26.8%
3	35.6%	27.0%	31.2%	34.2%
4	39.0%	30.1%	37.5%	41.3%
5	41.6%	37.7%	44.6%	49.4%
6	43.4%	43.9%	51.9%	53.2%
7	45.9%	46.4%	59.2%	59.4%
8	49.1%	48.9%	63.7%	65.4%
9	51.3%	52.9%	67.5%	71.2%
10	54.7%	56.9%	72.1%	77.4%
11	58.0%	60.9%	76.9%	83.3%
12	61.4%	62.0%	82.6%	88.5%
13	62.5%	64.1%	88.4%	92.6%
14	64.4%	66.1%	90.8%	92.8%
15	66.4%	67.2%	93.0%	93.0%
16	68.2%	68.4%	93.0%	93.0%
17	70.7%	69.5%	93.0%	93.0%
18	73.1%	72.6%	93.0%	93.0%
19	75.5%	75.7%	93.0%	93.0%
20	78.0%	78.8%	93.0%	93.0%
21	80.5%	81.9%	93.0%	93.0%
22	83.0%	85.1%	93.0%	93.0%
23	85.5%	88.3%	93.0%	93.0%
24	88.0%	91.5%	93.0%	93.0%
25+	93.0%	93.0%	93.0%	93.0%

Policy	Risk Class			
Year	Preferred	Standard	Substd 1	Substd 2
1	60%	108%	147%	185%
2	61%	108%	149%	187%
3	62%	108%	151%	190%
4	63%	108%	153%	192%
5	64%	108%	155%	195%
6	65%	108%	157%	198%
7	66%	108%	159%	200%
8	67%	108%	162%	203%
9	68%	108%	164%	205%
10	69%	108%	166%	208%
11	70%	108%	168%	210%
12	73%	108%	170%	213%
13	76%	108%	172%	215%
14	79%	108%	174%	218%
15	82%	108%	176%	221%
16	86%	108%	176%	221%

Factors for ages between the ones listed above are interpolated.

We also assume future improvements to attained age 100 based on the following improvement scale:

Attained Age	Male	Attained Age	Male	Attained Age	Male	Attained Age	Male	Attained Age	Male	Attained Age	Male	Attained Age	Male
40	1.35%	50	1.14%	60	0.96%	70	0.84%	80	0.58%	90	0.25%	100	-
41	1.33%	51	1.12%	61	0.95%	71	0.83%	81	0.53%	91	0.22%		
42	1.31%	52	1.10%	62	0.94%	72	0.82%	82	0.49%	92	0.20%		
43	1.29%	53	1.08%	63	0.93%	73	0.80%	83	0.45%	93	0.17%		
44	1.27%	54	1.06%	64	0.91%	74	0.78%	84	0.41%	94	0.15%		
45	1.24%	55	1.04%	65	0.90%	75	0.78%	85	0.37%	95	0.12%		
46	1.22%	56	1.02%	66	0.89%	76	0.74%	86	0.35%	96	0.10%		
47	1.20%	57	1.00%	67	0.88%	77	0.70%	87	0.32%	97	0.07%		
48	1.18%	58	0.99%	68	0.87%	78	0.66%	88	0.30%	98	0.05%		
49	1.16%	59	0.98%	69	0.85%	79	0.62%	89	0.27%	99	0.02%		

Attained Age	Female	Attained Age	Female	Attained Age	Female	Attained Age	Female	Attained Age	Female	Attained Age	Female	Attained Age	Female
40	1.66%	50	1.43%	60	1.23%	70	1.08%	80	0.77%	90	0.35%	100	-
41	1.63%	51	1.41%	61	1.21%	71	1.06%	81	0.72%	91	0.32%		
42	1.61%	52	1.38%	62	1.20%	72	1.05%	82	0.67%	92	0.28%		
43	1.59%	53	1.36%	63	1.18%	73	1.03%	83	0.62%	93	0.25%		
44	1.57%	54	1.34%	64	1.17%	74	1.00%	84	0.58%	94	0.21%		
45	1.54%	55	1.32%	65	1.15%	75	1.00%	85	0.53%	95	0.18%		
46	1.52%	56	1.29%	66	1.14%	76	0.95%	86	0.49%	96	0.14%		
47	1.50%	57	1.27%	67	1.12%	77	0.91%	87	0.46%	97	0.11%		
48	1.48%	58	1.26%	68	1.11%	78	0.86%	88	0.42%	98	0.07%		
49	1.45%	59	1.24%	69	1.09%	79	0.81%	89	0.39%	99	0.04%		

Persistency

The base lapse rates assumed are as follows:

Duration	Benefit Builder Option	Other Inflation Options
1	3.50%	3.30%
2	2.12%	1.95%
3	1.42%	1.35%
4	1.08%	1.00%
5	1.00%	0.95%
6	0.93%	0.90%
7	0.90%	0.85%
8	0.90%	0.85%
9	0.90%	0.85%
10	0.90%	0.85%
11+	0.88%	0.85%

Because the policy is fully paid at age 95, the following factors that vary by attained age are applied to the base lapse rate table above:

Attained Age	Lapse Factor
0-84	100%
85	90%
86	80%
87	70%
88	60%
89	50%
90	40%
91	30%
92	20%
93	10%
94+	0%

There are no lapses after the premium paying period.

Expenses

Compensation:*

Policy Year	Avg Commission
1	98.6%
2-3	14.6%
4	14.4%
5	10.3%
6-10	9.1%
11+	3.6%

*Commissions are reduced on Sponsored Group, Family Discount, and Substandard policies.

Other Expenses:

- Acquisition (year 1): 100% of premium
- Maintenance (all years): $75.45 per policy
- Premium Tax (all year): 2.0%

Claim Administration Expenses:

- 2.41% of incurred claims

Gender and Marital Specific Adjustment:

The following adjustments are made to the above Morbidity, Mortality, Persistency, and Acquisition Expense assumptions in determining Gender Specific premium rates.

- **Morbidity Adjustment Factors:**

Claim Incidence Rates

Marital	Attained Age	Male	Female
Single	50s	103%	103%
Single	60s	103%	103%
Single	70s	98%	101%
Single	80s	89%	103%
Single	90s	89%	103%
Married	50s	94%	103%
Married	60s	94%	103%
Married	70s	89%	111%
Married	80s	91%	111%
Married	90s	91%	111%

Claim Termination Rates

Marital	Incurral Age	Male	Female
Single	50-69	96%	85%
Single	70-74	109%	90%
Single	75-79	119%	83%
Single	80-84	122%	83%
Single	85-89	132%	82%
Single	90+	119%	81%
Married	50-69	114%	104%
Married	70-74	119%	92%
Married	75-79	148%	85%
Married	80-84	147%	89%
Married	85-89	146%	88%
Married	90+	150%	101%

- **Mortality Adjustment Factors:**

Mortality

Duration	Female Married	Male Married	Female Single	Male Single
1-15	95%	95%	110%	115%
16	96%	96%	108%	112%
17	97%	97%	106%	109%
18	98%	98%	104%	106%
19	99%	99%	102%	103%
20+	100%	100%	100%	100%

- **Persistency Adjustment Factors:**

Lapse

Duration	Married	Female Single	Male Single
1	95.0%	120.0%	120.0%
2	92.0%	132.0%	132.0%
3-5	91.0%	130.0%	171.0%
6-10	90.0%	120.0%	168.0%
11-15	92.0%	113.0%	134.0%
16	93.6%	110.4%	127.2%
17	95.2%	107.8%	120.4%
18	96.8%	105.2%	113.6%
19	98.4%	102.6%	106.8%
20+	100.0%	100.0%	100.0%

- **Expenses Adjustment Factors:**

Other Expenses:

To realign the dollar amount of acquisition expenses among different gender and marital combinations, we adjusted Year 1 % of premium expenses as below.

- Acquisition Expenses Adjustment Factors:

Marital	Male	Female
Single	98%	63%
Married	141%	90%

Net Investment Rate

For the Benefit Builder inflation option, the average net investment rate used for invested assets is 4.8%.

In the cashflows projected, the benefit increases for the Benefit Builder inflation option reflect the 4.8% annual investment return. In the event that an inforce rate increase is needed in the future, the original pricing cash flows will be re-stated to take into account the actual benefit increases based on the actual portfolio credited rates. This will remove the investment portfolio performance piece from the rate increase equation.

For the other inflation options, the average net investment rate used for invested assets is 4%.

In the cashflows projected, the benefit increases for CPI inflation options reflect a 3% annual increase in CPI Index rate. In the event that an inforce rate increase is needed in the future, the original pricing cash flows will be re-stated to take into account the actual benefit increases based on the actual CPI Index rate. This will remove differences in the CPI index piece from the rate increase equation.

Contingency & Risk Margins

Premiums are determined to meet required profitability measures, the main one being Return on Investment (ROI) which reflects reserve and capital requirements as well as expected claims, expenses and investment income.

Expected Distribution of Business

Inflation Option	Weight
Benefit Builder	40%
CPI	52%
CPI to 75	6%
5% Compound	2%
Total	100%

Benefit Period	Weight
2	7%
3	33%
4	19%
5	27%
6	11%
10	3%
Total	100%

Gender	Weight
Female	50%
Male	50%
Total	100%

The following mix of business is assumed:

Issue Age	Weight	Preferred	Standard	Substd Class 1	Substd Class 2	Single	Married
40	6%	51%	42%	5%	2%	16%	84%
50	11%	46%	46%	6%	2%	13%	87%
55	23%	44%	47%	7%	2%	13%	87%
60	31%	33%	56%	9%	2%	17%	83%
65	21%	25%	61%	10%	3%	20%	80%
70	6%	20%	66%	12%	2%	27%	73%
75	1%	11%	68%	18%	3%	34%	66%
79	0%	18%	76%	6%	1%	39%	61%
Total	100%	35%	54%	9%	2%	17%	83%

Average Issue Age

The expected average issue age is 58.

Sources and Levels of Pricing Margins

The moderately adverse experience considered when developing these premium rates includes claim costs 10% higher than expected or an equivalent adverse deviation for any and all of the combined assumptions: morbidity, mortality, lapse, and investment income. The resulting profitability under the adverse experience is acceptable to senior management and would not result in taking any rate increase action should such adverse experience materialize.

Premium Classes

Base Rates

The base policy form rates depend upon the following attributes:

- *Issue Age*

  Ages 18 through 79 on an age last birthday basis.

- *Gender*

  Rates vary between males and females.

- *Elimination Period*

  30, 60, 90, 180, or 365 days of actual service for which John Hancock will not pay benefits (except for Care Advisory and Additional Stay at Home Benefit). The elimination period must

be met only once during the lifetime of the policy. For purposes of Home Health Care only, a date of service will only count toward the elimination period if there are 2 or more hours of covered care that is not primarily incidental homemaker services. Prior to satisfaction of the Elimination Period, 100% of Benefit Amount can be used only for Hospice Care Services that are not reimbursable under Medicare.

Rates for each elimination period option are determined by applying the corresponding factor from the table below to the respective 90 day elimination period tabular rate.

Elimination period	rate multiplier
30	1.2
60	1.1
180	0.9
365	0.72

- *Long-Term Care Benefit Amount*

For Monthly Benefits: $1,500 to $15,000 in $100 increments
For Daily Benefits: $50 to $500 in $10 increments

For policies with the Benefit Builder for inflation option, rates for monthly benefits are calculated by dividing the $10 per day rate by 2.85 to get the $100 per month rate.

For policies with the other Inflation options, rates for monthly benefits are calculated by dividing the $10 per day rate by 2.91 to get the $100 per month rate.

- *Benefit Period/Policy Limit*

The possible benefit periods are 2 years, 3 years, 4 years, 5 years, 6 years or 10 years.

- *Inflation Options*

Applicants have a choice of four inflation options:

1. Benefit Builder Inflation Option (Endorsement LTC-BLD/GIO)

The Benefit Builder inflation option is a feature that grows benefits over time in two ways:

- **Automatic Increases**: Each policy anniversary, we will return to each policyholder the investment earnings (net of investment expenses) in excess of 3% from the general account portfolio that supports policies with the Benefit Builder or similar feature. These earnings will automatically be used to increase benefits and help offset the effect of inflation. Benefits will never decrease due to investment earnings below 3%, but there is a loss recouping mechanism described below for these scenarios.
- **Optional Increases**: Buy-up options of 10% of current benefits are offered to policyholders every 3 years (with restrictions defined below) which can also help offset the effect of inflation.

