

A flexible and affordable no-lapse guarantee universal life insurance product

Nationwide® No-Lapse Guarantee UL II



NATIONWIDE LIFE AND ANNUITY INSURANCE COMPANY

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This material is not a recommendation to buy or sell a financial product or to adopt an investment strategy. Investors should discuss their specific situation with their financial professional.

There are several assumptions used in this presentation. Changing any or multiple assumptions may produce dramatically different results. All examples are purely hypothetical in nature and are not representative of any specific client situation. The examples do not constitute tax, legal or financial advice.

Be sure to choose a product that meets long-term life insurance needs, especially if personal situations change — for example, marriage, birth of a child or job promotion. Weigh the costs of the policy and understand that life insurance has fees and charges that vary with sex, health, age and tobacco use. Riders that customize a policy to fit individual needs usually carry an additional charge. Rider names and availability vary by state.

Keep in mind that, as an acceleration of the death benefit, the Long-Term Care Rider II payout will reduce both the death benefit and cash surrender values. Make sure life insurance needs will still be met, even if the rider pays out in full. Costs for long-term care vary by person, and there is no guarantee the rider will cover all long-term care costs. Nationwide pays long-term care benefits to the policyowner. If the insured is not the policyowner, there is no guarantee benefits will be used to pay for long-term care. The Long-Term Care Rider II has an additional charge associated with it. A life insurance purchase should be based on the life policy and not optional riders or features. The cost of a rider may exceed the actual benefit paid under the rider.

All guarantees and benefits of the insurance policy are backed by Nationwide Life and Annuity Insurance Company.

Products are issued by Nationwide Life Insurance Company or Nationwide Life and Annuity Insurance Company, Columbus, Ohio.

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• Not a deposit • Not FDIC or NCUSIF insured • Not guaranteed by the institution
• Not insured by any federal government agency • May lose value

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Target clients

Common objectives

- Flexibility if the need for coverage ever changes
- Affordable, guaranteed protection
- Tax-advantaged death benefit



Unique characteristics

- Upper middle class
- Ages 45 to 70, seeking competitively priced, permanent no-lapse guarantee protection
- Ages 30 to 50, seeking temporary no-lapse guarantee protection on a flexible premium policy
- Conservative or risk averse
- Death benefit is the primary need

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Delivering what clients want

Nationwide No-Lapse Guarantee Universal Life II



Features

- Extended no-lapse guarantee options
- Return of premium feature¹
- Automated Premium Monitor service
- Long-Term Care Rider II²



Purpose

- Flexible no-lapse guarantee
- Recover some or all of the premium if needs change
- Protection for no-lapse guarantee
- Long-term care cash indemnity coverage

¹ Periodic Access Minimum Surrender Value Rider is an optional rider available for an additional charge.
² An optional rider available for an additional charge. Availability of riders may vary by state.

Product highlights

Product highlights

Extended no-lapse guarantee options

<p><i>Maximum attained age³</i></p> <h1>120</h1> <ul style="list-style-type: none"> • For up to lifetime no-lapse guarantee needs • Issue ages 18 to 85 	<p><i>Maximum attained age³</i></p> <h1>70</h1> <ul style="list-style-type: none"> • For a shorter no-lapse guarantee need • Issue ages 18 to 60 • Option to change to attained age 120 (without underwriting) prior to the earlier of the insured reaching attained age 65 or the end of the 15th policy year⁴
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³ Attained age is the age of the insured on their birthday nearest the policy issue date plus the number of completed policy years.
⁴ This option is available after the third policy anniversary.

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Product highlights

Return of premium feature

The Periodic Access Minimum Surrender Value Rider⁵ offers:

- A 60-day window to exercise the return of premium feature starting day one of years 16 and 21
- The return of premium amount will be the greater of the net surrender value or a percentage of adjusted premiums paid⁶



Year 16 = lesser of 50% of adjusted premiums⁶ paid or 40% of the base policy specified amount



Year 21 = lesser of 100% of adjusted premiums⁶ paid or 40% of the base policy specified amount



⁵ This rider is not available with the extended no-lapse guarantee maximum attained age 70.
⁶ The amount available for surrender will be reduced by amounts taken as loans, unpaid policy charges and any benefits paid as an acceleration of the base policy's specified amount.

