



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

Strong, stable  
and committed to  
keeping our promises

At Nationwide<sup>®</sup>, our proud mutual heritage and ongoing commitment to our communities help us put members first.

*Nationwide is a*  
**FORTUNE 100**  
*company<sup>1</sup>*

*More than*  
**34,000**  
*employees*

**\$235**  
**BILLION**  
*in total assets<sup>2</sup>*

<sup>1</sup> Based on revenue, Fortune (July 2018).

<sup>2</sup> As of June 30, 2018.

# Let the strength of Nationwide work for you

Nationwide was founded in 1926 to help American farmers get a fair price on auto insurance. Throughout the many years since then, we've let our Midwestern roots guide us as we've navigated a variety of economic ups and downs. Today, we're proud to be a Fortune 100 company<sup>1</sup> with \$235 billion in total assets<sup>2</sup> and one of the largest financial services employers in America with more than 34,000 employees.

We now help a wide range of individuals and businesses overcome the financial challenges they face, and, as you consider initiating or extending a business relationship with Nationwide, we want to make sure you know some important things about us:

---

*We're*  
**ORGANIZED**  
*for the*  
**LONG HAUL**

*We're*  
**FINANCIALLY STRONG**  
*and*  
**STABLE**

*We're*  
**MORE**  
*than a*  
**BUSINESS®**

---

# Organized for the long haul

When you choose Nationwide as your business life insurance partner, you get a company that you can rely on to be there for a long time to come.

## Diversified corporate portfolio

To help ensure that we aren't overly exposed to any single business or risk, and that we are able to generate revenue throughout the economic cycle and during periods of market volatility, we've diversified into a number of insurance and financial services business lines with a variety of products within them.

Financial services		Property and casualty	
Individual	Business	Personal	Commercial
Life insurance	Life insurance - Corporate-sponsored - Corporate-owned	Vehicle	Standard commercial
Annuities		Property	Farm and agribusiness
Mutual funds	Retirement plans	Nonstandard auto	Specialty commercial
Banking		Pet insurance	

## Solid industry rankings

When we get involved with a line of business at Nationwide, we are relentless in our pursuit of excellence.

<b>#1 PROVIDER</b> <i>of corporate-owned life insurance<sup>3</sup></i>	<b>#1 INSURER</b> <i>of farms and ranches<sup>4</sup></i>	<b>7<sup>TH</sup>-LARGEST</b> <i>homeowners insurer<sup>4</sup></i>
<b>8<sup>TH</sup>-LARGEST</b> <i>auto insurer<sup>4</sup></i>	<b>8<sup>TH</sup>-LARGEST</b> <i>commercial lines insurer<sup>4</sup></i>	<b>12<sup>TH</sup>-LARGEST</b> <i>life insurer<sup>5</sup></i>

<sup>3</sup> 2017 IBIS Associates traditional COLI survey results (February 2018).

<sup>4</sup> By direct written premium, A.M. Best (2017).

<sup>5</sup> LIMRA, Q2 YTD (2018).

## Committed to business life insurance

We've been a leader in the business life insurance market for more than 20 years, and our Nationwide Business Solutions Group has more than 50 business life insurance specialists ready to serve your needs.



**44%**  
market share in 2017<sup>6</sup>

Providing services to over  
**1,000**  
**BUSINESSES**  
— many in the Fortune 1000

More than **52,000** business life insurance policies in force<sup>7</sup>

**OVER \$18 BILLION**  
in business life insurance assets under management<sup>7</sup>

<sup>6</sup> 2017 IBIS Associates traditional COLI survey results (February 2018).

<sup>7</sup> Nationwide's Prefix Reporting System as of June 30, 2018.

