

# The Best of America Achiever 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 Insurance Company, Nationwide Life and 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 prospectus.

## **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

Mortality and Expense Risk charge	Nationwide deducts a Mortality and Expense Risk charge from the Variable Account. The charge is computed on a daily basis and is equal to an annualized rate of the Daily Net Assets of the Variable Account. Nationwide may realize a profit from this charge.
Administrative charge	Nationwide deducts an Administrative charge from the Variable Account. The charge is computed on a daily basis and is equal to an annualized rate of the Daily Net Assets of the Variable Account. Nationwide may realize a profit from this charge.
Maintenance charge	On each Contract Anniversary (and upon full surrender of the contract), Nationwide deducts a Contract Maintenance Charge. If, on any Contract Anniversary (or on the date of a full surrender), the Contract Value is \$50,000 or more, Nationwide will waive this charge from that point forward.
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.
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 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, a surrender is treated as a withdrawal of earnings first.
Loans	If loans are available to your plan and in your state, Nationwide may charge a loan processing fee of \$25 each time a new loan is processed. This fee compensates Nationwide for expenses related to administering and processing loans. Loan interest charges are 2.25% (net).
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 8.00% of purchase payments.
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 advisor.
Penalty-free withdrawal	Generally, Nationwide allows a percentage of purchase payments or the amount of the required minimum distribution, noncumulative to be taken without penalty. Note that withdrawals of earnings at any age are subject to ordinary income tax; distributions prior to age 59 ½ may be subject to a 10% tax penalty.

**Underlying Investment Options and Fees**

*The annuity contract prospectus contains more information about Nationwide's relationship with investment options and resulting benefits and payments.*

Underlying investment options ("investment options") impose fees and expenses. These charges are in addition to the costs assessed by the contract. The prospectus for each investment option provides additional information regarding the applicable fees and expenses. Descriptions of applicable investment options, their expenses and how they are assessed including the minimum and maximum total operating expenses charged by the investment option are included in the annuity contract prospectus. For individual investment option prospectuses, refer to <https://www.nationwide.com/prospectuses.jsp>.

The investment options incur expenses each time they sell, administer, or redeem their shares. The Variable Account aggregates Contract Owner purchase, redemption, and transfer requests and submits net or aggregated purchase/redemption requests to each investment option daily. The Variable Account (not the Contract Owners) is the investment option shareholder. When the Variable Account aggregates transactions, the investment option does not incur the expense of processing individual transactions it would normally incur if it sold its shares directly to the public. Nationwide incurs these expenses instead. Nationwide also incurs the distribution costs of selling the contract, which benefit the underlying investment option by providing Contract Owners with Sub-Account options that correspond to the option.

An investment advisor or subadvisor of an investment option or its affiliates may:

- Provide Nationwide with wholesaling services that assist in the distribution of the contract and may pay Nationwide to participate in educational and/or marketing activities
- Pay Nationwide 12b-1 fees, sub-transfer agent fees, administrative service plan fees or payments by an investment option's advisor or subadvisor
- Make certain payments to Nationwide or its affiliates; the amount of these payments is typically based on a percentage of assets invested in the investment option attributable to the contracts and other variable contracts Nationwide and its affiliated issue, but in some cases may involve a flat fee. These payments may be used by Nationwide for any corporate purpose, which include reducing the prices of the contracts, paying expenses that Nationwide or its affiliates incur in promoting, marketing and administering the contracts and the investment options, and achieving profit

## Product Basics

Cost	1.55% (1.35% mortality and expense charge; 0.20% administrative charge)
Maintenance charge	\$0 - \$30 annually
Contingent deferred sales charge (CDSC)	8-7-6-5-4-3-2-0% In CA, CDSC is called a surrender charge.
Premium tax	0.0 – 5.0% of purchase payments (based on state or government entity and subject to change)
Underlying Investment Options  <i>The election of certain riders may limit the investment options available.</i>	<ul style="list-style-type: none"> <li>• Over 160 variable subaccounts</li> <li>• One-year fixed account (not available in all states)</li> <li>• Short-term trading fee – 1.0% (assessed only when transferring to specific options)</li> <li>• Although both gross and net expenses are shown, only the net expense is used in the calculation of returns. The net expense is the percentage of investment option assets, net of reimbursements from the fund company, used to pay for operating expenses and management fees incurred by the fund. Investment option expenses are reflected in the daily unit value for the subaccount. These expenses are subject to change. <ul style="list-style-type: none"> <li>▪ Gross Expense Range/Average: 0.41% - 4.91%/1.06%</li> <li>▪ Net Expense Range/Average: 0.41% - 1.67%/0.97%</li> </ul> </li> </ul> <p><i>The underlying funds are available only as underlying investment options in variable annuity and variable life insurance products issued by life insurance companies. They are not offered or made available to the general public. These portfolios contain different investments than similarly named mutual funds offered by the money manager. Investment results may result in higher or lower returns.</i></p>

