



**Nationwide®**  
is on your side

Nationwide  
New Heights® 12

Fixed indexed  
annuity guide

# Make the most of your retirement

*Consider a solution that offers growth potential while helping you protect your investment*



Nationwide New Heights® 12 fixed indexed annuity

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



## Plan the retirement that's right for you

*Whether your retirement plans include spending more time with family, traveling with friends or pursuing other interests, it's important to create a plan that helps you achieve those goals.*



This material is not a recommendation to buy, sell, hold, or rollover any asset, adopt a financial strategy or use a particular account type. It does not take into account the specific investment objectives, tax and financial condition or particular needs of any specific person. Clients should work with their financial professional to discuss their specific situation.

# Nationwide New Heights® 12

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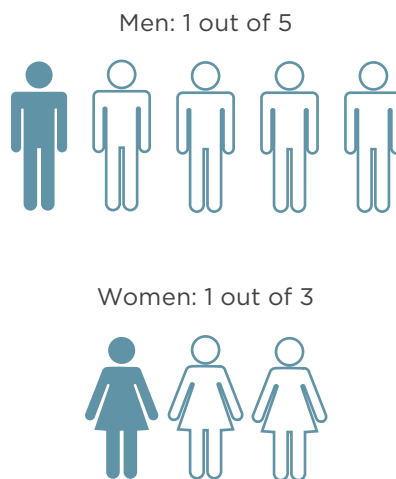
Definitions for **boldfaced** words are located at the bottom of the brochure pages.

# The retirement dilemma

*As you plan for retirement, you are likely to encounter some challenges. It helps to be aware of the hurdles you could face.*

## Longer life expectancies

Living into your 90s has become more common. One out of three women and one out of five men who are 65 years old will live to age 95.<sup>1</sup> Consider what reaching such a milestone might mean for your retirement income plan.

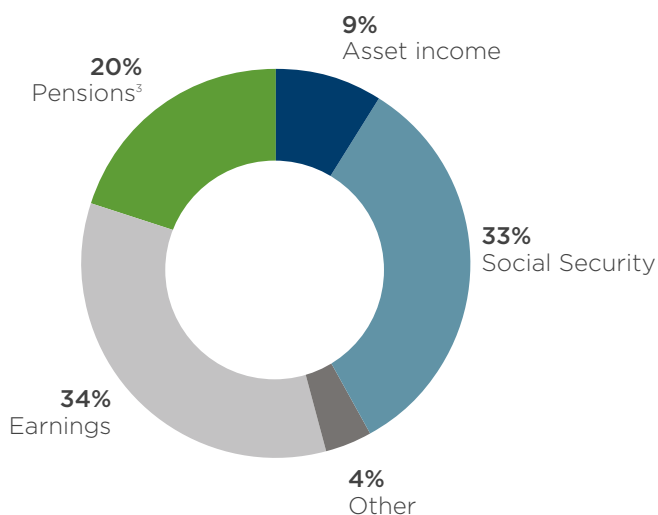


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## A shift in responsibility

While pensions were once a reliable source of retirement income, the burden of funding retirement has shifted overwhelmingly to the individual.<sup>2</sup> Regardless of whether you choose to fund your retirement years through a 401(k) or with other investments, you will probably need to take a more active role in your retirement planning.

## Sources of retirement income



<sup>1</sup> IRI Retirement Fact Book 2018, 17th edition.

<sup>2</sup> "Fast Facts & Figures About Social Security, 2017," Social Security Administration (September 2017), p. 7 (data as of end of year 2015).

<sup>3</sup> Pensions include defined benefit and defined contribution plans.

## Investment concerns

Market risk — the potential for the value of a portfolio to decrease because of changes in stock prices, interest rates or other factors — is a greater concern as you approach retirement. You simply don't have as much time to recover from losses. More than 60% of investors are concerned that the stock market could crash in the next six months.<sup>4</sup>



Over 80% of consumers think those over age 50 should have a strategy in place to protect against significant investment loss.



In addition, more than half value a lower, more stable return over a high-yield plan with greater risk.<sup>5</sup>

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## Missed opportunities

In recent years, many people who are concerned about market volatility but equally frustrated with low- or no-growth investment opportunities have been contributing to a growing surplus of cash. However, positive market performance during that same time period means that many people missed out on the opportunity to invest their retirement savings with the potential for growth.

