

## A look at the new benefits of Nationwide CareMatters® II

	Nationwide Your	Life® CareMatters	Nationwide CareMatters® II		
Product type	Fixed-premium universa long-term care (LTC) co		Fixed-premium universal life insurance with long-term care (LTC) coverage		
Target market	Ages 40 - 75		Ages 40 - 65		
Premium	• Pay one time (single-	pay)	• Pay one time (single-pay)		
Payment Options	• Pay annually or mont (5-pay)	hly for 5 years	<ul> <li>Pay annually or monthly for 5 years (5-pay)</li> </ul>		
	Pay annually or mont	hly for 10 years	• Pay annually or monthly for 10 years (10-pay		
	(10-pay)		<ul> <li>Pay annually or monthly to age 65 (availabl for Issue Ages 30 - 54)</li> </ul>		
			<ul> <li>Pay annually or monthly to age 100: (available for Issue Ages 30-65)</li> </ul>		
Issue Ages	Benefit period	Issue Ages	As a general rule, CareMatters II will be available at launch for Issue Ages 30 - 75.		
	2	40 - 75	available at launch for issue Ages 50 - 75.		
	3	40 - 75	The maximum allowable age may vary by Premium Payment option, Refund of Premiun		
	4	40 - 75	option, and Inflation option.		
	5	40 - 75			
	6	40 - 70			
	7	40 - 75			
	*69 is the current ma a single-pay	ximum issue age on			
Specified Amount	Minimum: • \$60,000 for 2-, 4- and	d 6-year benefit periods	Minimum: • \$60,000 (all benefit periods)		
	• \$90,000 for 3-, 5- and	d 7-year benefit periods	Maximum:		
	Maximum: • \$500,000 for 2-, 4- a benefit periods	nd 6-year	• \$500,000 (all benefit periods)		
	• \$750,000 for 3-, 5- ar benefit periods	nd 7-year			
Company filed in	Nationwide Life and A     Insurance Company	Annuity	Nationwide Life and Annuity     Insurance Company		
	Nationwide Life Insur	ance Company	Nationwide Life Insurance Company		

New features are shown in boldfaced green type.

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Age Calculation	Age at last birthday	Age at last birthday
Benefit Type	Cash indemnity LTC benefits	Cash indemnity LTC benefits
LTC Services Covered	Once the insured by the policy qualifies for benefits and satisfies the elimination period, the LTC benefits will help cover some of the costs of qualified care, such as:	Once the insured by the policy qualifies for benefits and satisfies the elimination period, the LTC benefits will help cover some of the costs of qualified care, such as:
	• Home health care — includes adult day care and home health care to assist with activities of daily living or cognitive impairment	<ul> <li>Home health care — includes adult day care and home health care to assist with activities of daily living or cognitive impairment</li> </ul>
	• Assisted living — for assisting with activities of daily living or cognitive impairment	<ul> <li>Assisted living — for assisting with activities of daily living or cognitive impairment</li> </ul>
	<ul> <li>Qualified LTC facilities — includes round-the- clock care and medical services to support patients' needs</li> </ul>	<ul> <li>Qualified LTC facilities — includes round-the- clock care and medical services to support patients' needs</li> </ul>
	• Nursing home care — includes round-the- clock skilled, intermediate or custodial care under the supervision of a physician	• Nursing home care — includes round-the- clock skilled, intermediate or custodial care under the supervision of a physician
	Adult day care	Adult day care
	• Any state-qualified LTC service existing today or in the future	• Any state-qualified LTC service existing today or in the future
Elimination Period	There's a 90-calendar-day elimination (or waiting) period.	There's a 90-calendar-day elimination (or waiting) period.
	No LTC benefits are payable during the Elimination Period, and will not be retroactively paid for Qualified Long-Term Care Services received during the Elimination Period. Rider benefits will not be paid until the Elimination Period is satisfied.	No LTC benefits are payable during the Elimination Period; however, LTC benefits will be paid retroactively. Once the elimination period is satisfied, benefits for the first 90 days will be paid along with benefits for the fourth month.
	The elimination period needs to be met only once in a lifetime.	The elimination period needs to be met only once in a lifetime.
Exclusions	Does not pay benefits for qualified LTC services that result from:	Does not pay benefits for qualified LTC services that result from:
	Attempted suicide or self-inflicted injury	Attempted suicide or self-inflicted injury
	• Committing or attempting to commit a felony	• Committing or attempting to commit a felony
	<ul> <li>Alcoholism or drug addiction, unless addiction results from administration of drugs for treatment prescribed by a physician</li> </ul>	<ul> <li>Alcoholism or drug addiction, unless addiction results from administration of drugs for treatment prescribed by a physician</li> </ul>
	• War or any act of war, whether declared or undeclared	• War or any act of war, whether declared or undeclared