Automatic Increases

On each Policy Anniversary, we calculate an Excess Earnings Credit based upon the following formula.

Excess Earnings Credit = (Portfolio Rate of Return – 3%)*(Allocated Reserve Value) – Prior Losses

Where:

- *Portfolio* means the segment of our general account that contains the assets supporting policies with the Benefit Builder or similar feature.
- *Portfolio Rate of Return* means the net annual rate of return earned on the assets in the Portfolio (net of investment expenses).
- *Allocated Reserve Value (ARV)* refers to the portion of assets attributed to the insured in the Portfolio. The initial Allocated Reserve Value for a policyholder will be based on pre-determined tables that vary by issue age, policy year, risk class, gender, marital status, benefit period and elimination period. The tables were developed for the Standard risk class, Unisex, Single marital status and 90 day elimination period. The tables for the other risk and marital classes and elimination periods are calculated by using the same premium rate factors that we use for those classifications. Gender distinct tables are calculated by applying an additional factor to the unisex tables. For Females the factor is 1.10, and for Males the factor is 0.76***.*** The ARV is recalculated every policy year to reflect additions due to Automatic Increases from prior years and any Buy-ups purchased.
- *Prior Losses:* If the Portfolio Rate of Return in any year is below 3%, a loss will be calculated equal to: (Portfolio Rate of Return – 3%)*(Allocated Reserve Value). This loss will never decrease benefit levels, but in order to receive an earnings credit in the next year, the sum of prior losses must be overcome. For example, if there are two consecutive years with losses of $500 and $400, and then the third year produces a gain of $1,000, the Excess Earnings Credits will be $0, $0, and $100 ($1,000 - $500 -$400) for those years, respectively.

If the Excess Earnings Credit is greater than zero, this amount is divided by a Single Premium to determine the amount of the increase to the benefit amount. The Single Premiums vary by issue age, policy duration, and gender, assuming a 3% investment return, and are guaranteed renewable. In the event of an inforce rate increase, the Single Premiums would change based on the same revised assumptions for the base policy. The Single Premiums were developed for the Standard risk class, Unisex, Single marital status and 90 day elimination period. The Single Premiums for the other risk and marital classes and elimination periods are calculated by using the same premium rate factors that we use for those classifications. Gender distinct tables are calculated by applying an additional factor to the unisex tables. For Females the factor is 1.10, and for Males the factor is 0.76***.*** The Unisex Single Premiums are included in the excel spreadsheet attached to this filing.

Benefit Increase = (Excess Earnings Credit) / (Single Premium)

If the Excess Earnings Credit is less than or equal to zero, we will not reduce the benefit amount by such decrease as mentioned; however, we will offset any such decrease when calculating future Excess Earnings Credits with the loss recouping mechanism mentioned above.

Buy-up Options

- Every third policy anniversary through age 75, we will offer policyholders the option to increase their benefits without underwriting, by purchasing additional coverage equal to 10% of the benefit amount that was in effect immediately prior to the policy anniversary.
- Premium increases for the Buy-up Option are based on attained age rates in effect on the option date.
- The Options will cease and not be made available if the insured was chronically ill at any time during the two year period prior to the option date or if benefits have ever been paid under the policy.
- For issue ages below 65, the Options will cease if the insured has declined two previous options. For issue ages 65 and above, the Options will cease if the insured declines any option.
- The Buy-up Options not available for policies with the Survivorship and Waiver of Premium Benefit Rider.

2. CPI Compound Inflation (Endorsement LTC-CPI/GIO 4/11)

The Long-Term Care Benefit and remaining Policy Limit will, on each policy anniversary, increase by the percentage change in the Consumer Price Index, Urban, All Items (CPI percentage). The CPI percentage will be measured over the 1 year period that ends three months prior to the month of the policy anniversary. If the CPI percentage is negative in a year, no reduction in current Long-Term Care benefit amounts or policy limits will occur, but it will offset future increases.

In addition, every 3 years an option to increase the Long-Term Care Benefit amount and remaining Policy Limit by a factor of 5% will be offered (this is referred to as the Guaranteed Increase Option). This increase will be in addition to the automatic CPI increases. The premium for any increase will be based on attained age. No additional underwriting will be required. The offer will not be available if the policyholder was chronically ill in the 2 years prior to the date of the offer, after the insured attains age 76 or if the policyholder has declined two previous options. The Guaranteed Increase Option is not available for policies with the Survivorship and Waiver of Premium Benefit Rider.

3. CPI Compound Inflation Through Age 75 (Endorsement LTC-CPI75GIO 4/11)

The Long-Term Care Benefit and remaining Policy Limit will, on each policy anniversary through age 75, increase by the percentage change in the Consumer Price Index, Urban, All Items (CPI percentage). This inflation option functions exactly like the “CPI Compound Inflation” option above with the exception that the automatic benefit increases end after age 75. The maximum issue age for this inflation option is age 70.

4. Annual 5% Compound Inflation (Endorsement LTC-5COMP 4/11)

The Long-Term Care benefit and remaining policy limit will increase 5% per year compounded.

In addition, we are filing a fifth inflation option that will not be available upon launch of this product but we may make available at a later date:

4. Annual 3% Compound Inflation (Endorsement LTC-3COMP 4/11)

The Long-Term Care benefit and remaining policy limit will increase 3% per year compounded.

Partner Discounts and Underwriting Factors
The following two paragraphs describe the partner discount available with this product and the underwriting factors for the different rate classes. The combination of these two items is limited to a 35% reduction from single life standard rates.

- *Spouse or Domestic Partner Discount*
  A Spouse or Domestic Partner discount of 30% is available for married couples, domestic partners (registered or filed as domestic partners or members of a civil union) of the same or opposite sex or family members of the same generation who have lived together for at least 3 years and if both individuals apply at the same time and are approved for coverage and accept the policies under the same policy form.

- *Underwriting Classes*
  A preferred class, standard class, and two sub-standard classes are available. Preferred Rates are 90% of standard rates and the substandard rates are 125% and 150% of standard rates.

Other Discounts

- *Sponsored Group Discount*
  For eligible employer, association, and other groups approved by us, a 5% discount will be applied to each policy. *Valued Clients* (existing Manulife and John Hancock life and annuity clients and their families) are one of the other groups approved by us.

- *Family Discount*
  If three or more members of an immediate family purchase the policy, a 5% discount applies. This discount is not available in combination with the Sponsored Group discount.

- *Loyalty Credit*
  If an insured has an existing John Hancock individual long-term care policy from a prior policy series inforce for more than three years and replaces that coverage with this policy, there will be a 5% credit applied to this policy.

Rider Charges

Nonforfeiture	6%
Survivorship and Waiver of Premium	9%
Waiver of Home Health Care EP	15%
Additional Cash Benefit	10%
Shared Care	2 yr BP: 26% 3 yr BP: 16% 4 yr BP: 11% 5 yr BP: 10% 6 yr BP: 8% 10 yr BP: 5%

Premium Modalization Rules

Semiannual:	.52 * Annual Premium
Quarterly:	.27 * Annual Premium
Monthly:	.09 * Annual Premium

These factors recover interest and premiums lost due to deferred payments and off anniversary lapses as compared to annual mode experience.

Contract Reserves

Active Life Reserves

Reserve Basis

- One-year Full Preliminary Term
- The assumptions used for reserves contain reasonable margins for adverse experience
- The net valuation premium for renewal years does not increase

Morbidity

- 107.5% (2.41% load for claim administration expenses and 5% margin for adverse experience) of the select and ultimate claim costs developed for this form and as described above in the pricing assumptions. No future morbidity improvements are assumed.

Interest

- 3.5% discount rate

Future benefit increases for the Benefit Builder option are projected assuming a 3.5% portfolio rate.

Mortality

- Gender specific 1994 Group Annuity mortality

Persistency

- Policy years 1-4: 80% of the lapse rate used in the calculation of gross premiums (as described above in the pricing assumptions)
- Policy years 5+: 100% of the voluntary lapse rate used in the calculation of gross premiums.

Claim Liability and Reserves

The claim reserves are calculated as the present value of future claim payments for claims that have been incurred, based on claim runoffs that reflect 95% of our pricing claim termination rates (for conservatism), discounted at 3.5% interest.

Premium Rate Schedules

The following pages contain the premium rate schedules to which the information in this actuarial memorandum applies. The premium rate schedule is not less than the premium rate schedule for existing similar policy forms with issue age rate schedules and comparable premium-paying periods also available except for reasonable differences attributable to benefits. Please note that rates for ages 80-90 are only available for the SharedCare guaranteed purchase option.

The Single Premium rates that are used to calculate the Benefit Builder Increases are in the Excel spreadsheet accompanying this form.

John Hancock Life Insurance Company
Individual Long-Term Care Policy Series LTC-12 DC

Long-Term Care Policy Series LTC - 12 DC
Single Female Standard Rates per $10 of Daily Coverage
90-Day EP

