



Illustration For
Multi-Choice Annuity 3
Single Premium Deferred Annuity

Prepared For
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*In addition to this Illustration, please refer to the "Buyer's Guide to Individual Deferred Annuities" and the "Multi-Choice Annuity Product Disclosure" for additional information that **MUST** accompany this Illustration.*

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What Is A Deferred Annuity?

A deferred annuity contract gives you a way to build savings now and enjoy payments in the future - as a payment stream or a one-time, lump-sum payment. There are many types of deferred annuities, but they all have one thing in common: the taxes on your gains are delayed until you withdraw funds from the account. This is called tax-deferred growth.

Annuities are regulated by the Internal Revenue Code and state insurance law. Some contracts, features and options may not be available or similar in all states because state governments oversee insurance companies.

Annuities are meant to be long-term savings vehicles. We don't recommend them as short-term investments. Annuities are not guaranteed by a bank or credit union, and not insured by the FDIC or other governmental agency.

The guarantees of our annuities are based on the Standard Insurance Company's financial strength and claims-paying ability. Before buying an annuity, review its features, costs, risks and methods of calculating the variables.

What Else Should I Know?

Deferred annuities are designed to be long-term retirement savings. Withdrawals and surrenders may face a charge during surrender-charge periods.

If you take withdrawals or surrenders before age 59½, you may be subject to a 10% early withdrawal federal tax penalty. Withdrawals and surrenders will reduce your death benefit and annuity fund value.

Contract: SPDA-CA.

Riders: R-TCB-CA, R-NHB-CA, R-ANN, R-DB, R-ANNDW, R-EIO, R-IRA, R-Roth IRA, R-QPP.

Multi-Choice Annuity 3-Key Features

Initial Rate Guarantee Period

We guarantee the annual interest rate in effect at the time you buy the annuity for three years. Interest is calculated and credited daily. At the end of that three-year period, you may withdraw your money or automatically start a new three-year period.

Subsequent Rate Guarantee Period

If you choose to continue your annuity, new interest rate guarantee periods and surrender-charge periods automatically begin at the end of your initial term, then again at the end of each subsequent term. All subsequent terms will be the same duration as your initial guarantee period.

During the first 30 days of each subsequent term you may withdraw some or all of your funds without a surrender charge.

The Standard sets a new interest rate at the beginning of each rate guarantee period, and we guarantee that rate for that period. The new rate may be higher or lower than the interest rate of your initial rate guarantee period.

Premium Amounts

The minimum premium is \$15,000 and maximum premium is \$1,000,000. Greater amounts may be accepted if preapproved by The Standard before you submit an application. You may add additional premium in the first 90 days.

Issue Age

For owners age 0-93 and for annuitants age 18-93. (The purchase of the annuity for those age 91-93 must be for transfer-of-wealth or estate-planning purposes.)

Time to Reflect on the Purchase

You may cancel and return your contract within 30 days after it is delivered to you. We will refund your premium after a cancellation, minus any withdrawals you've taken.

Surrender-Charge Period

Unlike short-term savings products, deferred annuities are designed and priced for long-term retirement savings. Part of this design relies on the fact that the advantages of tax deferral work best when the annuity's growth is allowed to compound over time. Although all or a portion of the funds may be withdrawn at any time, early withdrawals are discouraged and are subject to surrender charges.

These charges are expressed as a percentage of the annuity's total value and diminish to zero over time.

Please note that the surrender charges are not a part of or associated with any state or federal taxes imposed on a distribution or with the IRS pre-age-59½ tax penalty that may apply to a withdrawal. Surrender charges are in addition to any applicable state or federal taxes or penalties.

Contract Year	1	2	3
Surrender Charge	8%	7%	6%

Minimum Value Guarantee

During the surrender-charge period and throughout the contract, the minimum value of the annuity is guaranteed. The annuity contract surrender value will never be less than the minimum value in the contract. At all times, the owner is guaranteed to receive an annuity value that equals or exceeds the minimum required value.

Access to Funds

Surrenders in certain instances will not be subject to a surrender charge.

- First 30 days of each subsequent surrender-charge period
- IRS required minimum distributions
- Terminal medical conditions¹
- Home care, Community-based services, Nursing care facility or residential care facility residency¹
- Death benefits
- Surrenders within 180 days of death of annuitant
- Annuitization

¹ Applies after the first contract year.

Glossary of Key Terms

Age Age as of last birthday, unless otherwise noted.

Annuitant The person on whose life the amount and duration of annuity benefit payments are based.

Annuitization The process of converting the contract into a series of annuity benefit payments.

Annuity Date The date annuity benefit payments start.

Annuity Fund Value The value of the contract, including surrender charges as applicable, upon which benefit amounts under the contract are based.

Contract Year The 12-month period measured from the contract effective date and each 12-month period thereafter.

Death Benefit The benefit payable upon death of the owner.

Owner The person(s) or entity to whom the contract is issued.