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Charges and	Monthly administrative charge	Monthly administrative charge		
costs	Current: \$0 per month	Current: \$0 per month		
	<ul> <li>Guaranteed: \$20 per month</li> </ul>	<ul> <li>Guaranteed: \$20 per month</li> </ul>		
	• Per-thousand of Specified Amount charge; the per-thousand charge applies to the initial Specified Amount and is deducted monthly; if the Specified Amount is reduced due to partial surrenders during the charge period, then the charge continues to be calculated based on the initial Specified Amount	• Per-thousand of Specified Amount charge; the per-thousand charge applies to the initial Specified Amount and is deducted monthly; if the Specified Amount is reduced due to partial surrenders during the charge period, then the charge continues to be calculated based on the initial Specified Amount		
	Premium expense charge	Premium expense charge		
	Current: 5% of each premium	• Current and Guaranteed: Varies by Refund of		
	• Guaranteed: 5% of each premium	Premium option elected:		
	Cost of insurance charge (COI)	- Vested: 5% of each premium		
	- The base life insurance policy has a	- One-time Step-up: 10% of each premium		
	COI charge rate, which applies to each \$1,000 of the net amount at risk and is deducted monthly	<ul> <li>No Refund of Premium: 25% of each premium</li> </ul>		
	- The guaranteed COI applicable for a	Cost of insurance charge (COI)		
	particular policy can be found in the Policy Specifications pages under premium expense charge	<ul> <li>The base life insurance policy has a COI charge rate, which applies to each \$1,000 of the net amount at risk and is deducted monthly</li> </ul>		
	Rider charges	- The guaranteed COI applicable for a particular policy can be found in the		
	There will be a separate monthly charge for			
	<ul><li>each rider included in the policy</li><li>Available riders are:</li></ul>	Policy Specifications pages under premium expense charge		
	- LTC Rider (e.g., acceleration Rider)	Rider Charges		
	<ul> <li>LTC Extension of Benefits (LTCEB) Rider</li> <li>Inflation Protection Rider</li> </ul>	There is no separate monthly charge for each rider. Each rider has its own premium amount.		
		LTC Rider		
	Monthly charges for these riders apply to each \$1,000 of the Specified Amount	LTCEB Rider		
		LTC Fixed Rate Inflation Protection Rider		
		LTC Indexed Rate Inflation Protection Rider		
Residual Death Benefit	20%	20%		

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Guaranteed Refund of Premium on Surrender	outstanding loans, unpaid monthly deductions							The surrender value paid will be reduced by any outstanding loans, unpaid monthly deductions and LTC benefits paid.						
Surrender	For single premium payments, the return of premium value is available starting day one, subject to a vesting schedule. There is a full return of all premium starting in year six. Return of premium is available on five- and 10-year payment schedules only after the end of the premium payment period and all required premium has been paid (minus any loans or withdrawals).								The policy provides a cash surrender value, based in part on a guaranteed minimum cash value that grows steadily over the life of the policy, that represents a refund of some or all of the premium paid. In addition, you may choose between two options that guarantee the amount paid upon a full surrender will be at least based on a specified percentage of the net premium paid, if greater than the cash surrender value, or an option that					
	Year	1	2	3	4	5	6	maximi	zes your	LTC ber			o percent	
	% of prem- ium	85%	88%	91%	94%	97%	100%	of premium guarantee. Vested Option: The Refund of Premium value is equivale to all premium paid minus any withdrawa multiplied by the applicable percentage.				ent als		
								Policy year	Single- pay	5- pay	10- pay	Pay to age 65	Pay to age 100	
								1	85%	85%	85%	85%	N/A	
								2	88%	88%	86.5%	86.5%	N/A	
								3	91%	91%	88%	88%	N/A	
								4	94%	94%	89.5%	89.5%	N/A	
								5	97%	97%	91%	91%	N/A	
								6	100%	100%	92.5%	92.5%	N/A	
								7	100%	100%	94%	94%	N/A	
								8	100%	100%	95.5%	95.5%	N/A	
								9	100%	100%	97%	97%	N/A	
								10	100% 100%	100%	98.5% 100%	98.5% 100%	N/A N/A	
								<ul> <li>The I to all multi Start premone of premone of the second start start availant of the second start st</li></ul>	me Step Refund of premiun iplied by ing day of ium valu of year 11 ium valu Refund o able with ned Age	f Premiu n paid r the app one, 809 e is ava , 100% e is ava f Premiu premiu 100.	um value ninus an olicable % of the ilable. S of the re ilable. um opti Im payn	y withdra percenta refund o tarting d turn of on is not	awals ge. f ay	

