

# Nationwide New Heights<sup>®</sup> 10 Fixed Indexed Annuity

## 408(b)(2) Fee Disclosure Statement



The Department of Labor requires disclosure of fees, compensation and services provided to the plan to the responsible plan fiduciary. The following is important disclosure information that you should consider in connection with the non-fiduciary services to be provided by Nationwide Life & Annuity Insurance Company and their affiliates (“Nationwide”).

Should you have any questions about the information provided to you concerning our services or compensation, or have any other inquiries or requests for additional information, please contact Nationwide’s Service Center at 1-800-848-6331. Information about Nationwide is included in the annuity contract.

### GENERAL INFORMATION

Nationwide is a life insurance company and provider of life insurance policies and annuity contracts. It is admitted to do business in all states, the District of Columbia and Puerto Rico. Nationwide offers a wide array of such products, many with different charges, benefit features and underlying investment options. This process of comparison and analysis should aid in determining whether the purchase of the contract described in this disclosure is consistent with your investment objectives, risk tolerance, investment time horizon, marital status, tax situation and other personal characteristics and needs. Nationwide assumes no plan fiduciary responsibility.

### FEES AND EXPENSES

Market Value Adjustment (MVA)	Applies during the CDSC period to withdrawals in excess of the contract’s free withdrawal amount, and does not apply to long-term care event or terminal illness or injury withdrawals or if a death benefit is payable. Not applicable in all states.
Contingent deferred sales charge (CDSC)	Nationwide does not deduct a sales charge from purchase payments upon deposit into the Contract. However, Nationwide may deduct a Contingent Deferred Sales Charge (CDSC) if any amount is withdrawn from the Contract. This CDSC reimburses Nationwide for sales expenses. For purposes of calculating the CDSC, surrenders are considered to come first from the oldest purchase payment, then the next oldest etc. Earnings are not subject to CDSC but may not be distributed prior to the distribution of all purchase payments. Note for tax purposes, surrender is treated as a withdrawal of earnings first. In CA, CDSC is called a surrender charge.
Penalty-free withdrawal	You have access to a portion of the money in your fixed indexed annuity without incurring CDSC, and MVA if applicable. Please see the free withdrawal schedule in your contract package. Note that withdrawals, if made during the CDSC period, may be subject to CDSC and MVA. Withdrawals prior to age 59 ½ may be subject to a 10% tax penalty.
Premium taxes	Nationwide will charge against the Contract Value any premium taxes levied by a state or other governmental entity. These charges will be assessed at the time Nationwide is assessed the premium taxes by the state. Requirements may vary from state to state and are subject to change.

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is on your side

Commission	Nationwide pays a premium-based commission, asset-based commission or a combination of these to Firms that sell its annuity contracts. The maximum gross commission paid on this contract is listed in the annuity contract.
Marketing Allowance	Nationwide may pay the selling firm a marketing allowance which is based on the firm's willingness to promote Nationwide's products. For more information on the exact compensation arrangement associated with this contract, please consult the registered representative.

## PRODUCT BASICS

Contingent deferred sales charge (CDSC)	10-10-9-8-7-6-5-4-3-2-0% In CA, CDSC is called a surrender charge.
Strategy Spread	0% to 1.95% based on the Strategy Option chosen
Indices	S&P 500 <sup>®</sup> , J.P. Morgan Mozaic II <sup>SM</sup> , MSCI EAFE, NYSE <sup>®</sup> Zebra Edge <sup>®</sup>

## ACCESS AND CHARGES – Optional Riders

Nationwide High Point 365 <sup>®</sup> Lifetime Income Benefit Rider	<ul style="list-style-type: none"> <li>• Available at contract issue; not available in conjunction with the Nationwide High Point<sup>®</sup> Enhanced Death Benefit Rider</li> <li>• Annual rider charge is 0.95% based on the high point income benefit base and reduces the contract value</li> <li>• If the Purchase Payment Bonus is elected, the rider charge increases to 1.25% for the life of the contract, assessed quarterly and reduces the contract value. For additional information, please review your contract package.</li> </ul>
Nationwide High Point <sup>®</sup> Enhanced Death Benefit Rider	<ul style="list-style-type: none"> <li>• Available at contract issue; not available in conjunction with the Nationwide High Point<sup>®</sup> Lifetime Income Benefit Rider</li> <li>• Annual rider charge is 0.50% based on the high point death benefit value, assessed quarterly and reduces the contract value</li> <li>• If the Purchase Payment Bonus is elected, the rider charge increases to 0.80%, assessed quarterly and reduces the contract value. For additional information, please review your contract package.</li> </ul>

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## IMPORTANT INFORMATION

This material is not a recommendation to buy or sell a financial product or to adopt an investment strategy. Investors should work with their financial professional to discuss their specific situation. Neither Nationwide, nor its affiliates, unless affirmatively communicated in writing to the contrary, are undertaking to provide impartial advice or to give advice in a fiduciary capacity.

Products include features that may be changed at the discretion of the insurer. You will be notified prior to any of these changes that affect your contract or policy. All individuals selling this product must be licensed insurance agents and registered representatives.

Fixed annuities are contracts purchased from a life insurance company. They are designed for long-term retirement goals. Withdrawals are subject to income tax and withdrawals before age 59 ½ may be subject to a 10% early withdrawal federal tax penalty. An individual cannot invest directly in an index.

Nationwide New Heights 10 is issued by Nationwide Life and Annuity Insurance Company, Columbus, Ohio.

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