Surrender-Charge Period The period of time during which surrender charges apply.

Surrender Value The amount payable upon the surrender of the contract taking surrender charges into account.

Assumptions

Client Information

Applicant / Owner:	M. Nigolian	
Annuitant:	M. Nigolian	Female, Age: 67 (as of last birthday)
State of Issue:	California	
Contract Type:	Non-Qualified	
Premium:	\$500,000.00	

Multi-Choice Annuity 3 Assumptions

Initial Interest Rate:	3.20%
Initial Interest Rate Guarantee Period:	3 years
Minimum Guaranteed Interest Rate:	0.10%
Contractual Minimum Funds:	
Minimum Fund Percent of Premium:	87.50%
Minimum Fund Guaranteed Interest Rate:	1.00%
Surrender-Charge Period:	3 years

Minimum Guaranteed Values

The values shown below are based on:

- The current guaranteed interest rate of 3.20% for the initial guaranteed interest rate period of 3 years.
- The minimum guaranteed interest rate of 0.10% after the initial guaranteed interest rate period.
- The (older) annuitant's age.
- The surrender charges that apply to your selected plan design.

No withdrawals are assumed for the minimum guaranteed illustration. The illustration shows all values at the end of the contract year. The order in which interest credits and surrender charges are calculated may differ.

End of Contract Year	Age as of Last Birthday	Credited Interest Rate	Credited Interest	Annuity Fund Value	Surrender Value	Minimum Surrender Value After Guarantee Funds	Death Benefit
1	68	3.20%	16,000	516,000	474,720	474,720	516,000
2	69	3.20%	16,512	532,512	495,236	495,236	532,512
3	70	3.20%	17,040	549,552	516,579	516,579	549,552
4	71	0.10%	550	550,102	506,094	506,094	550,102
5	72	0.10%	550	550,652	512,106	512,106	550,652
6	73	0.10%	551	551,203	518,131	518,131	551,203
7	74	0.10%	551	551,754	507,614	507,614	551,754
8	75	0.10%	552	552,306	513,644	513,644	552,306
9	76	0.10%	552	552,858	519,686	519,686	552,858
10	77	0.10%	553	553,411	509,138	509,138	553,411
11	78	0.10%	553	553,964	515,187	515,187	553,964
12	79	0.10%	554	554,518	521,247	521,247	554,518
13	80	0.10%	555	555,073	510,667	510,667	555,073
14	81	0.10%	555	555,628	516,734	516,734	555,628
15	82	0.10%	556	556,183	522,812	522,812	556,183
16	83	0.10%	556	556,740	512,200	513,003	556,740
17	84	0.10%	557	557,296	518,286	518,286	557,296
18	85	0.10%	557	557,854	524,382	524,382	557,854
19	86	0.10%	558	558,411	513,739	528,548	558,411
20	87	0.10%	558	558,970	519,842	533,833	558,970
25	92	0.10%	561	561,770	516,829	561,064	561,770
30	97	0.10%	564	564,585	530,710	589,684	589,684
35	102	0.10%	567	567,413	527,694	619,764	619,764
40	107	0.10%	570	570,256	524,636	651,378	651,378
45	112	0.10%	573	573,113	538,726	684,605	684,605
48	115	0.10%	574	574,834	540,344	705,349	705,349

Hypothetical (Non-Guaranteed) Values

The values shown below are based on:

- The current guaranteed interest rate of 3.20% for the initial guaranteed interest rate period of 3 years.
- The (older) annuitant's age.
- The surrender charges that apply to your selected plan design.

This illustration assumes the annuity's current non-guaranteed elements, such as the credited interest rate, will not change. It is likely that the non-guaranteed elements **will** change. The actual values will likely be higher or lower than those shown in the illustration, **but will not be less than the minimum guarantees. See page 5 for Minimum Guaranteed Values based on guaranteed elements.**

The illustration shows all values at the end of the contract year. The order in which interest credits, withdrawals and surrender charges are calculated may differ. The values below are based on assumptions that are subject to change by The Standard. Actual results may be higher or lower. The values are not guarantees. Please review the entire Product Disclosure and the Buyer's Guide provided to you with this illustration for more detailed information.