## Optional Living Benefits

<p>The Nationwide Lifetime Income Rider® (Nationwide L.inc)</p>	<ul style="list-style-type: none"> <li>• Nationwide L.inc 5 - 0.85% (maximum 1.00%) for contracts issued before 5/1/07               <ul style="list-style-type: none"> <li>○ Joint Option L.inc 5 - 0.15% for contracts issued before 5/1/07; this option is no longer available</li> </ul> </li> <li>• Nationwide L.inc 7 - 0.95% (maximum 1.00%); this option is no longer available.               <ul style="list-style-type: none"> <li>○ Joint Option L.inc 7 - 0.15%; this option is no longer available</li> </ul> </li> <li>• Nationwide L.inc 10 - 1.00% (maximum 1.20%)               <ul style="list-style-type: none"> <li>○ Joint Option L.inc 10 - 0.20% (maximum 0.30%)</li> </ul> </li> </ul> <p><i>All costs based on the current income benefit base.</i></p>
<p>Capital Preservation Plus</p>	<ul style="list-style-type: none"> <li>• 0.50% - CPP; only 10-year term available after 5/1/11</li> <li>• 0.60% - CPPLI for contracts issued before 9/15/08 (maximum 1.00%)</li> </ul>
<p>Extra Value Options</p>	<ul style="list-style-type: none"> <li>• 3% Extra Value Option – 0.10%</li> <li>• 4% Extra Value Option – 0.25%</li> <li>• 5% Extra Value Option (non-NY) – 0.45%</li> <li>• 5% Extra Value Option (NY) – 0.55%</li> </ul> <p><i>These charges are the annualized rates charged as a percentage of the Daily Net Assets of the Variable Account.</i></p>

*All features may not be available in all states or in combination with other options or features. Guarantees are subject to the claims-paying ability of the issuing insurance company. Investment options may be limited when choosing these options.*

Investment Option	Fund Status
<b>Asset allocation</b>	
AB VPS Dynamic Asset Allocation Portfolio - Class B	Substituted
BlackRock Global Allocation VI Fund - Class III	Active
Federated Hermes Managed Volatility Fund II - Service Shares	Active
Fidelity(R) VIP Balanced Portfolio - Service Class 2	Active
Fidelity(R) VIP Freedom Fund 2010 Portfolio(R) - Service Class 2	Walled Off
Fidelity(R) VIP Freedom Fund 2020 Portfolio(R) - Service Class 2	Walled Off
Fidelity(R) VIP Freedom Fund 2030 Portfolio(R) - Service Class 2	Walled Off
Franklin VIPT Allocation VIP Fund - Class 2	Walled Off
Franklin VIPT Income VIP Fund - Class 2	Walled Off
Goldman Sachs VIT Trend Driven Allocation Fund - Service Shares	Walled Off
Janus Henderson VIT Balanced Portfolio - Service Shares	Active
Macquarie VIP Asset Strategy Series - Service Class	Walled Off
NVIT American Funds Asset Allocation Fund - Class II	Active
NVIT BlackRock Managed Global Allocation Fund - Class II	Active
NVIT Blueprint(R) Aggressive Fund - Class II	Active
NVIT Blueprint(R) Balanced Fund - Class II	Active
NVIT Blueprint(R) Capital Appreciation Fund - Class II	Active
NVIT Blueprint(R) Conservative Fund - Class II	Active
NVIT Blueprint(R) Managed Growth & Income Fund - Class II	Active
NVIT Blueprint(R) Managed Growth Fund - Class II	Active
NVIT Blueprint(R) Moderate Fund - Class II	Active
NVIT Blueprint(R) Moderately Aggressive Fund - Class II	Active
NVIT Blueprint(R) Moderately Conservative Fund - Class II	Active
NVIT Investor Destinations Aggressive Fund - Class II	Active
NVIT Investor Destinations Balanced Fund - Class II	Active
NVIT Investor Destinations Capital Appreciation Fund - Class II	Active
NVIT Investor Destinations Conservative Fund - Class II	Active
NVIT Investor Destinations Managed Growth & Income Fund - Class II	Active
NVIT Investor Destinations Managed Growth Fund - Class II	Active
NVIT Investor Destinations Moderate Fund - Class II	Active
NVIT Investor Destinations Moderately Aggressive Fund - Class II	Active
NVIT Investor Destinations Moderately Conservative Fund - Class II	Active
NVIT Managed American Funds Asset Allocation Fund - Class II	Active
PIMCO VIT All Asset Portfolio - Advisor Class	Active
<b>Bonds</b>	
American Funds Insurance Series(R) U.S. Government Securities Fund - Class 2	Active
BlackRock High Yield VI Fund - Class III	Active
BlackRock Total Return VI Fund - Class III	Active
Columbia VP High Yield Bond Fund - Class 2	Active
Eaton Vance VT Floating-Rate Income Fund - Initial Class	Walled Off