In early 2017, the cash surplus reached

**\$12.3** trillion<sup>6</sup>

<sup>4</sup> Crash Confidence Index, [som.yale.edu/faculty-research/centers-initiatives/international-center-for-finance/data/stock-market-confidence-indices](http://som.yale.edu/faculty-research/centers-initiatives/international-center-for-finance/data/stock-market-confidence-indices) (January 2018).

<sup>5</sup> "Guaranteed Lifetime Income Study," Insured Retirement Institute (IRI), Greenwald & Associates and CANNEX (2016).

<sup>6</sup> "Guide to the Markets," J.P. Morgan Asset Management (2017).



# Introduction to fixed indexed annuities

As life expectancies increase and the burden of funding retirement shifts to the individual, the need for a product that offers growth potential, capital preservation and lifetime income is more important than ever. That's where a fixed indexed annuity may help.

## What is a fixed indexed annuity?

A fixed indexed annuity is a contract you buy from an insurance company to help you potentially accumulate assets for retirement. It offers returns based on the changes in an index such as the S&P 500® Index.

Regardless of index performance, indexed annuity contract values will not be impacted by negative index returns.

## Keep in mind that:

- A fixed indexed annuity is not a stock market investment and does not directly participate in any stock or equity investment.
- A fixed indexed annuity may be appropriate for individuals who want the opportunity to capture upside potential while having a level of protection from market downturns.
- Lifetime income may be provided through the purchase of an optional rider for an additional cost or through annuitization at no additional cost.
- Withdrawals taken before age 59½ may incur a 10% early withdrawal federal tax penalty in addition to ordinary income taxes; withdrawals may trigger surrender charges, reduce your death benefit and contract value, and may also reduce any guaranteed lifetime withdrawal benefits.

***Guarantees and protections are subject to the claims-paying ability of the issuing company.***

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# Product overview

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# Introducing Nationwide New Heights 12

The Nationwide New Heights 12 fixed indexed annuity is a single-purchase-payment deferred annuity with features that help you accumulate retirement savings and protect your money. Those features offer the following:

## Growth potential



New Heights 12 tracks your potential **strategy earnings** (also known as earnings) daily, and does not limit the amount of index<sup>7</sup> performance used to calculate your earnings; however, overall growth potential for your contract may be limited by the other crediting factors used in the calculation of earnings, such as the equity indexed allocation and the strategy spread.<sup>8</sup> Refer to page 18 for more information about strategy options, crediting factors and how earnings are calculated.

## Protection from market risk



There are two ways that New Heights 12 may help protect your hard-earned money:

- We guarantee that you will never lose any of your initial investment or credited earnings due to the performance of the underlying index.
- Our return of purchase payment guarantee provides assurance that should you surrender your contract after the end of the 12th contract anniversary, or if a death benefit is payable or a surrender is triggered due to an event qualifying under the Long-Term Care,<sup>9</sup> Terminal Illness or Injury Event provisions, you will receive 100% of your purchase payment minus any gross withdrawals. Please note that the return of purchase payment guarantee may be modified if an optional rider is purchased.

If you withdraw assets within the first 12 years of your contract, your principal may be reduced by fees known as **contingent deferred sales charges (CDSC)**.

<sup>7</sup> Some indexes do not include dividends paid on the underlying stocks and therefore do not reflect the total return of the underlying stocks; an index or any market-indexed annuity is not comparable to a direct investment in the financial markets. Clients who purchase indexed annuities are not directly investing in a stock market index. An index cannot be invested in directly and is unmanaged. A blend of indexes may not be available at the time of contract issue, but may be available in the future; if a blend is not available, a single index will be used. Past performance of an index is not an indicator of future performance.

<sup>8</sup> Note: While the crediting factors will not change during a strategy term, crediting factors for each subsequent strategy term may vary.

