

Nationwide 2021 Independent Agency Base Commission Schedule

NATIONWIDE MUTUAL FIRE INSURANCE COMPANY, NATIONWIDE MUTUAL INSURANCE COMPANY, NATIONWIDE PROPERTY AND CASUALTY INSURANCE COMPANY, NATIONWIDE ASSURANCE COMPANY, NATIONWIDE INSURANCE COMPANY OF AMERICA, NATIONWIDE GENERAL INSURANCE COMPANY, NATIONWIDE INSURANCE COMPANY OF FLORIDA, NATIONWIDE AFFINITY INSURANCE COMPANY OF AMERICA, COLONIAL COUNTY MUTUAL INSURANCE COMPANY, NATIONWIDE LLOYDS, NATIONWIDE INDEMNITY, ALLIED SPECIALTY COMPANY, AMCO INSURANCE COMPANY, ALLIED PROPERTY AND CASUALTY COMPANY, DEPOSITORS INSURANCE COMPANY, ALLIED INSURANCE COMPANY OF AMERICA, FARMLAND MUTUAL INSURANCE COMPANY, FREEDOM SPECIALTY INSURANCE COMPANY, HARLEYSVILLE INSURANCE COMPANY, HARLEYSVILLE INSURANCE COMPANY OF NJ, HARLEYSVILLE INSURANCE COMPANY OF NY, HARLEYSVILLE LAKE STATES INSURANCE COMPANY, HARLEYSVILLE PREFERRED INSURANCE COMPANY, HARLEYSVILLE WORCESTER INSURANCE COMPANY, NATIONAL CASUALTY COMPANY, NATIONWIDE AGRIBUSINESS INSURANCE COMPANY, NATIONWIDE INDEMNITY COMPANY.

| PL Products: | New | | Renewal | | Special Notes |
|---|--------------------|-----|--------------------|-----|--|
| Personal Lines (≥ \$5M in Nationwide PL DWP) | 15% | | 12% | | These rates apply unless a different or lower rate is set forth below. |
| Personal Lines (< 5M in Nationwide PL DWP) | 15% | | 10% | | These rates apply unless a different or lower rate is set forth below. |
| Homeowners in FL Only | 10% | | 10% | | |
| Powersports | 15% | | 10% | | |
| NC Recoupment fees | 10% | | 10% | | |
| CL Products: | New | | Renewal | | Special Notes |
| Commercial Lines and Farm | 15% | | 15% | | These rates apply unless a different or lower rate is set forth below. |
| Business Auto Monoline ¹ | 15% | | 12% | | |
| CountryChoice Farmowners, Farm Business Auto & Farm Umbrella | 15% | | 12% | | |
| Workers Compensation – All states except CA, CT, IL, IN, KS, MA, MD, ME, MN, NJ, NV, OH, RI, TX and WV ² | Less than \$25K: | 15% | Less than \$25K: | 9% | |
| | \$25K to \$99,999: | 9% | \$25K to \$99,999: | 8% | |
| | \$100K and over: | 7% | \$100K and over: | 7% | |
| Workers Compensation – CT, IL, IN, KS, MA, MD, ME, MN, NJ, NV, OH, RI and WV ¹ | Less than \$25K: | 15% | Less than \$25K: | 9% | |
| | \$25K to \$99,999: | 9% | \$25K to \$99,999: | 8% | |
| | \$100K and over: | 7% | \$100K and over: | 7% | |
| Workers Compensation – CA and TX ² | Less than \$25K: | 15% | Less than \$25K: | 10% | |
| | \$25K to \$99,999: | 9% | \$25K to \$99,999: | 8% | |
| | \$100K and over: | 7% | \$100K and over: | 7% | |
| CA Commercial Farm Workers Compensation | 10% | | 10% | | |
| CA Farm Liability and Farm Property | 20% | | 15% | | |
| Earthquake | 15% | | 15% | | |
| NC Recoupment fees | 10% | | 10% | | |

| Bonds (Fidelity and Surety) | Standard | Premier |
|---|----------|---------|
| Contract Surety Bonds: | | |
| • Premium first \$2,500,000 of coverage | 30% | 35% |
| • Premium for over \$2,500,000, but less than \$5,000,000 | 15% | 20% |
| • Premium for over \$5,000,000, but less than \$7,500,000 | 10% | 15% |
| • Premium for the coverage over \$7,500,000 | 7.5% | 12.5% |
| Contract Surety Bonds – written via “Surety Starter” Program | 25% | 30% |
| Surety – Other than risks rated as contract surety bonds | | |
| • Agency Bill | 30% | 35% |
| • Direct Bill | 25% | 30% |
| Individual, Schedule or Blanket Fidelity Bonds, Depositor’s Forgery Coverage Bonds, Financial Institution | 15% | 20% |