	CPI Compound Inflation						5% Compound Inflation						CPI Inflation to 75**						Benefit Builder						3% Compound Inflation					
	Benefit Period						Benefit Period						Benefit Period						Benefit Period						Benefit Period					
Age*	**2**	**3**	**4**	**5**	**6**	**10**	**2**	**3**	**4**	**5**	**6**	**10**	**2**	**3**	**4**	**5**	**6**	**10**	**2**	**3**	**4**	**5**	**6**	**10**	**2**	**3**	**4**	**5**	**6**	**10**
18-29	91	115	128	137	143	195	252	326	369	396	415	562	72	91	103	110	116	159	34	39	43	44	47	64	107	132	147	158	163	224
30	**96**	**121**	**135**	**144**	**150**	**205**	**254**	**329**	**373**	**400**	**419**	**568**	**76**	**96**	**108**	**116**	**122**	**167**	**36**	**41**	**45**	**46**	**49**	**67**	**113**	**139**	**155**	**166**	**172**	**236**
31	97	123	137	146	152	208	255	330	374	401	420	570	77	97	110	118	124	170	37	42	47	48	51	69	114	141	158	169	175	240
32	99	124	140	149	155	212	256	332	376	403	422	572	78	99	111	120	125	172	38	44	48	50	53	72	116	143	161	171	177	244
33	101	126	142	151	157	215	257	333	377	404	423	575	79	100	113	121	127	175	39	45	50	51	55	74	117	145	163	174	180	248
34	102	128	145	154	160	219	258	334	378	405	424	577	80	101	115	123	129	178	40	46	52	53	56	78	118	147	166	177	182	252
35	104	130	147	156	162	222	259	335	379	406	425	579	81	103	117	125	131	180	41	48	54	55	59	81	120	150	169	179	185	256
36	105	131	150	159	165	226	260	337	381	408	427	581	82	104	118	127	133	183	42	49	56	58	61	84	121	152	172	182	188	260
37	107	133	153	162	168	230	261	338	383	409	428	583	84	106	120	129	134	186	43	51	58	60	63	87	123	154	175	185	190	265
38	109	135	155	164	170	233	262	339	384	410	429	587	85	107	122	131	136	189	44	53	60	62	65	90	124	156	179	188	193	269
39	110	137	158	167	173	237	263	340	386	412	431	589	86	109	124	133	138	192	45	54	62	65	68	93	126	159	182	191	196	273
40	**112**	**139**	**161**	**170**	**176**	**241**	**264**	**341**	**387**	**413**	**432**	**591**	**87**	**110**	**126**	**135**	**140**	**195**	**46**	**56**	**64**	**67**	**70**	**96**	**127**	**161**	**185**	**194**	**199**	**278**
41	113	141	163	172	178	245	264	341	387	413	432	592	88	111	128	137	142	198	47	58	66	69	72	99	129	163	187	197	202	282
42	115	143	164	175	181	249	265	342	388	414	434	593	89	113	129	138	144	201	49	59	68	71	74	102	131	166	190	200	206	287
43	116	145	166	177	183	252	265	342	388	414	434	594	91	114	131	140	146	204	50	61	69	73	77	105	133	168	192	203	209	291
44	118	147	168	179	186	256	266	343	389	415	435	595	92	115	132	142	148	207	52	63	71	75	79	108	135	170	194	206	213	296
45	119	149	169	182	188	260	266	343	389	415	435	596	93	117	134	144	150	210	53	64	73	79	82	112	137	173	197	209	216	300
46	121	151	171	184	191	264	267	344	390	416	436	597	95	118	135	146	152	213	55	66	75	81	84	115	139	175	199	212	220	305
47	122	153	173	186	193	268	267	344	390	416	436	598	96	120	137	147	154	216	57	68	78	83	86	119	141	177	201	215	224	309
48	124	156	174	189	196	273	268	345	391	417	437	599	97	121	139	149	156	219	58	70	81	86	89	122	144	180	204	218	227	314
49	125	158	176	191	198	277	268	345	391	417	437	600	99	123	140	151	158	223	60	72	83	88	91	126	146	182	206	222	231	319
50	**127**	**160**	**178**	**194**	**201**	**281**	**269**	**346**	**392**	**418**	**438**	**601**	**100**	**124**	**142**	**153**	**160**	**226**	**62**	**74**	**85**	**91**	**94**	**131**	**148**	**185**	**209**	**225**	**235**	**324**
51	130	164	183	199	206	288	270	347	393	419	439	602	102	127	145	157	164	231	65	79	89	95	98	137	151	189	214	230	239	331
52	134	167	189	204	212	295	271	348	394	420	440	603	104	129	149	160	168	235	68	82	93	100	103	144	153	192	219	235	244	337
53	137	171	194	210	217	302	272	349	395	421	441	604	106	132	152	164	172	240	71	86	98	105	108	151	156	196	224	240	249	344
54	140	175	200	215	223	309	273	350	396	422	442	605	109	135	155	168	177	245	74	91	102	110	113	158	159	200	229	245	253	351
55	**144**	**179**	**206**	**221**	**229**	**317**	**274**	**351**	**397**	**423**	**443**	**606**	**111**	**138**	**159**	**172**	**181**	**250**	**78**	**95**	**107**	**115**	**118**	**166**	**162**	**204**	**234**	**250**	**258**	**358**
56	149	185	213	229	237	327	275	352	398	425	444	610	114	142	164	178	186	258	82	101	114	122	125	175	166	208	239	256	264	366
57	154	192	220	237	246	338	277	353	399	426	446	613	118	147	170	183	192	267	87	107	120	130	134	186	170	213	244	262	271	375
58	160	198	227	245	254	350	278	355	400	428	447	617	121	152	175	189	198	276	92	113	129	137	142	196	175	217	250	268	278	383
59	165	205	235	253	264	361	281	356	401	429	449	620	125	157	181	196	204	285	97	120	137	145	150	207	179	222	255	274	284	392
60	**171**	**212**	**243**	**262**	**273**	**373**	**282**	**357**	**402**	**431**	**450**	**624**	**129**	**162**	**187**	**202**	**210**	**294**	**102**	**128**	**145**	**153**	**159**	**219**	**184**	**227**	**261**	**280**	**291**	**401**
61	180	223	256	276	287	393	292	370	417	448	466	649	136	170	197	212	221	309	109	137	155	164	171	236	193	238	274	294	307	421
62	190	235	271	290	303	413	302	384	434	464	483	673	143	178	207	223	233	324	117	147	166	177	184	253	202	250	289	309	322	442
63	201	247	286	306	319	435	313	398	450	481	502	699	151	187	218	234	245	340	126	158	179	191	198	271	212	263	304	325	339	464
64	211	260	301	322	335	458	324	412	467	500	520	726	159	196	230	246	258	357	136	169	192	205	212	292	223	276	320	342	357	488
65	**223**	**274**	**318**	**339**	**353**	**482**	**337**	**427**	**486**	**518**	**540**	**754**	**167**	**206**	**242**	**259**	**272**	**375**	**146**	**182**	**206**	**220**	**228**	**313**	**234**	**290**	**337**	**359**	**375**	**512**
66	236	292	337	361	377	515	351	447	507	544	570	783	177	220	256	276	290	401	156	196	222	239	248	341	248	310	357	382	400	547
67	250	312	356	384	402	551	366	467	528	571	602	814	188	235	271	293	310	428	167	211	240	258	269	371	264	330	378	407	427	585
68	265	332	377	409	430	589	381	489	552	599	635	847	200	250	286	312	330	458	179	227	259	279	293	404	280	353	400	433	456	626
69	281	354	399	435	459	630	398	510	575	628	670	879	212	267	303	332	352	489	192	246	279	303	317	441	298	377	423	461	486	669
70	**298**	**378**	**422**	**463**	**490**	**674**	**414**	**533**	**601**	**660**	**708**	**914**	**225**	**285**	**320**	**353**	**376**	**523**	**205**	**265**	**302**	**328**	**345**	**479**	**316**	**402**	**448**	**491**	**519**	**715**
71	318	403	457	504	534	722	447	566	646	710	761	977	241	310	350	386	411	564	228	295	336	368	390	530	338	429	488	539	571	769
72	340	430	495	549	583	774	482	600	695	763	819	1046	257	335	379	418	446	605	251	323	369	407	436	580	360	457	529	588	623	823
73	363	459	536	598	636	830	521	635	747	820	881	1118	273	359	409	451	482	646	274	353	404	447	480	631	383	484	569	636	676	878
74	388	489	581	651	693	890	562	674	803	881	948	1195	289	384	438	483	517	687	297	381	438	486	526	681	405	512	610	685	728	932
75	**414**	**522**	**629**	**709**	**756**	**954**	**607**	**715**	**863**	**948**	**1019**	**1279**	**305**	**409**	**468**	**516**	**552**	**728**	**320**	**411**	**471**	**525**	**571**	**732**	**427**	**539**	**650**	**733**	**780**	**986**
76	453	571	684	768	818	1039	645	782	945	1042	1118	1399							353	454	520	577	627	796	467	589	706	793	844	1073
77	495	624	743	831	885	1131	685	856	1034	1146	1225	1532							389	502	573	635	690	864	511	644	767	858	913	1167
78	541	682	808	900	958	1232	727	936	1132	1261	1344	1676							427	554	632	699	758	938	559	704	833	928	987	1270
79	**592**	**746**	**878**	**975**	**1036**	**1341**	**773**	**1025**	**1239**	**1386**	**1474**	**1834**							**471**	**612**	**698**	**768**	**833**	**1019**	**611**	**769**	**905**	**1004**	**1068**	**1382**
80	972						1217												773						1003					
81	1039						1289												834						1072					
82	1111						1366												900						1145					
83	1187						1448												972						1224					
84	1268						1535												1048						1310					
85	1355						1627												1130						1399					
86	1431						1725												1205						1476					
87	1511						1833												1283						1559					
88	1595						1948												1367						1644					
89	1684						2071												1458						1736					
90	1777						2201												1553						1832					

*Ages 80-90 only available for the Shared Care guaranteed option

**CPI Inflation to 75: ages 71-75 only available for Guaranteed Increase Option

John Hancock Life Insurance Company
Individual Long-Term Care Policy Series LTC-12 DC

Long-Term Care Policy Series LTC - 12 DC
Single Male Standard Rates per $10 of Daily Coverage
90-Day EP