<sup>9</sup> A long-term care event or terminal illness or injury event requires that the contract owner and annuitant are the same person, and that person is no older than the maximum identified eligibility age on the date of issue. A long-term care event (in some states referred to as confinement) requires that the contract owner has been confined to a long-term care facility or hospital for a continuous 90-day period that began after the contract issue date. A terminal illness or injury event must be diagnosed after the contract issue date by a physician who certifies that the contract owner is expected to live less than 12 months from the diagnosis. These options may not be available in all states. Please note that additional limitations and restrictions may apply.

**Contingent deferred sales charges (CDSC):** Charges that may be assessed on a withdrawal or full surrender prior to the end of the CDSC schedule. In California, a CDSC is called a surrender charge.

**Strategy earnings:** Strategy earnings, if any, are calculated by combining the indexed component and the declared rate component, then subtracting the strategy spread component.



## Flexibility and transparency



Because your **Balanced Allocation Value (BAV)** is tracked daily, you can see what your contract is doing and make educated decisions about whether to lock in the index value (you may choose to do this once per strategy term). In addition to added transparency, the daily tracking offers the flexibility to calculate and credit strategy earnings any time you access your contract value, even before the end of your crediting term.<sup>10</sup>

## Optional riders<sup>11</sup>

New Heights 12 has optional **riders**, which must be elected at the time of issue. These riders are available for an additional cost, and they offer:



Guaranteed lifetime income for you or for you and your spouse



Legacy planning for you and your heirs

*Refer to Page 22 for more information about the optional riders.*

<sup>10</sup> It's important to note that if withdrawals are taken prior to the end of the CDSC period, surrender charges and a market value adjustment (MVA), if applicable, may apply. Also, if withdrawals are taken prior to age 59½, you may incur a 10% early withdrawal federal tax penalty. All withdrawals may be subject to ordinary income tax.

<sup>11</sup> Riders are subject to certain terms, conditions and limitations. Only one optional rider may be elected with your contract.

**Balanced allocation value (BAV):** The BAV monitors the daily fluctuations in the strategy option and is the greater of (1) the contract value, plus any unrealized strategy earnings (strategy earnings that have not yet been credited to the contract) or (2) the Return of Purchase Payment Guarantee amount.

**Rider:** An option you can add to your annuity, usually available at an additional cost, that provides extra features or guarantees.



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# Hypothetical scenario

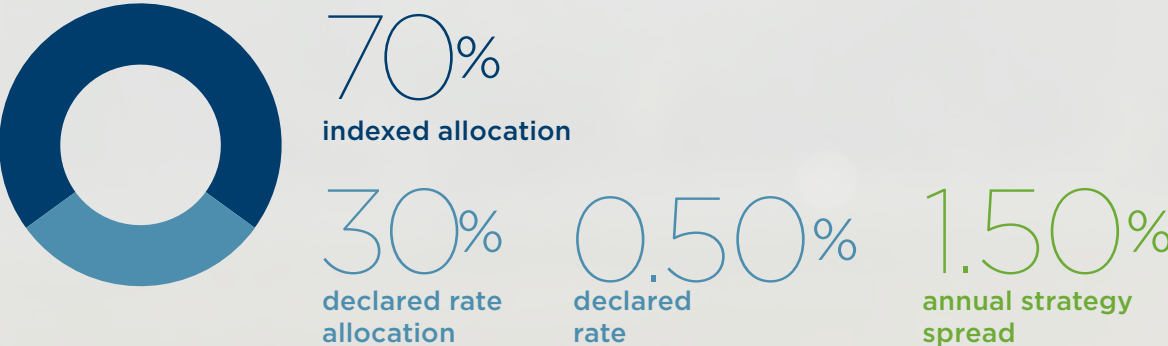
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# Nationwide New Heights 12 scenario

Meet Sarah. She's in her early 50s, married and the mother of three children. Now that she and her husband are nearing retirement, she is looking for a retirement plan that will protect and grow her hard-earned money. Her financial professional proposed the use of Nationwide New Heights 12 and presented the available indexes and applicable strategy options (also known as the **Balanced Allocation Strategy**<sup>12</sup>) for the product. These strategies feature varying combinations of indexed allocation, declared rate allocation, declared rate and strategy spread that may be used to calculate the earnings in the contract.

Based on Sarah's long-term goals, she selected the following strategy option:

### Three-year strategy term



Although crediting factors may not change during a strategy term, they may vary for subsequent strategy terms.

