# Nationwide® IUL and VUL Products

# Cap, participation and spread rate changes



Effective March 15, 2024

We are pleased to announce improved rates on many indexed interest strategies in our Nationwide IUL and VUL products – including a 19.5% cap rate and a 300% participation rate. We are also improving the spread rates on the uncapped S&P 500® across many of our products with this strategy. However, for a few strategies within a subset of products, there are some slight decreases due to changing market conditions and increased hedge costs for those specific indexed interest strategies.

These changes are part of our commitment to carefully manage our life product portfolio to serve you and your clients well into the future.

### Important dates

## February 16, 2024

- Life illustration software will be updated for all applicable strategies and new maximum illustrative rates for all products
- Premium received on this date or later will receive the new cap, participation and spread rates
- Use the lower maximum illustrative rates when running new or revised illustrations on New York IULs allocating to the One-Year Multi-Index Monthly Average strategy

# March 15, 2024: Rate change effective date

- Segments created on this date will receive the new rates
- Includes new premium, transfers (including DCA) and matured segment reallocations

# Cap, participation and spread rate changes in our <u>currently marketed</u> products

| Nationwide IUL Accumulator II 2020                             | Old<br>Cap/Par/Spread<br>Rate | New<br>Cap/Par/Spread<br>Rate | Change |
|--|-------------------------------|-------------------------------|--------|
| 1-Year Multi-Index Monthly Average                             | 11.50% (C)                    | 12.25% (C)                    | 0.75%  |
| 1-Year High-Cap Multi-Index Monthly Average (includes 1% fee)  | 17.00% (C)                    | 19.50% (C)                    | 2.50%  |
| 1-Year Uncapped S&P 500® Point-to-Point                        | 10.00% (S)                    | 8.75% (S)                     | -1.25% |
| 1-Year JP Morgan Mercury Plus (includes 0.60% fixed credit)    | 170.00%                       | 175.00%                       | 5.00%  |
| 1-Year BNPP Global H-Factor Plus (includes 0.60% fixed credit) | 215.00%                       | 220.00%                       | 5.00%  |
| 1-Year JP Morgan Mercury High Par                              | 190.00%                       | 200.00%                       | 10.00% |
| 1-Year BNPP Global H-Factor High Par                           | 240.00%                       | 250.00%                       | 10.00% |
| 1-Year JP Morgan Mercury High Par Select (includes 1% fee)     | 230.00%                       | 240.00%                       | 10.00% |
| 1-Year BNPP Global H-Factor High Par Select (includes 1% fee)  | 290.00%                       | 300.00%                       | 10.00% |

### Maximum illustrative rates

- Multi-Index Monthly Avg strategies: 6.30% for 1-Year MIMA and 7.37% for High Cap
- S&P 500® strategy: 6.09% for Uncapped
- Volatility control strategies: 5.58% for Plus, 6.30% for High Par, 7.37% for High Par Select

| Nationwide IUL Protector II 2020 and Survivorship IUL 2020    | Old<br>cap/spread rate | New cap/spread rate | Change |
|---|------------------------|---------------------|--------|
| 1-Year Multi-Index Monthly Average                            | 10.25%                 | 12.25%              | 2.00%  |
| 1-Year S&P 500® Point-to-Point                                | 9.50%                  | 10.00%              | 0.50%  |
| 1-Year Uncapped S&P 500® Point-to-Point                       | 10.00% (S)             | 8.75% (S)           | -1.25% |
| 1-Year High-Cap Multi-Index Monthly Average (includes 1% fee) | 14.75%                 | 19.50%              | 4.75%  |
| 1-Year High-Cap S&P 500® Point-to-Point (includes 1% fee)     | 12.50%                 | 12.75%              | 0.25%  |

