

**John Hancock Life Insurance Company (USA)**  
**May 9, 2022**

**SERFF #:** MULF-133075197

**Filing Summary:**

John Hancock Life Insurance Company (USA) requested an aggregate 60.3% rate increase on forms LTC-PA-91, NH-PA-91, LTC-94 PA, LTC-94 PA 2/95, NH-94 PA, NH-94 PA 2/95, LTC-96 PA 9/96 (PreRS), LTC-96 PA 6/98 (PreRS), LTC-98FR PA 6/98 (PreRS), LTC-96CL PA 9/96 (PreRS), NH-99 PA 4/99 (PreRS), NH-99FR PA 4/99 (PreRS), and LTC2000 PA 4/00 (PreRS)(Advantage & Gold Series, Pre-RS).

The Pennsylvania Insurance Department approved a three year rate increase on the 4,760 policies in force in PA. The maximum annual increase on any policyholder is limited to 30%, the total increase on any policyholder over the three year implementation period cannot exceed 100%, and the total increase cannot exceed the amount listed in the filing.

**Effective date of rate change:** Renewals on and after 5/9/2022.

The current policies in place are not generating sufficient premium to pay future claims to policyholders. This is a common problem for a number of insurers nationwide because policyholders are keeping their policies longer than expected and are living longer than projected. As a result, policyholders are using more benefits on average than the company anticipated when the policies were originally sold. This means the company has to pay out more for benefits than it originally projected.

In making this decision, the Department considered the projected loss ratio for each block of policy forms, that is, the projected total amount of benefits paid out versus the total amount of premium collected, the reasonableness of the assumptions the company used in its projections, and the company's financial situation. The Department also considered the financial impact this rate increase would pose to consumers, the past rate increases policyholders have faced, and the availability of options to limit the rate increase by reducing benefits.

The company is offering ways for policyholders to limit the rate increase by reducing benefits. The company will let you know your options when they contact you directly about this premium increase.

This Rate Filing Decision Summary is a tool to help explain the rate filing and does not describe all the factors considered as part of the Department's rate review.