

Most investors agree income is good any time.

But how to produce it is the question.

These days, investors are more concerned than ever with having enough income to maintain or improve their lifestyles, especially once they reach retirement. But generating it has become difficult than in years past.

36.5% increase

Between 2010 and 2020, the Consumer Price Index¹ increased approximately 18.7%, and by 2026, it is predicted to almost double that figure.²

90% decline

From a high in September, 1981 of 14.91%, the 10-year Treasury yield has declined steadily to barely 1.5%.³

6 in 10

60% of Americans, including Boomers, Gen Exers and Millennials, believe Social Security on its own will not be enough help them live comfortably in retirement.⁴

86%

Nearly 9 in 10 financial advisors are at least somewhat concerned about achieving their clients' income needs over the next three years.⁵

¹ The Consumer Price Index (CPI) is a measure of the average change over time in the prices paid by urban consumers for a market basket of consumer goods and services. Indexes are available for the U.S. and various geographic areas. Average price data for select utility, automotive fuel and food items are also available.
² www.statista.com/statistics/244993/projected-consumer-price-index-in-the-united-states/, 4/4/21
³ www.macrotrends.net/2016/10-year-treasury-bond-rate-yield-chart, 11/17/21
⁴ 2021 Consumer Social Security online Survey conducted within the U.S. by The Harris Poll on behalf of Nationwide between April 19 and May 7, 2021 among 1,931 U.S. adults age 25+.
⁵ ETF Trends Investment Income Survey of 574 verified financial advisors, sponsored by Nationwide, Fall, 2021.

Generating income in a low rate environment— a true conundrum.

With yields on the 10-year Treasury bond near all-time lows, bond investments—the tactic investors once used to satisfy their income needs—may be less productive than they once were. To make up the shortfall, many have been turning to non-traditional income-generating strategies:

- 1 High Dividend Stocks
- 2 Real Estate Investment Trusts (REITs)
- 3 Emerging Market Debt
- 4 High-Yield Bonds
- 5 Fixed Rate Preferred Securities
- 6 Master Limited Partnerships (MLPs)

Do you know the risks?

Each of the strategies has potential benefits, but understanding their risks is important.

Potential benefits					Potential risks				
Strategy	High income	Low volatility	Portfolio protection	Liquidity	Interest rate	Duration	Inflation	Commodity	Leverage
REITs	✓				⚠		⚠		⚠
MLPs	✓				⚠		⚠	⚠	⚠
Fixed Rate Preferred Securities	✓				⚠	⚠			
High-Yield Bonds	✓				⚠	⚠	⚠		
Emerging market Debt	✓				⚠	⚠	⚠		
High Dividend Stocks	✓			✓	⚠		⚠		

Consider a different approach to income generation.

Options-based strategies may potentially enhance an investment portfolio while providing valuable benefits.

 <p>Income generation</p> <p>As a tool that may aid in enhancing the income-generating potential of a portfolio in exchange for some upside potential</p>	 <p>Greater flexibility</p> <p>Options-based solutions may position investors to capitalize on different market characteristics, including time decay and volatility</p>	 <p>Higher return potential</p> <p>Options may provide greater upside potential when employed in a disciplined, systematic fashion</p>	 <p>Downside protection</p> <p>When used as a hedging tool, options may potentially minimize losses experienced during market downturns</p>
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Nationwide Risk-Managed Income ETFs

Seek to provide high current income with a measure of downside protection in falling markets and the potential for upside equity participation through exposure to some of the most well-known domestic indexes.

<p>NUSI</p> <p>NATIONWIDE NASDAQ-100® RISK-MANAGED INCOME ETF</p>	<p>NSPI</p> <p>NATIONWIDE S&P 500® RISK-MANAGED INCOME ETF</p>	<p>NDJI</p> <p>NATIONWIDE DOW JONES® RISK-MANAGED INCOME ETF</p>	<p>NTKI</p> <p>NATIONWIDE RUSSELL 2000® RISK-MANAGED INCOME ETF</p>
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is on your side

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Must be preceded or accompanied by a current prospectus.

Investing involves risk, including the possible loss of principal. Shares of any ETF are bought and sold at market price (not NAV), may trade at a discount or premium to NAV and are not individually redeemed from the Fund. Brokerage commissions will reduce returns. The Fund's return may not match or achieve a high degree of correlation with the return of the underlying index.

KEY RISKS: The Funds are subject to the risks of investing in equity securities, including volatility in the price of the index or the value of the underlying securities, and an increase or decrease in the value of such securities may have a disproportionate impact on the Fund's value and total return. Although the Funds intend to invest in a variety of securities and instruments, the Funds will be considered nondiversified. NUSI is subject to the risks of investing in foreign securities (currency fluctuations, political risks, differences in accounting and limited availability of information, all of which are magnified in emerging markets). Diversification does not assure a profit nor protect against loss in a declining market.

Protective put: is a risk-management strategy using options contracts that investors employ to guard against the loss of owning a stock or asset.

Duration: is a measure of the sensitivity of the price of a bond or other debt instrument to a change in interest rates.

CBOE S&P 500 Zero-Cost Put Spread Collar Index: An index designed to track the performance of a hypothetical option trading strategy that 1) holds a long position indexed to the S&P 500 Index, 2) on a monthly basis buys a 2.5% - 5% S&P 500 Index (SPX) put option spread; and 3) sells a monthly out-of-the-money (OTM) SPX call option to cover the cost of the put spread.

Dow Jones Industrial Average®: A price-weighted index composed of 30 "blue-chip" U.S. stocks. The index covers all industries except transportation and utilities, respectively.

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