



Nationwide[®]
is on your side

Nationwide
High Point 365[®]

Lifetime Income
Benefit guide

Enter retirement with confidence

The Nationwide High Point 365[®] Lifetime Income Benefit riders,
available with the Nationwide New Heights[®] 9 fixed indexed annuity

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

Nationwide High Point 365[®] Lifetime Income Benefit riders:

- Nationwide High Point 365 Lifetime Income Benefit rider
- Nationwide High Point 365 Lifetime Income Benefit rider with Purchase Payment Bonus

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Definitions for bold words are located at the bottom of the brochure pages.



Growth and income

As you approach retirement, both growth potential and lifetime income become increasingly important. This is especially true as life expectancies increase and the responsibility for funding retirement shifts to the individual. A fixed indexed annuity with a lifetime income rider may help you address your retirement needs.

What is a fixed indexed annuity?

A fixed indexed annuity is a contract you buy from an insurance company to help you accumulate assets for retirement. It offers returns based on the changes in an index, such as the Standard & Poor's 500® composite price index.

Regardless of index performance, indexed annuity contract values will not be impacted by negative index returns.

This material is not a recommendation to buy, sell, hold or roll over any asset, adopt a financial strategy or use a particular account type. It does not take into account the specific investment objectives, tax and financial condition or particular needs of any specific person. Clients should work with their financial professional to discuss their specific situation.

Guarantee a lifetime of income

Reaching retirement doesn't mean an end to doing the things you enjoy. In fact, you've probably set aside some money so you can continue those activities. Establishing a reliable source of income is an important part of working toward your retirement goals.

Nationwide® offers optional living benefit **riders** that you can add, for an additional cost, to your Nationwide New Heights® 9 fixed indexed annuity (New Heights® 9) **contract**:

- Nationwide High Point 365 Lifetime Income Benefit rider (High Point 365®)
- Nationwide High Point 365 Lifetime Income Benefit rider with Purchase Payment Bonus (High Point 365® with Bonus)

These riders offer:

- Lifetime payout percentages that increase the longer you wait to take lifetime income.¹
- Two ways to grow your lifetime income. Your future income will be calculated based on the greater of the minimum income benefit value or the highest BAV (balanced allocation value).
- Guaranteed lifetime income payments that will continue as long as you follow the terms of your contract — even if your contract value is zero; see Page 7 or review the Disclosure Summary for more information about withdrawal terms.

If you choose to add a living benefit rider to your New Heights 9 contract, please note that:

- These riders are available only at contract issue; they cannot be added later.
- High Point 365 has an annual rider charge rate of 0.95% for the life of the contract and the High Point 365 with Bonus has an annual rider charge of 1.10% for the life of the contract. In both circumstances, the rider charge is calculated on the high point income benefit base and is deducted from the contract value on a quarterly basis. It is important to note that since rider charges are deducted from the contract value, which impacts the BAV, they may reduce lifetime income payments.
- To purchase one of these riders, you (and your spouse if the joint option is elected) must be between the ages of 40 and 80 when the contract is issued.

Please read this entire brochure to understand how these riders can help you build a potentially stronger lifetime income opportunity. And remember that all guarantees are subject to the claims-paying ability of Nationwide Life and Annuity Insurance Company.

