

## Nationwide CareMatters<sup>®</sup> II Product Update

Nationwide is committed to carefully managing our life product portfolio to remain a strong, stable carrier you can rely on. To keep this commitment – and in response to the extremely low interest rate environment and unprecedented volatility in the markets – Nationwide will implement pricing updates to Nationwide CareMatters<sup>®</sup> II. This is a change to premiums only. There are no changes to the product structure, contract language, forms, compensation or types of benefits provided. There is no change to in-force policies because of this update.

### Premium Changes

We took a surgical approach in determining premium changes to ensure Nationwide remains competitive in our target market. Given the current environment, single-pay policies can present challenges for both your clients and for Nationwide. Multi-pay premiums create an opportunity to obtain long-term care coverage with smaller payments spread over several years. Thus, we chose to remain very competitive on multi-pay premium policies.

For new business, you can expect the following premium increases, on average, within our target market ages 40 to 65:

	<u>3% Compound Inflation</u>	<u>No Inflation</u>
• Single Pay:	10%	14%
• Multi Pays:	8%	12%

(Couple, Nontobacco, Minimum Refund of Premium with Maximum LTC Benefit option)

Outside our target market, premium increases could be higher. In particular, you will see higher premium increases for Vested Refund of Premium and Step-up Refund of Premium options.

While current interest rates and economic conditions necessitate these changes, Nationwide is committed to offering competitive long-term care solutions for you and your clients.

### Update in Maximum Issue Age for CareMatters<sup>®</sup> II

Beginning May 11, 2020, the maximum issue age for Nationwide CareMatters II will increase to 70. This applies to single pays, 5-pays, and 10-pays using the Minimum Refund of Premium with Maximum LTC Benefit option only. The maximum issue age for Vested Refund of Premium and Step-Up Refund of Premium remains 69. Extended pay options have not changed: Pay to Attained Age 65 maximum issue age is 54; Pay to Attained Age 100 maximum issue age is 65.

### Key Dates

- Friday, May 8, 2020: Illustration software updates begin for the new pricing, completed by 5/9/20.
- Friday, May 22, 2020: Applications must be signed, in good order and received by Nationwide.
- Friday, July 24, 2020: Policy must in force and funded by this date.

**Please review complete Transition Guidelines for more detail:** “Nationwide CareMatters II Pricing Change for New Business Effective May 11, 2020.”

### Honoring our commitments and keeping you informed

By carefully managing our diverse life product portfolio, we have been able to consistently honor our commitments, even in times of economic disruption. We remain strongly committed to serving you and your clients' life insurance needs. Thank you for putting your trust in Nationwide.

## Markets change, but our commitment doesn't.

Contact us today with any questions about these changes.

Nationwide Life Insurance  
Solutions Center  
1-800-321-6064

Brokerage General Agents (BGAs)  
Solutions Center  
1-888-767-7373

Nationwide Financial Network®  
(NFN) Solutions Center  
1-877-223-0795

Be sure to choose a product that meets long-term life insurance needs, especially if personal situations change — for example, marriage, birth of a child or job promotion. Weigh the costs of the policy and understand that 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. Rider names and availability vary by state.

Nationwide CareMatters is a cash indemnity product that pays LTC benefits when the insured person is 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. Each year, the policyowner can receive, tax free, the greater of the HIPAA per diem amount or actual LTC costs incurred. However, benefits may be taxable under certain circumstances. Taxpayers should consult with their tax and legal advisors about their specific situation. Benefits under the LTC Rider are an advance payment of the policy's death benefit while the insured is still living. Accelerating the death benefit, along with taking loans and withdrawals, reduces both the death benefit and cash surrender value of the policy. Care should be taken to make sure that life insurance needs continue to be met even if the entire death benefit is accelerated or if money is taken from the policy. Individual care needs and costs will vary, and there is no guarantee the policy will cover the entire cost of the insured's long-term care. Nationwide pays benefits to the policyowner. If the policy is owned by someone other than the insured, there is no guarantee the policyowner will use the benefits to pay for LTC services.

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

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