



Nationwide®



Nationwide Advisory Retirement Income Annuity® | Living Benefit Guide

Make your money work as hard as you do.

Your key to retirement income potential

Nationwide Advisory Retirement Income Annuity®
with the Nationwide Pro 4[®] Income Rider

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

Your key to developing retirement income

Help make your retirement income last with the Nationwide Pro 4® Income Rider, featured on the Nationwide Advisory Retirement Income Annuity® (NARIA®).

2 Your key to developing retirement income

3 How Nationwide Pro 4® works

6 Understanding withdrawal amounts

Definitions for boldfaced 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 Nationwide Advisory Retirement Income **Annuity** with Nationwide Pro 4® Income Rider, a **guaranteed lifetime withdrawal benefit** available at an additional cost, can help. To fully understand the potential benefits, let's start with the basics:

A variable annuity is a long-term, tax-deferred investment you buy from an insurance company to help you save for retirement. They are called "variable" because the value fluctuates based on the performance of the underlying investment options you and your financial professional select. Some variable annuities offer optional **living and death benefits** for an additional fee.

There are some limitations that may not be right for all investors, including that withdrawals are subject to income tax and those taken before age 59½ may be subject to a 10% early withdrawal federal tax penalty.

As you're reading, please keep in mind that all guarantees and protections are subject to 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 that helps protect your annuity income from inflation and market volatility, available at an additional cost.

How Nationwide Pro 4 works

One addition may make a big difference.

To help clients solve their retirement income challenges, Nationwide Financial has developed the Nationwide Pro 4 Income Rider. When added to NARIA, Nationwide Pro 4 is designed to deliver:

- A guaranteed lifetime income stream that will not decrease even if the contract value is exhausted¹
- The ability to capture market gains through an annual step up feature on the income benefit base
- A joint life option to ensure an uninterrupted income stream regardless of which spouse dies first
- A non-lifetime withdrawal feature (this option can be exercised only once, is not available in the first rider year and is available any time after the owner's age reaches 59½)
- Investment options that allow you to customize your portfolio² with a maximum equity exposure of 100%
- You can add this benefit only at the time you purchase Nationwide Pro 4 and both you and your spouse must be 85 or younger at the time it is elected

¹ Subject to the claims paying ability of the issuing company

² Some investment restrictions may apply for contracts with the Nationwide Pro 4. See prospectus for details.

	Cost ²	Maximum cost ³
Nationwide Pro 4 (Single)	0.45%	0.55%
Nationwide Pro 4 (Joint Option)	0.60%	0.70%

² Costs are assessed on each contract anniversary and are based on the current income benefit base.

³ Maximum cost is the highest amount that may be charged in the future for this product. It is not a current cost.

Note: In New York only, Pro 4 is referred to as Retirement Income Developer.

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, early, excess and 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 to fit your personal situation.

