

# Index Select Annuities 5, 7 And 10

A Rewarding Combination Of Safety, Tax Deferral And Choice



Standard Insurance Company  
Index Select Annuities 5, 7 And 10







## What Is A Deferred Annuity?

A deferred annuity contract is chiefly a vehicle for accumulating savings and eventually distributing the value – either as a payment stream or as a one-time, lump-sum payment. All varieties of deferred annuities have one thing in common: the increase in account value is not taxed until those gains are withdrawn (or paid out). This is also known as tax-deferred growth.

Annuities contracts in the U.S. are defined by the Internal Revenue Code. They have features of life insurance products, but are only allowed to be sold by insurance companies. And because insurance companies are regulated by state insurance departments, some contracts, features and options may not be available or may not be exactly the same in all states.

# Index Select Annuity 5, 7 And 10

Maximize Your Earnings Potential With Confidence

The Index Select Annuity offers an ideal combination of growth potential and safety. With a plan design that includes an index interest account and a fixed interest account, this annuity is designed to provide you with optimum interest crediting given the current economic environment. It's a premier choice for disciplined savers who want to benefit from an index annuity with the highest index rate cap available at The Standard.

## How This Annuity Works

An Index Select Annuity contract is comprised of two different accounts: Index Interest and Fixed Interest. Your allocation to the Index Interest and Fixed Interest Accounts may be changed once a year, prior to the end of the index term. In such a case, funds would be transferred on the first day of the subsequent index term and would receive the index rate cap and interest rate in effect at the time the transfer is performed.

## Index Interest Account Features

The amount allocated to this account is credited a rate based on the performance of the S&P 500.®

### Index Term

Each index term is 12 months. On the first day of this term, the value of the S&P 500 will be set as the beginning value. On the last day of this term, the value of the S&P 500 will be set as the ending value. The difference is the growth or loss. A positive change in the S&P 500 Index over the index term will result in the crediting of interest, up to the pre-specified rate cap, to the Index Interest Account value. A negative change (a loss) in the index over the index term will not result in a reduction of the Index Interest Account value.

### Index Participation

The portion of premium that is placed in the Index Interest Account will participate in 100 percent of the growth of the S&P 500 index over each index term up to the stated index rate cap.

Policy: ICC11-SPDA-IA2, SPDA-IA2

Riders: ICC11-R-PTP, ICC11-R-MVA, ICC11-R-DB, ICC11-R-ANN, ICC11-R-TCB, ICC11-R-NHB, ICC11-R-ANNDW, ICC10-R-POF, ICC10-R-ERTSA, ICC10-R-NERTSA, ICC10-R-QPP, ICC11-R-IRA, ICC11-R-Roth IRA, ICC11-R-SEPP, R-ANN, R-DB, R-MVA, R-POF, R-PTP, R-TCB, R-NHB, R-ANNDW, R-ERTSA, R-NERTSA, R-QPP, R-SEPP-IA. Some forms are not applicable in all states.

SI 16219 (8/12)



**This index annuity is a fixed, deferred annuity in which the interest rate is determined, in part, by referencing the Standard & Poor's 500 index. The account will never participate in any declines the index may see each term, only in the gains. Plus, as interest is credited, the earnings are locked into the index interest account value.**

### Index Rate Cap

Funds within the Index Interest Account can earn interest up to a pre-declared cap on the index interest rate. At the end of each index term the contract will be assigned a renewal index rate cap for the subsequent index term, based on the current economic and interest rate environment.

### Fixed Interest Account Features

The amount of premium allocated to the the Fixed Interest Account is credited daily with a fixed interest rate that is declared for this account.

### Fixed Rate Guarantees

The portion of premium that is placed in the Fixed Interest Account will be credited an interest rate that is guaranteed for one year. After that guarantee period, the contract will receive renewal rates based on the current economic and interest-rate environment.



**This annuity is designed to reflect the well-known Standard & Poor's 500 index. By tying an annuity's performance to this popular index, it is allowed to participate in general market gains and, at the same time, be protected from downturns.**

## Interest Crediting

### Index Interest Account

In the Index Interest Account, interest is calculated and credited annually. The rate is determined as 100 percent of the growth of the S&P 500 index over the index term, up to the index rate cap. As interest is credited, the earnings are locked into the account value. Your premium and previously credited interest earnings will never decrease due to declines in the S&P 500 Index.

### Fixed Interest Account

In the Fixed Interest Account, interest is calculated and credited daily. Like the Index Interest Account, any earnings from interest are locked into the account value.