**Balanced Allocation Strategy (strategy option):** A formula used to determine the amount of earnings that will be credited to the contract value.

**Declared rate:** Annual interest rate established by Nationwide.

**Declared rate allocation:** A percentage that represents the proportion of the strategy option that is multiplied by the declared rate.

**Indexed allocation:** A percentage that represents the proportion of the strategy option that is multiplied by the performance of the elected index.

**Strategy spread:** An annual percentage rate that is deducted when calculating strategy earnings.

**Strategy term:** A specific period of time, expressed in years, that is used to measure strategy earnings, if any, under the elected strategy option. The initial strategy term is set at three years and is subject to change for subsequent strategy terms. Only one strategy option may be selected for each strategy term.

<sup>12</sup> U.S. Patent #7,590,581 and other patents pending.





## Let's take a closer look at how this product may work for Sarah:

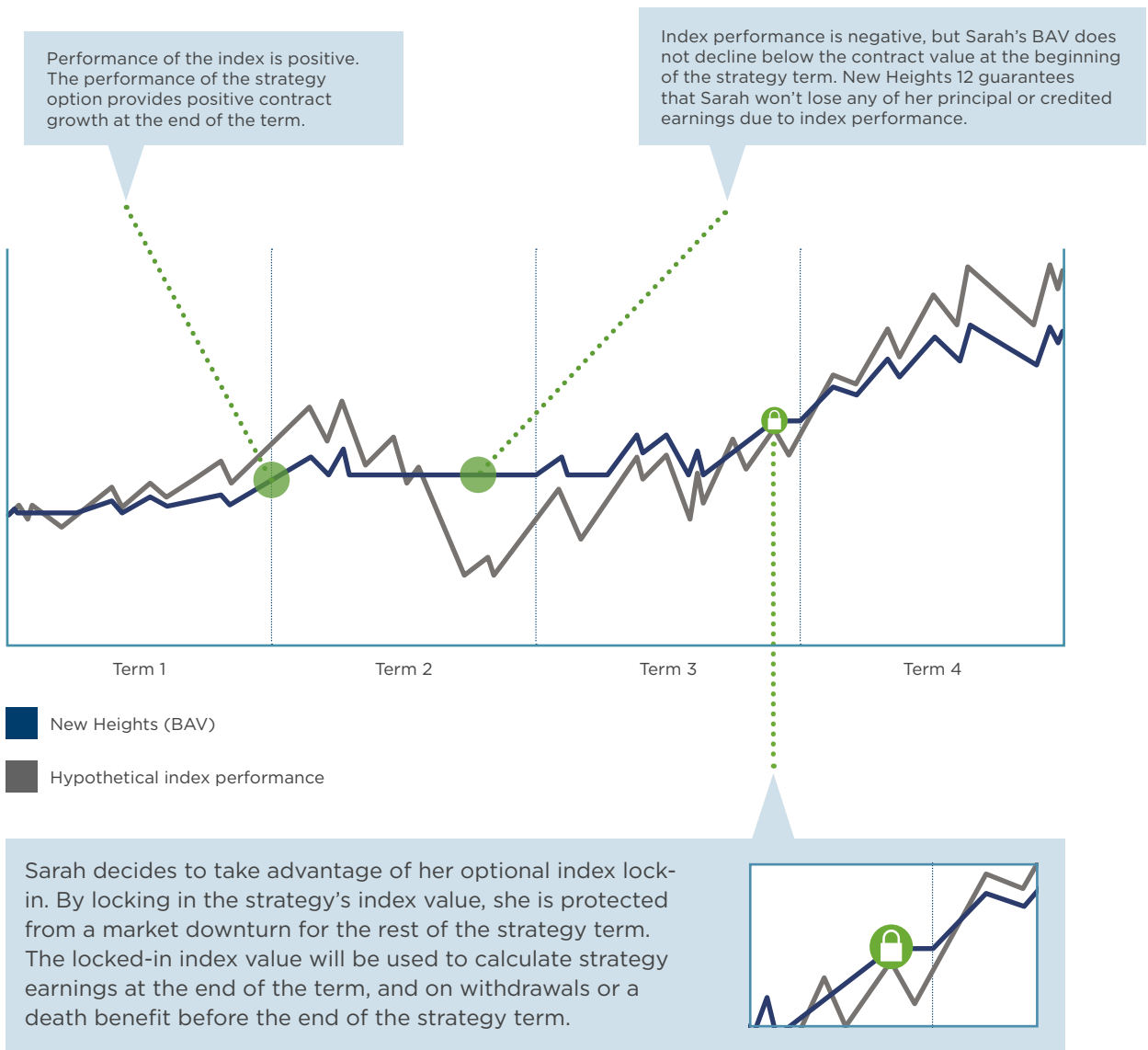
- Sarah is able to see her Balanced Allocation Value (BAV) change daily, so she always knows where her contract stands.
- At the end of each strategy term, earnings are calculated and credited to Sarah's account; the earnings are based on the change in the index from the beginning of the strategy term to the end, as well as any interest earned based on the declared rate allocation and the strategy spread that is deducted.
- The calculated earnings are added to Sarah's contract value, and the sum is used as the starting value for the next strategy term; going forward, if no withdrawals are taken, her contract value will never fall below her original purchase payment plus her credited earnings, although rider charges could reduce the contract value.

