

Nationwide New Heights® IUL Accumulator 2020

Higher cap and participation rates

Effective October 15, 2023



It's coming up on the end of the year! If you want to deliver more growth potential to your clients, we have some good news regarding **Nationwide New Heights IUL Accumulator 2020**. Effective October 15, 2023, we are increasing the cap rate on every capped indexed interest strategy.

Important dates

September 16, 2023	New premiums received on or after this date will receive the new rates
September 22, 2023	Life illustration software will be updated with new cap rates, participation rates and new maximum illustrative rates
October 15, 2023	Segments created on this date will receive the new rates, including new premium, transfers (including DCA) and reallocations of matured segments

Rate increases

Nationwide New Heights® IUL Accumulator 2020	Old cap rate	New cap rate	New maximum illustrative rate
S&P 500®	9.00%	9.25%	6.04%
	Old par rate	New par rate	New maximum illustrative rate
1-Year J.P. Morgan SM Mozaic SM II	195%	205%	6.15%
2-Year J.P. Morgan SM Mozaic SM II	275%	285%	6.15%
1-Year NYSE® Zebra Edge®	180%	190%	6.15%
2-Year NYSE® Zebra Edge®	245%	255%	6.15%
1-Year Choice Plus J.P. Morgan Mozaic II ^{SM1} (Current 1% indexed strategy charge)	240%	250%	7.22%
1-Year Choice Plus NYSE® Zebra Edge® ¹ (Current 1% indexed strategy charge)	220%	230%	7.22%

¹ Choice Plus Indexed Interest Strategies generally offer greater Participation Rates or Cap Rates than the comparable Indexed Interest Strategies using the same Reference Index in exchange for assessment of an Indexed Interest Strategy Charge. There is no guarantee that selecting a Choice Plus Indexed Interest Strategy will result in greater interest crediting or that any interest will be credited for a particular Index Segment.



Thank you for choosing Nationwide.
Contact your Nationwide wholesaler to finish 2023 strong.



This material is not a recommendation to buy or sell a financial product or to adopt an investment strategy. Investors should discuss their specific situation with their financial professional.

Life insurance is issued by Nationwide Life Insurance Company or Nationwide Life and Annuity Insurance Company, Columbus, Ohio. Guarantees are subject to the claims-paying ability of the issuing insurer.

Indexed universal life insurance policies are not stock market investments, do not directly participate in any stock or equity investments, and do not receive dividend or capital gains participation. Past performance of an index is no indication of future crediting rates. As your clients' personal situations change (e.g., marriage, birth of a child or job promotion), so will their life insurance needs. Take care to ensure that this product is suitable for their long-term life insurance needs. They should weigh any associated costs before making a purchase. Life insurance has fees and charges that vary with sex, health, age and tobacco use. Riders that customize a policy to fit individual needs usually carry an additional charge.

The J.P. Morgan Mozaic II Index ("Index") has been licensed to Nationwide Life and Annuity Insurance Company (the "Licensee") for the Licensee's benefit. Neither the Licensee nor Nationwide New Heights Indexed Universal Life Accumulator 2020 (the "Product") is sponsored, operated, endorsed, recommended, sold or promoted by J.P. Morgan Securities LLC ("JPMS") or any of its affiliates (together and individually, "JPMorgan"). JPMorgan makes no representation and gives no warranty, express or implied, to contract owners taking exposure to the Product. Such persons should seek appropriate professional advice before making any investment. The Index has been designed and is compiled, calculated, maintained and sponsored by JPMS without regard to the Licensee, the Product or any contract owner. JPMorgan is under no obligation to continue compiling, calculating, maintaining or sponsoring the Index. JPMorgan may independently issue or sponsor other indexes or products that are similar to and may compete with the Index and the Product. JPMorgan may also transact in assets referenced in the Index (or in financial instruments such as derivatives that reference those assets). These activities could have a positive or negative effect on the value of the Index and the Product.

