



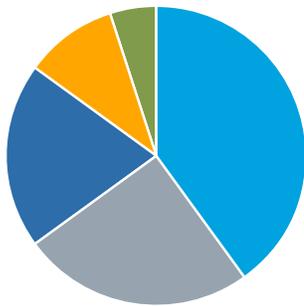
Schwab Retirement Income Variable Annuity[®]

Schwab VIT Portfolios[™]

Simplify retirement investing.

Give your annuity assets the potential to grow without taking on more risk than necessary. Choose one of three broadly diversified variable insurance trust (VIT) portfolios in your Schwab Retirement Income Variable Annuity and enjoy a professionally managed solution that reflects your risk preferences.

Sample portfolio



- Stocks-U.S.
- Stocks-International
- Real Assets
- Fixed Income
- Cash

Broadly diversified for today's investing challenges.

To help you meet the challenges of investing in today's complex global economy, Charles Schwab Investment Management, Inc. has created three Schwab VIT Portfolios, providing exposure to a broad range of asset classes and sectors.

Each portfolio is a fund of funds that includes:

- Diversification across asset classes, such as domestic and international stocks, real assets, fixed income, and cash investments
- Diversification within asset classes, such as emerging-market stocks, small-cap stocks, Treasury, and corporate bonds
- Investments seeking to protect against inflation, such as Treasury Inflation-Protected Securities (TIPS), Real Estate Investment Trusts (REITs), and commodities

Stocks-U.S.

- Large-Cap
- Small-Cap
- Micro-Cap

Real Assets¹

- U.S. REITs
- Commodities

Fixed Income

- TIPS
- U.S. Aggregate Bond²
- Int'l Developed-Market Bonds

Stocks-International

- Developed Markets
- Small-Cap
- Emerging Markets

Cash

- Money Market Funds/Cash Equivalents

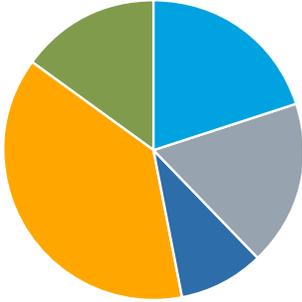
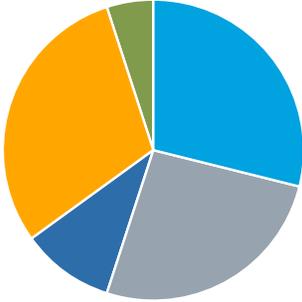
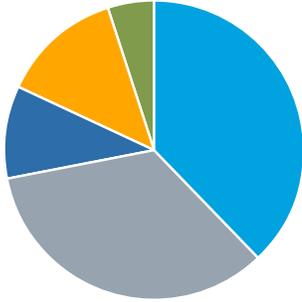
¹Exposure to REITs and commodities is achieved through investments in ETFs and mutual funds that hold these assets, not through direct investment in the assets.

²U.S. Aggregate Bond may consist of U.S. treasuries, agency securities, corporate bonds, and mortgage-backed securities.

Choose a portfolio that suits your needs.

The three Schwab VIT Portfolios, comprised primarily of exchange-traded funds (ETFs), represent varying levels of growth potential and risk. Simply choose the portfolio that most closely meets your current goals and risk preferences. As your needs change, you're free to shift between portfolios without any tax implications.

Schwab VIT Portfolios

		
<p>Balanced</p> <ul style="list-style-type: none"> ■ Stocks-U.S. 20% ■ Stocks-International 18% ■ Real Assets 9% ■ Fixed Income 38% ■ Cash 15% 	<p>Balanced With Growth</p> <ul style="list-style-type: none"> ■ Stocks-U.S. 29% ■ Stocks-International 26% ■ Real Assets 10% ■ Fixed Income 30% ■ Cash 5% 	<p>Growth</p> <ul style="list-style-type: none"> ■ Stocks-U.S. 38% ■ Stocks-International 34% ■ Real Assets 10% ■ Fixed Income 13% ■ Cash 5%
<p>The Schwab VIT Balanced Portfolio aims to combine income and modest capital growth with less exposure to risk than the overall stock market.</p>	<p>The Schwab VIT Balanced With Growth Portfolio aims to combine income and slightly higher capital growth with a moderate level of exposure to risk.</p>	<p>The Schwab VIT Growth Portfolio aims to provide greater capital growth with increased exposure to risk.</p>

Lower ← Growth Potential and Risk Level → Higher

Trust your investment management to Schwab.

Your portfolio will be professionally managed by one of the largest money management firms in America—Charles Schwab Investment Management, Inc. (CSIM). As investment advisor of the Schwab VIT Portfolios, CSIM:

- Leverages strategic asset allocation research to build and manage portfolios that accommodate a range of risk preferences

- Selects individual investment products (including Schwab ETFs,TM third-party ETFs, and mutual funds) that provide diversified exposure to the portfolios' strategic asset classes
- Monitors and rebalances the portfolios as appropriate to maintain their target asset allocations

	Target asset allocations ¹		
	Balanced	Balanced With Growth	Growth
Stocks-U.S.			
Large-Cap	15%	22%	29%
Small-Cap	4%	6%	7%
Micro-Cap	1%	1%	2%
Stocks-International			
Developed Markets	11%	17%	21%
Small-Cap	2%	3%	5%
Emerging Markets	5%	6%	8%
Real Assets			
U.S. REITs	6%	6%	6%
Commodities	3%	4%	4%
Fixed Income			
TIPS	2%	2%	1%
U.S. Aggregate Bond ²	34%	27%	12%
Int'l Developed-Market Bonds	2%	1%	0%
Cash			
Money Market Funds/Cash Equivalents	15%	5%	5%

Save on investing costs.³

Take the next step. Talk with a Schwab investment professional who can help you turn your retirement savings into retirement income. Visit your local **Schwab branch** or call 1-888-311-4889 (option 2). Visit [schwab.com/annuities](https://www.schwab.com/annuities).