### New Heights 12 in different market scenarios

During periods of market fluctuation, New Heights 12 is designed to protect and grow your assets. Similarly, New Heights 12 offers protection during downturns in the market. The graph on the next page is a hypothetical illustration of Sarah's contract.

It demonstrates the growth potential and capital preservation that New Heights 12 offers when tracking values on a daily basis.

*The graph is included for illustrative purposes only. It does not depict any actual product performance.*



This example assumes that the strategy option and crediting factors remained the same over the illustrated period. Strategy options and crediting factors can change after each strategy term. This illustration is not a projection or prediction of future performance. The performance could be significantly different than the investment performance shown and shouldn't be considered a representation of performance or investor experience of the index(es) in the future. This graph does not illustrate the impact of rider charges or withdrawals.







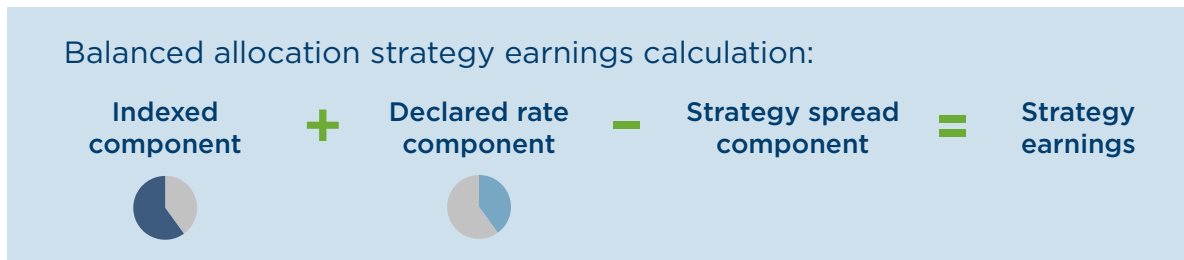
# Getting answers to your questions is important

## Because the more you know, the better you can plan for retirement.

The following product explanations and highlights about New Heights 12 are designed to help you make informed decisions about your financial future.

### Q: How are strategy earnings calculated?

A: Within each strategy option, the strategy earnings are determined by adding the growth in the indexed component to the declared rate component, then subtracting the strategy spread component.



In general, the strategy option works like this:

- The indexed component is the indexed allocation multiplied by the performance of the underlying index.
- The declared rate component reflects interest earned on the declared rate allocation, based on an interest rate (the declared rate) established by Nationwide Life and Annuity Insurance Company.
- These two are combined, and the total amount minus the strategy spread component is used to determine the strategy earnings, if any, at the end of the strategy term, on free withdrawals and upon death; partial strategy earnings may be credited on withdrawals in excess of the available free withdrawal amount.
- If the appreciation of the indexed and declared rate components, in any strategy term, are insufficient to cover the strategy spread component, then no strategy earnings will be credited to your contract; strategy earnings will never be less than zero due to a strategy spread.

