



**Nationwide®**  
is on your side

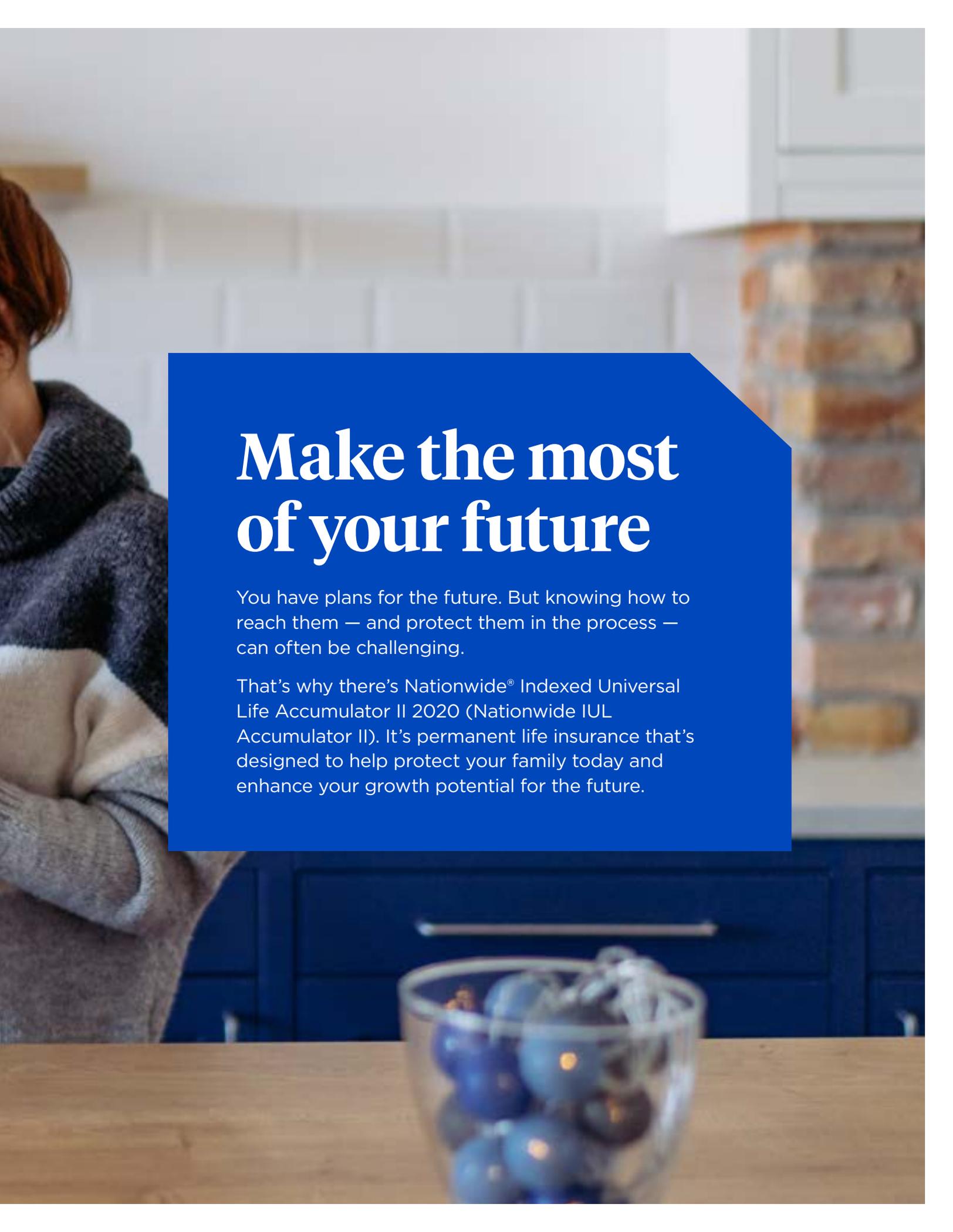


Nationwide® IUL Accumulator II 2020 | Client guide

# Protection for today, confidence for tomorrow



Policy Form #: ICC 18-NWLA-538  
Nationwide IUL Accumulator II 2020



# Make the most of your future

You have plans for the future. But knowing how to reach them — and protect them in the process — can often be challenging.

That's why there's Nationwide® Indexed Universal Life Accumulator II 2020 (Nationwide IUL Accumulator II). It's permanent life insurance that's designed to help protect your family today and enhance your growth potential for the future.