	CPI Compound Inflation						5% Compound Inflation						CPI Inflation to 75**						Benefit Builder						3% Compound Inflation					
	Benefit Period						Benefit Period						Benefit Period						Benefit Period						Benefit Period					
Age*	**2**	**3**	**4**	**5**	**6**	**10**	**2**	**3**	**4**	**5**	**6**	**10**	**2**	**3**	**4**	**5**	**6**	**10**	**2**	**3**	**4**	**5**	**6**	**10**	**2**	**3**	**4**	**5**	**6**	**10**
18-29	62	74	81	84	86	122	175	209	227	240	246	347	52	63	68	72	75	106	27	30	32	33	34	46	72	85	92	96	99	140
30	**65**	**78**	**85**	**88**	**91**	**128**	**177**	**212**	**230**	**242**	**249**	**351**	**55**	**66**	**72**	**76**	**79**	**112**	**28**	**31**	**33**	**34**	**35**	**48**	**76**	**89**	**97**	**101**	**104**	**147**
31	66	79	86	89	92	130	177	212	231	243	250	352	56	67	73	77	80	114	29	32	34	35	36	50	77	90	99	103	106	149
32	67	80	88	91	94	132	178	213	231	243	250	353	56	68	74	78	81	115	29	33	35	36	37	51	78	92	101	104	107	152
33	68	81	90	93	95	134	178	213	232	244	251	354	57	69	75	79	82	117	30	34	37	38	39	53	79	93	102	106	109	154
34	69	82	91	94	97	136	179	214	232	244	251	355	58	69	77	81	83	119	31	35	38	39	40	55	80	94	104	108	111	157
35	70	83	93	96	98	138	179	214	233	245	252	356	58	70	78	82	84	121	32	36	39	40	41	57	81	96	106	110	113	159
36	71	84	94	97	100	140	180	215	234	246	253	358	59	71	79	83	85	122	33	37	41	42	43	59	82	97	108	111	114	162
37	73	86	96	99	101	142	180	215	234	246	253	360	60	72	80	84	87	124	33	38	42	43	44	61	83	99	110	113	116	164
38	74	87	98	101	103	145	181	216	235	248	254	361	61	73	81	85	88	126	34	40	44	45	46	63	84	100	112	115	118	167
39	75	88	99	102	104	147	181	216	235	248	254	362	61	74	83	87	89	128	35	41	45	46	47	66	85	102	114	117	120	169
40	**76**	**89**	**101**	**104**	**106**	**149**	**183**	**217**	**236**	**249**	**255**	**363**	**62**	**75**	**84**	**88**	**90**	**130**	**36**	**42**	**47**	**48**	**49**	**68**	**86**	**103**	**116**	**119**	**122**	**172**
41	77	90	101	105	107	151	183	217	236	249	255	364	63	76	84	89	91	131	37	43	48	49	50	70	87	104	117	120	123	174
42	77	91	102	106	108	152	184	218	237	250	256	366	63	76	85	89	91	132	38	44	49	50	51	71	88	105	118	121	124	176
43	78	92	102	106	109	154	184	218	237	250	256	367	64	77	85	90	92	133	38	45	50	51	52	73	89	106	118	122	126	178
44	79	92	103	107	110	156	185	220	239	251	258	370	65	77	86	90	93	135	39	46	51	52	53	74	90	107	119	123	127	180
45	79	93	103	108	111	157	185	220	239	251	258	371	65	78	86	91	93	136	40	47	52	53	55	77	91	108	120	124	128	182
46	80	94	103	109	112	159	186	221	240	252	259	373	66	79	87	92	94	137	41	48	53	54	56	79	92	109	121	125	130	184
47	81	95	104	110	113	161	186	221	240	252	259	374	67	79	87	92	95	138	42	49	54	55	57	80	93	111	122	127	131	186
48	82	96	104	110	113	162	187	222	241	253	260	376	68	80	88	93	96	140	43	51	55	57	59	82	94	112	122	128	132	188
49	82	97	105	111	114	164	187	222	241	253	260	377	68	80	88	93	96	141	44	52	56	58	60	84	95	113	123	129	134	190
50	**83**	**98**	**105**	**112**	**115**	**166**	**188**	**223**	**242**	**254**	**261**	**380**	**69**	**81**	**89**	**94**	**97**	**142**	**45**	**53**	**57**	**59**	**61**	**86**	**96**	**114**	**124**	**130**	**135**	**192**
51	85	100	108	115	118	170	189	224	243	255	262	381	71	83	91	96	99	145	47	55	60	62	64	90	98	116	127	133	138	196
52	87	103	111	118	121	174	190	225	244	256	263	382	72	84	94	99	102	148	49	58	62	64	66	94	100	118	130	136	140	199
53	89	105	115	121	124	178	192	226	245	258	264	383	74	86	96	101	105	151	51	60	65	67	69	99	102	120	133	139	143	203
54	92	107	118	125	129	183	193	227	246	259	265	384	75	88	98	103	107	154	54	62	68	70	72	103	104	123	136	142	145	207
55	**94**	**110**	**122**	**128**	**131**	**187**	**194**	**228**	**248**	**260**	**267**	**385**	**77**	**90**	**101**	**106**	**110**	**157**	**56**	**65**	**71**	**73**	**75**	**108**	**106**	**125**	**139**	**145**	**148**	**211**
56	98	114	126	133	136	193	195	230	249	261	268	386	79	93	105	110	114	162	59	69	75	78	80	114	109	128	142	149	152	216
57	101	118	131	137	141	200	196	231	250	262	269	388	82	96	108	114	117	168	62	73	81	83	85	120	112	131	146	152	156	221
58	105	123	135	142	146	207	197	232	251	263	270	389	85	100	112	118	121	174	66	78	86	88	90	128	115	134	149	156	160	227
59	109	127	140	148	151	214	198	233	252	264	271	390	87	103	116	122	125	180	69	83	91	93	95	135	118	138	152	160	164	232
60	**113**	**132**	**145**	**153**	**157**	**221**	**199**	**234**	**253**	**265**	**272**	**391**	**90**	**107**	**120**	**126**	**129**	**186**	**73**	**88**	**97**	**99**	**101**	**142**	**121**	**141**	**156**	**164**	**168**	**238**
61	120	139	154	162	166	234	207	244	264	277	283	408	95	113	127	133	136	196	80	95	104	106	109	153	128	149	165	173	177	251
62	127	147	163	171	175	247	215	254	276	288	295	426	101	119	134	140	144	207	86	102	111	114	117	164	135	157	174	183	187	265
63	135	156	173	181	185	261	224	264	287	299	306	445	106	125	142	148	152	218	93	109	119	123	126	176	143	165	184	193	198	279
64	143	165	184	192	196	276	233	276	299	311	318	464	113	132	150	156	161	230	100	117	129	133	136	191	151	174	195	204	208	294
65	**152**	**174**	**195**	**203**	**207**	**292**	**242**	**287**	**312**	**324**	**330**	**484**	**119**	**139**	**159**	**165**	**170**	**243**	**108**	**126**	**138**	**143**	**146**	**205**	**160**	**184**	**206**	**215**	**220**	**310**
66	162	187	207	217	223	315	254	302	328	343	353	505	127	149	169	177	183	262	116	137	149	155	159	224	171	198	219	230	237	334
67	172	200	221	233	239	339	267	318	345	363	377	526	135	160	179	189	196	282	124	149	161	169	174	246	182	213	234	247	254	360
68	183	215	235	249	258	365	279	335	362	384	402	550	144	172	189	202	211	304	134	161	174	185	190	269	194	229	249	264	273	388
69	195	231	250	267	277	394	292	353	380	407	430	573	154	184	201	217	227	327	143	174	190	201	207	295	207	246	265	283	294	418
70	**208**	**248**	**266**	**286**	**298**	**424**	**307**	**372**	**399**	**430**	**459**	**598**	**164**	**198**	**213**	**232**	**244**	**352**	**153**	**189**	**205**	**218**	**226**	**323**	**221**	**264**	**282**	**303**	**316**	**450**
71	224	266	292	317	331	458	338	401	438	473	505	650	178	218	236	256	270	378	171	212	231	249	262	360	239	285	313	341	357	489
72	241	286	321	351	368	495	373	433	480	519	556	706	192	238	259	280	295	404	191	235	256	278	298	398	257	305	344	379	398	528
73	259	308	352	389	409	535	412	467	528	570	612	766	207	258	283	303	321	430	209	258	282	309	335	435	274	326	376	418	440	568
74	279	330	386	431	455	578	454	504	579	626	673	832	221	278	306	327	346	456	228	281	307	339	370	472	292	346	407	456	481	607
75	**300**	**355**	**424**	**478**	**506**	**625**	**501**	**544**	**635**	**688**	**740**	**904**	**235**	**298**	**329**	**351**	**372**	**482**	**247**	**304**	**333**	**369**	**406**	**509**	**310**	**367**	**438**	**494**	**522**	**646**
76	335	397	471	530	561	697	547	607	693	741	787	1002							276	343	374	415	457	559	346	410	486	547	579	719
77	373	443	523	587	623	776	597	676	756	801	839	1112							309	387	422	466	514	614	386	457	540	605	643	801
78	417	495	581	650	691	865	652	755	825	864	893	1233							346	437	475	524	579	674	430	511	600	670	713	892
79	**465**	**553**	**646**	**720**	**767**	**964**	**712**	**841**	**900**	**932**	**950**	**1368**							**388**	**493**	**536**	**589**	**652**	**741**	**480**	**570**	**666**	**742**	**791**	**993**
80	764						1121												636						788					
81	816						1187												686						842					
82	872						1259												740						899					
83	933						1335												800						962					
84	996						1415												862						1029					
85	1065						1499												930						1099					
86	1124						1588												990						1159					
87	1187						1689												1056						1225					
88	1253						1795												1125						1291					
89	1323						1907												1200						1364					
90	1396						2028												1277						1439					

*Ages 80-90 only available for the Shared Care guaranteed option

**CPI Inflation to 75: ages 71-75 only available for Guaranteed Increase Option

Superseded Schedule Items

Please note that all items on the following pages are items, which have been replaced by a newer version. The newest version is located with the appropriate schedule on previous pages. These items are in date order with most recent first.

Creation Date	Schedule Item Status	Schedule	Schedule Item Name	Replacement Creation Date	Attached Document(s)
05/08/2013		Supporting Document	Response letter to your 4/19/13 objection	05/10/2013	DC_Response to 4-19-13 Objection .pdf DC_Illustration Tables for 4-19-13 Objection.xlsx (Superceded)
01/30/2013		Rate	Actuarial Memorandum	05/08/2013	DC LTC-12 GD Actuarial Memorandum 01.28.13.pdf (Superceded) DC BB Net Single Premiums.xls

State: District of Columbia **Filing Company:** John Hancock Life Insurance Company (USA)

TOI/Sub-TOI: LTC03I Individual Long Term Care/LTC03I.001 Qualified

Product Name: CCIII - BB - GD 2012

Project Name/Number: CCIII -BB- GD 2012/CCIII - BB-GD 2012

Attachment DC_Illustration Tables for 4-19-13 Objection.xlsx is not a PDF document and cannot be reproduced here.

John Hancock Life Insurance Company (U.S.A.)
Individual Long-Term Care Policy Series LTC-12 DC
Actuarial Memorandum and Initial Rate Filing Certification

District of Columbia

Scope & Purpose

This memorandum consists of materials which support the development of premium rates for new business under the Long-Term Care Policy Series LTC-12 DC and all associated riders. The purpose of this memorandum is to allow the rate filing to be reviewed by regulatory authorities to determine that benefits are reasonable in relation to the premiums charged.

Attached are the premium rate schedules to be used for new sales of the policy forms as specified therein.

Actuarial Certification

I, David Plumb, am an Actuary of John Hancock and a member of the American Academy of Actuaries. I meet the Academy's qualification standards for rendering this opinion and am familiar with the requirements for filing long-term care insurance premiums.

I hereby certify that to the best of my knowledge and judgment:

- (a) The initial premium rate schedule is sufficient to cover anticipated costs under moderately adverse experience and the premium rate schedules are reasonably expected to be sustainable over the life of the forms with no future premium increases anticipated.
- (b) Policy design and coverage provided have been reviewed and taken into consideration.
- (c) Underwriting and claims adjudication processes have been reviewed and taken into consideration.
- (d) With respect to contract reserves and their relation to gross premiums:
  - (i) The assumptions used for reserves contain reasonable margins for adverse experience.
  - (ii) The net valuation premium for renewal years does not increase.
  - (iii) The difference between gross premium and the net valuation premium for renewal years is sufficient to cover expected renewal expenses.
  - (iv) The reserve morbidity assumptions used do not include any provision for morbidity improvement.
- (e) The premium rate schedule is not less than the premium rate schedule for existing similar policy forms with issue age rate schedules and comparable premium-paying periods also available except for reasonable differences attributable to benefits.
- (f) This entire rate filing is in compliance with the applicable laws and regulations of this state.
- (g) The rates are reasonable in relation to the benefits provided and are not excessive, inadequate, nor unfairly discriminatory.
- (h) I have provided a complete description of the basis for contract reserves anticipated to be held under the filed policy form.

In forming my opinion, I have used actuarial assumptions and actuarial methods and such tests of actuarial calculations as I considered necessary.

David Plumb

David Plumb, FSA, MAAA
Vice President

January 28, 2013
Date

Description of Benefits

Policy Series LTC-12 DC

This is an individual Long-Term care policy that pays benefits on a monthly or daily basis depending on the insured's selection. The following covered care or services are provided to the insured:

- Confinement in a Nursing Home or Assisted Living Facility for room, board and care services
- Home Health Care; Hospice Care*; or
- Attendance at an Adult Day Care Center providing Adult Day Care

It is intended to be a Qualified Long-Term Care Insurance contract under the Federal Internal Revenue Code.

* Hospice Care benefits that are not reimbursable under Medicare can be paid before the satisfaction of the Elimination Period.

Benefit eligibility is determined based on the insured's cognitive impairment or their requiring substantial assistance to perform two out of six activities of daily living (ADLs) of bathing, dressing, eating, toileting, transferring and maintaining continence. The insured must be certified to be chronically ill by a licensed health care practitioner.

Long-Term Care Benefits are paid at 100% of the actual charges up to the Long-Term Care benefit amount for Nursing Home, Assisted Living Facility or home health care benefits after the elimination period. Benefits are payable until the policy limit is reached. Benefits are coordinated with Medicare. In the event a home health agency is not available within a 40-mile radius of the insured's home, we will pay actual charges incurred for an independent home care provider up to 75% of the Long-Term Care benefit amount.

In addition, if a stay in a Nursing Home or Assisted Living Facility is interrupted for any reason a bedhold benefit is payable under this Policy. These bed hold days will be counted as part of the Long-Term Care Benefit amount, but are limited to 60 days per calendar year.

Any unused portion of the Long -Term Care Benefit will remain in the Policy Limit. Any benefit paid under this provision will reduce the Policy Limit.

Benefits will be reduced by any payments made under another John Hancock individual long term care insurance policy for the same eligible expenses. The reduction will be made only when the total benefits payable among all John Hancock individual policies would result in a payment that exceeds the eligible expenses. If multiple policies are owned, the one with the earlier effective date will pay first.

Benefit features included in the policy are as follows:

Double Coverage for Accident Benefit (form LTC-DAB 4/11) If the insured is approved for this benefit it will automatically be included in the policy at no additional cost. This benefit provides that if Long-Term Care services are required due to an accidental injury prior to the insured's 65th birthday, we will reimburse eligible expenses up to two times the monthly or daily benefit for the duration of the claim. Any reimbursements made in excess of the monthly or daily benefit will not be deducted from the policy limit.

Return of Premium Upon Death Benefit Upon the insured's death prior to their 65th birthday, we will refund to their beneficiary an amount equal to the sum of premiums paid under the policy less any benefits paid under the policy.

Care Advisory Services Benefit Care Advisory Services provides for an assessment, at the option of the insured, of the need for health care and related services, the development of recommendations that are consistent with that assessment, the coordination of the delivery of such care and services, and the monitoring of the delivery of such care and services. If the policy provides Monthly Benefits this benefit is limited to 1/3 of the Long-Term Care Monthly Benefit per calendar year. If the policy provides Daily Benefits this benefit is limited to 10 times the Long-Term Care Daily Benefit per calendar year. The insured must be benefit eligible but does not have to satisfy the elimination period in order to receive this benefit. Benefits paid are not counted towards the Policy Limit.

Additional Stay at Home Benefit can be used to pay for a variety of long-term care expenses for an insured who is living in their home. This benefit is not subject to the elimination period. These services include: home modifications; emergency medical response systems; durable medical equipment; caregiver training; a home safety check; and a provider care check.