Maximum illustrative rates

- Multi-Index Monthly Avg. strategies: 6.30% for 1-Year MIMA and 7.37% for High Cap
- S&P 500<sup>®</sup> strategies: 6.30% for 1-Year Point-to-Point, 6.09% for Uncapped; 7.37% for High Cap

| Nationwide IUL Accumulator and<br>Nationwide IUL Protector – New York | Old<br>spread rate | New spread rate | Change |
|---|--------------------|-----------------|--------|
| 1-Year Uncapped S&P 500® Point-to-Point                               | 15.00%             | 12.75%          | -2.25% |

Maximum illustrative rate: 4.26% for 1-Year Uncapped S&P 500® Point-to-Point

| Nationwide VUL Accumulator              | Old<br>spread rate | New spread rate | Change |
|---|--------------------|-----------------|--------|
| 1-Year Uncapped S&P 500® Point-to-Point | 15.00%             | 13.00%          | -2.00% |

Maximum illustrative rate: 4.32% for 1-Year Uncapped S&P 500® Point-to-Point

| Netionwide Advisory VIII           | Old      | New      |        |
|------------------------------------|----------|----------|--------|
| Nationwide Advisory VUL            | cap rate | cap rate | Change |
| 1-Year Multi-Index Monthly Average | 9.00%    | 8.50%    | -0.50% |

Maximum illustrative rate: 5.46% for 1-Year Multi-Index Monthly Average

# Cap, participation and spread rate changes in our products closed to new sales

**Nationwide IUL Accumulator II (2018)** 

| All strategies include guaranteed 15% multiplier beginning policy year 6 For select strategies, guaranteed 50% Advanced Mult. beginning policy year 1 | Old<br>cap/par rate | New cap/par rate | Change |
|---|---------------------|------------------|--------|
| 1-Year S&P 500® Point-to-Point  | 6.10%               | 6.50%            | 0.40%  |
| 1-Year High-Cap Multi-Index Monthly Average (includes 1% fee)   | 10.50%              | 10.25%           | -0.25% |
| 1-Year High Cap S&P 500® Point-to-Point (includes 1% fee)   | 9.10%               | 8.75%            | -0.35% |
| 1-Year Multi-Index Monthly Average Advanced Multiplier (includes 2.25% fee)   | 8.25%               | 8.00%            | -0.25% |
| 1-Year JP Morgan Mercury High Par   | 120.00%             | 135.00%          | 15.00% |
| 1-Year BNPP Global H-Factor High Par  | 150.00%             | 170.00%          | 20.00% |
| 1-Year JP Morgan Mercury High Par Select (includes 1% fee)  | 155.00%             | 170.00%          | 15.00% |
| 1-Year BNPP Global H-Factor High Par Select (includes 1% fee)   | 195.00%             | 215.00%          | 20.00% |

Maximum illustrative rates

- S&P 500<sup>®</sup> strategies: 4.39% for 1-Yr S&P 500<sup>®</sup>, 5.66% for High-Cap
- Multi-Index Monthly Avg strategies: 5.66% for High-Cap, 4.89% for Advanced Multiplier
- JP Morgan Mercury and BNPP Global H-Factor: 4.39% for High Par, 5.66% for High Par Select

# Nationwide IUL Protector II (2018) and Nationwide Survivorship IUL (2019)

| All strategies include guaranteed 15% multiplier beginning policy year 6 For select strategies, guaranteed 50% Advanced Mult. beginning policy yr 1** | Old cap rate | New cap rate | Change |
|---|--------------|--------------|--------|
| 1-Year S&P 500® Point-to-Point  | 6.10%        | 6.50%        | 0.40%  |
| 1-Year High-Cap Multi-Index Monthly Average (includes 1% fee)   | 10.50%       | 10.25%       | -0.25% |
| 1-Year High Cap S&P 500® Point-to-Point (includes 1% fee)   | 9.10%        | 8.75%        | -0.35% |
| 1-Year Multi-Index Monthly Average Advanced Multiplier** (includes 2.25% fee)   | 8.25%        | 8.00%        | -0.25% |