The NYSE® Zebra Edge® Index has been licensed by ICE Data Indices, LLC (together with its subsidiaries and affiliates, "IDI") to UBS AG and sub-licensed by UBS AG (together with its subsidiaries and affiliates, "UBS") to Nationwide Life and Annuity Insurance Company ("Nationwide"). Neither Nationwide nor the Nationwide New Heights® Indexed Universal Life Accumulator 2020 (the "Product") is sponsored, operated, endorsed, recommended, sold or promoted by Zebra Capital Management, LLC (together with its affiliates and subsidiaries, "Zebra"), IDI or UBS and in no event shall Zebra, IDI or UBS have any liability with respect to the Product or the Index. Zebra, IDI and UBS make no representations, give no express or implied warranties and have no obligations with regard to the Index, the Product or otherwise to any investor in the Product, client or other third party. The mark, NYSE® is a registered trademark of NYSE Group, Inc., Intercontinental Exchange, Inc. or their affiliates and is being utilized by ICE Data Indices, LLC under license and agreement. The marks Zebra® and Zebra Edge® are registered trademarks of Zebra Capital Management, LLC, may not be used without prior authorization from Zebra Capital Management, LLC, and are being utilized by ICE Data Indices, LLC under license and agreement.

This product is not sponsored, endorsed, sold or promoted by BNP Paribas or any of its affiliates (collectively, "BNP Paribas") or any third-party licensor of information to BNP Paribas. Neither BNP Paribas nor any other party (including without limitation, New Age Alpha LLC ("NAA") and any calculation agents or data providers make any representation or warranty, express or implied, regarding the advisability of purchasing this product. The BNP Paribas Global H-Factor® Index (the "Index") is the exclusive property of BNP Paribas with no ownership claim made with respect to H-Factor®, which is a registered trademark owned by NAA and licensed to BNP Paribas for the limited purpose of creating and licensing the Index, and all NAA indices and any index data thereto that are components of the Index. BNP Paribas and the Index are service marks of BNP Paribas and have been licensed for use for certain purposes by Nationwide Life and Annuity Insurance Company. Neither BNP Paribas nor any other party has or will have any obligation or liability to owners of this product in connection with the administration or marketing of this product, and neither BNP Paribas nor any other party guarantees the accuracy and/or the completeness of the Index or any data included therein.

Volatility control indexed interest strategies use reference indexes that attempt to limit reference index performance highs and lows, which generally allows Nationwide to offer greater participation rates than are offered with other indexed interest strategies. There is no guarantee that selecting a volatility control indexed interest strategy will result in greater interest crediting than indexed interest strategies that do not use a volatility control reference index or that any interest will be credited for a particular index segment.

All of the offered volatility control reference indices are calculated on an excess return basis. Excess return Reference Indexes deduct a notional risk-free rate of return (such as the 3-month U.S. Treasury rate) in calculating reported performance. Some Reference Indexes also deduct a notional administrative charge in calculating Reference Index performance. Deductions made by a Reference Index in the calculation of its performance will reduce the potential positive change in the Reference Index performance and increase the potential negative change in the Reference Index performance used in the interest crediting formulas.

The "S&P 500®" is a product of S&P Dow Jones Indices LLC or its affiliates ("SPDJI") and has been licensed for use by Nationwide. S&P®, S&P 500®, US 500, The 500, iBoxx®, iTraxx® and CDX® are trademarks of S&P Global, Inc. or its affiliates ("S&P"); Dow Jones® is a registered trademark of Dow Jones Trademark Holdings LLC ("Dow Jones"). Nationwide Indexed Universal Life Accumulator II 2020 and Nationwide New Heights Indexed Universal Life Accumulator 2020 are not sponsored, endorsed, sold or promoted by SPDJI, Dow Jones, S&P, their respective affiliates, and none of such parties makes any representation regarding the advisability of investing in such product(s) nor do they have any liability for any errors, omissions, or interruptions of the S&P 500®.

Nationwide, the Nationwide N and Eagle, Nationwide is on your side and Nationwide New Heights are service marks of Nationwide Mutual Insurance Company. © 2023 Nationwide

FOR FINANCIAL PROFESSIONAL USE — NOT FOR DISTRIBUTION TO THE PUBLIC

FLM-1620M5 (09/23)