# Financially strong and stable

## Strong financial ratings

Independent rating agencies continue to award Nationwide strong ratings that keep us in the top quartile and cite our:

- Strong capital position
- Excellent risk management capabilities
- Product and distribution breadth
- Diversified businesses with a market leadership position



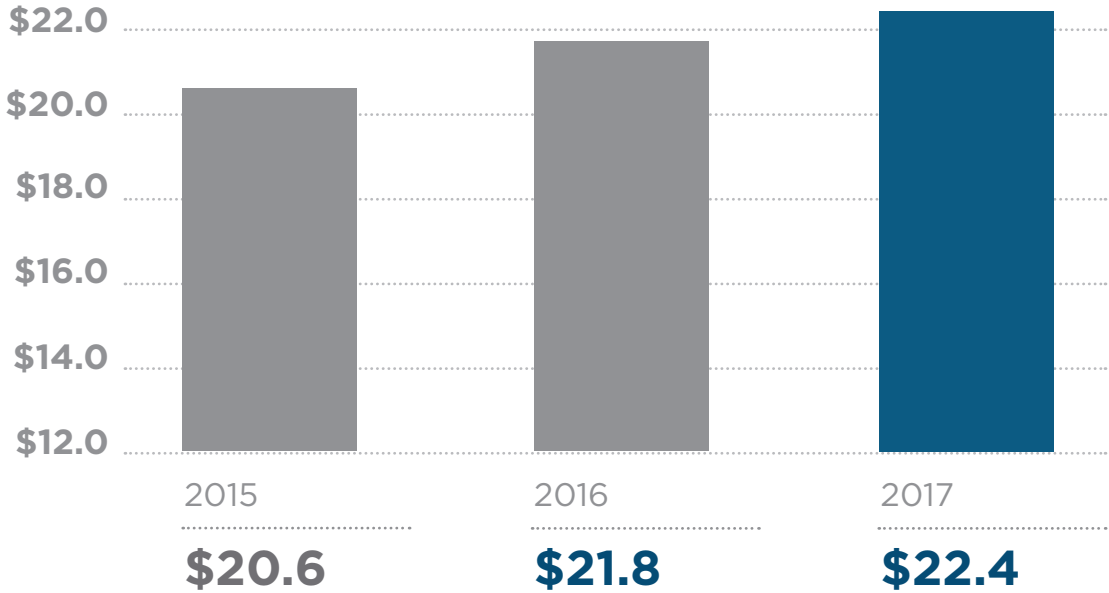
---

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.

## Solid capital position

At Nationwide, we take a conservative approach to managing capital to allow the company to remain strong and stable, even in times of economic uncertainty. As of December 31, 2017, total policyholder equity had grown to \$22.4 billion, and statutory surplus — the primary measure of financial strength and claims-paying ability evaluated by regulators and rating agencies — was \$14.7 billion.

**POLICYHOLDER EQUITY** (IN BILLIONS)



# Financially strong and stable

## Diligent risk management

Managing risk is a core competency for Nationwide. Our enterprise risk management capabilities are rated as “adequate with strong risk controls” by third-party rating agency Standard & Poor’s.<sup>8</sup>

We’re also proud of our in-house hedging program. Having this infrastructure internally sets us apart from competitors by allowing us to finely tune our hedging strategies to specific policies and be responsive to ever-changing market conditions. It’s a competitive advantage and an added protection for our policyholders.

## Astute investment approach

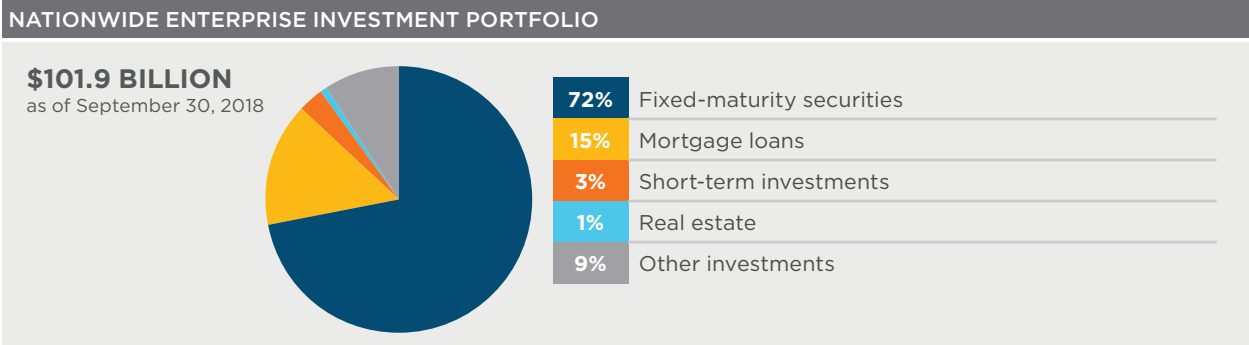
Our investment strategy is designed to ensure Nationwide has the capital and liquidity to fulfill its financial obligations and pay claims across all businesses over the short and long term. We maintain a collaborative team environment and base our approach on a foundation of:

- In-depth understanding of the company’s various investment objectives and risk tolerance
- A disciplined investment process focused on macroeconomic trends, fundamental research, technical drivers of risk and return, and risk management

We believe that by continually reassessing the economic environment and market outlook, as well as our business partners’ needs, we can deliver strong investment results over time.

## Quality investment portfolios

At Nationwide, our investment portfolios consist of a broad array of quality investments in various securities that are spread across industries, geographies and markets.

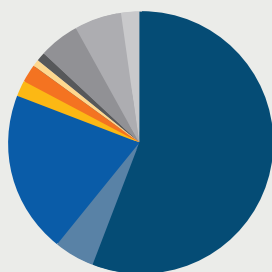


<sup>8</sup> “Nationwide Mutual Insurance Co.,” RatingsDirect report, Standard & Poor’s (March 31, 2018).



## NATIONWIDE FINANCIAL INVESTMENT PORTFOLIO

**\$72 BILLION**  
as of December 31,  
2017



<b>56%</b>	Corporate securities
<b>5%</b>	Residential mortgage-backed securities
<b>20%</b>	Commercial mortgage loans
<b>2%</b>	Short-term investments
<b>2%</b>	Commercial mortgage-backed securities
<b>1%</b>	Policyholder loans
<b>1%</b>	U.S. government and agency securities
<b>5%</b>	Obligations of states and political subdivisions
<b>6%</b>	Other
<b>2%</b>	Bank products

Fixed-maturity securities (public and private bonds) comprise 73% of the portfolio, and 95% of these securities are rated as investment grade (Baa rating or better).

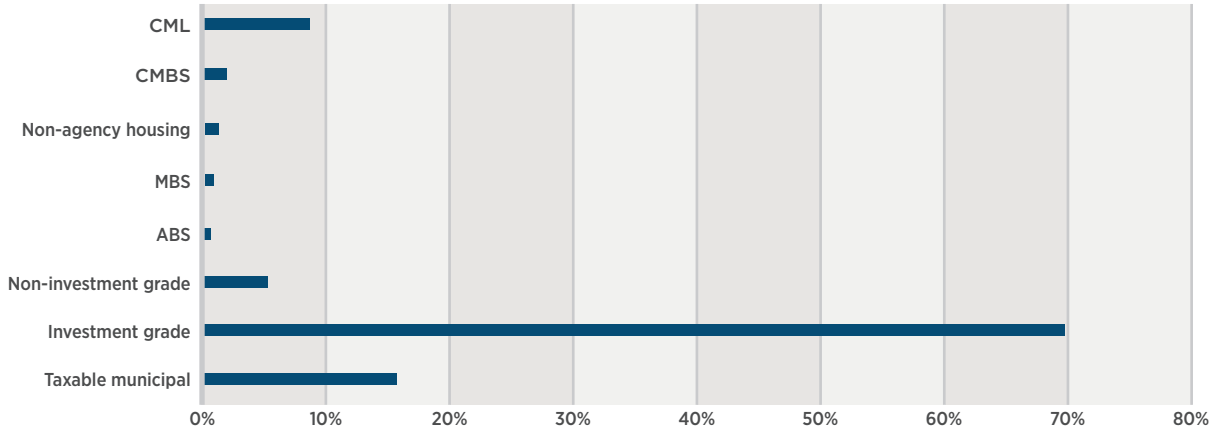
NAIC DESIGNATION <sup>9</sup>	MOODY'S EQUIVALENT DESIGNATION <sup>10</sup>	% OF TOTAL
1	Aaa/Aa/A	55%
2	Baa	40%
3	Ba	4%
4	B	1%
5	Caa and lower	0%
6	In or near default	0%