There are multiple strategy options to choose from to help you meet your long-term goals and objectives. Only one strategy option may be selected for each strategy term. The indexed allocation, the declared rate allocation, the declared rate and the strategy spread are set at the start of each strategy term and cannot be changed during a strategy term.<sup>13</sup>

Please refer to the New Heights 12 rate sheet for current information regarding all strategies, rates and charges. For a more detailed calculation, please refer to the New Heights 12 Disclosure Summary.

<sup>13</sup> The strategy term period (currently three years) cannot change until the end of the CDSC period.

## Q: Are there any age limits on New Heights 12?

A: You can be a contract owner at any age, but 75<sup>14</sup> is the maximum issue age for the **annuitant**.

## Q: What types of contracts are available?

A: Traditional IRA, Roth IRA, Non-Qualified, Charitable Remainder Trusts (CRT), SEP IRA, SIMPLE IRA and 401(a) (investment only)

## Q: What indexes are currently available?

A: J.P. Morgan Mozaic II<sup>SM</sup> Index, MSCI EAFE, NYSE<sup>®</sup> Zebra Edge<sup>®</sup> Index, and S&P 500<sup>®</sup> Index

## Q: What is the minimum amount needed to open a contract?

A: \$25,000

## Q: What options do I have to withdraw my money without penalty?

A: During the first 12 years, you may access a portion of the money in your fixed indexed annuity, called free withdrawals without incurring any contingent deferred sales charge (CDSC)<sup>14</sup> and Market Value Adjustment (MVA)<sup>15</sup>, if applicable. These withdrawals will receive full earnings-to-date. After the 12th anniversary, CDSC and MVA don't apply to any withdrawals. A portion of the money in your fixed indexed annuity will receive full earnings-to-date.

Your free withdrawal amount is noncumulative and is determined as the greater of your New Heights 12 required minimum distribution (RMD) or your contract value on the first day of the contract year times your free withdrawal percentage. It's important to note that New Heights 12 RMDs may be taken CDSC-free even during the first year of your contract. Your free withdrawal percentage schedule is as follows:

Completed contract years	0	1	2	3	4	5	6	7	8	9	10	11	12+
Free withdrawal percentage	0%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	10%

After your CDSC period, you may withdraw up to 100% of your contract value free of surrender charge or market value adjustment. Withdrawals after the CDSC period continue to receive interest to date when taken before the end of the strategy term.

- Withdrawals up to 10% of the contract value (your free withdrawal amount) at the start of the contract year will receive full strategy earnings to date.
- Withdrawals above 10% of the contract value (withdrawals in excess of your free withdrawal amount) at the start of the contract year will receive a prorated amount of strategy earnings to date.

Free withdrawal amounts may vary if an optional rider is elected. See the individual rider brochures for more detail.

After the first year, withdrawals qualified as a long-term care event or terminal illness or injury event<sup>17</sup> will be treated as free withdrawals and will receive full earnings to date.

<sup>14</sup> In Florida, the maximum issue age for the annuitant is 64.

<sup>15</sup> May also be called a surrender charge in some states.

<sup>16</sup> An MVA may adjust the withdrawal amount payable, up or down, depending on the interest rate conditions at the time of distribution as compared to interest rate conditions at the time your contract was issued.

<sup>17</sup> A long-term care event or terminal illness or injury event requires that the contract owner and annuitant are the same person, and that person is no older than the maximum identified eligibility age on the date of issue. A long-term care event (in some states referred to as confinement) requires that the contract owner has been confined to a long-term care facility or hospital for a continuous 90-day period that began after the contract issue date. A terminal illness or injury event must be diagnosed after the contract issue date by a physician who certifies that the contract owner is expected to live less than 12 months from the diagnosis. These options may not be available in all states. Please note that additional limitations and restrictions may apply.

**Annuitant:** The person upon whom any life-contingent annuity payments depend, and the person whose death triggers payment of the death benefit.

## Q: What if I need to take excess withdrawals?

A: You may take a withdrawal that is above the free withdrawal amount available in a given contract year, but keep in mind that certain charges and penalties may apply. At any time during the life of the contract, amounts withdrawn in excess of the remaining free withdrawal amount will receive only a prorated amount of strategy earnings to date. In the first 12 years, any excess withdrawals will be subject to CDSC and, if applicable, an MVA. Below is the CDSC schedule.

