



Nationwide®
is on your side

Some things in life are just better together

Introducing Nationwide
CareMatters TogetherSM

NATIONWIDE LIFE AND ANNUITY INSURANCE COMPANY





Important things you need to know

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

All guarantees and benefits of the insurance policy are backed by the claims-paying ability of the issuing insurance company. Policy guarantees and benefits are not backed by the broker/dealer and/or insurance agency selling the policy, nor by any of their affiliates, and none of them make any representations or guarantees regarding the claims-paying ability of the issuing insurance company.

Nationwide CareMatters Together is a cash indemnity product that pays LTC benefits when one or both of the insured persons are certified to have a qualifying condition and a need for LTC services. Bills and receipts showing actual expenses do not have to be submitted for payment of benefits once a claim has been approved. LTC benefits are tax free to the greater of the HIPAA per diem in the year of the claim or actual LTC costs incurred. However, benefits may be taxable under certain circumstances. Clients should consult with their tax and legal advisors about their specific situation.

Keep in mind that the payment of Long-Term Care Rider benefits, as an acceleration of the death benefit, will reduce both the death benefit and net surrender value of the policy. Additionally, loans and withdrawals will also reduce both the net surrender value and the death benefit. Care should be taken to make sure that life insurance needs continue to be met even if the rider pays out in full or after money is taken from the policy. There is no guarantee that the rider will cover the entire cost for all of the insureds' long-term care, as this may vary with the needs of each insured. One of the insureds may exhaust the entire long-term care benefit. Nationwide pays the long-term care benefit to the policyowner; there is no guarantee that the policyowner will use the benefit for long-term care expenses if the policy is owned by someone other than the insured.

The policy that this rider is attached to is noncancelable. This means that the policyowner has the right, subject to the terms of the policy, to continue the policy, provided they pay the scheduled premium on time. Nationwide cannot change any of the terms of the policy on its own and cannot change the scheduled premium.

When choosing a product, make sure that life insurance and long-term care insurance needs are met. CareMatters Together is not intended to be a primary source of life insurance protection, so make sure that life insurance needs have been covered by appropriate products. Because personal situations may change (e.g., marriage, birth of a child or job promotion), so can life insurance and long-term care insurance needs. Care should be taken to ensure that these strategies and products are suitable. Associated costs, as well as personal and financial objectives, time horizons and risk tolerance, should all be weighed before purchasing CareMatters Together. Life insurance, and long-term care coverage linked to life insurance, may have fees and charges associated with it that include the costs of insurance, which vary based on characteristics of each insured such as sex, health, age and tobacco use. Riders that customize a policy to fit individual needs usually carry an additional charge.



Important things you need to know

CareMatters Together has exclusions, limitations, reductions of benefits and terms under which the product may be continued in force or discontinued. Approval for coverage under the policy and riders is subject to underwriting and may require a medical exam.

CareMatters Together may not be available in some states. Please contact Nationwide to determine product availability in your state.

The information contained herein was prepared to support the promotion, marketing and/or sale of life insurance contracts, annuity contracts and/or other products and services provided by Nationwide Life and Annuity Insurance Company.

Products are issued by Nationwide Life and Annuity Insurance Company, Columbus, Ohio.

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What we'll discuss

- Planning for long-term care
- Advantages of a linked-benefit policy
- How CareMatters Together is different
- What CareMatters Together offers
 - More simplicity
 - More predictability
 - More control
- Key product features
- Choosing a benefit duration
- Strength of Nationwide



Planning for long-term care

Why LTC isn't a place

Clients think of “long-term care”
as a place



Nursing home

BUT

Long-term care is really an event

Long-term care is a financial event that
takes planning, just like any other event

- We plan financially for weddings and college educations
- We plan financially for retirement






LTC is the missing piece in the retirement planning puzzle



Planning for long-term care

What LTC coverage can provide

A plan to cover long-term care costs can help:

-  Provide funds to make home-based care more suitable
-  Maintain the current lifestyle of the healthy spouse
-  Pay for informal or professional caregivers, which can help alleviate stress on the spouse and family
-  Preserve retirement income to make home-based care financially possible
-  Preserve assets for a financial legacy for heirs or charity



Planning for long-term care

Long-term care is generally paid for by:

Lifestyle

Cost is the potential loss of health, well-being or earning ability of a spouse or other loved one

Income

Dollar-for-dollar expenditure of your clients' money

Insurance

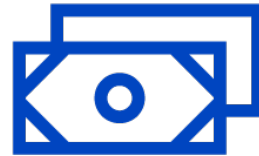
Cost-efficient leveraged benefit amount



Advantages of a linked-benefit policy



Offers a guaranteed premium, LTC benefits and death benefit¹



Pays a death benefit if the insureds do not use their LTC benefit



Provides immediate leverage resulting in a guaranteed pool of long-term care benefits

¹ The insured must meet the LTC claims requirements. Benefits may be taxable under certain circumstances. Clients should consult their tax adviser.