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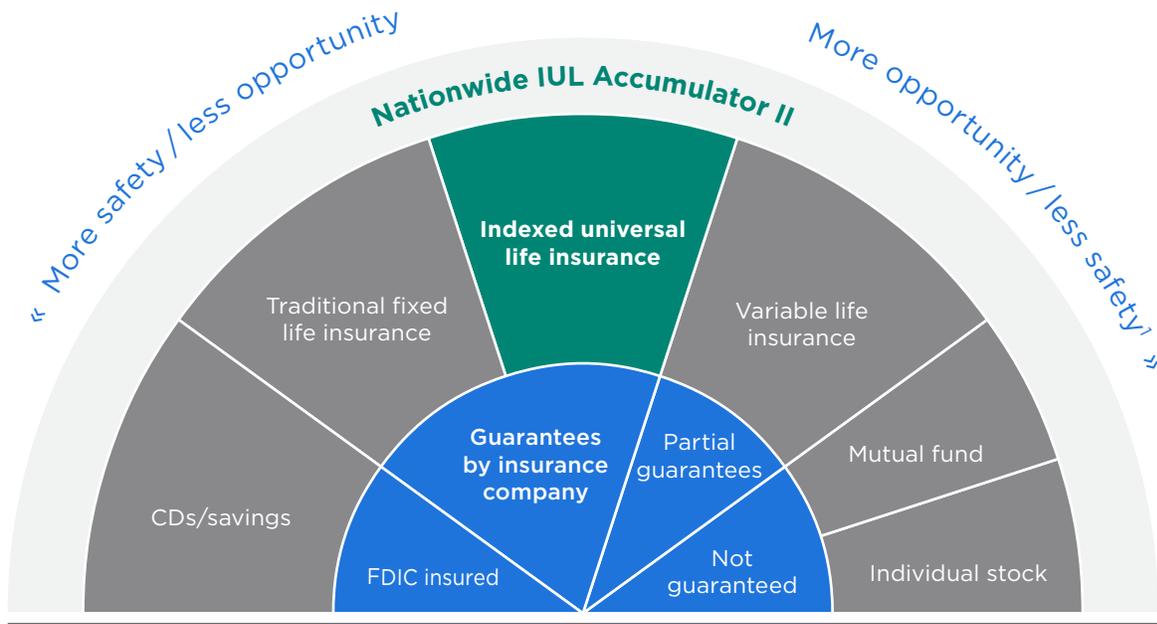
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# Balance your need for protection and growth potential

Whether you're concerned about protecting your family or building cash value for income later, Nationwide® IUL Accumulator II is designed to help.

It's permanent life insurance to help protect your family members if you pass away. It also offers the opportunity for tax-advantaged growth through various indexed interest strategies, which can help enhance your income potential later.

And with Nationwide IUL Accumulator II, your money is never actually invested in the market. You're protected with a guaranteed minimum interest rate in the fixed account and a guaranteed minimum floor rate in the indexed interest strategies.



<sup>1</sup> Safety refers to availability of guarantees; opportunity refers to growth potential in the market.

# One policy can help meet many needs



## Take care of your loved ones

If you pass away unexpectedly, an indexed universal life (IUL) insurance policy can help make sure your family has the resources to help:

- Maintain their standard of living
- Pay off mortgages or other debts
- Carry out education plans for your children



## Supplement your income in retirement

Increase the growth potential of your policy, then access the cash value via tax-advantaged loans or withdrawals<sup>2</sup> to help:

- Supplement your retirement income<sup>3</sup>
- Prepare for future expenses, such as funding an education



## Help with the costs of long-term care

Our cash indemnity Long-Term Care (LTC) **Rider II** lets you access the policy's death benefit to pay LTC benefits each month without the hassle of submitting receipts.<sup>4</sup>



## Plan for a legacy or estate

This product can be used to help you build a tailored **legacy or estate** planning strategy that allows you to efficiently pass wealth on to your loved ones. Please contact a legal professional to help structure the policy for legacy or estate planning.

<sup>2</sup> Loans and withdrawals from the cash value may affect the death benefit and may require the need for additional premiums. If you choose to take loans or withdrawals, the cash value and the death benefit payable to your beneficiaries will be reduced. Surrender charges may apply for early surrenders and partial surrenders. Surrenders may be subject to income tax.

<sup>3</sup> The information regarding access to cash value assumes the contract qualifies as life insurance under Internal Revenue Code (IRC) Section 7702. Most distributions are taxed on a first-in/first-out basis as long as the contract remains in force and meets the non-MEC (modified endowment contract) definitions of IRC Section 7702A. But if it is a MEC, then any distributions you take from your policy will generally be taxable and subject to a 10% additional tax before age 59½.

<sup>4</sup> The Long-Term Care Rider II is available at an additional charge. While bills and receipts do not need to be submitted each month to receive monthly LTC benefits, they may be needed to help establish the claim. 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 value. Make sure life insurance needs will 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 that benefits will be used to pay for long-term care. The Long-Term Care Rider II is not available in all states. In states where it is not yet approved, our original Long-Term Care Rider is available.

# The features that make it work

Because it's life insurance, Nationwide IUL Accumulator II offers the benefits and features needed to address a wide range of needs, including:



## Income tax-free death benefit

- Offers a tax-efficient way to pass funds to loved ones or a favorite charity
- Paid directly to your beneficiaries to avoid delays due to probate or estate administration



## Multilayered tax protection

- Tax-free cash value accumulation
- Income tax-free loans and withdrawals<sup>5</sup>
- No federal tax penalty for early withdrawal before age 59½<sup>6</sup>
- No taxes when funds are moved from one indexed interest strategy to another



## Greater income potential

- Indexed interest strategies provide the potential for greater interest crediting
- The Nationwide IUL Rewards Program<sup>®</sup> and other features offer enhanced growth potential<sup>7</sup>



## Additional advantages

- An easy process to set up income payments
- Optional riders that customize your policy to fit your needs<sup>8</sup>
- Convenient services — such as information on policy performance and premium payments — to help you manage your policy and get the most from it

<sup>5</sup> Loans may be tax free if Internal Revenue Code 7702 requirements are met. Loans and withdrawals may affect the death benefit, and additional premiums may be required to keep the policy in force.

