



Security and support simplified

Planning confidently for the future is a lot simpler when you have the support of a strong partner like Nationwide®, especially in times of economic uncertainty. Through our financial strength, stability and dedication to providing extraordinary care, we continue to:

- Manage our risk responsibly and without the need for offshore reinsurance
- Provide comprehensive service and support that is entirely U.S.-based

The risky business of offshore reinsurance

While reinsurance — insurance purchased by an insurance company — is common in the industry, offshore reinsurance is considered less safe by industry fiduciaries. That's because offshore reinsurers often have a lower credit rating which raises concerns about their ability to fulfill commitments to policyholders.¹

Despite that, according to a 2023 report from Moody's Investors Service, **the practice of offshoring reinsurance is popular among insurers.**

IN 2022:

Almost **\$800 billion** in life insurance reserves were transferred to offshore entities.²

\$492 billion was accounted for by just 10 insurers.²

The growing trend of outsourcing customer service

Also on the rise is the practice of moving service personnel to countries outside the U.S.³

While that may be more economical for the issuer, many times, the financial professional and customer experience suffer. Language barriers, security concerns and reduced control over the business process are just a few of the problems.

IN 2022:

Customer service was the **#1 outsourced** business process.⁴

The Nationwide difference



We believe in managing risk responsibly by holding reserves and capital equal to the risk we bear on behalf of policyholders, so you can be confident about our ability to pay the guarantees and claims of your policies.



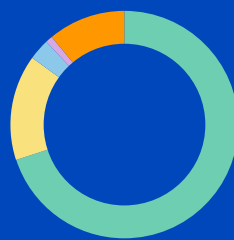
And as part of our commitment to providing you with an extraordinary experience, Nationwide delivers comprehensive service that is **100% U.S.-based to help simplify the management of your clients' annuity contracts.**

A foundation of strength you can rely on

When you work with Nationwide, you can be confident that you're working with a U.S.-based Fortune 100 company⁵ with a diversified portfolio and nearly 100 years of disciplined investing and decision-making experience.

\$24 billion⁶
total adjusted capital in 2022

\$123.6 billion
diverse investment portfolio⁶



- 70% Fixed maturity securities
- 15% Mortgage loans
- 3% Short-term Investments
- 1% Real estate
- 11% Other investments



Learn more about how our comprehensive service and support make it simpler for you when it comes to planning for retirement.

¹ "Carriers Moving Policies to Lower-Rated Reinsurers Raises Concerns," W.S. Hersch, lifeannuityspecialist.com (July 17, 2023).

² "Moody's flags issues for firms voyaging out for offshore life reinsurance," Joshua Geer, insuranceerm.com/news-comment/moodys-flags-issues-for-firms-voyaging-out-for-offshore-life-reinsurance.html (June 1, 2023).

³ "Outsourcing Statistics & Reports in 2023," Amit Dua, customerthink.com/outsourcing-statistics-reports-in-2023/ (March 20, 2023).

⁴ "Business Process Outsourcing Market Size, Share & Trends Analysis Report By Service Type (Customer Services, Finance & Accounting), By End-use (IT & Telecommunication, BFSI), By Region, And Segment Forecasts, 2023-2030," Grandviewresearch.com (accessed August 2023).

⁵ Based on revenue, Fortune magazine (June 5, 2023).

⁶ 2022 Nationwide Annual Report.



• 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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