How CareMatters Together is different

- It's the first cash indemnity, joint life linked-benefit LTC solution
- It's a cost-effective solution for two lives



What CareMatters Together offers

More **simplicity**

The shared pool of funds helps take the guesswork out of who's more likely to need care first and when

More **predictability**

Clients always know what the premium, benefits and death benefit will be because they're guaranteed

More **control**

The full monthly benefit is sent directly to the policyowner with no restrictions from Nationwide on how it's used



More simplicity

How it works¹

- Clients select the total number of full monthly LTC benefit payments they want to have available to them: 48, 72 or 96
- A shared pool eliminates the need to decide how much to purchase separately on each individual
- LTC benefits can be split however it makes the most sense for the couple

The following are three examples of how a policy with 96 full monthly LTC benefit payments might be paid.

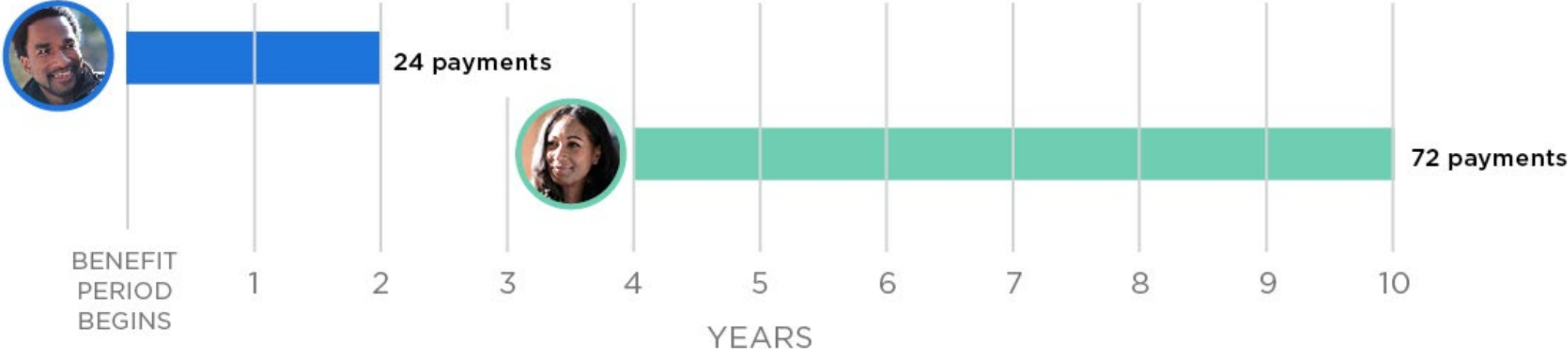
¹ These are hypothetical scenarios. Your experience may be different.



More simplicity

Scenario 1:

Monroe uses 24 full monthly LTC benefit payments and Dolores uses the remaining coverage later.¹



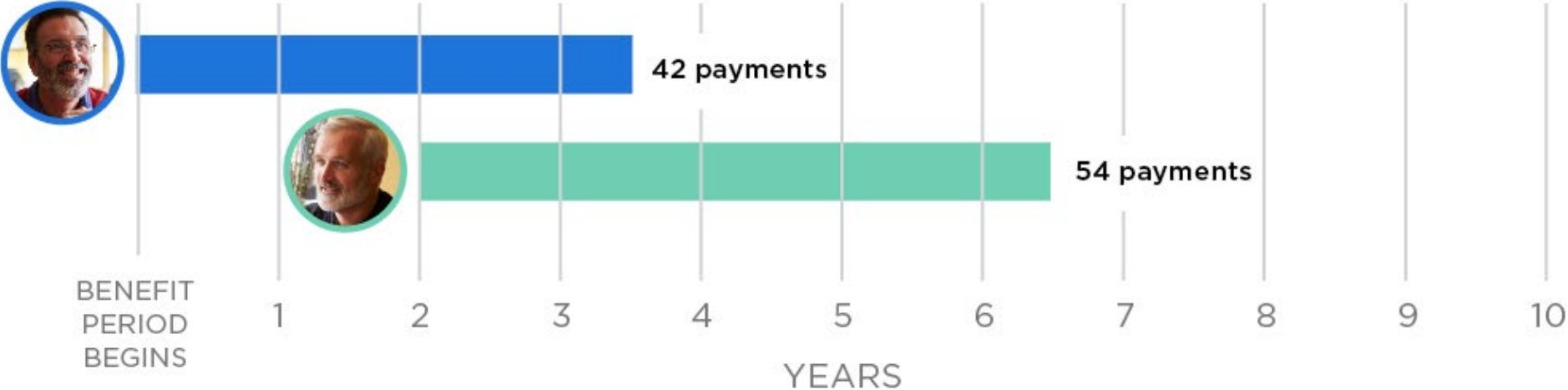
¹ These are hypothetical scenarios. They assume the insureds continue to be eligible for the long-term care benefit payment until they've used the entire benefit pool.



