



**Nationwide®**  
is on your side

Nationwide Advisory Retirement Income Annuity® | Living Benefit Guide

# A little certainty can go a long way

A Nationwide Advisory Retirement Income Annuity® with Nationwide Linc<sup>SM</sup> Advisory is your key to retirement income potential

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

# When it comes to your retirement, a little certainty can mean a lot

Help make your retirement income last with the Nationwide Advisory Retirement Income Annuity® featuring The Nationwide Lifetime Income Rider® Advisory

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- 6 Understanding withdrawal amounts

Definitions for bolded words are located at the bottom of each page.

There are many options available to help you protect your assets, but when it's about your money — and your future — you want to feel confident that you're making decisions that will help you achieve your long-term goals.

That's where the Nationwide Advisory Retirement Income Annuity® (NARIA®) with Nationwide Lifetime Income Rider Advisory (Nationwide L.inc<sup>SM</sup> Advisory), a **Guaranteed Lifetime Withdrawal Benefit** (GLWB), can help. Nationwide L.inc<sup>SM</sup> Advisory is an optional **living benefit** rider available at an additional cost. When combined with NARIA, Nationwide L.inc Advisory offers income protection and growth potential to help you plan for tomorrow.

When discussing Nationwide variable annuities, it's important to remember that all guarantees are backed by the claims-paying ability of Nationwide Life Insurance Company.

## **Annuity**

A contract, issued by a life insurance company, that can help you accumulate assets for retirement income.

## **Guaranteed Lifetime Withdrawal Benefit**

A type of living benefit that provides a guaranteed lifetime withdrawal based on a fixed percentage.

## **Living Benefit**

A guarantee, available at an additional cost, that helps protect your annuity income from inflation and market volatility.

## The fine print — only bigger

A variable annuity, designed for long-term investing, could be a great addition to your overall investment portfolio, but please keep these facts in mind:

- Variable annuities offer several ways to generate income, including systematic withdrawals, lifetime income payments through a GLWB and annuitization; annuitization is offered at no additional cost; prior to annuitization, the contract terms and investments remain the same as stated in the variable annuity
- Certain variable annuities may offer death benefits, available at an additional cost, that provide an amount payable upon death to the beneficiary and may offer guaranteed increases or protection against investment loss
- Investment options within variable annuities are privately traded underlying subaccounts and cannot be purchased directly by the public; they are only available through variable insurance policies from insurance companies
- Variable annuity values will fluctuate based on investment option performance
- If you take **withdrawals** before you're age 59½, you may have to pay 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
- All guarantees and protections of variable annuities are backed by the financial strength and claims-paying ability of Nationwide Life Insurance Company
- Guarantees don't apply to any variable accounts, which are subject to investment risk (including the possible loss of your principal)

Note: Fees and charges of an annuity can vary and may include mortality and expense risk fees, administrative fees, contract fees and the expense of your investment options.

After weighing all the facts and thoughtfully considering your options, you may decide the potential benefits you'll receive in retirement from a variable annuity outweigh your investment risks.

### **Withdrawal**

A payment you take from an annuity while keeping the rest of your contract invested.



# How Nationwide L.inc Advisory works

## One guarantee may make a big difference

To help provide income in retirement, Nationwide has introduced Nationwide L.inc Advisory to NARIA. This optional living benefit is available at an additional cost and must be elected at the time the contract is issued. When added to NARIA, Nationwide L.inc Advisory is designed to deliver:

- A 7% simple interest roll-up rate<sup>1</sup> on the original **income benefit base** and additional purchase payments<sup>2</sup> for the first 10 years or until your first lifetime withdrawal, whichever comes first
- An annual step-up feature that locks in the highest contract value on the **rider** anniversary
- Guaranteed lifetime income<sup>3</sup>
- A Joint Option, which may be available at an additional cost, for continuation of income for either surviving spouse
- A Non-Lifetime Withdrawal feature (this option can only be exercised once, is not available in the first rider year and is only available prior to the first lifetime withdrawal)<sup>4</sup>
- Investment options that allow you to customize your portfolio<sup>5</sup>

Nationwide L.inc Advisory cost	Issue ages	Cost <sup>6</sup>	Maximum cost <sup>7</sup>
Nationwide L.inc Advisory	45 – 85 years	1.20%	1.50%
Nationwide L.inc Advisory with Joint Option	45 – 85 years	1.50%	1.90%

<sup>1</sup> Nationwide offers multiple riders with roll-ups, and the roll-up calculations vary from rider to rider.

<sup>2</sup> The roll-up on subsequent purchase payments will be prorated in the year they are made. Excess or non-lifetime withdrawals will reduce or terminate the income benefit base; certain restrictions or limitations may apply.

<sup>3</sup> All guarantees are backed by the claims-paying ability of Nationwide Life Insurance Company. If you take early, excess or non-lifetime withdrawals, especially in a down market, loss of income is a possibility.

<sup>4</sup> Taking a non-lifetime withdrawal will reduce the income benefit base and roll-up value.