	Nation	wide YourLife® CareMatters		Nationwide CareMatters® II			
Guaranteed Refund of Premium on Surrender (continued)				LTC Benefit C • The Refut to the cas provides value in t most LTC • This Refu with all p	nd of Premium value is equal sh surrender value. This option the lowest Refund of Premium he early policy years and the benefit for a given premium. Ind of Premium option is available ayment durations and the only able with premium payments to		
LTC Specified	2-year, 3-yea	r, 4-year, 5-year, 6-year, 7-year		2-year, 3-yea	r, 4-year, 5-year, 6-year, 7-year		
Benefit Periods	Total benefit duration	Acceleration/extension period		Total benefit duration	Acceleration/extension period		
	2 years	2-year LTC Rider-specified acceleration period		2 years	2-year LTC Rider-specified acceleration period		
	3 years	3-year LTC Rider-specified acceleration period		3 years	2-year LTC Rider-specified acceleration period 1-year LTCEB Rider-specified extension period		
	4 years 5 years 6 years	2-year LTC Rider-specified acceleration period 2-year LTCEB Rider-		4 years	2-year LTC Rider-specified acceleration period 2-year LTCEB Rider-specified		
		specified extension period 3-year LTC Rider-specified acceleration period 2-year LTCEB Rider-		5 years	extension period 2-year LTC Rider-specified acceleration period 3-year LTCEB Rider-specified		
		specified extension period 2-year LTC Rider-specified acceleration period 4-year LTCEB Rider- specified extension period		6 years	extension period 2-year LTC Rider-specified acceleration period 4-year LTCEB Rider-specified extension period		
	7 years			7 years	2-year LTC Rider-specified acceleration period 5-year LTCEB Rider-specified extension period		
Qualifications for benefits	certified to h or not be abl of daily living health care p practitioner r and the elimi While receivi recertification	benefits, the insured must be ave a severe cognitive impairment e to perform two of six activities for at least 90 days by a licensed ractitioner. The licensed health care nust also provide a plan of care, nation period must be met. ng benefits, an annual n check will be performed to sured still qualifies for benefits.	0	certified to h or not be abl of daily living health care p care practitio care, and the While receive recertificatio	r benefits, the insured must be have a severe cognitive impairment le to perform two of six activities g for at least 90 days by a licensed bractitioner. The licensed health oner must also provide a plan of e elimination period must be met. ing benefits, an annual in check will be performed to asured still qualifies for benefits.		

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LTC Acceleration Rider	This rider is part of the policy and provides for acceleration of the base policy Specified Amount. A monthly benefit is paid to the policyowner over the elected period. The rider has a monthly charge deducted from the Policy's Accumulated Value.	This rider is part of the policy and provides for acceleration of the base policy Specified Amount. A monthly benefit is paid to the policyowner over the acceleration period. <b>This</b> <b>rider has its own premium amount.</b>
LTC Extension of Benefits (LTCEB) Rider	Benefits under this rider begin once the total amount of benefits available under the LTC Rider have been exhausted. This rider provides a monthly benefit to the policyowner for the insured for the LTCEB Rider benefit duration. It is also part of any policy with benefit periods of 3 years or more. The rider has a monthly charge deducted from the Policy's Accumulated Value.	Benefits under this rider begin once the total amount of benefits available under the LTC Rider have been exhausted. This rider provides a monthly benefit to the policyowner for the insured for the LTCEB Rider benefit duration. It is also part of any policy with benefit periods of 3 years or more. <b>This rider has its</b> <b>own premium amount.</b>
Inflation Protection Riders	This rider helps provide protection against the rising costs of LTC services. If elected, a separate monthly benefit is provided based on the monthly maximum LTC Rider benefit amount. The monthly benefit increases annually at the beginning of each policy year starting on the first anniversary. The monthly benefit amount will increase whether or not claims are being paid. If the policyowner elects the Inflation Protection Rider, these options are available: • 3% simple interest • 5% compound interest This rider is optional and has an additional charge.	<ul> <li>There are now two riders to cover your inflation protection benefit needs. These riders will help provide protection against the rising costs of LTC services. If elected, a separate monthly benefit is provided based on the monthly maximum LTC Rider benefit amount. The monthly benefit amount will increase whether or not claims are being paid.</li> <li>The LTC Fixed Rate Inflation Protection Rider has a monthly benefit that increases annually at the beginning of each policy year, starting on the first anniversary. These options are available: <ul> <li>3% simple interest</li> <li>3% compound interest</li> <li>5% compound interest</li> </ul> </li> <li>LTC Indexed Rate Inflation Protection Rider Under this option, the Maximum Monthly LTC Inflation Protection Rider Benefit Amount will be the greater of the annual change in a Reference Index (subject to a floor rate of 0% and cap rate 6%) and a fixed LTC Roll Up Inflation Rate of 2%. Pre-claim, the monthly benefit increases annually. Reference Index is currently the Medical Care Component of the Consumer Price Index for All Urban Consumers, Unadjusted.</li> </ul>
Nationwide Care Guide Network®	Insureds, policyowners and their immediate family members will have access to this free service that provides information and references for LTC service providers and community services in their area. There is no obligation to use these services, which are currently provided through a nonaffiliated third party. There is no separate additional charge for this service. This service is subject to availability.	Insureds, policyowners and their immediate family members will have access to this free service that provides information and references for LTC service providers and community services in their area. There is no obligation to use these services, which are currently provided through a nonaffiliated third party. There is no separate additional charge for this service. This service is subject to availability.