Fidelity(R) VIP Floating Rate High Income Portfolio - Initial Class	Active
Fidelity(R) VIP Investment Grade Bond Portfolio - Service Class 2	Active
Invesco V.I. Global Strategic Income Fund - Series II	Walled Off
Janus Henderson VIT Flexible Bond Portfolio - Service Shares	Active
Lord Abbett Series Total Return Portfolio - Class VC	Active
Macquarie VIP High Income Series - Service Class	Walled Off
Morgan Stanley VIF Emerging Markets Debt Portfolio - Class II	Closed
NVIT American Funds Bond Fund - Class II	Active
NVIT Amundi Multi Sector Bond Fund - Class I	Active
NVIT BNY Mellon Core Plus Bond Fund - Class II	Substituted
NVIT BNY Mellon Core Plus Bond Fund - Class P	Active
NVIT Core Bond Fund - Class II	Walled Off
NVIT DoubleLine Total Return Tactical Fund - Class II	Active
NVIT Federated High Income Bond Fund - Class I	Active
NVIT Government Bond Fund - Class I	Walled Off
NVIT iShares Fixed Income ETF Fund - Class II	Active
PIMCO VIT Emerging Markets Bond Portfolio - Advisor Class	Active
PIMCO VIT Income Portfolio - Advisor Class	Active
PIMCO VIT Total Return Portfolio - Advisor Class	Substituted
Templeton VIPT Global Bond VIP Fund - Class 2	Walled Off
<b>Cash</b>	
NVIT Government Money Market Fund - Class I	Active
<b>International Stocks</b>	
AB VPS International Value Portfolio - Class B	Walled Off
American Century VP International Fund - Class II	Substituted
American Century VP International Fund - Class IV	Substituted
American Funds Insurance Series(R) Global Small Cap Fund - Class 4	Active
American Funds Insurance Series(R) New World Fund - Class 4	Active
Fidelity(R) VIP Emerging Markets Portfolio - Service Class 2	Active
Fidelity(R) VIP Overseas Portfolio - Service Class 2	Active
Invesco Oppenheimer V.I. International Growth Fund - Series II	Substituted
Invesco V.I. Global Fund - Series II	Walled Off
Janus Henderson Global Sustainable Equity Portfolio - Institutional Shares	Active
Janus Henderson VIT Overseas Portfolio - Service Shares	Active
Lazard Retirement Emerging Markets Equity Portfolio - Service Shares	Substituted
MFS(R) VIT II International Growth Portfolio - Service Class	Active
MFS(R) VIT II International Intrinsic Value Portfolio - Service Class	Active
MFS(R) VIT II Research International Portfolio - Service Class	Active
Neuberger Berman AMT International Equity Portfolio - Class S	Substituted
NVIT American Funds Global Growth Fund - Class II	Active
NVIT Columbia Overseas Value Fund - Class I	Closed

NVIT Columbia Overseas Value Fund - Class Z	Active
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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.

Products include features that may be changed at the discretion of the insurer. Clients will be notified prior to any of these changes that affect the contract or policy.

All individuals selling this product must be licensed insurance agents and registered representatives.

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.

An annuity does have limitations. Surrender charges may apply for early withdrawals. An additionally 10% tax penalty (on top of ordinary income taxes) may apply for withdrawals prior to age 59 ½. A death benefit is available with most variable annuities and if an early withdrawal is taken, the death benefit and the cash value of the annuity contract will be reduced. An annuity contains guarantees and protections that are subject to the issuing insurance company's ability to pay for them. But these guarantees don't apply to any variable accounts that are subject to investment risk, including possible loss of principal.

**Variable products are sold by prospectus. Carefully consider the investment objectives, risks, charges and expenses. The product and underlying fund prospectuses contain this and other important information. Investors should read them carefully before investing. To request a copy, go to [nationwide.com/prospectus](https://nationwide.com/prospectus) or call 1-800-848-6331. Read the prospectuses carefully before investing.**

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

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