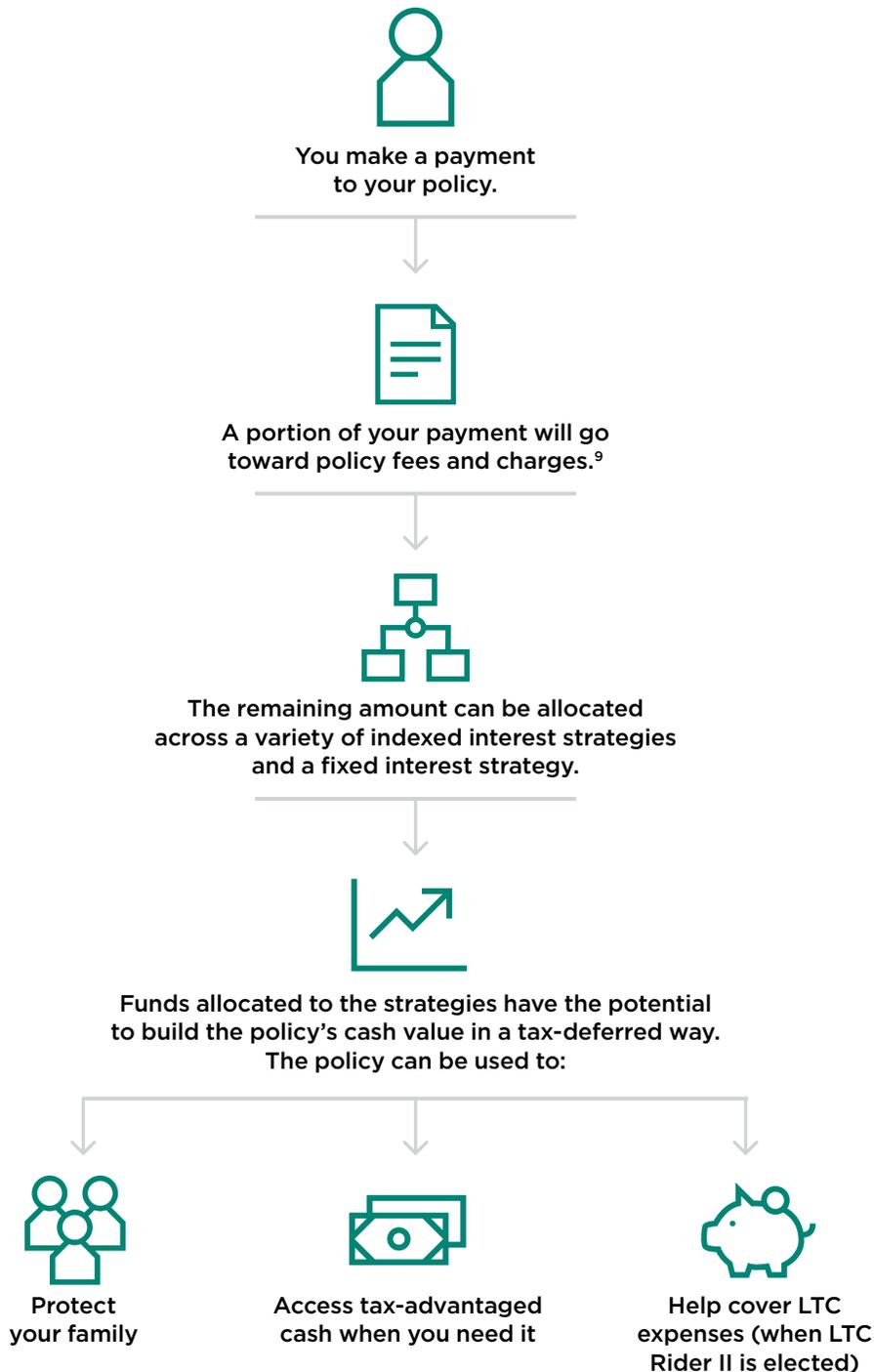
<sup>6</sup> This assumes the policy is not a modified endowment contract (MEC). Check with your legal or tax advisor about specific questions; Nationwide and its representatives do not give legal or tax advice.

<sup>7</sup> To receive the Nationwide IUL Rewards Program benefit, net accumulated premium payments (total premium paid minus any policy loans, unpaid loan interest charged and partial withdrawals) must satisfy a net accumulated premium test on designated dates. See Page 12 for more information.

<sup>8</sup> Riders' availability varies by state, and riders may be known by other names; they also may include additional charges.