<sup>9</sup> NAIC designations are assigned at least annually. Some designations for securities shown have been assigned to securities not yet assigned an NAIC designation in a manner approximating equivalent public rating categories.

<sup>10</sup> Comparisons between NAIC and Moody's designations are published by the NAIC. If no Moody's rating is available, the company assigns internal ratings corresponding to public ratings.

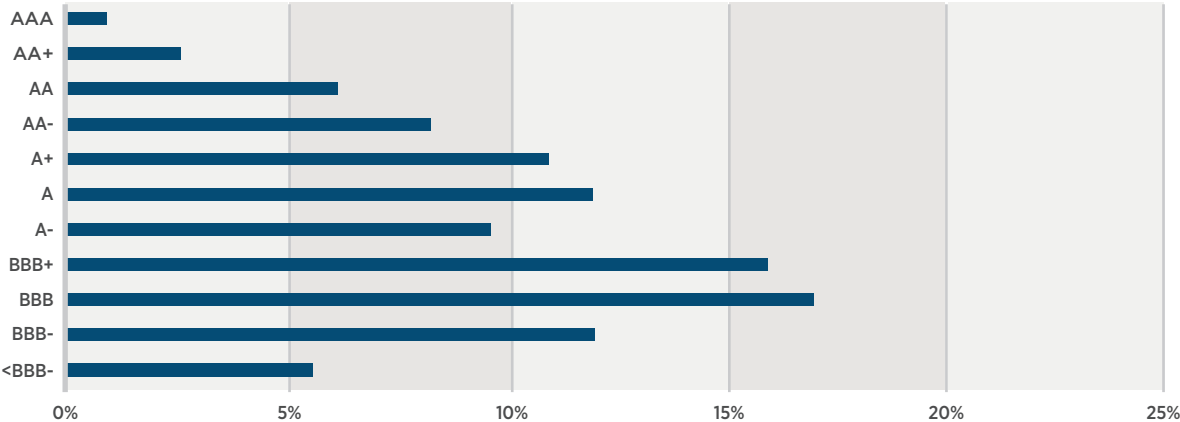
# Financially strong and stable

## NATIONWIDE BUSINESS SOLUTIONS GROUP POOL ASSETS \$3.1 BILLION — as of September 30, 2018



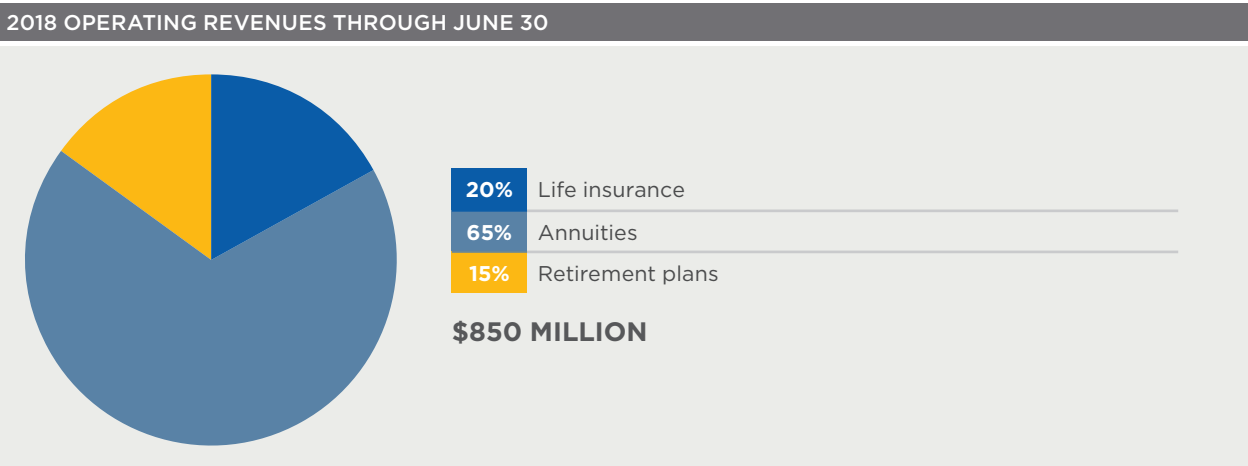