¹ Actual asset allocations may vary at times. The investment advisor may add or remove asset classes and subasset classes at any time.

² U.S. Aggregate Bond may consist of U.S. treasuries, agency securities, corporate bonds, and mortgage-backed securities.

³ The investment adviser and its affiliates have agreed to limit the total annual portfolio operating expenses (excluding interest, taxes, and certain non-routine expenses) of the portfolio to 0.58% for so long as the investment adviser serves as adviser to the portfolio. This agreement is limited to the portfolio's direct operating expenses and does not apply to acquired fund fees and expenses (AFFE). This agreement may only be amended or terminated with the approval of the portfolio's board of trustees. Please see the Schwab VIT Portfolios prospectus for details on fees and expenses. Please see the Schwab Retirement Income Variable Annuity prospectus for information on variable annuity fees that are separate from and additional to the operating expenses of the Schwab VIT Portfolios.

Insurance products: - Are not deposits - Are not FDIC insured - Are not insured by any federal government agency - Are not guaranteed by the bank or any affiliate of the bank - May lose value

Variable annuities are sold by prospectus only. You can request a prospectus by calling 1-888-311-4889 (option 2) or by visiting schwab.com/annuity. Before purchasing a variable annuity, you should carefully read the prospectus, or, if available, the summary prospectus, and consider the annuity's investment objectives and all risks, charges, and expenses associated with the annuity and its investment options.

You could lose money by investing in a money market fund. Although the fund seeks to preserve the value of your investment at \$1.00 per share, it cannot guarantee it will do so. An investment in the fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The fund's sponsor has no legal obligation to provide financial support to the fund, and you should not expect that the sponsor will provide financial support to the fund at any time.

Some specialized exchange-traded funds (ETFs) in which the portfolios may invest can be subject to additional market risks. Investment returns of subaccount units will fluctuate with changes in market conditions such that they may be worth more or less than their original cost when redeemed. Unlike mutual funds, shares of ETFs are not individually redeemable directly with the ETF.

Schwab ETFs™ are distributed by SEI Investments Distribution Co. (SIDCO). SIDCO is not affiliated with The Charles Schwab Corporation or any of its affiliates.

Diversification strategies do not ensure a profit and do not protect against losses in declining markets.

International investments are subject to additional risks, such as currency fluctuations, political instability, and the potential for illiquid markets. Investing in emerging markets can accentuate these risks.

Rebalancing does not protect against losses or guarantee that an investor's goal will be met.

The lower-rated securities in which high-yield bond funds invest are subject to greater credit risk, default risk, and liquidity risk.

Investments in commodity-related products may be subject to significantly greater volatility than investments in traditional securities and involve substantial risks, including significant loss of principal value.

There are special risks associated with an investment in real estate, including credit risk, interest rate fluctuations, and the impact of varied economic conditions.

Mortgage-backed securities are subject to prepayment risk. Falling interest rates can cause security prices and income to decline because of the early payment of principal.

Schwab VIT Portfolios are distributed by Charles Schwab & Co., Inc. Shares of the VIT Portfolios are currently available exclusively for variable annuity and variable life insurance separate accounts, and in the future may be offered to tax-qualified retirement plans.

Variable annuity contract investors should review the variable annuity contract prospectus prepared by their insurance company (e.g., Pacific Life) for information on how to allocate premiums to the portfolio and to transfer to, and redeem amounts from, the portfolio.

When you invest in a variable annuity, you do not invest directly in the portfolios. You invest in the subaccounts of a separate account of the insurance company that, in turn, invest in the portfolios you've selected. Your account is then credited with variable accumulation units in that subaccount. The range of fees and charges associated with the subaccounts and the terms and conditions of your investment are detailed in the annuity prospectus.

The Schwab Retirement Income Variable Annuity is issued by Pacific Life Insurance Company in all states except New York and in New York by Pacific Life & Annuity Company. The contracts are sold exclusively by Charles Schwab & Co., Inc. ("Schwab") through its representatives, including both employees and independent contractors and their employees ("Schwab investment professionals"). Charles Schwab Investment Management, Inc. (CSIM) is the advisor for the underlying investment options. Charles Schwab & Co., Inc. and Charles Schwab Investment Management, Inc. are separate but affiliated companies and subsidiaries of The Charles Schwab Corporation and are not affiliated with Pacific Life Insurance Company or Pacific Life & Annuity Company.

Pacific Life is a product provider. It is not a fiduciary and therefore does not give advice or make recommendations regarding insurance or investment products.

All individuals selling this product must be licensed insurance agents and registered representatives.

The logo for Charles Schwab, featuring the word "charles" in a lowercase, serif font above the word "SCHWAB" in a bold, uppercase, sans-serif font, all contained within a blue square.