# How your policy works

Nationwide IUL Accumulator II gives you access to the cash value of your policy when you need it most and offers a death benefit to help protect your loved ones. Here's how it works:



<sup>9</sup> Policy fees and charges are deducted, even if premium payments are stopped. The estimated amount of policy charges for the coming year (called the minimum required fixed interest strategy allocation, or MRFISA) is automatically held in the fixed interest strategy. Monthly policy charges are deducted from the MRFISA amount within the fixed interest strategy throughout the year. The MRFISA amount is spelled out in your policy and annual statement. Only cash value and premium in excess of the MRFISA amount can be directed to the indexed interest strategies for potential growth.

# Flexible options for growth potential

Nationwide IUL Accumulator II offers you the flexibility to choose from a wide range of indexed interest strategies and a fixed interest strategy — or any combination of strategies — that allow for growth potential to help you reach your accumulation goals.

We also understand risk tolerance can change over time. That's why Nationwide IUL Accumulator II lets you update your allocations for premium and cash value across the various indexed and fixed interest strategies to best suit your financial situation.

## Indexed interest strategies

The Nationwide IUL Accumulator II offers a wide range of strategies based on 4 indices to fit your needs and preferences. Your policy is never invested in these indices.

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### **S&P 500® Point-to-Point**

These strategies simply compare the initial and ending values of the S&P 500® Index over a specific period to determine the percentage of change in the index.

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### **Multi-Index Monthly Average**

These strategies diversify your allocations across 3 indices: The S&P 500®, Nasdaq-100® and Dow Jones Industrial Average®.

The performances of these indices are tracked over the course of a year, then averaged to determine the percentage of change within each index. The index segment interest rate is calculated using 50% of the best-performing index, 30% of the second best and 20% of the third.

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### **Volatility control strategies**

These strategies are based on indices that apply methodologies to evaluate, select and rebalance various sets of investment options with the goal of minimizing fluctuation in performance and thus the crediting rate applied to your policy.<sup>10</sup> The indices are:

- J.P. Morgan Mercury<sup>SM</sup>
- BNP Parabis Global H-Factor®

## The fixed interest strategy

A fixed interest strategy is generally considered a more conservative choice because the interest rate is fixed and declared in advance, and it has a guaranteed minimum interest rate of 1%.

The JP Morgan Mercury and the BNP Paribas Global H-Factor use volatility control methodologies. These indices tend to limit reference index performance highs and lows, which generally allows Nationwide to offer greater participation rates than are offered with other indexed interest strategies. There is no guarantee that selecting a volatility control indexed interest strategy will result in greater interest crediting than indexed interest strategies that do not use a volatility control reference index or that any interest will be credited for a particular index segment.

The JP Morgan Mercury and the BNP Paribas Global H-Factor are calculated on an excess return basis, which includes calculation elements that reduce index performance, including that it does not allocate to any interest-bearing cash rate allocations. Because of this, an excess return version of an index will have lower performance than a total return version of the same index would, especially in high interest rate environments. Some reference indices also deduct notional charge(s) in calculating reference index performance. This deduction(s) will reduce the potential positive change in the Reference Index performance and increase the potential negative change in the reference index performance used in the interest crediting formulas.

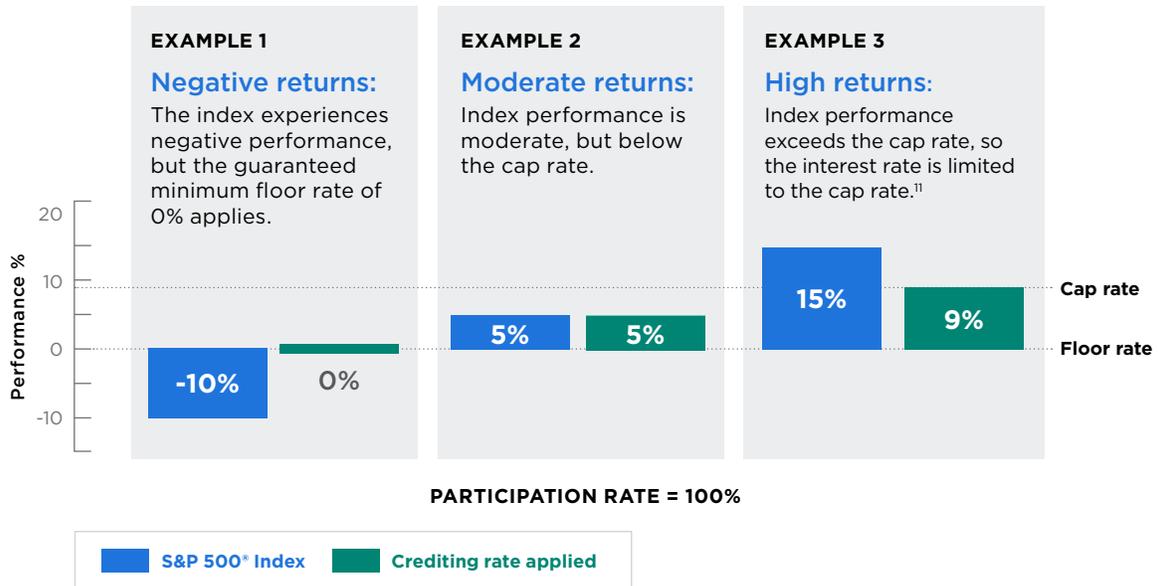
<sup>10</sup> There is no guarantee that selecting a volatility control indexed interest strategy will result in greater interest crediting than a strategy that does not use a volatility control reference index or that any interest will be credited for a particular index segment. We do guarantee the crediting rate will never be below 0% even if the index performance being tracked falls below that.