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International benefits	Only 50% of the maximum monthly benefit amount of the LTC Acceleration Rider and 50% of any LTC Inflation Protection Rider are available while the insured is living outside of the U.S.; no international benefits are available under the LTCEB Rider or any LTC Inflation Protection Rider benefit associated with it.	100% of the maximum monthly benefit amount of the LTC Acceleration Rider and 100% of any LTC Inflation Protection Rider are available while the insured is living outside of the U.S.; no international benefits are available under the LTCEB Rider or any LTC Inflation Protection Rider benefit associated with it.
	• The maximum lifetime benefit is not reduced, but it will extend the period that the maximum lifetime benefit is paid out	<ul> <li>The maximum lifetime benefit is not reduced, but it will extend the period that the maximum lifetime benefit is paid out</li> </ul>
	• If the insured returns to the U.S. and remains in the U.S. while receiving LTC benefits, the amount available each month will return to 100% of the maximum monthly benefit	<ul> <li>If the insured returns to the U.S. and remains in the U.S. while receiving LTC benefits, the amount available each month will return to 100% of the maximum monthly benefit</li> </ul>
	• Extension of benefits availability will resume if the insured returns to the U.S. and the maximum lifetime benefit amount is not exhausted	• Extension of benefits availability will resume if the insured returns to the U.S. and the maximum lifetime benefit amount is not exhausted
Accelerated Death Benefit Rider (terminal illness)	This rider provides for an accelerated death benefit paid to the policyowner when the insured has a life expectancy of 12 months or less resulting from a noncorrectable terminal illness. Benefits paid under this rider will result in a reduction of your benefit amounts available for both LTC benefits and death benefits and will reduce your cash surrender value. This rider is automatically issued with the policy.	This rider provides for an accelerated death benefit paid to the policyowner when the insured has a life expectancy of 12 months or less resulting from a noncorrectable terminal illness. Benefits paid under this rider will result in a reduction of your benefit amounts available for both LTC benefits and death benefits and will reduce your cash surrender value. This rider is automatically issued with the policy.
Loans	Policy loans are available from issue, if the policy has a cash value. The minimum amount of any policy loan is \$200.	Policy loans are available from issue, if the policy has a cash value. The minimum amount of any policy loan is \$200.
	<ul> <li>Interest rates</li> <li>On a current and guaranteed basis, the loan charged rate will be equal to 4% in all policy years</li> </ul>	<ul> <li>Interest rates</li> <li>On a current and guaranteed basis, the loan charged rate will be equal to 4% in all policy years</li> </ul>
	<ul> <li>The loan credited rate will be equal to 2% in all policy years on a current and guaranteed basis</li> </ul>	<ul> <li>The loan credited rate will be equal to 2% in all policy years on a current and guaranteed basis</li> </ul>
	<ul> <li>Repayments</li> <li>Loan repayments may be made at any time; minimum loan repayment is \$25</li> </ul>	<ul> <li>Repayments</li> <li>Loan repayments may be made at any time; minimum loan repayment is \$25</li> </ul>
	<ul> <li>Maximum loan</li> <li>The maximum total loan amount is equal to the current net surrender value less three months of deductions, the first of which will come due on the next monthly anniversary</li> </ul>	<ul> <li>Maximum loan</li> <li>The maximum total loan amount is equal to the current net surrender value less three months of deductions, the first of which will come due on the next monthly anniversary</li> </ul>
	<ul> <li>Impact on LTC benefits</li> <li>Outstanding loans at the time of benefit payments reduce the maximum monthly benefit, along with the total pool of LTC benefits and any associated inflation protection benefits, as well as the death benefit</li> </ul>	<ul> <li>Impact on LTC benefits</li> <li>Outstanding loans at the time of benefit payments reduce the maximum monthly benefit, along with the total pool of LTC benefits and any associated inflation protection benefits, as well as the death benefit</li> </ul>