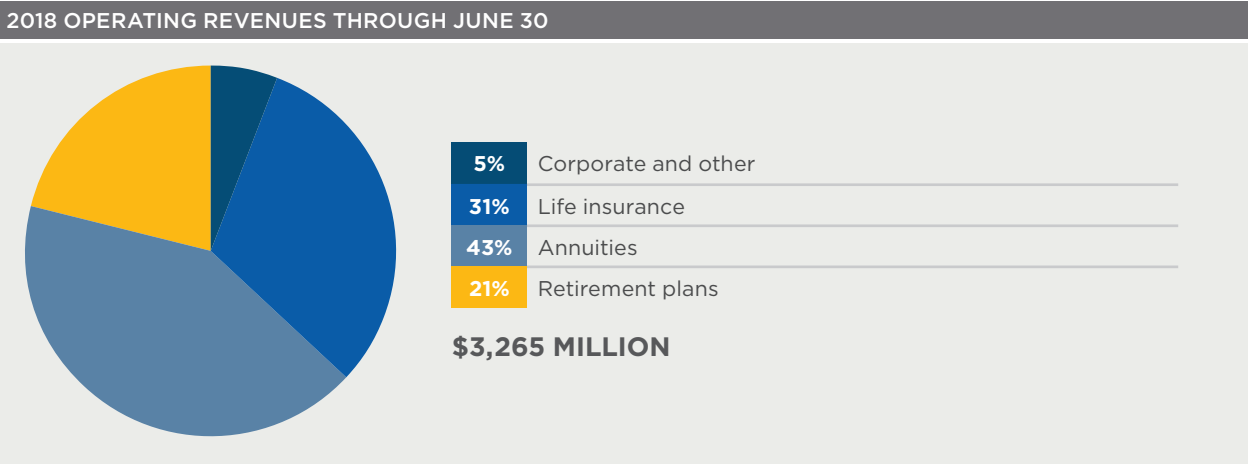
This investment portfolio resides within the Nationwide Life Insurance Company general account. It supports our BOLI and COLI products and is structured according to their unique asset and liability management needs. As of September 30, 2018, the pool’s assets had:

- An effective duration of 9.8 years
- An average credit quality of BBB+ (comprised mostly of corporates, mortgages and municipals)



# Diversified sources of revenue and income

The wide range of our businesses and the breadth of our distribution network help us to naturally diversify and provide us with numerous sources of earnings and cash flow.