## How index segment interest is calculated

Several factors are used to calculate the index segment interest earned, such as **cap** or **spread rate, participation rate** and **floor rate**. These factors enable Nationwide to offer both the potential for growth and guarantee a minimum floor rate of 0%—even if the indices being tracked fall below that level.

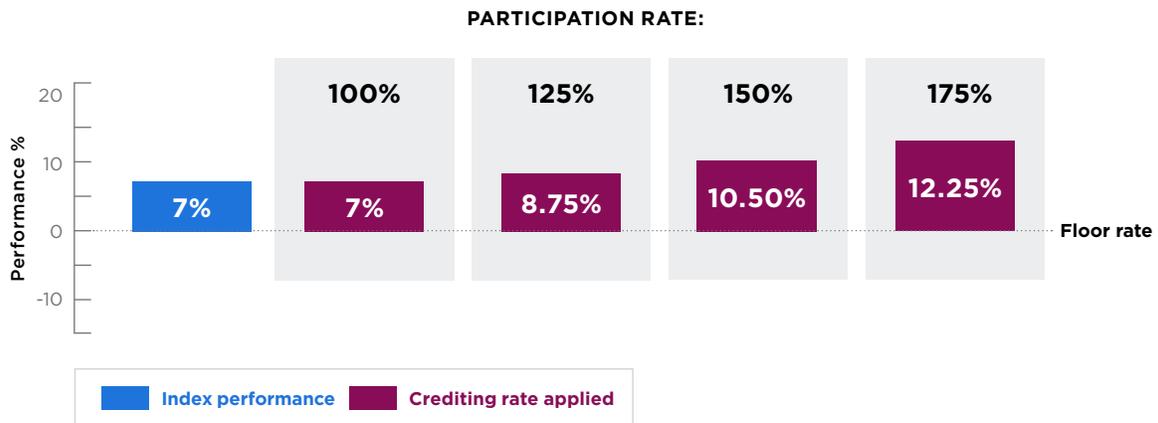
### Understanding cap rates

A cap rate is the maximum rate of interest credited even if the reference index (such as the S&P 500®) performance is greater.



### Understanding participation rates

A participation rate is simply the rate at which index gains are multiplied to help calculate the index segment interest earned.



The illustrations used here contain hypothetical figures and do not represent actual results. Past performance is no guarantee of future performance. Participation, cap or spread and floor rates are illustrative in nature, may vary and are subject to the values guaranteed in the policy at issue. The guaranteed values are subject to change for future issues of the product. Different time scenarios will produce varying results, which could be less or more favorable depending on the performance of each reference index. Indexed UL policies are not stock market investments and do not directly participate in any stock or equity investments.

<sup>11</sup> An uncapped strategy is available. When it is selected, a spread rate is applied instead of a cap rate.



## Case study

Dan is 20 years away from retirement, and although he contributes the maximum amount to his 401(k), he realizes it will not be enough to help him maintain his current lifestyle. He's looking for a way to save for retirement that will help protect his family and enhance his growth potential but also offer a certain level of protection from market risk.

To help Dan achieve the growth he's looking for, his insurance professional recommends the Nationwide IUL Accumulator II. With it, Dan has multiple ways to meet his cash accumulation

goals. First, he has the flexibility to choose between different indexed interest strategies for his investment selections. And with a guaranteed minimum floor rate of 0%, he knows that his interest rate will never fall below that level — regardless of what happens in the market.

Later, once the premium requirements are met in the time required, he can receive a monthly credit to the policy's cash value through the Nationwide IUL Rewards Program.

*This is a hypothetical scenario. Actual results may vary.*

# Features that help you get more from your policy

We know it's important to be in control of your finances. That's why we offer resources designed to help you build confidence for the future.

## The Nationwide IUL Rewards Program<sup>®</sup>

Our rewards program is an additional way to grow your policy's cash value. It's our way of thanking you for paying a set amount of premium during the first 15 years of your policy.<sup>12</sup> Once you meet the eligibility requirements, the benefits of this program begin. We add a monthly Nationwide IUL Rewards Program credit to your policy's cash value that's equal to an annual rate of 0.20%. As long as your policy is in force, we continue to apply this credit, even if you start to access your policy's cash value for income—guaranteed.<sup>13</sup>

## Dollar cost averaging

Dollar cost averaging (DCA)<sup>14</sup> is a strategy of allocating premium in fixed dollar amounts at scheduled intervals, rather than all at once, with the goal of diversifying the index performance risk over time.