More simplicity

Scenario 2:

Steven uses 42 full monthly LTC benefit payments and Michael uses 54 during an overlapping time period.¹



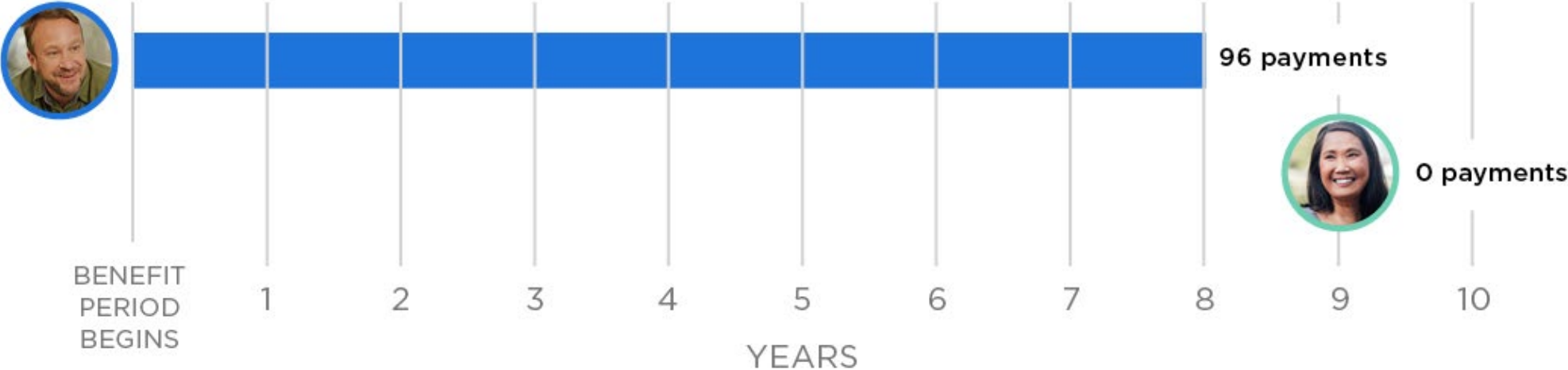
¹ These are hypothetical scenarios. They assume the insureds continue to be eligible for the long-term care benefit payment until they've used the entire benefit pool.



More simplicity

Scenario 3:

John uses all 96 full monthly LTC benefit payments, meaning that no LTC benefit payments remain for Lori.¹



¹ These are hypothetical scenarios. They assume the insureds continue to be eligible for the long-term care benefit payment until they've used the entire benefit pool.



More predictability

- ✓ Guaranteed premium
- ✓ Guaranteed long-term care benefit¹
- ✓ Guaranteed death benefit¹
- ✓ Guaranteed accumulated LTC benefits if premium payments ever stop^{1,2}

¹ These benefits may be reduced by outstanding loans, unpaid monthly deductions and partial surrenders.

² The monthly LTC benefit payment must be at least \$250 to lock in the reduced paid-up benefit.



More control

Cash indemnity vs. reimbursement

Cash indemnity policy

No need to submit monthly bills or receipts once your claim eligibility is approved

100% of the monthly LTC cash benefit is available

The tax-free monthly cash benefit can be used for LTC care expenses without restrictions from the insurance company

Reimbursement policy

Bills and receipts must be submitted every month

Every month, clients must wait to see what services qualify, and you'll receive only what the insurance company covers under the policy

Services not covered under your policy have to be paid as out of pocket expenses

CareMatters Together pays cash indemnity long-term care benefits.



Key product features





Age ranges

Minimum issue age: 30

Maximum issue ages:

- Single-pay 70
- 5-pay 70
- 10-pay 70
- 20-pay 65
- Pay to 100 65

No more than a 25-year age difference is permitted between the insureds.

If one of the insureds is Standard, then the maximum age difference is 10 years.



Underwriting classes

Each individual insured can have a separate rate class from the options listed below:

- Nontobacco Preferred
- Tobacco Preferred
- Nontobacco Standard
- Tobacco Standard

Only one insured may be in the Standard risk class. A policy will not be issued if both insureds are rated Standard.