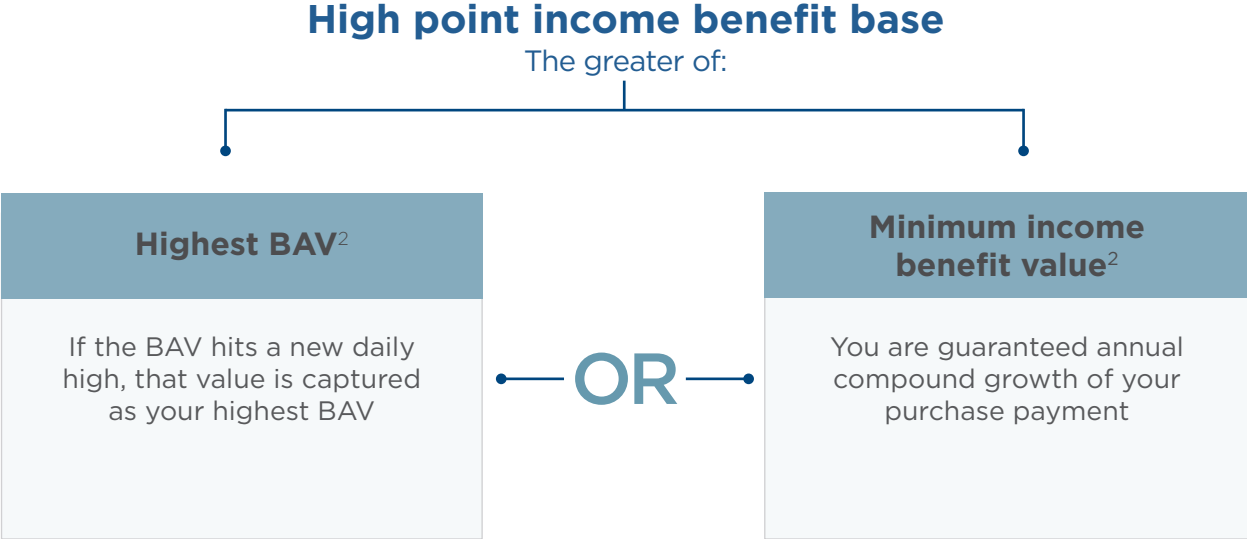
Rider: An option you can add to your annuity at an additional cost that gives you extra features or guarantees.

Contract: A document describing the terms, conditions, features and rights of the annuity, as well as the application form and any documents describing elected options and endorsements.

¹ Lifetime income payments cannot begin until after the date that the youngest covered life reaches age 50 and a minimum waiting period, which is five years for High Point 365 or one year for High Point 365 with Bonus. Once your contract is issued, the range of payout percentages applicable to your contract will not change; however, payout percentages will increase within that range every year income is deferred until the maximum payout percentage is reached. Once your lifetime income payments begin, the payout percentage will not change.

Two ways to grow future income

On a daily basis, these riders track two values to determine the **high point income benefit base**. During the accumulation phase and on the first day of the income phase, the income benefit base is the greater of the minimum income benefit value or the highest BAV (balanced allocation value).² Let's take a closer look:



As a reminder, the BAV monitors the daily fluctuations in the strategy option you selected and is the greater of the contract value plus any unrealized **strategy earnings** (not yet credited to the contract) or the return of purchase payment guarantee amount.

The minimum income benefit value growth rate compounds daily for 10 years or until the date lifetime income payments begin, whichever comes first. The guaranteed growth percentage is 1% for High Point 365 and 7% for High Point 365 with Bonus.

High Point 365 is designed for individuals who have a longer time line before needing income. It offers the opportunity to put that time to work with an emphasis on two elements:

- Extremely competitive payout percentages that increase the longer you wait to start withdrawals
- Potential for income growth based on daily high points on the BAV

High Point 365 with Bonus is designed for individuals who are less confident about when they'll need to start taking income. It will provide a level of certainty regarding the minimum level of income you can expect in retirement by offering:

- Higher guaranteed minimum income benefit value growth than the non-bonus version of the rider
- Flexibility to begin withdrawals earlier

High point income benefit base: The greater of the minimum income benefit value and the highest balanced allocation value. The income benefit base is used to calculate the maximum lifetime income benefit payment and the rider charge.

Strategy earnings: Strategy earnings are the result of the equity indexed component and declared rate component earnings, if any, minus any applicable strategy spread component.

² Both the highest BAV and the minimum income benefit value are adjusted for withdrawals.

Determining your lifetime income

Once the youngest **covered life** has reached age 50 and the minimum waiting period has been completed, you may begin lifetime withdrawals.³ Once withdrawals begin, your annual maximum lifetime income payment is calculated by multiplying the high point income benefit base by the payout percentage. The maximum lifetime income payment is divided by 12 to determine the monthly available lifetime income payment.