An annual step-up potential for your income benefit base

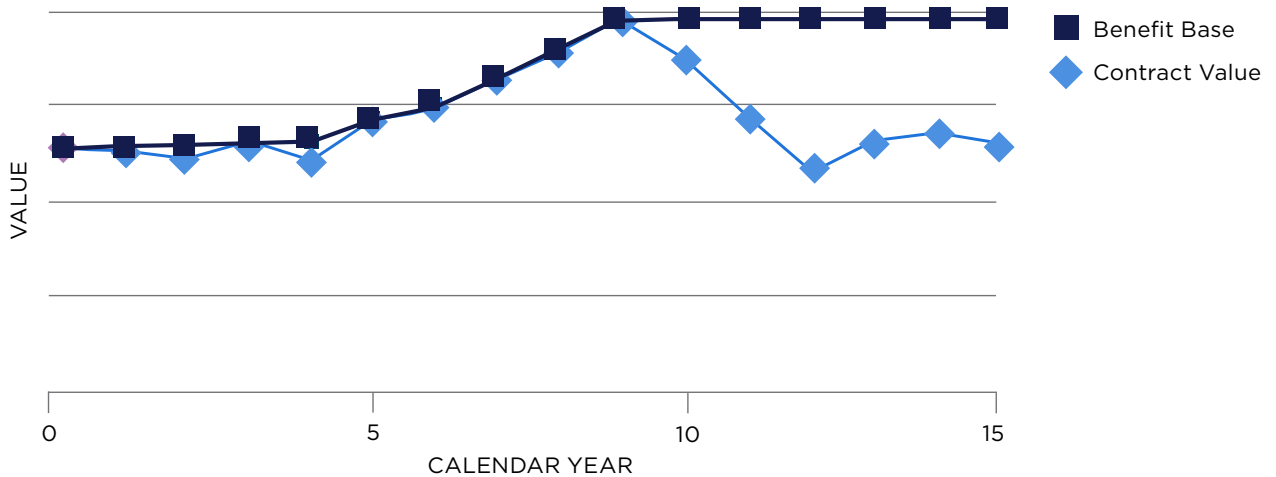
To help give you the ability to benefit from market growth and protect your income from possible market losses, Nationwide Pro 4 offers a step-up feature on your income benefit base each year.

Let's take a look at how the step-up feature works.

Upon issuance, an income benefit base is established (the income benefit base equals your initial purchase payments). The contract value changes based on the investment performance of the underlying investment options (light purple line in the chart below).

At every contract anniversary, the income benefit base is re-evaluated. If the contract value is greater than the current benefit base, the benefit base is "stepped up" or reset to the contract value.

If the contract value is less, the benefit base remains the same. Because the benefit base doesn't decrease when the contract value does, the lifetime withdrawal amount remains consistent and helps to reduce income risk inside the portfolio.



This chart is hypothetical in nature and not indicative of future results.

Before investing, please review the variable annuity prospectus to understand the contract and any limitations it may have. While your income benefit base doesn't change (assuming no excess or non-lifetime withdrawals are taken), withdrawing income will reduce your contract value and death benefit. Keep in mind that all guarantees and protections are based on the claims-paying ability of the issuing insurance company.

When you need lifetime income

Retirees today can spend decades living in retirement. Nationwide Pro 4 may provide a steady stream of income that's guaranteed for the rest of your life, even if your contract value falls to \$0.

Here is how it works: When you decide to start taking income we multiply your benefit base by your withdrawal rate to determine your annual income amount (see table below). Your annual income will not decrease, even if your contract value equals \$0, unless you take more than you annual income in a year. Your income can increase if your benefit base has an annual step-up to contract value.

These lifetime withdrawals may begin as early as age 59½, but the longer you wait to take them, the greater your annual lifetime withdrawal amount may be due to the potential growth of your contract value.

It's important to remember that if you take early or excess withdrawals, especially in a down market, your benefit base could be reduced which could result in lower income in the future.

When your spouse needs lifetime income

Nationwide Pro 4 offers a Joint Option, available for an additional cost. By adding the Joint Option, you can guarantee your surviving spouse the same level of lifetime withdrawals you received — uninterrupted and for the rest of his or her life, provided the surviving spouse does not take any excess withdrawals. Here are the details:

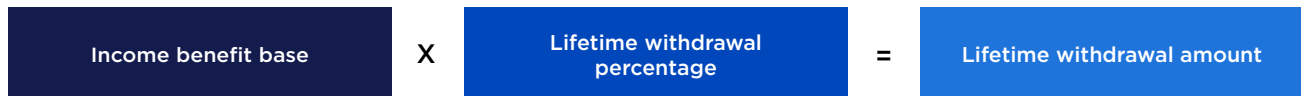
- Both you and your spouse must be 85 or younger at the time it is elected
- You can remove this benefit only if your marriage ends in divorce, dissolution or annulment before your first lifetime withdrawal