## Automated Income Monitor

If you plan to tap your policy for income, this optional service makes it easy to set up an income stream by selecting the dollar amount to take from your policy or how long you want the income to last, then how often to send it to you (monthly, quarterly, etc.).<sup>15</sup> After this one-time form is completed, income will be sent automatically. Keep in mind, making withdrawals from your policy will reduce its cash value and may increase the chance it will **lapse**. If you do plan to rely heavily on your policy for income, you may want to consider using our Overloan Lapse Protection Rider II to help keep your policy from lapsing.<sup>16</sup>

## The Nationwide Mobile app

Our mobile app lets you access your Nationwide insurance accounts on the go. The app keeps everything in order on your smartphone, ready and waiting for when you need it.

## Stay informed with our annual statement

Each year, you will receive a statement of your policy that lists the interest rates applied to every indexed or fixed interest strategy you have selected. It also keeps you updated on the rewards program.

<sup>12</sup> To receive the Nationwide IUL Rewards Program benefit, premium payments must meet or exceed a test of the net accumulated premium (premium paid minus any amounts taken as loans or partial surrenders) at the start of policy year 16; earlier for issue ages 51 or older. Once the requirement is met, the benefit is applied monthly — at an annualized rate of 0.20% from then on — as long as the policy is in force. The benefit is calculated every month by multiplying the accumulated value, minus any indebtedness, on the date of calculation by the credit percentage. The Nationwide IUL Rewards Program includes pro rata interest on any accumulated value taken from an index segment for loans or partial withdrawals.

<sup>13</sup> Guarantees are subject to the claims-paying ability of the issuing life insurance company.

<sup>14</sup> Only transfers from the policy's fixed interest strategy are available with dollar cost averaging. Dollar cost averaging does not guarantee to make a profit.

<sup>15</sup> With Automated Income Monitor, selecting the dollar amount of withdrawals will influence their duration (how long they last). Likewise, selecting a duration will influence the amount of the withdrawal. Either way, we will provide you the details and send you an annual update to keep you informed.

<sup>16</sup> The Overloan Lapse Protection Rider II can be invoked if the net surrender value is substantially depleted by loans. Once invoked, withdrawals and loans will be stopped to help keep your policy from lapsing. Using the rider depends on your age and other conditions. There is a charge for this rider, but it isn't charged until you invoke it. Consult a tax advisor about the tax risks associated with invoking this rider, as its tax consequences have not been ruled on by the IRS or the courts.

# Additional benefits and riders

## Long-Term Care Rider II

Some life insurance policies offer long-term care (LTC) riders that work on a reimbursement basis and require you to submit bills and receipts to receive your LTC benefit. With these types of LTC riders, any expenses that don't qualify under your benefit will have to be paid out of pocket.

The LTC Rider II offered in Nationwide IUL Accumulator II is a cash-indemnity benefit, which means that once your claim is approved, you can:

- Use your monthly cash benefit however you want — there's no need to submit receipts<sup>17</sup>
- Receive care wherever you choose from the caregiver you designate — including at home from family or friends

### Living Access Benefits

- **Chronic Illness Benefit** — allows you to receive a portion of the death benefit early to help cover expenses due to a chronic illness requiring substantial assistance for the rest of your life
- **Critical Illness Benefit** — allows you to request a lump-sum benefit payment when you have been diagnosed with cancer, stroke, or other critical illnesses
- **Terminal Illness Benefit** — allows you to receive some of the death benefit when you are diagnosed with a terminal illness resulting in a life expectancy of 12 months or less

### Death benefit and other riders

- **Accidental Death Benefit Rider** — provides additional coverage in the case of a death due to an accident
- **Change of Insured Rider** — for business owners who may need to insure different employees over time
- **Children's Insurance Rider** — provides term coverage for all your children, including those who are born after you've elected the rider
- **Overloan Lapse Protection Rider II** — if you take extensive loans from your policy, this option protects it from lapsing<sup>18</sup>
- **Waiver of Monthly Deductions Rider** — if you should become disabled, this optional benefit waives all monthly deductions
- **Waiver of Premium Rider** — if you should become disabled, this optional benefit credits a monthly premium to your policy
- **Surrender Value Enhancement Rider** — an optional benefit to waive all or part of the surrender charges on premiums paid in the early years of the policy

<sup>17</sup> The Long-Term Care Rider II is available at an additional charge. While bills and receipts do not need to be submitted each month to receive monthly LTC benefit, they may be needed to help establish the claim. 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 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 that benefits will be used to pay for long-term care. The Long-Term Care Rider may not be available in all states.

<sup>18</sup> The Overloan Lapse Protection Rider II is included with the policy. There is no monthly deduction for the rider. However, there is a cost associated with the rider if and when it is invoked.



## Case study

Beth is the mother of two young children and owns a small business. As the primary income earner for her family, she's exploring options with her life insurance professional to help protect them during her working years. With no access to a 401(k), she's also looking for an alternative, tax-efficient way to plan for the future. Her insurance professional suggests the Nationwide IUL Accumulator II. It offers protection for her family

members now and the potential for a stream of supplemental income in retirement.

Once she retires and is ready to start tapping her policy for income, she can use the Automated Income Monitor feature. It makes it easy to set up income payments on a regular schedule. Beth is confident, knowing her family and her future income needs are being protected.