### Minimum Value Guarantee

Minimum values of the annuity are guaranteed by law. Requirements ensure that the owner will never receive less than applicable minimum contract values over the life of the contract.

The annuity contract surrender value is guaranteed to equal, or exceed, the contractual minimum values as defined in the contract.

A formula is applied to ensure the surrender value meets, or exceeds, these contractual minimum values – even if market value adjustments (MVA) and surrender charges have been incurred during the MVA period.

At all times, the owner is guaranteed to receive an annuity value that meets, or exceeds, minimum regulatory requirements.

## Interest Crediting Example

Let's say your \$100,000 annuity is allocated as such:

Index Interest Account = \$75,000

Fixed Interest Account = \$25,000

And let's assume your annuity has the following rates:

Index Rate Cap = 5%

Fixed Crediting Rate = 1.5%

If this is the performance of the S&P...

S&P 500	S&P 500	S&P 500
8.00%	4.00%	-2.00%

...then this is the interest that would be credited to your account.

Index Interest	5.00%*	4.00%	0.00%**
Fixed Interest	1.50%	1.50%	1.50%

\* Although the index earned 8%, the index rate cap is set at 5%.

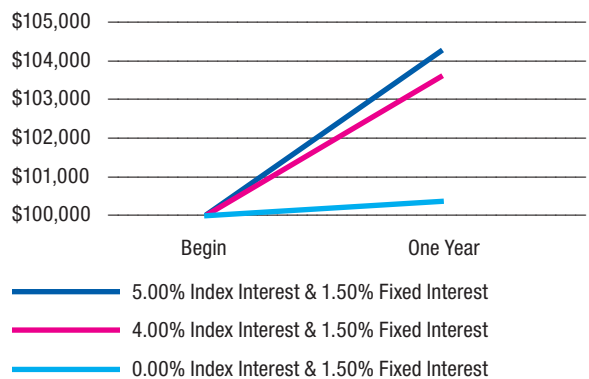
\*\* Though the index experienced a decline, the annuity did not.

### Example

Sample allocation at beginning of Index Term:

Index Interest Account = \$75,000

Fixed Interest Account = \$25,000





## Eligibility

An Index Select Annuity 5 or 7 may be established for an owner and annuitant age 90 or younger. An Index Select Annuity 10 may be established for owners and annuitants through the age of 80. The minimum premium amount is \$15,000 and the maximum is \$1,000,000. Greater amounts may be considered but must receive The Standard's prior approval.

## Tax-Qualification Options

This annuity may be established as an IRA or as a 403(b) Tax-Sheltered Annuity without a loan option. This annuity can also be established as a Simplified Employee Pension (SEP-IRA) to initiate or continue a tax-qualified retirement plan.

There are no additional tax advantages to purchasing an annuity as part of a Qualified Plan other than those provided by the Qualified Plan itself.

Lump-sum premiums and complete, or partial, exchanges of non-qualified funds may also be accepted into this annuity.

## Advantages Of Tax Deferral

Taxes will be due only when withdrawals or distributions are made from the annuity. This will generally be during retirement, when most people find themselves in a lower tax bracket. As a result, interest accumulates on principal, earnings and on money that would have otherwise been paid in income taxes.

## Time To Reflect On The Purchase

From the date the annuity contract is delivered, an owner has 30 days to consider the purchase. If the transaction is terminated during those 30 days, Standard Insurance Company will return all premium, minus any withdrawals taken.

## Surrender-Charge Period

Unlike short-term savings products, deferred annuities are designed 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. So, although all or a portion of the funds may be withdrawn at any time, early withdrawals are discouraged and can be subject to surrender charges.

Expressed as a percentage of the annuity's value, these charges diminish to zero over time. This schedule is in effect for only one period during the life of the contract and will not reset.

There may be a 10 percent early-withdrawal tax penalty for surrenders that occur prior to age 59½. Please consult your tax or financial planner.

## Surrender Period Options

### Index Select Annuity 5

A withdrawal in...	results in a...
year 1	7% surrender charge
year 2	6% surrender charge
year 3	5% surrender charge
year 4	4% surrender charge
year 5	2% surrender charge
year 6+	0% surrender charge

### Index Select Annuity 7

A withdrawal in...	results in a...
year 1	7% surrender charge
year 2	6% surrender charge
year 3	5% surrender charge
year 4	4% surrender charge
year 5	3% surrender charge
year 6	2% surrender charge
year 7	1% surrender charge
year 8+	0% surrender charge

### Index Select Annuity 10

A withdrawal in...	results in a...
year 1	8% surrender charge
year 2	7% surrender charge
year 3	6% surrender charge
year 4	5% surrender charge
year 5	4% surrender charge
year 6	3% surrender charge
year 7	2% surrender charge
year 8	1% surrender charge
year 9	0.9% surrender charge
year 10	0% surrender charge

Withdrawals must be at least \$500 and a minimum contract balance of \$2,000 must be maintained.