Eligibility for the benefit is met if the insured is a chronically ill individual and the benefits are provided pursuant to a plan of care approved by a Licensed Care Practitioner.

Any unused portion of this benefit amount may be used for future Additional Stay at Home Services. Benefits paid under the Additional Stay at Home Benefit will not reduce the Policy Limit. Benefits under the Long-Term Care Benefit and/or Care Advisory Services Benefit can still be received while receiving benefits under the Additional Stay at Home Benefit.

If the policy provides Monthly Benefits, the Stay at Home Benefit has a separate lifetime pool equal to 1 times the Long-Term Care Monthly Benefit. If the policy provides Daily Benefits, the separate lifetime pool will equal 30 times the Long-Term Care Daily Benefit.

Waiver of Premium allows premiums to be waived after the insured has met the elimination period and is receiving benefits and will continue to be waived until the insured stops receiving such benefits or the policy limit is reached. The premium will not be waived; however, if benefits are only being received under the Additional Stay at Home benefit or Care Advisory Services Benefit.

International Coverage Benefit we will pay actual charges incurred for covered Long-Term Care Services received outside of the United States for up to one year. No benefits are payable under the Additional Stay at Home Benefit, Care Advisory Services Benefit or for Independent Care Providers under the International Coverage Benefit.

Alternate Services Benefit provides coverage for alternate LTC services not currently covered in the policy so long as we agree that the services are necessary and they are a less costly alternative to care that is covered and would otherwise be received.

Contingent Nonforfeiture Benefit (Form LTC-CNF 4/11)

For Policies where the optional Nonforfeiture Benefit is not elected, the contingent nonforfeiture benefit is available as policy protection in the event a policy lapses due to a premium rate increase.

It is available for a period of 120 days after the insured is informed of a rate increase that exceeds a certain threshold. The threshold is as follows:

Issue Age	% Increase Over Initial Premium	Issue Age	% Increase Over Initial Premium	Issue Age	% Increase Over Initial Premium
29 and under	200%	66	48%	79	22%
30-34	190%	67	46%	80	20%
35-39	170%	68	44%	81	19%
40-44	150%	69	42%	82	18%
45-49	130%	70	40%	83	17%
50-54	110%	71	38%	84	16%
55-59	90%	72	36%	85	15%
60	70%	73	34%	86	14%
61	66%	74	32%	87	13%
62	62%	75	30%	88	12%
63	58%	76	28%	89	11%
64	54%	77	26%	90 and over	10%
65	50%	78	24%		

If the insured elects contingent nonforfeiture and the policy provides Monthly Benefits, the policy becomes paid-up with the new policy limit equal to the total premiums paid. In no event, however, will the new policy limit be less that the Long-Term Care Monthly Benefit at the time of lapse.

If the insured elects contingent nonforfeiture and the policy provides Daily Benefits, the policy becomes paid-up with the new policy limit equal to the total premiums paid. In no event, however, will the new policy limit be less than thirty (30) times the Long-Term Care Daily Benefit at the time of lapse.

If the insured does not elect contingent nonforfeiture, they may elect instead to reduce their benefits. If they elect to decrease their current Policy benefits, they may:

- eliminate any optional riders for which a premium is charged; or
- reduce the Long-Term Care Monthly Benefit in $100 increments, if the policy provides Monthly Benefits
- reduce the Long-Term Care Daily Benefit in $10 increments, if the policy provides Daily Benefits

Optional Benefits:

<u>Nonforfeiture Benefit Rider (Form LTC-NONF 7/12)</u>

A nonforfeiture benefit is available to each applicant as a policy option. The benefit provides a means whereby the insured could stop paying premium and still keep coverage.

If an insured stops paying premium on a policy with this benefit after it has been inforce for three full years, a revised policy limit will be maintained on the policy thereafter and no further premium will be due.

The new policy limit equals the sum of all premiums paid on the policy prior to lapse.

If greater, the new policy limit will equal one times the Long-Term Care Monthly Benefit for policies providing Monthly Benefits or 30 times the Long-Term Care Daily Benefit for policies providing Daily Benefits. The benefit in effect on the date of lapse will remain the benefit for the policy. No additional inflation increases will be applied to either the benefit or the new policy limit once the insured lapses the policy and assumes the nonforfeiture benefit.

The cost for this nonforfeiture benefit is 6% of the base plan rate.

<u>Shared Care Benefit Rider (Form LTC-SHC DC 4/11)</u>

The SharedCare Benefit rider allows partners to access the available benefits under each other's policies once one partner's policy limit has been exhausted. Both partner s must add identical SharedCare Benefit Riders to their policy and have named each other as their partner in the application or enrollment form for this rider. Partners include policyholders who are married or have lived with a family member of the same generation or partner of the same or opposite sex for at least 3 years.

The policy limit of each policy is available to either or both partners until the total amount of the two limits is exhausted.

If one of the partners dies, the surviving partner will retain the combined policy limit in effect prior to the death, and the SharedCare rider premium ceases.

In the event that the one partner exhausts the other's policy benefits, the other partner may elect to purchase an additional 2 year benefit period without evidence of insurability within 60 days after exhausting benefits providing they have not been chronically ill in the prior 2 years and they are less than age 91.

With the nonforfeiture rider, the premiums paid count towards determination of the shortened benefit period, but the SharedCare rider terminates upon lapse.

Rates for the Shared Care Benefit are determined by multiplying the base rate for the plan by a factor that depends on the benefit period chosen.

Benefit Period	Shared Care Rate Factor
2 years:	26%
3 years:	16%

4 years:	11%
5 years:	10%
6 years:	8%
10 years:	5%

Survivorship & Waiver of Premium Benefit Rider (Form LTC-SURV DC 4/11)

The Survivorship & Waiver of Premium Benefit rider provides that the policyholder's premiums will be waived in the event their partner dies or goes on claim after both policies have been inforce for at least 10 years and no claims were payable in the first 10 years. We define partner as being a spouse, a family member of the same generation living together for three years or a domestic partner living together for three years. Payments resume if the partner's premiums are no longer waived or the partner's policy terminates.

If insured's premium has been paid for a period for which premiums are waived under this Rider, premiums will be refunded for such period. Premiums will not be waived for any benefits the insured may purchase in the future due to operation of this rider.

If this rider is selected, GIO offers within the CPI inflation options and Buy-up Offers within the Benefit Builder option will not be offered.

The cost for this benefit is 9% of the base plan rate.

Waiver of Home Health Care Elimination Period Rider (Form LTC–WEP 7/12)

The Waiver of Home Health Care Elimination Period benefit waives the requirement to satisfy the Elimination Period if an insured is receiving Home Health Care or Adult Day Care. The Elimination Period must still be satisfied before benefits are payable under Long-Term Care Benefit for confinement in a Nursing Home or an Assisted Living Facility. In addition, the elimination period must be satisfied before premiums are waived under the Waiver of Premium provision. However, days which the Home Health Care Elimination Period is waived will count toward meeting the facility Elimination Period.

This benefit does not apply to the International Coverage Benefit. This rider is not available with the 180 or 365 day Elimination Periods.

The cost of this rider is 15% of the base plan rate.

Additional Cash Benefit Rider (Form LTC–ACB 4/11)

The Additional Cash Benefit Rider provides a monthly cash indemnity benefit that is equal to 15% of the Monthly Long-Term Care Benefit or 4.5 times the Long-Term Care Daily Benefit. This indemnity benefit is in addition to the monthly or daily benefits already provided. In order to qualify for this benefit an insured must be chronically ill, have met the Elimination Period, have not been confined in a Nursing Home or Assisted Living Facility and have received Home Health Care at least one day during the calendar month. The rider ends on the date the Policy Limit has been exhausted.

The cost of this rider is 10% of the base plan rate.

Review of Policy Design, Coverage, Underwriting and Claims Adjudication

The actuary signing this memorandum was involved in the development of the policy design and coverage and has taken these benefits and their associated risks into account in the pricing of this product. The actuary has also signed off on the policy form associated with this filing. We will continue existing underwriting and claims adjudication processes. These existing processes are the basis for our underlying claim experience which in turn led to our most current claim cost assumptions described further in this memorandum.

Proposed Effective Date

These rates will be effective on the date they may be illustrated, issued and administered by us in the normal course of operations, but in no event earlier than the date of approval.

Renewability Clause

These forms are issued with a Guaranteed Renewable clause. The policy will be fully paid at attained age 95.

Applicability

These rates are for new issues of this policy form. This will be the only LTC product that we will be offering.

Marketing Method

This product is typically marketed through our traditional agency system and brokers involving a personal contact with each applicant. The market is quite varied, but would generally fall in the middle to upper-middle income bracket.

Underwriting

An application with medical and risk questions is filled out by each applicant. Cognitive tests are required for all applicants age 65 and older. Personal interviews are conducted and Attending Physician's Statements are required with every applicant age 70 and above, and optionally at younger ages. The personal interview tool assesses both physical and cognitive abilities. Below age 70, either a telephone interview, APS, medical exam or paramedical exam is required.

Pricing Assumptions

Morbidity

The morbidity assumptions are derived from our own experience, following a comprehensive claim study completed at the end of 3rd quarter, 2010. The study has been peer reviewed both internally as well as by an Independent third party. Morbidity improvements at a rate of 0.77% per year are assumed in the pricing for 25 years.

Mortality

Our mortality decrement is based on the unloaded 1994 Group Annuity Mortality Table, brought to 2010 using improvements from Scale AA, sex-distinct, and the following selection factors by issue age and risk class:

Policy	Issue Ages			
Year	<=55	65	75	79
1	21.7%	16.4%	18.8%	20.7%
2	29.1%	21.7%	24.2%	26.8%
3	35.6%	27.0%	31.2%	34.2%
4	39.0%	30.1%	37.5%	41.3%
5	41.6%	37.7%	44.6%	49.4%
6	43.4%	43.9%	51.9%	53.2%
7	45.9%	46.4%	59.2%	59.4%
8	49.1%	48.9%	63.7%	65.4%
9	51.3%	52.9%	67.5%	71.2%
10	54.7%	56.9%	72.1%	77.4%
11	58.0%	60.9%	76.9%	83.3%
12	61.4%	62.0%	82.6%	88.5%
13	62.5%	64.1%	88.4%	92.6%
14	64.4%	66.1%	90.8%	92.8%
15	66.4%	67.2%	93.0%	93.0%
16	68.2%	68.4%	93.0%	93.0%
17	70.7%	69.5%	93.0%	93.0%
18	73.1%	72.6%	93.0%	93.0%
19	75.5%	75.7%	93.0%	93.0%
20	78.0%	78.8%	93.0%	93.0%
21	80.5%	81.9%	93.0%	93.0%
22	83.0%	85.1%	93.0%	93.0%
23	85.5%	88.3%	93.0%	93.0%
24	88.0%	91.5%	93.0%	93.0%
25+	93.0%	93.0%	93.0%	93.0%

Policy	Risk Class			
Year	Preferred	Standard	Substd 1	Substd 2
1	60%	108%	147%	185%
2	61%	108%	149%	187%
3	62%	108%	151%	190%
4	63%	108%	153%	192%
5	64%	108%	155%	195%
6	65%	108%	157%	198%
7	66%	108%	159%	200%
8	67%	108%	162%	203%
9	68%	108%	164%	205%
10	69%	108%	166%	208%
11	70%	108%	168%	210%
12	73%	108%	170%	213%
13	76%	108%	172%	215%
14	79%	108%	174%	218%
15	82%	108%	176%	221%
16	86%	108%	176%	221%

Factors for ages between the ones listed above are interpolated.

