Nationwide® and Midland National Partner to Distribute Commission-Free Indexed Annuity

Midland National Capital Income® fixed indexed annuity will be sold as part of Nationwide's portfolio of advisory annuity solutions

COLUMBUS, Ohio – As more Americans than ever before reach retirement age, two of the nation's most stable and secure financial services firms are teaming up to provide a retirement solution that provides guaranteed retirement income and extra protection for investors working with fee-based advisors.

Nationwide, the top wholesale distributor of advisory variable annuities[1], will begin selling Midland National Capital Income, the top-ranked[2] fixed indexed annuity (FIA) for fee-only advisors, further enhancing the company's suite of advisory FIA options. Midland Advisory, part of Midland National® Life Insurance Company, will distribute the FIA alongside Nationwide, expanding their product offering beyond their current advisor network.

A competitive income solution specifically designed for advisory practices, Capital Income provides guaranteed lifetime income through a built-in Guaranteed Lifetime Withdrawal Benefit (GLWB) for an annual 1% charge. It also features an embedded ADL Benefit Rider, known as the health-activated income multiplier, which allows a client to double their annual lifetime payment for five years if they can no longer perform two of six listed "Activities of Daily Living," or ADLs. [3]

"As we enter a period of peak retirement, many pre-retirees are seeking out advisors and solutions to ensure they have the resources they need to secure peace of mind for their golden years," said Eric Fry, associate vice president of Nationwide Advisory product development. "Working together with Midland Advisory, Nationwide will now be able to offer another guaranteed product for advisors that will help them bridge the retirement gap for their clients."

Two factors that distinguish Capital Income from other advisory FIAs, said Fry, are that there is no waiting period to start income, as long as all payees meet the age requirements, and that the ADL benefit is available even after the account value is depleted. This creates greater flexibility and control for the advisor and their client.

"One of the biggest challenges in financial planning is bridging the transition from funding retirement to creating a solid decumulation strategy that both the advisor and client can trust. Advisors don't have as many options for client retirement income as they do for accumulation," said Cooper Sinclair, Head of Strategy for Midland Advisory at Midland National. "With Nationwide and Midland Advisory working together, we expect to bring annuity benefits to more financial advisors and their clients."

Midland Advisory, part of Midland National® Life Insurance Company, specializes in retirement solutions to help meet the needs of registered investment advisors (RIAs) and their clients.

Financial professionals interested in the Midland National Capital Income fixed indexed annuity can visit MidlandAdvisory.com or call Nationwide's Advisory Support Desk at 866-667-0564.

[1] Wink's Sales & Market Report 1st Quarter, 2025

[2] Midland National Capital Income fixed indexed annuity rated #1 in RIA distribution and fee-based overall in Wink's Sales & Market Report, Q2 2023–Q1 2025. Wink, Inc. is an independent third-party company and is not affiliated with Midland National.

[3] The ADL Benefit Rider (also known as the health-activated income multiplier) is not long-term care insurance, nor is it intended to replace long-term care insurance.

Midland National Capital Income® fixed index annuity is issued on form AS201A/AS202A/ICC19-AS201A (contract), ICC19-AR371A, ICC20-AR378A/AR378A, ICC20-AR379A/AR379A, ICC20-AR380A/AR380A, ICC19-AR363A/AR363A, ICC19-AR364A/AR364A, ICC19-AR362A/AR362A, ICC19-AR369A/AR369A, and ICC19-AR360A/AR360A, or appropriate state variations including all applicable endorsements and riders. This product, its features and riders may not be available in all states.

About Nationwide
Nationwide, a Fortune 100 company based in Columbus, Ohio, is one of the largest and strongest diversified financial services and insurance organizations in the United States. Nationwide is rated A+ by Standard & Poor's. An industry leader in driving customer-focused innovation, Nationwide provides a full range of insurance and financial services products including auto, business, homeowners, farm and life insurance; public and private sector retirement plans, annuities and mutual funds; excess & surplus, specialty and surety; and pet, motorcycle and boat insurance.

For more information about Nationwide and Nationwide's ratings, visit https://www.nationwide.com/ or Company Ratings -- Nationwide.

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About Midland National Life Insurance Company
For more than 115 years, Midland National® Life Insurance Company has been a financial services industry leader, crediting the company's strength to its commitment to stability, innovation, and dedicated customer service. Midland National is a member of Sammons® Financial Group, a subsidiary of Sammons Enterprises, Inc.

Midland Advisory, part of Midland National® Life Insurance Company, specializes in retirement solutions to help meet the needs of registered investment advisors (RIAs) and their clients. Midland Advisory is not an issuer of insurance products. Securities distributed by Sammons Financial Network®, LLC., member FINRA.

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