## Market Value Adjustment

During the market value adjustment period (the first five, seven or ten years for the Index Select Annuity 5, 7 and 10), a market value adjustment (MVA) will be applied to withdrawals or surrenders. This adjustment is based upon changes in corporate bond yields and may increase or decrease the annuity's surrender value.

Generally, if interest rates have risen since the annuity purchase, the adjustment will decrease the surrender value. If interest rates have fallen, the adjustment will increase the surrender value.

In a withdrawal scenario where the surrender charge is waived, the MVA will also be waived.

## Accessing Funds

While surrenders and withdrawals are discouraged until after the end of the surrender-charge period, there are some instances in which the owner may find it appropriate to withdraw funds. In some circumstances surrender charges are waived and there is no market value adjustment. However, the 10 percent early-withdrawal IRS penalty may still apply to withdrawals before age 59½.

### 10 Percent Annual Withdrawals

After the first contract year, annual withdrawals of up to 10 percent of the annuity value may be made without incurring a surrender charge.

### Required Minimum Distributions

If the contract is a tax-qualified plan, you may receive IRS Required Minimum Distributions without a surrender charge.

## Life-Changing Scenarios

### Partial Index Crediting

If initiated mid-index term, and if the index experienced gains, a partial index credit will be applied when exercising the nursing home or terminal condition waivers, annuitizing or distributing death benefits due to the death of the owner.

### Terminal Condition

The owner may make withdrawals without a surrender charge after the first contract year if the owner is diagnosed with a terminal condition. (Not available in Connecticut.)

### Nursing Home Confinement

The owner may make withdrawals without a surrender charge after the first contract year if the owner is confined to a nursing home for 30 or more consecutive days. (Not available in Connecticut.)

### Annuitization

At any time, the annuity may be converted to a payout annuity with The Standard. Surrender charges will be waived if the annuitization is either a lifetime payout or a payment period of at least five years. (No annuitization available in California and not available in Iowa for the ISA 10.)

### Death Benefits

Upon the death of the owner, the full annuity value is immediately payable as death benefits to the named beneficiary. Upon the death of an annuitant, the owner may elect a withdrawal within 180 days of such death and surrender charges will be waived.

## History Of The S&P 500® Index

Widely regarded as one of the best gauges of the U.S. equities market, this world-renowned index includes a representative sample of 500 leading companies in leading industries of the U.S. economy. Although the S&P 500® focuses on the large-cap segment of the market, with over 80 percent coverage of U.S. equities, it is also an ideal proxy for the total market.

The S&P 500 is maintained by the S&P Index Committee, whose members include Standard and Poor's economists and index analysts. Committee oversight gives investors the benefit of Standard and Poor's depth of experience, research and analytic capabilities. The Committee establishes Index Committee Policy used to maintain the indices in an independent and objective manner.

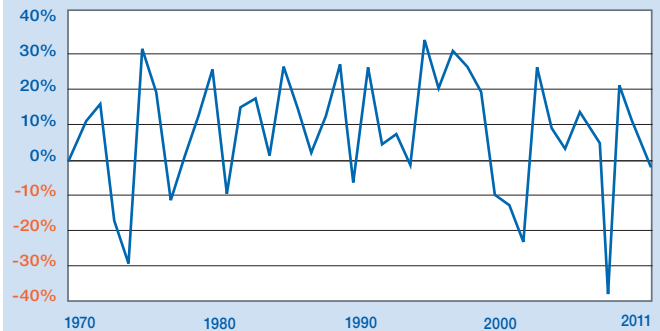
The history of the S&P 500 dates back to 1923, when Standard and Poor's introduced an index covering 233 companies. The index as it is known today was introduced in 1957, when it was expanded to include 500 companies.

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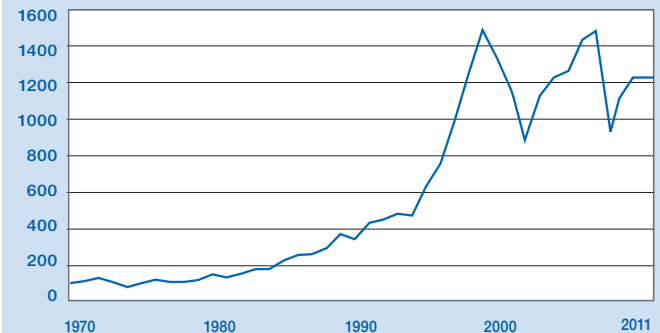
Past performance is not an indicator nor a guarantee of future results.