We also assume future improvements to attained age 100 based on the following improvement scale:

Attained Age	Male	Attained Age	Male	Attained Age	Male	Attained Age	Male	Attained Age	Male	Attained Age	Male	Attained Age	Male
40	1.35%	50	1.14%	60	0.96%	70	0.84%	80	0.58%	90	0.25%	100	-
41	1.33%	51	1.12%	61	0.95%	71	0.83%	81	0.53%	91	0.22%		
42	1.31%	52	1.10%	62	0.94%	72	0.82%	82	0.49%	92	0.20%		
43	1.29%	53	1.08%	63	0.93%	73	0.80%	83	0.45%	93	0.17%		
44	1.27%	54	1.06%	64	0.91%	74	0.78%	84	0.41%	94	0.15%		
45	1.24%	55	1.04%	65	0.90%	75	0.78%	85	0.37%	95	0.12%		
46	1.22%	56	1.02%	66	0.89%	76	0.74%	86	0.35%	96	0.10%		
47	1.20%	57	1.00%	67	0.88%	77	0.70%	87	0.32%	97	0.07%		
48	1.18%	58	0.99%	68	0.87%	78	0.66%	88	0.30%	98	0.05%		
49	1.16%	59	0.98%	69	0.85%	79	0.62%	89	0.27%	99	0.02%		

Attained Age	Female	Attained Age	Female	Attained Age	Female	Attained Age	Female	Attained Age	Female	Attained Age	Female	Attained Age	Female
40	1.66%	50	1.43%	60	1.23%	70	1.08%	80	0.77%	90	0.35%	100	-
41	1.63%	51	1.41%	61	1.21%	71	1.06%	81	0.72%	91	0.32%		
42	1.61%	52	1.38%	62	1.20%	72	1.05%	82	0.67%	92	0.28%		
43	1.59%	53	1.36%	63	1.18%	73	1.03%	83	0.62%	93	0.25%		
44	1.57%	54	1.34%	64	1.17%	74	1.00%	84	0.58%	94	0.21%		
45	1.54%	55	1.32%	65	1.15%	75	1.00%	85	0.53%	95	0.18%		
46	1.52%	56	1.29%	66	1.14%	76	0.95%	86	0.49%	96	0.14%		
47	1.50%	57	1.27%	67	1.12%	77	0.91%	87	0.46%	97	0.11%		
48	1.48%	58	1.26%	68	1.11%	78	0.86%	88	0.42%	98	0.07%		
49	1.45%	59	1.24%	69	1.09%	79	0.81%	89	0.39%	99	0.04%		

Persistency

The base lapse rates assumed are as follows:

Duration	Benefit Builder Option	Other Inflation Options
1	3.50%	3.30%
2	2.12%	1.95%
3	1.42%	1.35%
4	1.08%	1.00%
5	1.00%	0.95%
6	0.93%	0.90%
7	0.90%	0.85%
8	0.90%	0.85%
9	0.90%	0.85%
10	0.90%	0.85%
11+	0.88%	0.85%

Because the policy is fully paid at age 95, the following factors that vary by attained age are applied to the base lapse rate table above:

Attained Age	Lapse Factor
0-84	100%
85	90%
86	80%
87	70%
88	60%
89	50%
90	40%
91	30%
92	20%
93	10%
94+	0%

There are no lapses after the premium paying period.

Expenses

Compensation:*

Policy Year	Avg Commission
1	98.6%
2-3	14.6%
4	14.4%
5	10.3%
6-10	9.1%
11+	3.6%

*Commissions are reduced on Sponsored Group, Family Discount, and Substandard policies.

Other Expenses:

- Acquisition (year 1): 100% of premium
- Maintenance (all years): $75.45 per policy
- Premium Tax (all year): 2.0%

Claim Administration Expenses:

- 2.41% of incurred claims

Gender and Marital Specific Adjustment:

The following adjustments are made to the above Morbidity, Mortality, Persistency, and Acquisition Expense assumptions in determining Gender Specific premium rates.

- **Morbidity Adjustment Factors:**

Claim Incidence Rates

Marital	Attained Age	Male	Female
Single	50s	103%	103%
Single	60s	103%	103%
Single	70s	98%	101%
Single	80s	89%	103%
Single	90s	89%	103%
Married	50s	94%	103%
Married	60s	94%	103%
Married	70s	89%	111%
Married	80s	91%	111%
Married	90s	91%	111%

Claim Termination Rates

Marital	Incurral Age	Male	Female
Single	50-69	96%	85%
Single	70-74	109%	90%
Single	75-79	119%	83%
Single	80-84	122%	83%
Single	85-89	132%	82%
Single	90+	119%	81%
Married	50-69	114%	104%
Married	70-74	119%	92%
Married	75-79	148%	85%
Married	80-84	147%	89%
Married	85-89	146%	88%
Married	90+	150%	101%

- **Mortality Adjustment Factors:**

Mortality

Duration	Female Married	Male Married	Female Single	Male Single
1-15	95%	95%	110%	115%
16	96%	96%	108%	112%
17	97%	97%	106%	109%
18	98%	98%	104%	106%
19	99%	99%	102%	103%
20+	100%	100%	100%	100%

- **Persistency Adjustment Factors:**

Lapse

Duration	Married	Female Single	Male Single
1	95.0%	120.0%	120.0%
2	92.0%	132.0%	132.0%
3-5	91.0%	130.0%	171.0%
6-10	90.0%	120.0%	168.0%
11-15	92.0%	113.0%	134.0%
16	93.6%	110.4%	127.2%
17	95.2%	107.8%	120.4%
18	96.8%	105.2%	113.6%
19	98.4%	102.6%	106.8%
20+	100.0%	100.0%	100.0%

- **Expenses Adjustment Factors:**

Other Expenses:

To realign the dollar amount of acquisition expenses among different gender and marital combinations, we adjusted Year 1 % of premium expenses as below.

- Acquisition Expenses Adjustment Factors:

Marital	Male	Female
Single	98%	63%
Married	141%	90%

Net Investment Rate

For the Benefit Builder inflation option, the average net investment rate used for invested assets is 4.8%.

In the cashflows projected, the benefit increases for the Benefit Builder inflation option reflect the 4.8% annual investment return. In the event that an inforce rate increase is needed in the future, the original pricing cash flows will be re-stated to take into account the actual benefit increases based on the actual portfolio credited rates. This will remove the investment portfolio performance piece from the rate increase equation.

For the other inflation options, the average net investment rate used for invested assets is 4%.

In the cashflows projected, the benefit increases for CPI inflation options reflect a 3% annual increase in CPI Index rate. In the event that an inforce rate increase is needed in the future, the original pricing cash flows will be re-stated to take into account the actual benefit increases based on the actual CPI Index rate. This will remove differences in the CPI index piece from the rate increase equation.

Contingency & Risk Margins

Premiums are determined to meet required profitability measures, the main one being Return on Investment (ROI) which reflects reserve and capital requirements as well as expected claims, expenses and investment income.

Expected Distribution of Business

Inflation Option	Weight
Benefit Builder	40%
CPI	52%
CPI to 75	6%
5% Compound	2%
Total	100%

Benefit Period	Weight
2	7%
3	33%
4	19%
5	27%
6	11%
10	3%
Total	100%

Gender	Weight
Female	50%
Male	50%
Total	100%

The following mix of business is assumed:

Issue Age	Weight	Preferred	Standard	Substd Class 1	Substd Class 2	Single	Married
40	6%	51%	42%	5%	2%	16%	84%
50	11%	46%	46%	6%	2%	13%	87%
55	23%	44%	47%	7%	2%	13%	87%
60	31%	33%	56%	9%	2%	17%	83%
65	21%	25%	61%	10%	3%	20%	80%
70	6%	20%	66%	12%	2%	27%	73%
75	1%	11%	68%	18%	3%	34%	66%
79	0%	18%	76%	6%	1%	39%	61%
Total	100%	35%	54%	9%	2%	17%	83%

Average Issue Age
The expected average issue age is 58.

Sources and Levels of Pricing Margins
The moderately adverse experience considered when developing these premium rates includes claim costs 10% higher than expected or an equivalent adverse deviation for any and all of the combined assumptions: morbidity, mortality, lapse, and investment income. The resulting profitability under the adverse experience is acceptable to senior management and would not result in taking any rate increase action should such adverse experience materialize.

Premium Classes

Base Rates

The base policy form rates depend upon the following attributes:

- *Issue Age*

  Ages 18 through 79 on an age last birthday basis.

- *Gender*

  Rates vary between males and females.

- *Elimination Period*

  30, 60, 90, 180, or 365 days of actual service for which John Hancock will not pay benefits (except for Care Advisory and Additional Stay at Home Benefit). The elimination period must

be met only once during the lifetime of the policy. For purposes of Home Health Care only, a date of service will only count toward the elimination period if there are 2 or more hours of covered care that is not primarily incidental homemaker services. Prior to satisfaction of the Elimination Period, 100% of Benefit Amount can be used only for Hospice Care Services that are not reimbursable under Medicare.

Rates for each elimination period option are determined by applying the corresponding factor from the table below to the respective 90 day elimination period tabular rate.

Elimination period	rate multiplier
30	1.2
60	1.1
180	0.9
365	0.72

- *Long-Term Care Benefit Amount*

For Monthly Benefits: $1,500 to $15,000 in $100 increments
For Daily Benefits: $50 to $500 in $10 increments

For policies with the Benefit Builder for inflation option, rates for monthly benefits are calculated by dividing the $10 per day rate by 2.85 to get the $100 per month rate.

For policies with the other Inflation options, rates for monthly benefits are calculated by dividing the $10 per day rate by 2.91 to get the $100 per month rate.

- *Benefit Period/Policy Limit*

The possible benefit periods are 2 years, 3 years, 4 years, 5 years, 6 years or 10 years.

- *Inflation Options*

Applicants have a choice of four inflation options:

1. Benefit Builder Inflation Option (Endorsement LTC-BLD/GIO)

The Benefit Builder inflation option is a feature that grows benefits over time in two ways:

- **Automatic Increases**: Each policy anniversary, we will return to each policyholder the investment earnings (net of investment expenses) in excess of 3% from the general account portfolio that supports policies with the Benefit Builder or similar feature. These earnings will automatically be used to increase benefits and help offset the effect of inflation. Benefits will never decrease due to investment earnings below 3%, but there is a loss recouping mechanism described below for these scenarios.
- **Optional Increases**: Buy-up options of 10% of current benefits are offered to policyholders every 3 years (with restrictions defined below) which can also help offset the effect of inflation.

Automatic Increases

On each Policy Anniversary, we calculate an Excess Earnings Credit based upon the following formula.

Excess Earnings Credit = (Portfolio Rate of Return – 3%)*(Allocated Reserve Value) – Prior Losses

Where:

- *Portfolio* means the segment of our general account that contains the assets supporting policies with the Benefit Builder or similar feature.
- *Portfolio Rate of Return* means the net annual rate of return earned on the assets in the Portfolio (net of investment expenses).
- *Allocated Reserve Value (ARV)* refers to the portion of assets attributed to the insured in the Portfolio. The initial Allocated Reserve Value for a policyholder will be based on pre-determined tables that vary by issue age, policy year, risk class, gender, marital status, benefit period and elimination period. The tables were developed for the Standard risk class, Unisex, Single marital status and 90 day elimination period. The tables for the other risk and marital classes and elimination periods are calculated by using the same premium rate factors that we use for those classifications. Gender distinct tables are calculated by applying an additional factor to the unisex tables. For Females the factor is 1.10, and for Males the factor is 0.76***.*** The ARV is recalculated every policy year to reflect additions due to Automatic Increases from prior years and any Buy-ups purchased.
- *Prior Losses:* If the Portfolio Rate of Return in any year is below 3%, a loss will be calculated equal to: (Portfolio Rate of Return – 3%)*(Allocated Reserve Value). This loss will never decrease benefit levels, but in order to receive an earnings credit in the next year, the sum of prior losses must be overcome. For example, if there are two consecutive years with losses of $500 and $400, and then the third year produces a gain of $1,000, the Excess Earnings Credits will be $0, $0, and $100 ($1,000 - $500 -$400) for those years, respectively.

If the Excess Earnings Credit is greater than zero, this amount is divided by a Single Premium to determine the amount of the increase to the benefit amount. The Single Premiums vary by issue age, policy duration, and gender, assuming a 3% investment return, and are guaranteed renewable. In the event of an inforce rate increase, the Single Premiums would change based on the same revised assumptions for the base policy. The Single Premiums were developed for the Standard risk class, Unisex, Single marital status and 90 day elimination period. The Single Premiums for the other risk and marital classes and elimination periods are calculated by using the same premium rate factors that we use for those classifications. Gender distinct tables are calculated by applying an additional factor to the unisex tables. For Females the factor is 1.10, and for Males the factor is 0.76***.*** The Unisex Single Premiums are included in the excel spreadsheet attached to this filing.