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Product highlights

Automated Premium Monitor

Our Automated Premium Monitor is a complimentary service designed to help keep clients on track and safeguard their no-lapse guarantee:

- Offers notices, electronic options and late payment provisions to maintain intended guarantees
- Determines how much premium is needed to catch up if the guarantee goes off track
- Keeps clients and producers informed annually



Product highlights

Long-Term Care Rider II

- More LTC monthly payout options (2%, 3% or 4%) up to **2 times** the HIPAA per diem
- Once the claim is established:
 - **100%** of monthly cash benefit guaranteed to be available
 - Cash indemnity benefit means **no monthly bills or receipts**
- Includes access to the Nationwide Caregiver Advocate resource and referral service



Product highlights

Underwriting classes

- Four Nontobacco classes on products
- Allows for enhanced underwriting flexibility with offers

Nationwide® No-Lapse Guarantee UL II
Nontobacco Preferred Plus, 18 – 80
Nontobacco Preferred, 18 – 80
Nontobacco Standard Plus, 18 – 80
Nontobacco Standard, 18 – 85
Tobacco Preferred, 18 – 80
Tobacco Standard, 18 – 85



Marketing materials

Marketing materials

Easy access to marketing materials — online and in print

For advisors:



Product highlights
FLM-1166AO



Nationwide® Long-Term
Care Rider II sales idea
NFM-6763AO



Return of premium
feature sales idea
FLM-1165AO

For clients:



Client brochure
FLM-1160AO



5-minute guide
LAM-1795AO

FLM-1167AO.3 (06/22)

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Case studies

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Case study



Case study



Meet Susan

Susan, age 40, wants a low-cost life insurance policy that can replace her income while her two children are young and that can also help build an estate for her family later on. She would like to be able to walk away with something if she no longer needs coverage.

From her insurance professional, Susan learns about the new Nationwide No-Lapse Guarantee UL II, which has a return of premium feature. This combination would give her permanent life insurance coverage for her children, with the guaranteed right to get a portion of her premiums back if her needs change later. She could use these funds to help pay for college, for her children's weddings, to pay off her own mortgage or to help fund her retirement.

- Purchases a \$500,000 policy with the optional return of premium feature
- Selects no-lapse guarantee to age 120
- Pays \$2,915 each year for life
- The return of premium feature offers her:
 - \$21,863 back at the beginning of policy year 16
 - or**
 - \$58,300 at the beginning of policy year 21

Case study



Case study



Meet Scott

Scott, age 45, wants an affordable life insurance policy to provide coverage for his wife and their three children during his working years. He's also concerned about the effect that needing long-term care could have on his finances.

His insurance professional suggests the new Nationwide No-Lapse Guarantee II with the optional Long-Term Care Rider II. This combination gives Scott guaranteed death benefit coverage for his family during his working years when they need it most, plus protection in case he needs long-term care. Scott:

- Purchases a \$1 million policy, plus the Long-Term Care Rider II for \$1 million
- Opts for the no-lapse guarantee to age 70
- Pays \$3,815
- Has the guaranteed right to extend the policy coverage and the LTC benefit for a new higher premium to age 120 **with no additional underwriting** (Note: This decision must be made prior to the earlier of year 15 or age 65)

Why Nationwide®?

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Why Nationwide®?

Nationwide is a strong and stable company



received: 10/17/02
affirmed: 12/22/21¹



received: 3/10/09
affirmed: 5/27/20¹



received: 12/22/08
affirmed: 5/7/21¹

These ratings and rankings reflect rating agency assessment of the financial strength and claims-paying ability of Nationwide Life Insurance Company and Nationwide Life and Annuity Insurance Company. They are not intended to reflect the investment experience or financial strength of any variable account, which is subject to market risk. Because the dates are only updated when there's a change in the rating, the dates above reflect the most recent ratings we have received. They are subject to change at any time.

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Why Nationwide®?

We are large and well-diversified

Nearly
100
years as a
mutual company



Helping members protect
what's important since

1926

diversified
CORPORATE PORTFOLIO



financial
services



personal
property and
casualty



commercial
property and
casualty

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