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S&P 500 Index Annual Return



S&P 500 Index Value



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An index annuity does not directly participate in any stock, bond, equity investment, or index.

Year	Value	Annual Return
1970	92.15	0.10%
1971	102.09	10.79%
1972	118.05	15.63%
1973	97.55	-17.37%
1974	68.56	-29.72%
1975	90.19	31.55%
1976	107.46	19.15%
1977	95.10	-11.50%
1978	96.11	1.06%
1979	107.94	12.31%
1980	135.76	25.77%
1981	122.55	-9.73%
1982	140.64	14.76%
1983	164.93	17.27%
1984	167.24	1.40%
1985	211.28	26.33%
1986	242.17	14.62%
1987	247.08	2.03%
1988	277.72	12.40%
1989	353.40	27.25%
1990	330.22	-6.56%
1991	417.09	26.31%
1992	435.71	4.46%
1993	466.45	7.06%
1994	459.27	-1.54%
1995	615.93	34.11%
1996	740.74	20.26%
1997	970.43	31.01%
1998	1,229.23	26.67%
1999	1,469.25	19.53%
2000	1,320.28	-10.14%
2001	1,148.08	-13.04%
2002	879.82	-23.37%
2003	1,111.92	26.38%
2004	1,211.92	8.99%
2005	1,248.29	3.00%
2006	1,418.30	13.62%
2007	1,486.36	3.53%
2008	903.25	-39.23%
2009	1,115.10	23.45%
2010	1,257.64	12.78%
2011	1,257.60	-0.01%

Calculations from the first trading day of each year using this formula:  $\left[ \frac{\text{current-year value}}{\text{previous-year value}} \right] - 1 = \text{Annual Return}$



## A Guaranteed Income For Life

Annuitization is precisely why many people buy an annuity – to insure against outliving an income. By annuitizing a deferred annuity, a change is made from accumulating savings to generating a guaranteed income stream.

While annuitization may occur at any time for most products in the majority of states, most will consider this option in the transition from the accumulation to the income stage of retirement. It's an option that:

- Provides a guaranteed income stream;
- Can set payments to meet the IRS Required Minimum Distribution; and
- Allows payment of taxes on smaller, regular payments instead of a lump sum.

## Income Options

### Life Income

A guaranteed income for as long as the annuitant lives. Payments will cease upon the death of the annuitant.

### Life Income With Installment Refund

A guaranteed income for as long as the annuitant lives. The total payments will never be less than the total of the funds paid to purchase this option. If the annuitant dies before receiving at least that amount, payments continue to the beneficiary until the full amount is repaid (or may be converted to a lump-sum payment).

### Life Income With Certain Period

A guaranteed income for as long as the annuitant lives. If the annuitant dies prior to the end of the period specified (5, 10, 15 or 20 years), payments continue to the beneficiary until the end of the period (or may be converted to a lump-sum payment).

### Joint And Survivor Life Income

A guaranteed income for as long as both annuitants live. When either annuitant dies, payments will continue at 50 percent, 66<sup>2</sup>/<sub>3</sub> percent, 75 percent or 100 percent of the payments received when both were living. Payments will cease upon death of both annuitants.

### Joint And Survivor Life Income With Installment Refund

A guaranteed income for as long as both annuitants live. The total payments will never be less than the total of the funds paid to purchase this option. If both annuitants die before receiving at least that amount, payments continue to the beneficiary until the full amount is repaid (or may be converted to a lump-sum payment).

### Joint And Survivor Life Income With Certain Period

A guaranteed income for as long as both annuitants live. When either annuitant dies, payments will continue at 100 percent of the payments received when both were living. If both annuitants die prior to the end of the period specified (5, 10, 15 or 20 years), payments continue to the beneficiary until the end of the period (or may be converted to a lump-sum payment).

### Joint And Contingent Survivor Life Income

A guaranteed income for as long as both annuitants live. If the primary annuitant dies first, payments will continue at 50 percent of the payments received when both were living. If the contingent annuitant dies first, payments will continue at 100 percent of the payments received when both were living. Payments will cease upon death of both annuitants.

### Certain Period

A guaranteed income for a time period chosen (5, 10, 15 or 20 years). At any time, benefits may be converted to a lump-sum payment. If the annuitant dies prior to the end of the period specified, payments continue to the beneficiary until the end of the period (or may be converted to a lump-sum payment).