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Surrender Charges	will apply to full or par the first 10 years follow payment. Surrender ch	paid. Surrender charges tial surrenders during ving the first premium	There will be a surrender charge associated with the total premium paid. Surrender charges will apply to full or partial surrenders during the first 10 years following the first premium payment. Surrender charges are a percent of actual premium paid in the first 10 policy years as shown below:			
	Year	Premium percentage	Year	Premium percentage		
	1	8%	1	8%		
	2	7.5%	2	7.5%		
	3	7%	3	7%		
	4	6.5%	4	6.5%		
	5	6%	5	6%		
	6	5.5%	6	5.5%		
	7	5%	7	5%		
	8	4%	8	4%		
	9	3%	9	3%		
	10	2%	10	2%		
	11+	0%	11+	0%		
Partial surrenders	policy year while the p A partial surrender will benefit amounts availa and death benefits and surrender value.	result in a reduction of ble for both LTC benefits d will reduce the cash	A partial surrender may be taken after the first policy year while the policy is in force. A partial surrender will result in a reduction of benefit amounts available for both LTC benefits and death benefits and will reduce the cash surrender value.			
	The maximum transact partial surrender.	tion fee is \$25 per	The maximum transaction fee is \$25 per partial surrender.			
Backdating Issue Age	Not allowed		Not allowed			
1035 Flexibility	Yes; however, in multip 1035 amount has to b recurring premium an premiums of that amo payment period.	e the first year of a	The policyowner has the lump-sum premium at is issued, which could i 1035 transfer, along with premium for a period of attained age 65 or to a amount and timing of t will be fixed and determ	nclude funds from a th a smaller recurring of 5 years, 10 years, to ttained age 100. The the premium payments		



Our <u>quick quote tool</u> is also available to help you discover how Nationwide CareMatters II could help your clients prepare for retirement.



## To learn more about the benefits Nationwide CareMatters II has to offer your clients, please call us:

- National Sales Desk: 1-800-321-6064
- Brokerage General Agents: 1-888-767-7373
- Nationwide Financial Network®: 1-877-223-0795



## FOR FINANCIAL PROFESSIONAL USE ONLY - NOT FOR USE WITH THE PUBLIC

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

When choosing a product, make sure that life insurance and long-term care insurance needs are met. Nationwide CareMatters II is not intended to be a primary source of life insurance protection, so make sure life insurance needs are covered by appropriate products. 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, and long-term care coverage linked to 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.

Nationwide CareMatters II is a cash indemnity product that pays LTC benefits when the insured person is certified to have a qualifying condition and a need for LTC services. Bills and receipts showing actual expenses do not have to be submitted for payment of benefits once a claim has been approved. Each year, the policyowner can receive, tax free, the greater of the HIPAA per diem amount or actual LTC costs incurred. However, benefits may be taxable under certain circumstances. Taxpayers should consult with their tax and legal advisors about their specific situation.

Benefits under the LTC Rider are an advance payment of the policy's death benefit while the insured is still living. Accelerating the death benefit, along with loans and withdrawals, reduces both the death benefit and cash surrender value of the policy. Care should be taken to make sure that life insurance needs continue to be met even if the entire death benefit is accelerated or if money is taken from the policy.

Individual care needs and costs will vary, and there is no guarantee the policy will cover the entire cost of the insured's longterm care. Nationwide pays benefits to the policyowner. If the policy is owned by someone other than the insured, there is no guarantee the policyowner will use the benefits to pay for LTC services.

Approval for coverage under the policy and attached Riders is subject to underwriting and may require a medical exam.

Nationwide CareMatters II may not be available in every state. Please contact Nationwide to determine product availability in your state.

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

The Medical Care Component of the Consumer Price Index for All Urban Consumers, Unadjusted (the "Index"), is maintained by the U.S Bureau of Labor Statistics. Nationwide's use of the Index is not sponsored, endorsed or promoted by the U.S. Bureau of Labor Statistics, the U.S. government, or any of its agencies. Inclusion of the Index in an insurance product is not a recommendation by the U.S. government to buy such a product. Neither the U.S. government nor the U.S. Bureau of Labor Statistics guarantees the adequacy, accuracy, timeliness or the completeness of Nationwide's use of the Index.

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

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