

POWER OF OUR PARTNERSHIP

A look back on our 2020 results

E&S Contract | Programs | E&S Brokerage | Management Liability and Specialty

At Nationwide®, we're committed to providing customized solutions for people and businesses with specialized, high-risk and complex protection needs while working with our distribution partners to continuously improve speed, ease and efficiency.

We compete in a marketplace that faces ever-increasing disruption. When the market encountered unprecedented challenges and tremendous opportunity in 2020, we adapted and evolved how we operate to ensure our partners continued to experience the underwriting expertise, above-and-beyond claims service, and enhanced technology they expect from Nationwide. In our 38-year history, we've shown great care for fellow associates, our distribution partners and the community at large.

We know that our position as an industry leader is anchored by our deep relationships with our outstanding distribution partners. Our financial strength and brand reputation enable us to identify new market opportunities and participate in joint ventures with partners that leverage our expertise and capital strength. With a steady focus on profitable growth, our underwriters diligently seek solutions that drive mutual success. We are inspired and empowered to offer differentiated products and services that will enable our partners to get their best results with E&S/Specialty—particularly in the strongest market we've seen in years.

Strategic diversification drives success

With our breadth of products and a diverse book of business, you get more opportunities, more efficiencies and, ultimately, more revenue.

The E&S/Specialty organization integrates five unique segments writing more than \$3.9 billion in premium, making us the fourth-largest E&S carrier domestically.

- E&S Contract
- Programs
- E&S Brokerage
- Management Liability and Specialty (MLS)
- Alternative Ventures

A+**A.M. Best**

received 10/17/2002
affirmed 12/17/2020

1.2B**T-listing**

in excess of
\$1.2 billion

A+**Standard & Poor's**

received 12/22/2008
affirmed 6/23/2020

Giving back to our communities

At Nationwide, we turn critical moments into powerful possibilities through philanthropy, volunteerism and giving. Our associates and partners make a difference that is widespread, deliberate, and above all, delivered when it matters most.

In 2020, Nationwide and E&S/Specialty worked in new ways to address community needs. We pivoted quickly to partner safely with our community and still make a difference during extreme challenges.

Giving back to our communities

\$7 million

contributions towards social justice initiatives and affordable housing

\$5 million

in pandemic relief grants to support those impacted by COVID-19

Meeting the critical needs of the Scottsdale/Phoenix community

\$1.9 million

contributed to our local community by Nationwide, the Nationwide Foundation and associates

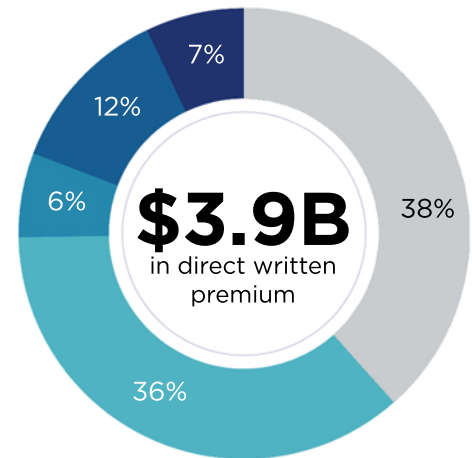
13 leaders

serving on nonprofit boards

209,802 meals

raised for hunger relief

2020 E&S/Specialty premium breakdown



	\$1.5B	Contract Binding Authority
	\$1.4B	Programs
	\$232M	E&S Brokerage Individual Risk
	\$472M	MLS Brokerage Specialty
	\$254M	Alternative Ventures

Financial strength

In 2020, E&S/Specialty wrote \$3.9 billion in direct written premium. Our strong results combined with our prudent underwriting allow us to pursue opportunities other carriers can't.

Building the future

As we look ahead to the next decade, we seek to deliver strong results and profitability through the following initiatives:

- Building technology solutions to meet customers' unique needs
- Deploying best-in-class analytics models to drive decision making
- Attracting and retaining the best talent

Discover how we can put the best of E&S/Specialty together for you

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Programs
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