Benefit Increase = (Excess Earnings Credit) / (Single Premium)

If the Excess Earnings Credit is less than or equal to zero, we will not reduce the benefit amount by such decrease as mentioned; however, we will offset any such decrease when calculating future Excess Earnings Credits with the loss recouping mechanism mentioned above.

Buy-up Options

- Every third policy anniversary through age 75, we will offer policyholders the option to increase their benefits without underwriting, by purchasing additional coverage equal to 10% of the benefit amount that was in effect immediately prior to the policy anniversary.
- Premium increases for the Buy-up Option are based on attained age rates in effect on the option date.
- The Options will cease and not be made available if the insured was chronically ill at any time during the two year period prior to the option date or if benefits have ever been paid under the policy.
- For issue ages below 65, the Options will cease if the insured has declined two previous options. For issue ages 65 and above, the Options will cease if the insured declines any option.
- The Buy-up Options not available for policies with the Survivorship and Waiver of Premium Benefit Rider.

2. CPI Compound Inflation (Endorsement LTC-CPI/GIO 4/11)

The Long-Term Care Benefit and remaining Policy Limit will, on each policy anniversary, increase by the percentage change in the Consumer Price Index, Urban, All Items (CPI percentage). The CPI percentage will be measured over the 1 year period that ends three months prior to the month of the policy anniversary. If the CPI percentage is negative in a year, no reduction in current Long-Term Care benefit amounts or policy limits will occur, but it will offset future increases.

In addition, every 3 years an option to increase the Long-Term Care Benefit amount and remaining Policy Limit by a factor of 5% will be offered (this is referred to as the Guaranteed Increase Option). This increase will be in addition to the automatic CPI increases. The premium for any increase will be based on attained age. No additional underwriting will be required. The offer will not be available if the policyholder was chronically ill in the 2 years prior to the date of the offer, after the insured attains age 76 or if the policyholder has declined two previous options. The Guaranteed Increase Option is not available for policies with the Survivorship and Waiver of Premium Benefit Rider.

3. CPI Compound Inflation Through Age 75 (Endorsement LTC-CPI75GIO 4/11)

The Long-Term Care Benefit and remaining Policy Limit will, on each policy anniversary through age 75, increase by the percentage change in the Consumer Price Index, Urban, All Items (CPI percentage). This inflation option functions exactly like the “CPI Compound Inflation” option above with the exception that the automatic benefit increases end after age 75. The maximum issue age for this inflation option is age 70.

4. Annual 5% Compound Inflation (Endorsement LTC-5COMP 4/11)

The Long-Term Care benefit and remaining policy limit will increase 5% per year compounded.

In addition, we are filing a fifth inflation option that will not be available upon launch of this product but we may make available at a later date:

4. Annual 3% Compound Inflation (Endorsement LTC-3COMP 4/11)

The Long-Term Care benefit and remaining policy limit will increase 3% per year compounded.

Partner Discounts and Underwriting Factors
The following two paragraphs describe the partner discount available with this product and the underwriting factors for the different rate classes. The combination of these two items is limited to a 35% reduction from single life standard rates.

- *Spouse or Domestic Partner Discount*
  A Spouse or Domestic Partner discount of 30% is available for married couples or family members of the same generation or domestic partners (of the same or opposite sex) who have lived together for at least 3 years and if both individuals apply at the same time and are approved for coverage and accept the policies under the same policy form.

- *Underwriting Classes*
  A preferred class, standard class, and two sub-standard classes are available. Preferred Rates are 90% of standard rates and the substandard rates are 125% and 150% of standard rates.

Other Discounts

- *Sponsored Group Discount*
  For eligible employer, association, and other groups approved by us, a 5% discount will be applied to each policy. *Valued Clients* (existing Manulife and John Hancock life and annuity clients and their families) are one of the other groups approved by us.

- *Family Discount*
  If three or more members of an immediate family purchase the policy, a 5% discount applies. This discount is not available in combination with the Sponsored Group discount.

- *Loyalty Credit*
  If an insured has an existing John Hancock individual long-term care policy from a prior policy series inforce for more than three years and replaces that coverage with this policy, there will be a 5% credit applied to this policy.

Rider Charges

Nonforfeiture	6%
Survivorship and Waiver of Premium	9%
Waiver of Home Health Care EP	15%
Additional Cash Benefit	10%
Shared Care	2 yr BP: 26% 3 yr BP: 16% 4 yr BP: 11% 5 yr BP: 10% 6 yr BP: 8% 10 yr BP: 5%

Premium Modalization Rules

Semiannual:	.52 * Annual Premium
Quarterly:	.27 * Annual Premium
Monthly:	.09 * Annual Premium

These factors recover interest and premiums lost due to deferred payments and off anniversary lapses as compared to annual mode experience.

Contract Reserves

Active Life Reserves

Reserve Basis

- One-year Full Preliminary Term
- The assumptions used for reserves contain reasonable margins for adverse experience
- The net valuation premium for renewal years does not increase

Morbidity

- 107.5% (2.41% load for claim administration expenses and 5% margin for adverse experience) of the select and ultimate claim costs developed for this form and as described above in the pricing assumptions. No future morbidity improvements are assumed.

Interest

- 3.5% discount rate

Future benefit increases for the Benefit Builder option are projected assuming a 3.5% portfolio rate.

Mortality

- Gender specific 1994 Group Annuity mortality

Persistency

- Policy years 1-4: 80% of the lapse rate used in the calculation of gross premiums (as described above in the pricing assumptions)
- Policy years 5+: 100% of the voluntary lapse rate used in the calculation of gross premiums.

Claim Liability and Reserves

The claim reserves are calculated as the present value of future claim payments for claims that have been incurred, based on claim runoffs that reflect 95% of our pricing claim termination rates (for conservatism), discounted at 3.5% interest.

Premium Rate Schedules

The following pages contain the premium rate schedules to which the information in this actuarial memorandum applies. The premium rate schedule is not less than the premium rate schedule for existing similar policy forms with issue age rate schedules and comparable premium-paying periods also available except for reasonable differences attributable to benefits. Please note that rates for ages 80-90 are only available for the SharedCare guaranteed purchase option.

The Single Premium rates that are used to calculate the Benefit Builder Increases are in the Excel spreadsheet accompanying this form.

John Hancock Life Insurance Company
Individual Long-Term Care Policy Series LTC-12 DC

Long-Term Care Policy Series LTC - 12 DC
Single Female Standard Rates per $10 of Daily Coverage
90-Day EP

	CPI Compound Inflation						5% Compound Inflation						CPI Inflation to 75**						Benefit Builder						3% Compound Inflation					
	Benefit Period						Benefit Period						Benefit Period						Benefit Period						Benefit Period					
Age*	2	3	4	5	6	10	2	3	4	5	6	10	2	3	4	5	6	10	2	3	4	5	6	10	2	3	4	5	6	10
18-29	91	115	128	137	143	195	252	326	369	396	415	562	72	91	103	110	116	159	34	39	43	44	47	64	107	132	147	158	163	224
30	96	121	135	144	150	205	254	329	373	400	419	568	76	96	108	116	122	167	36	41	45	46	49	67	113	139	155	166	172	236
31	97	123	137	146	152	208	255	330	374	401	420	570	77	97	110	118	124	170	37	42	47	48	51	69	114	141	158	169	175	240
32	99	124	140	149	155	212	256	332	376	403	422	572	78	99	111	120	125	172	38	44	48	50	53	72	116	143	161	171	177	244
33	101	126	142	151	157	215	257	333	377	404	423	575	79	100	113	121	127	175	39	45	50	51	55	74	117	145	163	174	180	248
34	102	128	145	154	160	219	258	334	378	405	424	577	80	101	115	123	129	178	40	46	52	53	56	78	118	147	166	177	182	252
35	104	130	147	156	162	222	259	335	379	406	425	579	81	103	117	125	131	180	41	48	54	55	59	81	120	150	169	179	185	256
36	105	131	150	159	165	226	260	337	381	408	427	581	82	104	118	127	133	183	42	49	56	58	61	84	121	152	172	182	188	260
37	107	133	153	162	168	230	261	338	383	409	428	583	84	106	120	129	134	186	43	51	58	60	63	87	123	154	175	185	190	265
38	109	135	155	164	170	233	262	339	384	410	429	587	85	107	122	131	136	189	44	53	60	62	65	90	124	156	179	188	193	269
39	110	137	158	167	173	237	263	340	386	412	431	589	86	109	124	133	138	192	45	54	62	65	68	93	126	159	182	191	196	273
40	112	139	161	170	176	241	264	341	387	413	432	591	87	110	126	135	140	195	46	56	64	67	70	96	127	161	185	194	199	278
41	113	141	163	172	178	245	264	341	387	413	432	592	88	111	128	137	142	198	47	58	66	69	72	99	129	163	187	197	202	282
42	115	143	164	175	181	249	265	342	388	414	434	593	89	113	129	138	144	201	49	59	68	71	74	102	131	166	190	200	206	287
43	116	145	166	177	183	252	265	342	388	414	434	594	91	114	131	140	146	204	50	61	69	73	77	105	133	168	192	203	209	291
44	118	147	168	179	186	256	266	343	389	415	435	595	92	115	132	142	148	207	52	63	71	75	79	108	135	170	194	206	213	296
45	119	149	169	182	188	260	266	343	389	415	435	596	93	117	134	144	150	210	53	64	73	79	82	112	137	173	197	209	216	300
46	121	151	171	184	191	264	267	344	390	416	436	597	95	118	135	146	152	213	55	66	75	81	84	115	139	175	199	212	220	305
47	122	153	173	186	193	268	267	344	390	416	436	598	96	120	137	147	154	216	57	68	78	83	86	119	141	177	201	215	224	309
48	124	156	174	189	196	273	268	345	391	417	437	599	97	121	139	149	156	219	58	70	81	86	89	122	144	180	204	218	227	314
49	125	158	176	191	198	277	268	345	391	417	437	600	99	123	140	151	158	223	60	72	83	88	91	126	146	182	206	222	231	319
50	127	160	178	194	201	281	269	346	392	418	438	601	100	124	142	153	160	226	62	74	85	91	94	131	148	185	209	225	235	324
51	130	164	183	199	206	288	270	347	393	419	439	602	102	127	145	157	164	231	65	79	89	95	98	137	151	189	214	230	239	331
52	134	167	189	204	212	295	271	348	394	420	440	603	104	129	149	160	168	235	68	82	93	100	103	144	153	192	219	235	244	337
53	137	171	194	210	217	302	272	349	395	421	441	604	106	132	152	164	172	240	71	86	98	105	108	151	156	196	224	240	249	344
54	140	175	200	215	223	309	273	350	396	422	442	605	109	135	155	168	177	245	74	91	102	110	113	158	159	200	229	245	253	351
55	144	179	206	221	229	317	274	351	397	423	443	606	111	138	159	172	181	250	78	95	107	115	118	166	162	204	234	250	258	358
56	149	185	213	229	237	327	275	352	398	425	444	610	114	142	164	178	186	258	82	101	114	122	125	175	166	208	239	256	264	366
57	154	192	220	237	246	338	277	353	399	426	446	613	118	147	170	183	192	267	87	107	120	130	134	186	170	213	244	262	271	375
58	160	198	227	245	254	350	278	355	400	428	447	617	121	152	175	189	198	276	92	113	129	137	142	196	175	217	250	268	278	383
59	165	205	235	253	264	361	281	356	401	429	449	620	125	157	181	196	204	285	97	120	137	145	150	207	179	222	255	274	284	392
60	171	212	243	262	273	373	282	357	402	431	450	624	129	162	187	202	210	294	102	128	145	153	159	219	184	227	261	280	291	401
61	180	223	256	276	287	393	292	370	417	448	466	649	136	170	197	212	221	309	109	137	155	164	171	236	193	238	274	294	307	421
62	190	235	271	290	303	413	302	384	434	464	483	673	143	178	207	223	233	324	117	147	166	177	184	253	202	250	289	309	322	442
63	201	247	286	306	319	435	313	398	450	481	502	699	151	187	218	234	245	340	126	158	179	191	198	271	212	263	304	325	339	464
64	211	260	301	322	335	458	324	412	467	500	520	726	159	196	230	246	258	357	136	169	192	205	212	292	223	276	320	342	357	488
65	223	274	318	339	353	482	337	427	486	518	540	754	167	206	242	259	272	375	146	182	206	220	228	313	234	290	337	359	375	512
66	236	292	337	361	377	515	351	447	507	544	570	783	177	220	256	276	290	401	156	196	222	239	248	341	248	310	357	382	400	547
67	250	312	356	384	402	551	366	467	528	571	602	814	188	235	271	293	310	428	167	211	240	258	269	371	264	330	378	407	427	585
68	265	332	377	409	430	589	381	489	552	599	635	847	200	250	286	312	330	458	179	227	259	279	293	404	280	353	400	433	456	626
69	281	354	399	435	459	630	398	510	575	628	670	879	212	267	303	332	352	489	192	246	279	303	317	441	298	377	423	461	486	669
70	298	378	422	463	490	674	414	533	601	660	708	914	225	285	320	353	376	523	205	265	302	328	345	479	316	402	448	491	519	715
71	318	403	457	504	534	722	447	566	646	710	761	977	241	310	350	386	411	564	228	295	336	368	390	530	338	429	488	539	571	769
72	340	430	495	549	583	774	482	600	695	763	819	1046	257	335	379	418	446	605	251	323	369	407	436	580	360	457	529	588	623	823
73	363	459	536	598	636	830	521	635	747	820	881	1118	273	359	409	451	482	646	274	353	404	447	480	631	383	484	569	636	676	878
74	388	489	581	651	693	890	562	674	803	881	948	1195	289	384	438	483	517	687	297	381	438	486	526	681	405	512	610	685	728	932
75	414	522	629	709	756	954	607	715	863	948	1019	1279	305	409	468	516	552	728	320	411	471	525	571	732	427	539	650	733	780	986
76	453	571	684	768	818	1039	645	782	945	1042	1118	1399							353	454	520	577	627	796	467	589	706	793	844	1073
77	495	624	743	831	885	1131	685	856	1034	1146	1225	1532							389	502	573	635	690	864	511	644	767	858	913	1167
78	541	682	808	900	958	1232	727	936	1132	1261	1344	1676							427	554	632	699	758	938	559	704	833	928	987	1270
79	592	746	878	975	1036	1341	773	1025	1239	1386	1474	1834							471	612	698	768	833	1019	611	769	905	1004	1068	1382
80	972						1217												773						1003					
81	1039						1289												834						1072					
82	1111						1366												900						1145					
83	1187						1448												972						1224					
84	1268						1535												1048						1310					
85	1355						1627												1130						1399					
86	1431						1725												1205						1476					
87	1511						1833												1283						1559					
88	1595						1948												1367						1644					
89	1684						2071												1458						1736					
90	1777						2201												1553						1832					