Product limits

Minimum monthly LTC benefit at issue

- \$1,500
- South Dakota: \$3,100
- Vermont: \$2,325
- Wisconsin: \$1,860

Maximum monthly LTC benefit at issue

- \$20,833



Choosing a benefit duration

Your clients select one of these three options

Maximum number of full monthly LTC benefit payments

48

72

96

=

=

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LTC Rider
Acceleration of the death benefit

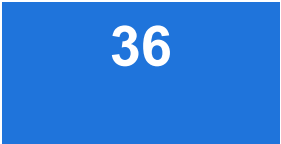


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LTC Extension of Benefits Rider
After the acceleration is exhausted



For Preferred clients



Choosing a benefit duration when one applicant is rated Standard

Your clients select one of these three options

Maximum number of full monthly LTC benefit payments

48

72

96

=

=

=

LTC Rider
Acceleration of the death benefit

48

48

48

+

+

+

LTC Extension of Benefits Rider
After the acceleration is exhausted

n/a

24

48

This applies if either applicant is Standard. No policy will be issued if both applicants are rated Standard.



Premium payment options

- Pay one time (single-pay)
- Pay annually or monthly for 5 years (5-pay)
- Pay annually or monthly for 10 years (10-pay)
- Pay annually or monthly for 20 years (20-pay)
- Pay annually or monthly to older insured's attained age 100

For all payment options, the premium will be waived while LTC benefits are being paid.



LTC Inflation protection options

LTC benefits will grow based upon the inflation option selected.

- 3% compound for 20 years
- 3% compound for life
- 5% compound for life

Note: The monthly benefit amount will increase annually whether or not LTC claims are being paid.



Guaranteed minimum death benefit

10%

of specified amount



Potential tax advantages

The total premium is made up of 2 components:

1. Life insurance premium

2. LTC premium

(pays for LTC Rider, LTC Extension of Benefits and inflation option if elected)

The LTC premium portion may be eligible for a tax deduction or reimbursement from a health savings account (HSA).

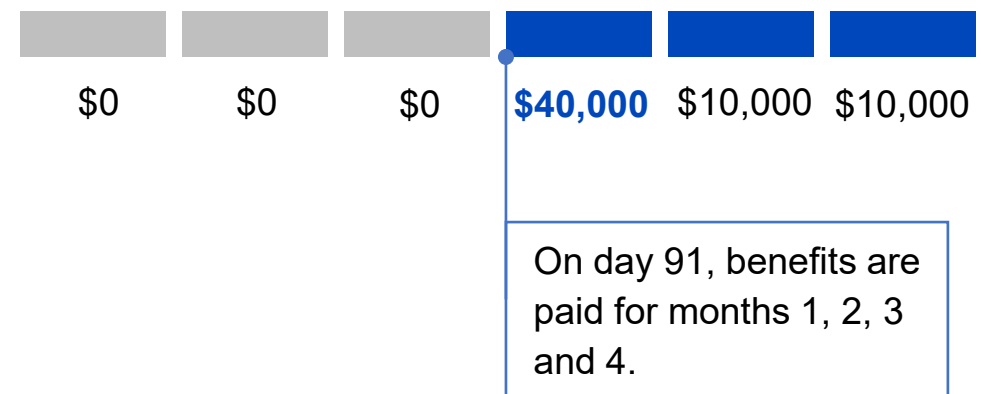
Both options are subject to IRS age-based limits for each person.

Elimination period

- 90-calendar days for each insured
- Upon completion, benefits for the first 90 days will be paid retroactively along with benefits for month 4

Retroactive payment after elimination period

For example, if the full monthly LTC benefit is \$10,000 a month:



This is a hypothetical example. The timeline begins when the insured is certified as chronically ill.



International benefits

For international claims:

- 100% of the max monthly LTC Rider benefit (including inflation) is available while residing outside of the United States, its territories or possessions
- No LTC benefits are payable under the LTC Extension of Benefits Rider or any LTC inflation rider benefit associated with it while residing outside of the United States, its territories or possessions
- LTC Extension of Benefits Rider payment availability will resume if the insured returns to the U.S.



We're here every step of the way

Clients who need LTC will be assigned a care manager who can help them through the process of:



Understanding how to get the benefit



Filing the claim for benefits



Helping to create a plan of care that is appropriate for them



Finding local care services



Providing ongoing support as their needs change

Some services are provided by third-party partners and may be subject to change or termination.



Nationwide strength and stability

We work hard to help you protect what matters today and prepare you for what comes tomorrow. In fact, we've been helping members protect what's important since 1926 and **providing long-term care solutions for nearly 25 years.** We run our business to make sure we'll be here to protect you whenever you need us.

We are a
FORTUNE 100
company

A+
AM Best
received 10/17/02
affirmed 12/1/22

A1
Moody's
received 3/10/09
affirmed 5/27/20

A+
Standard & Poor's
received 12/22/08
affirmed 4/19/22

Source: Nationwide 2022 Annual Report