*This is a hypothetical scenario. Actual results may vary.*

# Other things to keep in mind

Indexed universal life insurance has fees and charges associated with it that include:

Premium charges (including sales charges)

Monthly deductions that vary based on characteristics such as sex, health, age and tobacco use; the deductions include charges for optional riders, the cost of insurance and administrative fees

Surrender charges (if you choose to cancel your policy during the first 10 policy years); the longer you keep the policy, the smaller the surrender charge; no surrender charges will apply after the 10th year of your policy; a new surrender period will apply if you add more coverage later

Indexed strategy charges, which apply to the dollar amount allocated to some indexed interest strategies

Your premiums help cover these costs and are based on your individual characteristics, needs and goals. You decide how often you want to pay—annually, semiannually, quarterly or monthly—and we bill you for the premium amount needed.

We are proud of our long track record of never having increased the cost of insurance rates once a policy is put in force. It's another way we take extraordinary care of our policyholders.

# Key terms and definitions

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<b>Cap rate</b>	The maximum rate of interest credited, even if the reference index performance is greater after application of the participation rate.
<b>Floor rate</b>	A guaranteed minimum interest rate that protects you from loss, regardless of what happens in the market. Because the interest rate cannot go below this, it is called a “floor rate.”
<b>Index segment</b>	Created when the cash value is transferred from the fixed interest strategy – or a maturing segment – into the indexed interest strategy. A segment lasts one year.
<b>Lapse</b>	Termination of the policy when the cash surrender value is not sufficient to pay policy charges. The coverage can be reinstated under certain conditions.
<b>Legacy or estate</b>	The assets left by a person after death.
<b>Participation rate</b>	The percentage of the reference index performance used to calculate the strategy’s interest crediting rate. For example, if the participation rate is 100%, then 100% of the actual performance will be used, subject to the cap or spread rates.
<b>Rider</b>	An additional benefit that can be added to help customize the policy to meet your specific needs.
<b>Spread rate</b>	A percentage deducted from the index performance rate when no cap rate applies. For example, an index performance of 20% minus a spread rate of 7.5% results in a 12.5% interest rate credited for an uncapped indexed interest strategy.

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# Strength of Nationwide

We work hard to help you protect what matters today and prepare you for what comes tomorrow. In fact, we've been helping members protect what's important since 1926 and **providing long-term care solutions for nearly 25 years**. We run our business to make sure we'll be here to protect you whenever you need us.

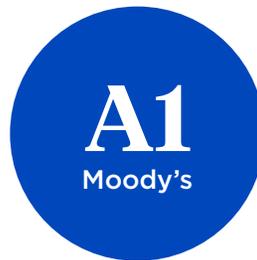
Nearly  
**100**  
years as a  
mutual company

Helping members protect  
what's important since  
**1926**

Top  
**10**  
life insurer  
Based on total premiums, LIMRA  
(Year end 2022).