<sup>\*\*</sup>Nationwide IUL Protector II (2018) only

Maximum illustrative rates

- S&P 500® strategies: 4.39% for 1-Year S&P 500®, 5.66% for High-Cap
- Multi-Index Monthly Avg strategies: 5.66% for High-Cap, 4.89% for Advanced Multiplier (Protector II only)

#### Nationwide IUL Accumulator (2015) Old New For select strategies, guaranteed 15% multiplier beginning policy year 1 cap/spread rate cap/spread rate Change 1-Year S&P 500<sup>®</sup> Point-to-Point with Multiplier 6.10% 6.50% 0.40% 1-Year Uncapped S&P 500® Point-to-Point 15.00% (S) -4.00% 11.00% (S) 1-Year MSCI EAFE 11.00% 9.25% -1.75%

Maximum illustrative rates

- S&P 500® strategies: 5.03% for 1-Year with Multiplier, 5.00% for Uncapped
- MSCI EAFE strategy: 5.03%

| Nationwide IUL Protector (2015) Guaranteed 15% multiplier beginning policy year 1 | Old<br>cap/spread rate | New cap/spread rate | Change |
|---|------------------------|---------------------|--------|
| 1-Year S&P 500® Point-to-Point with Multiplier                                    | 6.10%                  | 6.50%               | 0.40%  |
| Maximum illustrative rate: 5.03% for 1-Year S&P 500® Point-to-Point               | t with Multiplier      |                     |        |
| Nationwide VUL Protector  | Old<br>spread rate     | New<br>spread rate  | Change |
| 1-Year Uncapped S&P 500® Point-to-Point   | 15.00%                 | 13.00%              | -2.00% |

Maximum illustrative rate: 4.32% for 1-Year Uncapped S&P 500® Point-to-Point

### Nationwide's history of strong IUL solutions

For our first IUL, launched in 2011, the annual average crediting rate for its Multi-Index Monthly Average® strategy is **7.84%.** While past performance is no guarantee of future performance, our historical crediting rates help demonstrate the value of our IUL solutions, along with our:

- Low-cost product structure
- Stable cost of insurance (COI) rates with no COI rate changes to in-force policies in our history
- Guaranteed Nationwide IUL Rewards Program®
- Cash indemnity Long-term Care Rider II with benefits that can be used for home care

#### Why IUL now

IUL offers growth potential through participation in the market without being in the market, while providing protection against negative crediting rates with a guaranteed 0% floor rate.

Thank you for your partnership and for choosing Nationwide IUL solutions. If you have any questions, please contact your Nationwide wholesaler.



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The J.P. Morgan Mercury<sup>SM</sup> Index and BNPP Global H-Factor<sup>®</sup> Index both use volatility control methodologies. Volatility control reference indices tend to limit index performance highs and lows, which generally allows Nationwide to offer greater participation rates on indexed interest strategies in an indexed universal life insurance product compared to other strategies in the same product. There is no guarantee that selecting a volatility control indexed interest strategy will result in greater interest crediting than indexed interest strategies that do not use a volatility control reference index or that any interest will be credited for a particular index segment.

The performance for the J.P. Morgan Mercury<sup>SM</sup> Index and BNPP Global H-Factor® Index is calculated on an excess return basis which includes calculation elements that reduce index performance, including that it does not allocate to any interest-bearing cash rate allocations. Because of this, an excess return version of an index will have lower performance than a total return version of the same index would, especially in high interest rate environments. J.P. Morgan Mercury<sup>SM</sup> Index and BNPP Global H-Factor® Index also deduct notional charge(s) in calculating reference index performance. This deduction(s) will reduce the potential positive change in the Reference Index performance and increase the potential negative change in the reference index performance used in the interest crediting formulas.

Plus Indexed Interest Strategies generally offer greater Participation Rates or Cap Rates than the comparable Core Indexed Interest Strategies using the same Reference Index in exchange for assessment of an Indexed Interest Strategy Charge. There is no guarantee that selecting a Plus Indexed Interest Strategy will result in greater interest crediting or that any interest will be credited for a particular Index Segment.

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LAM-5337AO (01/24)