Age	SINGLE RATE	JOINT RATE
59½ - 85	4.00%	4.00%



Understanding the lifetime withdrawal amount

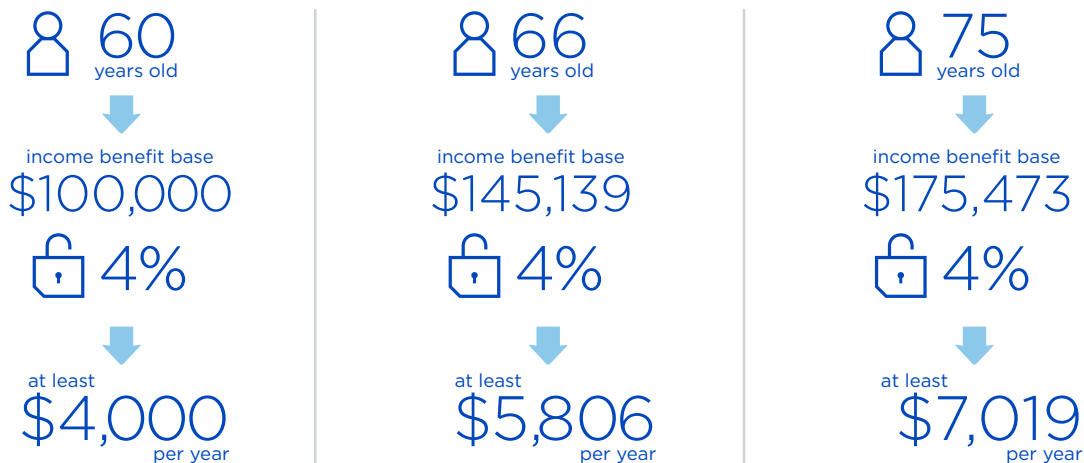
The market may be unpredictable – but your income shouldn't be.



Let's look at a hypothetical example to see how much income Alex could receive each year with Nationwide Pro 4 (based on the lifetime withdrawal percentage chart on the preceding page).

At age 60, Alex invests \$100,000 in NARIA and elects Nationwide Pro 4.

- If Alex starts income immediately at 60, his guaranteed lifetime withdrawal amount will be \$4000 a year for the rest of his life even if his contract value declines and eventually equal \$0 (Chart #1).
- If Alex waits and starts taking income at 66 and we assume he gets a gross annual return of 8%, his contract value will grow to \$145,139. With the annual step-up feature his benefit base will also be \$145,139 so his guaranteed lifetime withdrawal amount will be \$5,806 (Chart #2).
- Assuming Alex continues to get a gross annual return of 8%, his contract value will experience modest growth even after he takes his annual lifetime withdrawal. At age 75 his contract value and benefit base will have grown to \$175,473 and his lifetime withdrawal amount will be \$7,019 (Chart #3).



Please keep in mind that the guaranteed lifetime withdrawal amounts listed above are the minimum amounts Alex could receive. This example assumes Alex has not taken excess, early or non-lifetime withdrawals, nor incurred any advisory fees above the annual allowable limit (1.50%), which would have impacted his income benefit base, depending on Broker Dealer rules. It is possible the underlying investment options could increase the income benefit base and guaranteed lifetime withdrawal amount even more.

Chart 1

0% gross return – start income in year one

Contract year	Beginning of year age	Gross annual return %	Net annual return %	Beginning of year contract value	Income benefit base	x	Lifetime withdrawal percentage	=	Lifetime withdrawal amount
Issue	60	—	—	\$100,000	\$100,000		4.00%		\$4,000
1	61	0%	-1.51%	\$94,490	\$100,000		4.00%		\$4,000
2	62	0%	-1.54%	\$89,038	\$100,000		4.00%		\$4,000
3	63	0%	-1.57%	\$83,645	\$100,000		4.00%		\$4,000
4	64	0%	-1.60%	\$78,308	\$100,000		4.00%		\$4,000
5	65	0%	-1.63%	\$73,028	\$100,000		4.00%		\$4,000
6	66	0%	-1.68%	\$67,804	\$100,000		4.00%		\$4,000
7	67	0%	-1.72%	\$62,635	\$100,000		4.00%		\$4,000
8	68	0%	-1.78%	\$57,521	\$100,000		4.00%		\$4,000
9	69	0%	-1.84%	\$52,461	\$100,000		4.00%		\$4,000
10	70	0%	-1.92%	\$47,455	\$100,000		4.00%		\$4,000
11	71	0%	-2.01%	\$42,502	\$100,000		4.00%		\$4,000
12	72	0%	-2.12%	\$37,602	\$100,000		4.00%		\$4,000
13	73	0%	-2.26%	\$32,753	\$100,000		4.00%		\$4,000
14	74	0%	-2.43%	\$27,956	\$100,000		4.00%		\$4,000
15	75	0%	-2.67%	\$23,210	\$100,000		4.00%		\$4,000