received: 10/17/02  
affirmed: 12/1/22<sup>22</sup>



received: 3/10/09  
affirmed: 5/27/20<sup>22</sup>



received: 12/22/08  
affirmed: 5/16/23<sup>22</sup>

FORTUNE  
**100 Best**  
Workplaces for  
Diversity<sup>23</sup>

We are a  
**FORTUNE 100**  
company<sup>24</sup>

FORTUNE  
**100 Best**  
Companies to  
Work For<sup>25</sup>

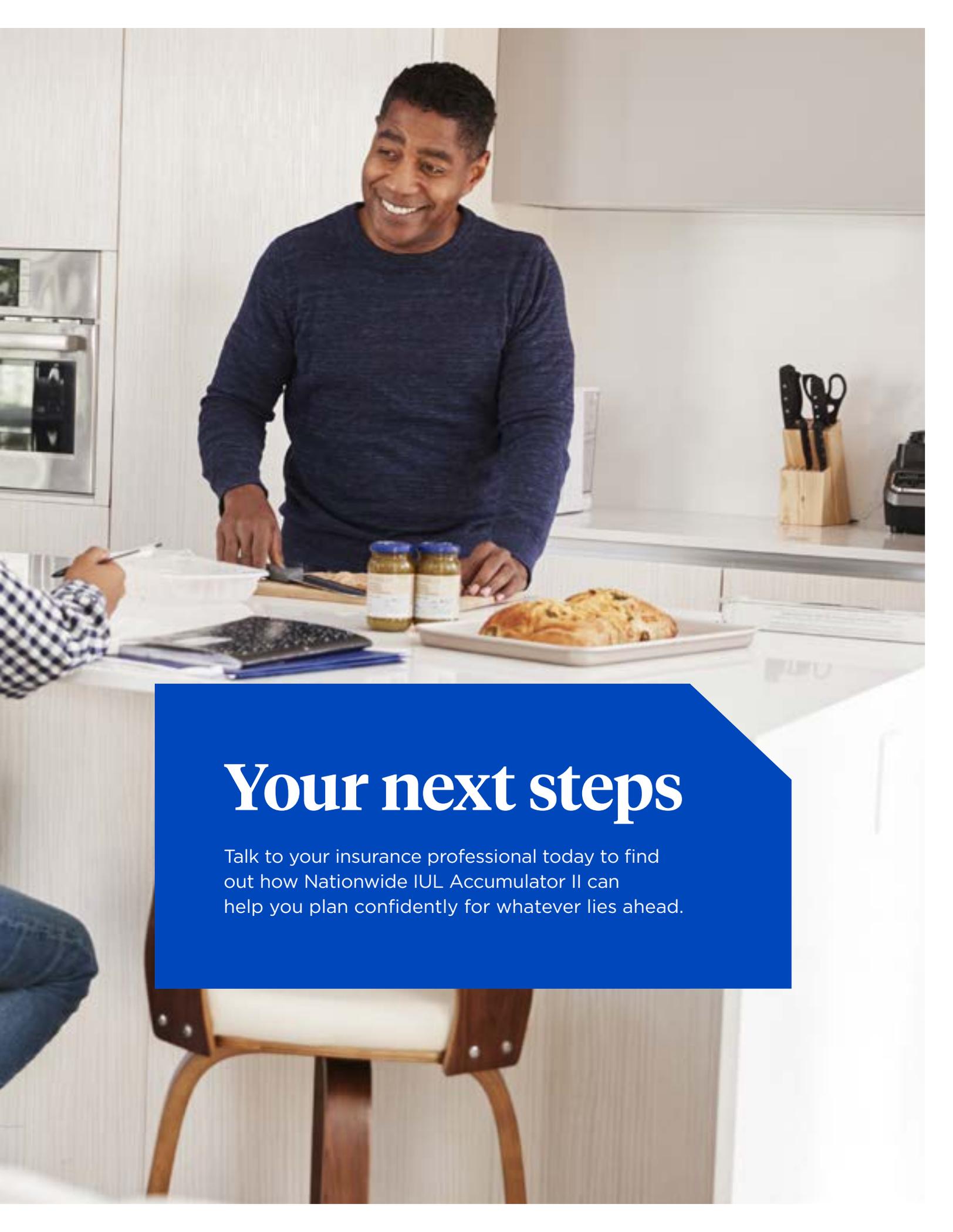
<sup>22</sup>These ratings and rankings reflect rating agency assessment of the financial strength and claims-paying ability of Nationwide Life Insurance Company and Nationwide Life and Annuity Insurance Company. They are not intended to reflect the investment experience or financial strength of any variable account, which is subject to market risk. Because the dates are updated only 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.

<sup>23</sup>"The 100 Best Workplaces for Diversity," [fortune.com/best-workplaces-for-diversity/2019/search/](https://fortune.com/best-workplaces-for-diversity/2019/search/) (2019).

<sup>24</sup>Based on revenue, Fortune magazine (April/May 2023).

<sup>25</sup>"100 Best Companies to Work For," [fortune.com/ranking/best-companies/2023/](https://fortune.com/ranking/best-companies/2023/).





# Your next steps

Talk to your insurance professional today to find out how Nationwide IUL Accumulator II can help you plan confidently for whatever lies ahead.



**Nationwide**<sup>®</sup>  
is on your side

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

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.

This policy allows for flexible premium payments, but it's important to adequately fund it to keep it in force and to help meet your needs and those of your beneficiaries.

Indexed universal life insurance policies are not stock market investments, do not directly participate in any stock or equity investments, and do not receive dividends or participate in capital gains. Past index performance is no indication of future crediting rates. Also, be aware that interest crediting fluctuations can lead to the need for additional premiums in your policy.

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.

All guarantees and benefits of the insurance policy are backed by the claims-paying ability of the issuing insurance company. They are not backed by the broker/dealer and/or insurance agency selling the policy, nor by any of their affiliates, and none of them make any representations or guarantees regarding the claims-paying ability of the issuing insurance company.

While ratings can be objective indicators of an insurance company's financial strength and can provide a relative measure to help select among insurance companies, they are not guarantees of the future financial strength and/or claims-paying ability of a company. The broker/dealer from which a policy is purchased, the insurance agency and any affiliates of those entities make no representations regarding the quality of the analysis conducted by the rating agencies. The rating agencies are not affiliated with the abovementioned entities, nor were they involved in any rating agency's analysis of the insurance companies.

All of the offered reference indices, except the S&P 500<sup>®</sup> and Multi-Index Monthly Average, use volatility control methodologies. Volatility control reference indices tend to limit reference index performance highs and lows, which generally allows Nationwide to offer greater participation rates than are offered with other indexed interest strategies. There is no guarantee that selecting a volatility control indexed interest strategy will result in greater interest crediting than indexed interest strategies that do not use a volatility control reference index or that any interest will be credited for a particular index segment.

The performance for all of the offered reference indices, except the S&P 500<sup>®</sup> and the Multi-index Monthly Average, are calculated on an excess return basis which includes calculation elements that reduce index performance, including that it does not allocate to any interest-bearing cash rate allocations. Because of this, an excess return version of an index will have lower performance than a total return version of the same index would, especially in high interest rate environments. Some reference indices also deduct notional charge(s) in calculating reference index performance. This deduction(s) will reduce the potential positive change in the Reference Index performance and increase the potential negative change in the reference index performance used in the interest crediting formulas.

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