*Ages 80-90 only available for the Shared Care guaranteed option

**CPI Inflation to 75: ages 71-75 only available for Guaranteed Increase Option

John Hancock Life Insurance Company
Individual Long-Term Care Policy Series LTC-12 DC

Long-Term Care Policy Series LTC - 12 DC
Single Male Standard Rates per $10 of Daily Coverage
90-Day EP

	CPI Compound Inflation						5% Compound Inflation						CPI Inflation to 75**						Benefit Builder						3% Compound Inflation					
	Benefit Period						Benefit Period						Benefit Period						Benefit Period						Benefit Period					
Age*	2	3	4	5	6	10	2	3	4	5	6	10	2	3	4	5	6	10	2	3	4	5	6	10	2	3	4	5	6	10
18-29	62	74	81	84	86	122	175	209	227	240	246	347	52	63	68	72	75	106	27	30	32	33	34	46	72	85	92	96	99	140
30	65	78	85	88	91	128	177	212	230	242	249	351	55	66	72	76	79	112	28	31	33	34	35	48	76	89	97	101	104	147
31	66	79	86	89	92	130	177	212	231	243	250	352	56	67	73	77	80	114	29	32	34	35	36	50	77	90	99	103	106	149
32	67	80	88	91	94	132	178	213	231	243	250	353	56	68	74	78	81	115	29	33	35	36	37	51	78	92	101	104	107	152
33	68	81	90	93	95	134	178	213	232	244	251	354	57	69	75	79	82	117	30	34	37	38	39	53	79	93	102	106	109	154
34	69	82	91	94	97	136	179	214	232	244	251	355	58	69	77	81	83	119	31	35	38	39	40	55	80	94	104	108	111	157
35	70	83	93	96	98	138	179	214	233	245	252	356	58	70	78	82	84	121	32	36	39	40	41	57	81	96	106	110	113	159
36	71	84	94	97	100	140	180	215	234	246	253	358	59	71	79	83	85	122	33	37	41	42	43	59	82	97	108	111	114	162
37	73	86	96	99	101	142	180	215	234	246	253	360	60	72	80	84	87	124	33	38	42	43	44	61	83	99	110	113	116	164
38	74	87	98	101	103	145	181	216	235	248	254	361	61	73	81	85	88	126	34	40	44	45	46	63	84	100	112	115	118	167
39	75	88	99	102	104	147	181	216	235	248	254	362	61	74	83	87	89	128	35	41	45	46	47	66	85	102	114	117	120	169
40	76	89	101	104	106	149	183	217	236	249	255	363	62	75	84	88	90	130	36	42	47	48	49	68	86	103	116	119	122	172
41	77	90	101	105	107	151	183	217	236	249	255	364	63	76	84	89	91	131	37	43	48	49	50	70	87	104	117	120	123	174
42	77	91	102	106	108	152	184	218	237	250	256	366	63	76	85	89	91	132	38	44	49	50	51	71	88	105	118	121	124	176
43	78	92	102	106	109	154	184	218	237	250	256	367	64	77	85	90	92	133	38	45	50	51	52	73	89	106	118	122	126	178
44	79	92	103	107	110	156	185	220	239	251	258	370	65	77	86	90	93	135	39	46	51	52	53	74	90	107	119	123	127	180
45	79	93	103	108	111	157	185	220	239	251	258	371	65	78	86	91	93	136	40	47	52	53	55	77	91	108	120	124	128	182
46	80	94	103	109	112	159	186	221	240	252	259	373	66	79	87	92	94	137	41	48	53	54	56	79	92	109	121	125	130	184
47	81	95	104	110	113	161	186	221	240	252	259	374	67	79	87	92	95	138	42	49	54	55	57	80	93	111	122	127	131	186
48	82	96	104	110	113	162	187	222	241	253	260	376	68	80	88	93	96	140	43	51	55	57	59	82	94	112	122	128	132	188
49	82	97	105	111	114	164	187	222	241	253	260	377	68	80	88	93	96	141	44	52	56	58	60	84	95	113	123	129	134	190
50	83	98	105	112	115	166	188	223	242	254	261	380	69	81	89	94	97	142	45	53	57	59	61	86	96	114	124	130	135	192
51	85	100	108	115	118	170	189	224	243	255	262	381	71	83	91	96	99	145	47	55	60	62	64	90	98	116	127	133	138	196
52	87	103	111	118	121	174	190	225	244	256	263	382	72	84	94	99	102	148	49	58	62	64	66	94	100	118	130	136	140	199
53	89	105	115	121	124	178	192	226	245	258	264	383	74	86	96	101	105	151	51	60	65	67	69	99	102	120	133	139	143	203
54	92	107	118	125	129	183	193	227	246	259	265	384	75	88	98	103	107	154	54	62	68	70	72	103	104	123	136	142	145	207
55	94	110	122	128	131	187	194	228	248	260	267	385	77	90	101	106	110	157	56	65	71	73	75	108	106	125	139	145	148	211
56	98	114	126	133	136	193	195	230	249	261	268	386	79	93	105	110	114	162	59	69	75	78	80	114	109	128	142	149	152	216
57	101	118	131	137	141	200	196	231	250	262	269	388	82	96	108	114	117	168	62	73	81	83	85	120	112	131	146	152	156	221
58	105	123	135	142	146	207	197	232	251	263	270	389	85	100	112	118	121	174	66	78	86	88	90	128	115	134	149	156	160	227
59	109	127	140	148	151	214	198	233	252	264	271	390	87	103	116	122	125	180	69	83	91	93	95	135	118	138	152	160	164	232
60	113	132	145	153	157	221	199	234	253	265	272	391	90	107	120	126	129	186	73	88	97	99	101	142	121	141	156	164	168	238
61	120	139	154	162	166	234	207	244	264	277	283	408	95	113	127	133	136	196	80	95	104	106	109	153	128	149	165	173	177	251
62	127	147	163	171	175	247	215	254	276	288	295	426	101	119	134	140	144	207	86	102	111	114	117	164	135	157	174	183	187	265
63	135	156	173	181	185	261	224	264	287	299	306	445	106	125	142	148	152	218	93	109	119	123	126	176	143	165	184	193	198	279
64	143	165	184	192	196	276	233	276	299	311	318	464	113	132	150	156	161	230	100	117	129	133	136	191	151	174	195	204	208	294
65	152	174	195	203	207	292	242	287	312	324	330	484	119	139	159	165	170	243	108	126	138	143	146	205	160	184	206	215	220	310
66	162	187	207	217	223	315	254	302	328	343	353	505	127	149	169	177	183	262	116	137	149	155	159	224	171	198	219	230	237	334
67	172	200	221	233	239	339	267	318	345	363	377	526	135	160	179	189	196	282	124	149	161	169	174	246	182	213	234	247	254	360
68	183	215	235	249	258	365	279	335	362	384	402	550	144	172	189	202	211	304	134	161	174	185	190	269	194	229	249	264	273	388
69	195	231	250	267	277	394	292	353	380	407	430	573	154	184	201	217	227	327	143	174	190	201	207	295	207	246	265	283	294	418
70	208	248	266	286	298	424	307	372	399	430	459	598	164	198	213	232	244	352	153	189	205	218	226	323	221	264	282	303	316	450
71	224	266	292	317	331	458	338	401	438	473	505	650	178	218	236	256	270	378	171	212	231	249	262	360	239	285	313	341	357	489
72	241	286	321	351	368	495	373	433	480	519	556	706	192	238	259	280	295	404	191	235	256	278	298	398	257	305	344	379	398	528
73	259	308	352	389	409	535	412	467	528	570	612	766	207	258	283	303	321	430	209	258	282	309	335	435	274	326	376	418	440	568
74	279	330	386	431	455	578	454	504	579	626	673	832	221	278	306	327	346	456	228	281	307	339	370	472	292	346	407	456	481	607
75	300	355	424	478	506	625	501	544	635	688	740	904	235	298	329	351	372	482	247	304	333	369	406	509	310	367	438	494	522	646
76	335	397	471	530	561	697	547	607	693	741	787	1002							276	343	374	415	457	559	346	410	486	547	579	719
77	373	443	523	587	623	776	597	676	756	801	839	1112							309	387	422	466	514	614	386	457	540	605	643	801
78	417	495	581	650	691	865	652	755	825	864	893	1233							346	437	475	524	579	674	430	511	600	670	713	892
79	465	553	646	720	767	964	712	841	900	932	950	1368							388	493	536	589	652	741	480	570	666	742	791	993
80	764						1121												636						788					
81	816						1187												686						842					
82	872						1259												740						899					
83	933						1335												800						962					
84	996						1415												862						1029					
85	1065						1499												930						1099					
86	1124						1588												990						1159					
87	1187						1689												1056						1225					
88	1253						1795												1125						1291					
89	1323						1907												1200						1364					
90	1396						2028												1277						1439					

*Ages 80-90 only available for the Shared Care guaranteed option

**CPI Inflation to 75: ages 71-75 only available for Guaranteed Increase Option