Completed contract years	0	1	2	3	4	5	6	7	8	9	10	11	12+
CDSC percentage	10%	10%	10%	10%	10%	9.5%	9%	8%	7%	6%	5%	4%	0%

## Q: What is a market value adjustment (MVA)?

A: The MVA is an adjustment (positive or negative) that may be applied to the contract if you make an excess withdrawal or full surrender of your contract value before the end of the CDSC period.

When an MVA applies, it will be based on the portion of a withdrawal or full surrender that is greater than the remaining free withdrawal amount. The MVA may be positive, negative or zero depending on whether interest rate conditions have decreased, increased or stayed the same since you purchased the contract. If interest rate conditions increase from the time the contract was issued, it will result in a negative MVA, which decreases the amount taken as a distribution. Conversely, if interest rates decrease, it will result in a positive MVA, which increases the amount of the distribution.

*Please refer to the MVA endorsement in your contract for more details.*

## Q: How are withdrawals taxed?<sup>18</sup>

A: If you take withdrawals or surrender your contract, you may be subject to ordinary federal and state income taxes. You may also be subject to a 10% early withdrawal federal tax penalty if you take withdrawals or surrender your contract before age 59½.

## Q: What happens if the annuitant dies while the contract is still in effect?

A: If you are the sole owner and annuitant, upon your passing a death benefit will be payable to the beneficiaries named in your contract. The death benefit will be equal to the greater of the BAV or the surrender value.

A Joint Option<sup>19</sup> is also available if the contract owner names an eligible spouse as co-annuitant. Upon the death of either spouse, the surviving spouse may elect to either receive the death benefit amount as a payment or continue the contract. If the contract is continued, the surviving spouse becomes the annuitant and sole contract owner. The contract value will be the greater of the current contract value or the death benefit amount, and the CDSC will no longer apply to either a partial withdrawal or a full surrender.

<sup>18</sup> Nationwide does not offer tax advice. Please consult your attorney or tax advisor for answers to specific questions.

<sup>19</sup> Once the Joint Option has been elected, it cannot be removed. The spouse must be between the minimum and maximum issue ages for covered lives.





# Customize your contract with an optional rider

Now that you have a greater understanding of how New Heights 12 can help grow your assets while protecting your principal, you may want to consider electing one of the New Heights 12 riders, which are available at an additional cost.

**Please note that only one optional rider can be elected.**



## When you need retirement income

### **Nationwide High Point 365® Lifetime Income Benefit Rider AND Nationwide High Point 365® Lifetime Income Benefit Rider with Purchase Payment Bonus**

The High Point 365 riders are available for an additional cost and build on the unique features of New Heights 12 to provide additional ways to grow future income:

- Automatically lock-in every new BAV high point
- Guaranteed minimum growth
- Guaranteed annual lifetime payout percentage increases<sup>20</sup>

These features may offer greater lifetime income potential than traditional fixed indexed annuities.

*The riders are available for an individual or for a joint lifetime income option.*



## When you need to create a legacy for loved ones

### **Nationwide High Point® Enhanced Death Benefit Rider AND Nationwide High Point® Enhanced Death Benefit Rider with Purchase Payment Bonus**

If one of your goals is to ensure that your loved ones are taken care of, then you may elect one of the optional enhanced death benefit riders for an additional cost. If you elect the Joint Option and name a co-annuitant, the death benefit payable on the first death of either annuitant will be the greater of the base contract death benefit and the enhanced death benefit.

*Riders must be elected at the time of application and cannot be added later. Please refer to the New Heights 12 rider brochures and disclosure summaries for details about features, limitations and additional rider charges. Availability may vary by state.*

<sup>20</sup> Lifetime income withdrawals are available after the youngest covered life reaches age 50 and a minimum waiting period, which can be one or five years. Lifetime payout percentages will increase every year that withdrawals are available up to a specified maximum. Lifetime payout percentages are guaranteed at contract issue and subject to change prior to contract issue. Ask your financial planner for current rates.

## Your next steps



*For more information, additional materials and to add Nationwide New Heights 12 to your investment strategy, talk with your financial professional.*



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