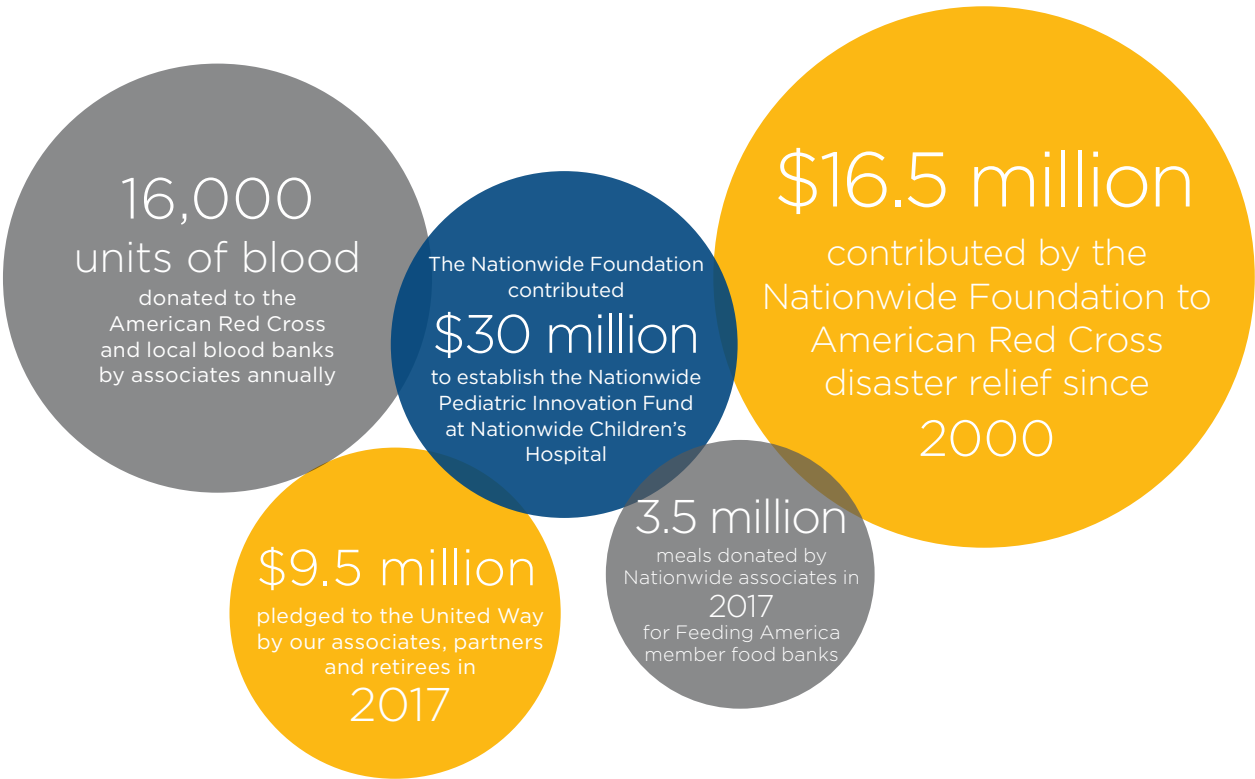


# More than a business®

At Nationwide, we're also passionate about making a difference for our country and in the communities where our associates and members live.

## Invested in America

Since 2000, the Nationwide Foundation has committed more than \$430 million to charitable organizations such as the American Red Cross, United Way, Feeding America® and Nationwide Children's Hospital®. Our associates have also volunteered many thousands of hours to help those who need it.



# A reflection of our communities

We know we're stronger because of the broad range of cultures, backgrounds and lifestyles that our associates bring to Nationwide. It's why we're so committed to recruiting, developing and retaining a diverse and talented workforce, and we're deeply honored by the recognition we've received.

## Recent company recognition



**Top Company for Diversity**

Black Enterprise



**Great Workplace Award**

Gallup



**Best Places to Work for LGBT Equality**

The Human Rights Campaign



**Supplier Diversity**

Women's Business Enterprise  
National Council and  
WE USA magazine



**Latina Style 50 Award**

Latina Style



**100 Best Companies to Work For**

Fortune magazine

At Nationwide, we've always believed in facing challenges together and maintaining our financial stability so you can rely on us to be here when you need us.

## Let us help you



If you have questions or would like more details, please contact your Nationwide representative.



**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

Products are issued by Nationwide Life Insurance Company, Columbus, Ohio. The general distributor is Nationwide Investment Services Corporation, member FINRA.

More Than A Business, Nationwide, Nationwide Children's Hospital, Nationwide is on your side and the Nationwide N and Eagle are service marks of Nationwide Mutual Insurance Company. © 2016 - 2018 Nationwide

CLM-0440AO.29 (10/18)