Chart 2

8% gross return – start income in year six

Contract year	Beginning of year age	Gross annual return %	Net annual return %	Beginning of year contract value	Income benefit base	x	Lifetime withdrawal percentage	=	Lifetime withdrawal amount
Issue	60	—	—	\$100,000	\$100,000		N/A		N/A
1	61	8.00%	6.41%	\$106,405	\$106,405		N/A		N/A
2	62	8.00%	6.41%	\$113,221	\$113,221		N/A		N/A
3	63	8.00%	6.41%	\$120,473	\$120,473		N/A		N/A
4	64	8.00%	6.41%	\$128,190	\$128,190		N/A		N/A
5	65	8.00%	6.41%	\$136,402	\$136,402		N/A		N/A
6	66	8.00%	6.41%	\$145,139	\$145,139		4.00%		\$5,806
7	67	8.00%	6.39%	\$148,232	\$148,232		4.00%		\$5,929
8	68	8.00%	6.39%	\$151,391	\$151,391		4.00%		\$6,056
9	69	8.00%	6.39%	\$154,617	\$154,617		4.00%		\$6,185
10	70	8.00%	6.39%	\$157,913	\$157,913		4.00%		\$6,317
11	71	8.00%	6.39%	\$161,278	\$161,278		4.00%		\$6,451
12	72	8.00%	6.39%	\$164,715	\$164,715		4.00%		\$6,589
13	73	8.00%	6.39%	\$168,226	\$168,226		4.00%		\$6,729
14	74	8.00%	6.39%	\$171,811	\$171,811		4.00%		\$6,872
15	75	8.00%	6.39%	\$175,473	\$175,473		4.00%		\$7,019

These illustrations aren't intended to reflect the performance of any available investment options or to predict or project future investment results. These illustrations are hypothetical and assume 0% and 8% returns (as shown in order), a \$100,000 investment, a .15% mortality and expense risk fee, a 0.05% administration fee, a 0.45% guaranteed lifetime withdrawal benefit fee and a 0.86% average investment charge. Other fees and charges may apply. Your performance could be significantly different than the hypothetical examples shown depending on the investment options you pick.

This illustration does not include any advisory fees.

The Example does not reflect the assessment of the Low Cost Fund Fee, if chosen.

For complete details, please see the enclosed prospectus.

About Nationwide

Nationwide is committed to helping America prepare for and live in retirement. We work in partnership with financial professionals to deliver innovative solutions that help clients like you simplify your retirement challenges. Our mission is to provide continuous support as you seek to reach your goals through every phase of your financial lifecycle.

*Addressing every phase of
the Client Financial Lifecycle*



You hold the key.

Nationwide Retirement Income Annuity (NARIA) with Nationwide Pro 4 can be a contributor to your retirement income strategy. Talk to your Financial Professional to learn more.



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.

All individuals selling this product 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 subject to the claims-paying ability of the issuing insurance company. They are not 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 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 nationwideadvisory.com or call 1-866-667-0561.

Nationwide Advisory Retirement Income Annuity® is a variable annuity issued by Nationwide Life Insurance Company, Columbus, Ohio. The general distributor is Nationwide Investment Services Corporation, member FINRA, Columbus, Ohio.

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