¹Effective 7-1-21

(December 10, 2020 Revision)

²Effective 4-1-21

Special Conditions:

1. Policy period is considered "new" for first term of the policy only. After first term, it will be considered "renewal."
2. Audits for exposures in the original term will be paid as original.
3. A new policy/contract or account is established EXCEPT when transactions involve the rewrite of an existing policy for the same legal entity, which includes rewrite to a different policy form, or a different Nationwide Company that is a party to the agent's agreement. New commissions are paid on reinstatements of past Personal Property and Casualty policies canceled over 30 days. Transfers, mergers and acquisitions will be considered renewals unless designated otherwise before consolidation is made.
4. Nationwide will establish the 12-month moving (12MM) PL DWP baseline twice each year for each independent channel agent ("Agent") based on production data as of December 31st of the prior calendar year and June 30th of the current calendar year. The December 31 prior calendar year 12MM PL DWP baseline determines commissions for January through June of the current calendar year. The June 30 12MM PL DWP baseline determines commissions for July through December of current calendar year. Agent must meet or surpass the \$5M PL DWP threshold to be eligible to earn 12% renewal commissions on most personal lines products during the two quarters following each measurement period. If an Agent's 12MM Nationwide PL DWP as of December 31 was \$5M and falls below \$5M as of June 30th, the agent will earn 10% on most personal lines renewals beginning July 1st. Renewal rates based on the baseline established on December 31, 2020, go into effect on January 1, 2021.
5. New and renewal commissions are payable only on premiums received and retained by the Company and shall be subject to charge-back to the Agent in the event of any coverage or policy termination.
6. The type of any commercial commission chargeback (original or renewal) for cancelled coverage will be determined by how the commission for the cancelled coverage was initially paid to the Agent.
7. Federal policy fees and all other fees are excluded from original premium unless required by applicable state law.
8. Renewal commissions are determined and paid at the beginning of each renewal term and applicable rates will be applied for the duration of the term, regardless of any change in the status of the account during the term.
9. If the Company is required to pay any penalty for the Agent's failure to correct any policy within the period stipulated by any rating bureau, then such penalty shall be charged against the Agent's compensation.
10. Bonds – All bonds are rated in the Contract Bond sections of the rating manual published by the Surety & Fidelity Association of America. Commissions on specialty rated policies shall be determined on an individual basis.
11. Nationwide PL DWP shall include: all personal standard auto, home, personal umbrella, tenant, condominium, dwelling, fire, motorcycle, recreational vehicle, boat, inland marine and identity theft property and casualty insurance products sold by Agent and/or any of Agent's employees, agents, principals, producers, and independent contractors (collectively, "Service Providers").
12. Nationwide will pay the Business Auto Monoline CL commission rate on a CL auto policy written on Nationwide's Legacy systems or PolicyCenter system if the commercial submission does **not** also include another commercial line policy such as a Business Owners, Workers Compensation, General Liability, Property, Umbrella, Crime or Inland Marine policy. Nationwide will also pay the Business Auto Monoline CL commission rate if there are multiple CL auto policies written on a single account and the commercial submission does **not** also include another type of commercial line policy. If a policyholder chooses to non-renew the additional CL policy when the CL auto policy renews, Nationwide will pay the Business Auto Monoline CL commission rate on the renewal. Farm policies are excluded as an ancillary line of business or major commercial line policy for purposes of determining if the Business Auto Monoline CL commission rate is applicable. The Business Auto Monoline CL commission rate does **not** apply to Farm Auto policies.

[REMAINDER OF PAGE INTENTIONALLY LEFT BLANK]