End of Contract Year	Age as of Last Birthday	Credited Interest Rate	Credited Interest	Annualized Withdrawal	Annuity Fund Value	Surrender Value	Minimum Surrender Value After Guarantee Funds	Death Benefit
1	68	3.20%	16,000	0	516,000	474,720	474,720	516,000
2	69	3.20%	16,512	0	532,512	495,236	495,236	532,512
3	70	3.20%	17,040	0	549,552	516,579	516,579	549,552
4	71	3.20%	17,586	0	567,138	521,767	521,767	567,138
5	72	3.20%	18,148	0	585,286	544,316	544,316	585,286
6	73	3.20%	18,729	0	604,016	567,775	567,775	604,016
7	74	3.20%	19,329	0	623,344	573,477	573,477	623,344
8	75	3.20%	19,947	0	643,291	598,261	598,261	643,291
9	76	3.20%	20,585	0	663,876	624,044	624,044	663,876
10	77	3.20%	21,244	0	685,121	630,311	630,311	685,121
11	78	3.20%	21,924	0	707,044	657,551	657,551	707,044
12	79	3.20%	22,625	0	729,670	685,890	685,890	729,670
13	80	3.20%	23,349	0	753,019	692,778	692,778	753,019
14	81	3.20%	24,097	0	777,116	722,718	722,718	777,116
15	82	3.20%	24,868	0	801,984	753,865	753,865	801,984
16	83	3.20%	25,663	0	827,647	761,435	761,435	827,647
17	84	3.20%	26,485	0	854,132	794,343	794,343	854,132
18	85	3.20%	27,332	0	881,464	828,576	828,576	881,464
19	86	3.20%	28,207	0	909,671	836,897	836,897	909,671
20	87	3.20%	29,109	0	938,780	873,066	873,066	938,780
25	92	3.20%	34,075	0	1,098,911	1,010,998	1,010,998	1,098,911
30	97	3.20%	39,887	0	1,286,355	1,209,174	1,209,174	1,286,355
35	102	3.20%	46,691	0	1,505,773	1,400,369	1,400,369	1,505,773
40	107	3.20%	54,655	0	1,762,617	1,621,607	1,621,607	1,762,617
45	112	3.20%	63,977	0	2,063,272	1,939,475	1,939,475	2,063,272
48	115	3.20%	70,318	0	2,267,752	2,131,686	2,131,686	2,267,752

Annuitization Report

We based the annuity purchase rates shown below on the (older) annuitant's age and, where allowed, gender, the specified annuity payment option and the payment frequency.

We based the sample values on annuitization taking place at the end of the 10th contract year and as of the annuity date. The annuity date is the contract anniversary on or after the (older) annuitant's 115th birthday or the tenth contract year, whichever is later.

Actual annuity benefit payments will depend upon:

- The income option you elect
- The payment mode you select (e.g. monthly, semi-annually, annually, etc.)
- When you choose to annuitize the contract

The following example assumes the owner and annuitant are the same person.

Owner/Annuitant:	M. Nigolian
Gender:	Female
Age:	67
Annuity Date:	Contract Anniversary after attaining age 115
Annuity Income Option:	Life Income with 10-year certain period
Annuity Payment Frequency:	Monthly

10th Contract Year

Minimum Guaranteed Values (see page 5)

Account Value Applied to Settlement Option	\$553,411
Annuity Payment Rate per \$1,000	5.01
Annuity Payment Amount	\$2,772.59

Hypothetical Projections (see page 6)

Account Value Applied to Settlement Option	\$685,121
Annuity Payment Rate per \$1,000	5.01
Annuity Payment Amount	\$3,432.45

Annuity Date

Account Value Applied to Settlement Option	\$705,349
Annuity Payment Rate per \$1,000	8.37
Annuity Payment Amount	\$5,903.77

Account Value Applied to Settlement Option	\$2,267,752
Annuity Payment Rate per \$1,000	8.37
Annuity Payment Amount	\$18,981.08

A Guaranteed Income for Life

Annuitization is precisely why many people buy an annuity - to ensure a guaranteed income stream. You can convert most deferred annuities at any time, but most people choose to make this change just before retirement. This option:

- Provides a guaranteed income stream
- Allows you to set-up payments that meet the IRS Required Minimum Distribution rules
- Allows you to pay taxes in smaller, regular payments instead of in a lump sum

Income Options

Life Income

A guaranteed income for as long as you are living. Payments will end when the owner of the annuity dies.

Life Income with Certain Period

A guaranteed income for as long as you are living. If you die before the end of the specified period, your beneficiary receives those payments until the end of the period - or they may choose a lump sum payment.

Joint and Survivor Life Income

A guaranteed income for as long as both of you are living. When either of you die, payments will continue to the survivor. Reduced payments made to the survivor are available. Payments will end when both of you die.

Joint and Survivor Life Income with Certain Period

A guaranteed income for as long as both of you are living. When either of you dies, payments will continue at 100 percent of the payments received when both of you were living. Reduced payments made to the survivor are available. If both of you die before the end of the period specified, your beneficiary receives those payments until the end of the period - or they may choose a lump-sum payment.

Certain Period

A guaranteed income over a chosen time period. You can choose to receive a lump-sum payment of your benefits instead of recurring payments at any time. If you die before the end of the specified period, your beneficiary receives those payments until the end of the period - or they may choose a lump-sum payment.

Lump sum

A lump-sum payment is a one-time payment for the full value of the annuity, rather than recurring payments made over a period of time.

Other options may be available.



Annuities are intended as long-term savings vehicles.

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The guarantees of the annuity are based on the financial strength and claims-paying ability of Standard Insurance Company. An annuity should not be purchased as a short-term investment.

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