**J. Greg Ness**  
Chairman, President and CEO

### Standard Insurance Company Financial Strength Ratings

A+ (Strong) by Standard & Poor's  
5th of 20 rankings  
A2 (Good) by Moody's  
6th of 21 rankings  
A (Excellent) by A.M. Best\*  
3rd of 13 rankings  
As of January 2013

\* Rating includes The Standard Life Insurance Company of New York

### StanCorp Financial Group Long Term Senior Debt Ratings

Standard & Poor's: BBB+  
Moody's: Baa2  
A.M. Best: bbb  
As of January 2013

Balance Sheet As Of December 31, 2012	
Assets	\$ 19.79 billion
Fixed Maturity Securities	56.5% of invested assets
A- or Higher	66.2%
BBB- to BBB+	28.4%
BB- to BB+	3.8%
B- or Lower	1.6%
Commercial Mortgage Loans	41.4% of invested assets
60-Day Delinquencies	0.40%
Other	2.1% of invested assets
Portfolio Yields	
Fixed Maturity Securities	4.66%
Commercial Mortgage Loans	6.09 %
<b>2012 Segment Data (Dollars In Millions)</b>	
<b>Revenues</b>	
Insurance Services	\$ 2,510.8
Asset Management	404.1
Other	(16.5)
Total	\$ 2,898.4
<b>Income before income taxes</b>	
Insurance Services	\$ 179.8
Asset Management	64.0
Other	(60.4)
Total	\$ 183.4

## Our Financial Strength

For an insurance and asset management company, there is nothing more important than financial strength. Our customers and shareholders alike must be confident that we will be there regardless of the current economic environment. We take this responsibility very seriously and back it up with our disciplined business practices, sound investment strategies and unique industry expertise.

While various other financial institutions have struggled with their business mix and capital levels, at The Standard, we have maintained our focus on providing excellent customer service while still seeking attractive business opportunities. By approaching our commitments with a long-term perspective, we are able to invest for our customers and build value for our shareholders.

Our balance sheet is the cornerstone of our financial strength and has provided us with a foundation for profitability through a wide range of economic cycles.

### Bond Portfolio

Our bond portfolio is strong. Our strategy is to maintain a diversified portfolio of high-quality, fixed-maturity securities to keep us well-protected should any industries experience difficulties.

- Average portfolio rating of "A-" as measured by Standard & Poor's
- No direct exposure to sub-prime or alt-A mortgages

### Commercial Mortgage Loan Portfolio

Our commercial mortgage loans have consistently provided a superior balance of risk and return. We offer small commercial mortgage loans to borrowers who want a fixed rate over time, and we rigorously underwrite every commercial mortgage loan we make. The quality of our commercial mortgage loans is excellent, and our delinquency rates are very low.

- \$5.27 billion portfolio (on more than 6,320 loans)
- Average loan size: approximately \$0.8 million

### The Standard Stands The Test Of Time

In the August 2012 issue of Best's Review, Standard Insurance Company was recognized for maintaining an "A" rating or higher from A.M. Best Company since 1928. The Standard was honored to be among one of only 11 life/health insurers to consistently achieve an "A" rating or higher for more than 75 years. Given the rapidly evolving markets, changing customer needs and challenging economic times, this is a significant accomplishment. We are proud of this longstanding track record of financial strength.

### Corporate Profile

StanCorp Financial Group, Inc., through its subsidiaries marketed as The Standard — Standard Insurance Company, The Standard Life Insurance Company of New York, Standard Retirement Services, StanCorp Mortgage Investors, StanCorp Investment Advisers, StanCorp Real Estate and StanCorp Equities — is a leading provider of financial products and services. StanCorp's subsidiaries offer group and individual disability insurance, group life and accidental death and dismemberment insurance, group dental and group vision insurance, absence management services, retirement plans products and services, individual annuities, origination and servicing of fixed-rate commercial mortgage loans and investment advice. For more information about StanCorp Financial Group, Inc., visit its investor website at [www.stancorpfinc.com](http://www.stancorpfinc.com).



Annuities are intended as long-term savings vehicles. The Index Select Annuity is a product of Standard Insurance Company. It may not be available in some states and may at times be referenced as an equity-indexed annuity. The annuity is not guaranteed by any bank or credit union and is not insured by the FDIC or any other governmental agency. The purchase of an annuity is not a provision or condition of any bank or credit union activity. Some annuities may go down in value.

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. As an investor you are cautioned to carefully review an index annuity for its features, costs, risks and methods of calculating the variables.

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The S&P 500 index does not reflect dividends paid on the underlying stocks.

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