<sup>5</sup> Only certain investment allocations are available to contracts with Nationwide L.inc Advisory. See prospectus.

<sup>6</sup> Costs are assessed annually on the current income benefit base.

<sup>7</sup> The maximum cost is the highest amount that may be charged in the future for this product. It is not the current cost.

**Income benefit base**  
The numerical value used to determine how much your lifetime withdrawals will be. This is not a cash value. This calculation may be adjusted for additional purchase payments, excess or non-lifetime withdrawals and the annual step-up opportunity. Refer to the prospectus for more information.

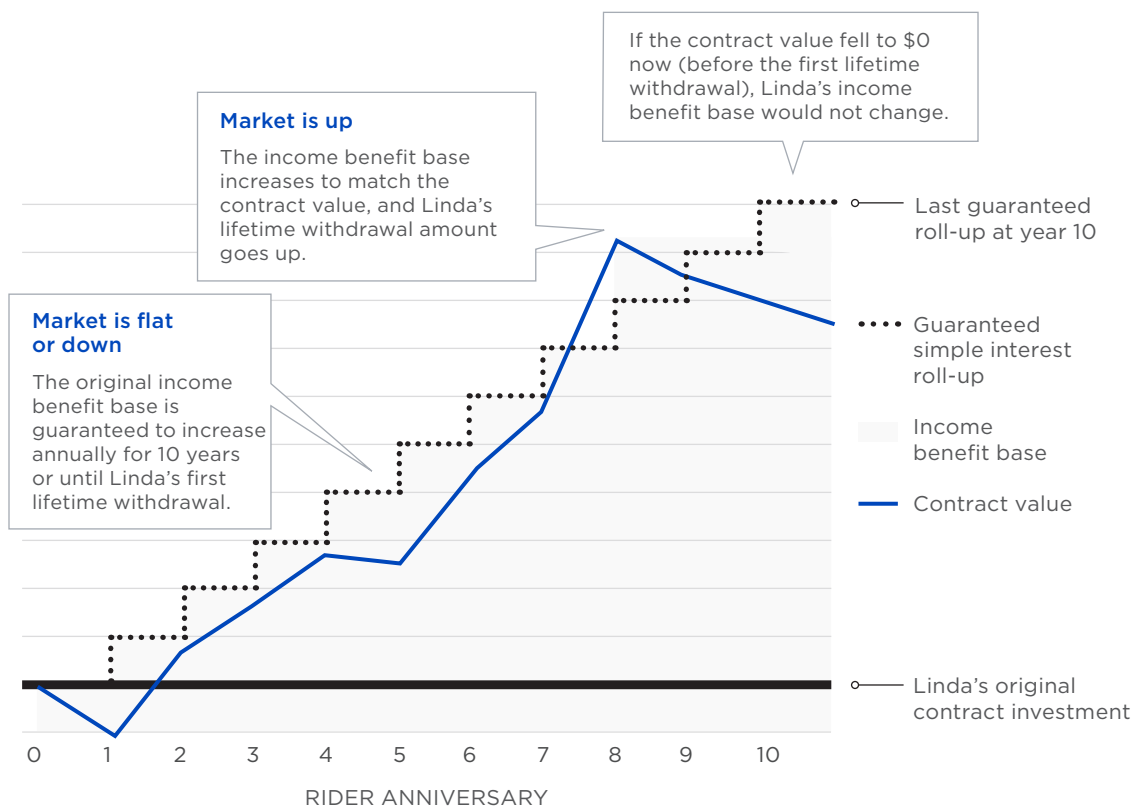
**Rider**  
An option you can add to your annuity, typically at an additional cost, that provides extra features or guarantees that fit your personal situation.

## ACCUMULATION PHASE

### A 7% simple interest roll-up rate

To help you potentially stay ahead of inflation, Nationwide L.inc Advisory offers a guaranteed 7% simple interest roll-up rate on your original income benefit base each year for the first 10 years, or until your first lifetime withdrawal, whichever comes first. Each **rider anniversary**, the income benefit base becomes the greater of the highest contract anniversary value or the roll-up value.<sup>8</sup>

Using the chart below, let's take a look at a hypothetical example to see how a 7% simple interest roll-up rate works. If Linda invests in a variable annuity with Nationwide L.inc Advisory, the original income benefit base will increase by 7% each year on the rider anniversary for 10 years — even if the underlying investments performed poorly and the contract value fell to less than the original amount invested. The income benefit base has the potential for greater increases if the contract value outperforms the value of the 7% simple interest roll-up rate on any rider anniversary.



This illustration is hypothetical and not intended to serve as a projection or prediction.

<sup>8</sup> The original income benefit base will increase by an additional 7% each year on the rider anniversary to determine the roll-up value.

#### Rider anniversary

Each recurring one-year anniversary beginning with the issue date of the rider.