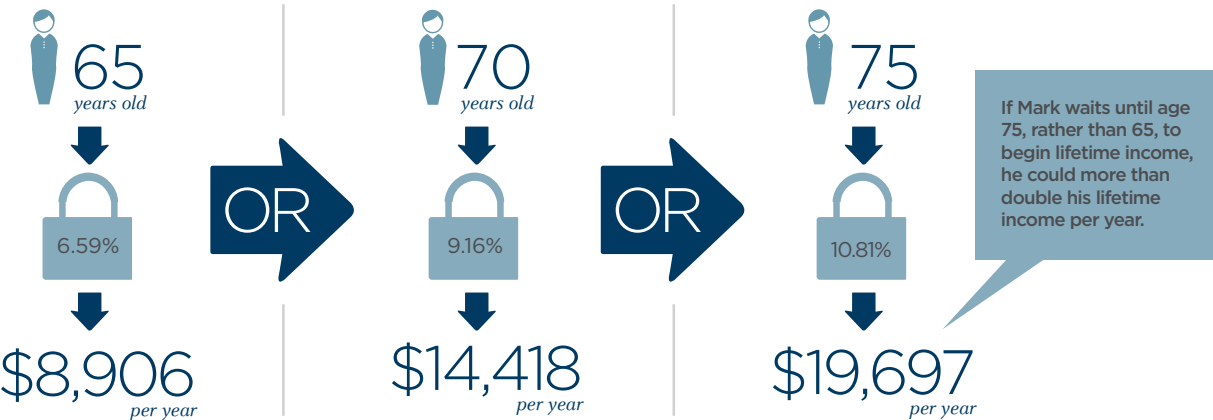
Income benefit base	X	Payout percentage	=	Maximum lifetime income payment
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Your payout percentage is based on your age at contract issue and the number of completed contract years when you elect to begin lifetime income payments. If the joint option is elected, the payout percentage is based on the age of the younger spouse and will result in a lower payout percentage. The longer you wait to begin lifetime income, the higher the payout percentages will usually be, offering the ability to increase your income potential regardless of the performance of the underlying index. Once your lifetime income payments begin, the payout percentage will not change.

As long as you adhere to the rider withdrawal limits, lifetime income payments are guaranteed to continue for your life (and the life of your spouse following your death, if the joint option is elected). See Page 7 for more information about withdrawal terms. If your contract value is greater than zero and a new highest BAV is achieved after starting income, your income benefit base will be reset and your lifetime income amount will increase as a result.

Hypothetical example: \$100,000 New Heights 9 contract with the High Point 365 rider

Let's see how much annual income Mark, a 55-year-old male, would receive with a \$100,000 New Heights 9 contract with the High Point 365 rider, depending on when he chooses to begin lifetime income withdrawals.



The lifetime payout percentages illustrated are a hypothetical model intended to demonstrate the differences in payouts over time. They are purely hypothetical and shouldn't be considered a representation of what you may receive. The hypothetical income values were calculated assuming a 4% net growth of the income benefit base multiplied by the appropriate lifetime payout percentage, which changes depending on how long the contract is deferred prior to taking lifetime income payments. This example does not include a lock-in of the index, minimum income benefit value, rider charges or withdrawals or excess withdrawals. This hypothetical example was calculated using the High Point 365 rider. Results will differ based on which rider you choose for your plan.

To see specific lifetime payout percentages for your age and retirement time frame, ask your financial professional for current rates or to run an illustration.

³ High Point 365 requires that you hold the contract for five years before allowing lifetime income withdrawals. High Point 365 with Bonus requires you hold the contract for one year before beginning lifetime withdrawals.

Covered life: The covered life is the individual whose life is covered by the rider.

Additional information

Important information about High Point 365 with Bonus

High Point 365 with Bonus provides a 1% Purchase Payment Bonus, calculated based on your purchase payment and applied to your contract value and return of purchase payment guarantee amount. It also offers a 10% Minimum Income Benefit Value Bonus, calculated based on your purchase payment and applied to the Minimum Income Benefit Value. Both bonuses are credited at contract issue.