## INCOME PHASE

### When you need retirement income

Retirees today can spend decades living in retirement. That's why Nationwide L.inc Advisory may provide a steady stream of income that's guaranteed for the rest of your life<sup>9</sup> — even if your contract value falls to \$0.

The income phase allows you to turn the growth of the income benefit base into income by taking lifetime withdrawals. During this phase:

- Your lifetime withdrawal percentage is based on your age and is determined when your first lifetime withdrawal is taken
- These lifetime withdrawals may begin as early as age 45, but the longer you wait to take them, the greater your lifetime withdrawal percentage will be
- Your lifetime withdrawal amount is determined by multiplying your lifetime withdrawal percentage by your income benefit base

Income Benefit Base

$\times$

Lifetime Withdrawal %

=

Lifetime Withdrawal Amount

### After lifetime withdrawals have started

Once you've started taking lifetime withdrawals,<sup>10</sup> Nationwide will compare your contract value to your income benefit base annually on the anniversary of your contract. If your contract value is the higher of the two, your income benefit base will be reset to the higher amount. This allows you to take advantage of market growth and potentially increase your income annually. If you choose to reset, it will be at current terms and conditions.

### When your spouse needs retirement income

Nationwide L.inc Advisory offers a Joint Option, which may be available for an additional cost. Choosing to add the Joint Option guarantees that the surviving spouse will continue to receive the same level of income — uninterrupted and for the rest of his or her life. The lifetime withdrawal percentage is based on the younger spouse's age. Keep in mind that the lifetime income amount may be lower when the Joint Option is elected.

<sup>9</sup> All guarantees are backed by the claims-paying ability of Nationwide Life Insurance Company. If you take early, excess or non-lifetime withdrawals, especially in a down market, loss of income is a possibility.

<sup>10</sup> Withdrawals of taxable amounts will be subject to ordinary income tax and, if taken prior to age 59½, a 10% federal tax penalty may apply; excess or non-lifetime withdrawals will reduce the death benefit, the contract values and the income benefit base.

## The market may be unpredictable — but your income shouldn't be

### Hypothetical income example:

Taking income immediately at age 65:

<b>\$100,000</b> Income Benefit Base	×	<b>5.40%</b> Lifetime Withdrawal %	=	<b>\$5,400</b> Lifetime Withdrawal Amount
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By waiting until you're age 75, you'll receive a higher lifetime withdrawal percentage:

<b>\$170,000</b> Income Benefit Base	×	<b>5.85%</b> Lifetime Withdrawal %	=	<b>\$9,945</b> Lifetime Withdrawal Amount
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For illustrative purposes only. The \$170,000 income benefit base was calculated by multiplying the original income benefit base of \$100,000 by 7% simple interest for 10 years. This hypothetical example does not include any investment performance. Your lifetime withdrawal amount could be more or less, depending on your income benefit base and your lifetime withdrawal percentage.

### Lifetime income All rates published as of 10/10/2022; rates are subject to change without notice.

The lifetime withdrawal percentage is based on the owner's age when the first lifetime withdrawal is taken. For Nationwide L.inc Advisory with the Joint Option,<sup>2</sup> the withdrawal percentage is based on the younger spouse's age.

Single	
Age	Lifetime withdrawal percentage
45 - 59½	3.50%
59½ - 64	4.50%
65 - 69	5.40%
70 - 74	5.60%
75 - 80	5.85%
81+	6.35%

Joint Option	
Age	Lifetime withdrawal percentage
45 - 59½	3.00%
59½ - 64	4.00%
65 - 69	4.90%
70 - 74	5.10%
75 - 80	5.35%
81+	6.10%



For current lifetime withdrawal rates, talk with your financial professional or refer to the rate sheet.

## About Nationwide

Nationwide is committed to protecting people, businesses and futures with extraordinary care. We work in partnership with financial professionals to deliver innovative solutions designed to help you reach your goals and protect what matters most to you during every phase of your financial life.

*Addressing every phase of  
the Client Financial Lifecycle*

ACCUMULATION

INCOME

LEGACY



**You hold the key.** Work with your financial professional to see how you may benefit from a Nationwide Advisory Retirement Income Annuity featuring Nationwide L.inc Advisory.



**Nationwide®**  
is on your side

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.

**Variable products are sold by prospectus. 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 [nationwideadvisory.com](http://nationwideadvisory.com) or call 1-866-667-0561.**

All individuals selling these products must be licensed insurance agents and registered representatives.

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.

If you annuitize a nonqualified annuity, a portion of your payment will be considered a return of premium and will not be subject to ordinary income tax. The amount that is taxable will be determined at the time you elect to annuitize the policy.

All annuity contract and rider guarantees, including optional benefits and any fixed subaccount crediting rates or annuity payout rates, are the sole obligations of and are backed by the claims-paying ability of the issuing insurance company. They are not obligations of or backed by the broker/dealer from which this annuity is purchased, by the insurance agency from which this annuity is purchased or any affiliates of those entities and none makes any representations or guarantees regarding the claims-paying ability of the issuing insurance company.

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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