If you take a partial withdrawal in excess of the **free withdrawal** amount or surrender the contract before the 10th contract year, you will receive the vested percentage of the purchase payment bonus applied to your contract value as part of the surrender value. Any unvested bonus will be forfeited and recouped from your contract value.

Completed contract years	0	1	2	3	4	5	6	7	8	9+
Vesting percentage	0%	12%	23%	34%	45%	56%	67%	78%	89%	100%

Note: The purchase payment bonus may not be available in all states, and recouping of unvested bonus is waived for free withdrawals.

Important information about withdrawals

Lifetime income payments are free withdrawals and are not subject to **contingent deferred sales charges (CDSC)** or, if applicable a **market value adjustment (MVA)**.⁴ A free withdrawal is the amount that you can withdraw annually from your contract and is noncumulative.

Once lifetime income payments are initiated, the income phase begins. Withdrawals that exceed your available lifetime income amount (excess withdrawals) may be taken; however, those excess withdrawals will reduce the highest BAV and income benefit base and future lifetime income payments proportionately. Excess withdrawals will reduce the contract value. If an excess withdrawal reduces the contract value to zero, this rider and the contract will terminate.

All withdrawals over the remaining free withdrawal amount are subject to CDSC and, if applicable, an MVA and/or recouping of unvested bonus.

It is important to know that withdrawals taken, including lifetime income payments, may be subject to ordinary income tax, and also a 10% early withdrawal federal tax penalty if you are under age 59½. Please consult your qualified tax advisor or attorney regarding the applicability of this information to your specific situation. Neither Nationwide nor its insurance or investment professionals offer legal or tax advice.

See the Nationwide New Heights 9 fixed indexed annuity and riders Disclosure Summary for additional details, definitions, limitations and charges.

⁴ In California, CDSC is called a surrender charge.

Free withdrawal: A defined amount allowed to be withdrawn without incurring a contingent deferred sales charge and forfeiting any unvested bonus. All lifetime income benefit payments are considered free withdrawals.

Contingent deferred sales charge (CDSC): A charge that may be assessed on withdrawal or full surrender prior to the end of the CDSC schedule.

Market value adjustment (MVA): In select states, an MVA may adjust the withdrawal amount payable, up or down, depending on the interest rate conditions at the time of distribution as compared with interest conditions at the time your contract was issued. The MVA applies during the CDSC period to withdrawals in excess of the contract's free withdrawal amount, and does not apply to a long-term care event, terminal illness or injury withdrawals, or if a death benefit is payable.

Your next steps



Talk with your financial professional to learn more about Nationwide New Heights[®] 9 with a High Point 365[®] rider.

Keep in mind that:

- A fixed indexed annuity is not a stock market investment and does not directly participate in any stock or equity investment.
- A fixed indexed annuity may be appropriate for those individuals who want the opportunity to capture upside potential while having a level of protection from market downturns.
- Lifetime income may be provided through the purchase of an optional rider for an additional cost or through annuitization at no additional cost.
- Withdrawals taken before age 59½ may incur a 10% early withdrawal federal tax penalty in addition to ordinary income taxes; withdrawals may trigger early surrender charges, reduce your death benefit and contract value, and may also reduce any guaranteed lifetime withdrawal benefits.
- Guarantees and protections are subject to the claims-paying ability of the issuing company.



Nationwide[®]

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Nationwide New Heights — an individual, single purchase payment, deferred fixed index annuity — is issued by Nationwide Life and Annuity Insurance Company, Columbus, Ohio. It is a long-term vehicle designed for retirement purposes. It is not intended to replace emergency funds, to be used as income for day-to-day expenses or to fund short-term savings goals. Please read the contract for complete details.

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Contract/certificate: FACC-0108AOPP, FARR-0104AO, FARR-0105AO, FARR-0108AO, FARR-0109AO, ICC13-FACC-0108AOPP, ICC13-FARR-0104AO, ICC13-FARR-0105AO Oklahoma contract/certificate: FACC-0108OKPP, FARR-0106AO, FARR-0107AO, FARR-0110AO, FARR-0111AO

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