



## ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY

## ASSETS

|   | Current Year   |                         |   | Prior Year                  |
|---|----------------|-------------------------|---|-----------------------------|
|   | 1<br>Assets    | 2<br>Nonadmitted Assets | 3<br>Net Admitted Assets<br>(Cols. 1 - 2) | 4<br>Net Admitted<br>Assets |
| 1. Bonds (Schedule D) .....   | 8,401,419,406  |                         | 8,401,419,406                             | 10,131,695,556              |
| 2. Stocks (Schedule D):   |                |                         |   |                             |
| 2.1 Preferred stocks .....  | 2,962,855      |                         | 2,962,855                                 | 3,297,681                   |
| 2.2 Common stocks .....   | 7,038,676,009  |                         | 7,038,676,009                             | 6,945,803,666               |
| 3. Mortgage loans on real estate (Schedule B):  |                |                         |   |                             |
| 3.1 First liens .....   | 534,909,449    |                         | 534,909,449                               | 661,027,217                 |
| 3.2 Other than first liens .....  |                |                         |   |                             |
| 4. Real estate (Schedule A):  |                |                         |   |                             |
| 4.1 Properties occupied by the company (less \$<br>encumbrances) .....  | 553,028,486    |                         | 553,028,486                               | 461,789,958                 |
| 4.2 Properties held for the production of income (less<br>\$ 16,227,621 encumbrances) .....   | 47,212,058     |                         | 47,212,058                                | 55,140,043                  |
| 4.3 Properties held for sale (less \$<br>encumbrances) .....  | 1,695,174      |                         | 1,695,174                                 | 1,893,531                   |
| 5. Cash (\$ (270,456,565) , Schedule E - Part 1), cash equivalents<br>(\$ , Schedule E - Part 2) and short-term<br>investments (\$ 670,136,045 , Schedule DA) ..... | 399,679,479    |                         | 399,679,479                               | 281,805,165                 |
| 6. Contract loans (including \$ premium notes) .....  |                |                         |   |                             |
| 7. Derivatives (Schedule DB) .....  | 112,595,441    |                         | 112,595,441                               | 140,130,252                 |
| 8. Other invested assets (Schedule BA) .....  | 3,191,881,033  | 51,446,489              | 3,140,434,544                             | 2,557,982,542               |
| 9. Receivable for securities .....  | 219,290        |                         | 219,290                                   | 3,267,738                   |
| 10. Securities lending reinvested collateral assets (Schedule DL) .....   | 72,541,897     | 7,712,247               | 64,829,650                                | 279,917,801                 |
| 11. Aggregate write-ins for invested assets .....   | 1,078,256,623  |                         | 1,078,256,623                             | 1,071,131,594               |
| 12. Subtotals, cash and invested assets (Lines 1 to 11) .....   | 21,435,077,200 | 59,158,736              | 21,375,918,464                            | 22,594,882,744              |
| 13. Title plants less \$ charged off (for Title insurers<br>only) .....   |                |                         |   |                             |
| 14. Investment income due and accrued .....   | 122,430,115    | 114,898                 | 122,315,217                               | 137,443,956                 |
| 15. Premiums and considerations:  |                |                         |   |                             |
| 15.1 Uncollected premiums and agents' balances in the course of collection .....  | 700,246,726    | 101,117,430             | 599,129,296                               | 1,520,876,979               |
| 15.2 Deferred premiums, agents' balances and installments booked but<br>deferred and not yet due (including \$<br>earned but unbilled premiums) .....               | 2,254,045,987  | 9,794,883               | 2,244,251,104                             | 2,017,093,666               |
| 15.3 Accrued retrospective premiums .....   |                |                         |   |                             |
| 16. Reinsurance:  |                |                         |   |                             |
| 16.1 Amounts recoverable from reinsurers .....  | 206,744,744    |                         | 206,744,744                               | 194,557,734                 |
| 16.2 Funds held by or deposited with reinsured companies .....  | 407,679        |                         | 407,679                                   | 456,389                     |
| 16.3 Other amounts receivable under reinsurance contracts .....   |                |                         |   |                             |
| 17. Amounts receivable relating to uninsured plans .....  |                |                         |   |                             |
| 18.1 Current federal and foreign income tax recoverable and interest thereon .....  | 185,960,776    |                         | 185,960,776                               | 112,521,090                 |
| 18.2 Net deferred tax asset .....   | 1,979,132,272  | 654,846,071             | 1,324,286,201                             | 911,610,917                 |
| 19. Guaranty funds receivable or on deposit .....   | 21,647,823     |                         | 21,647,823                                | 34,066,606                  |
| 20. Electronic data processing equipment and software .....   | 125,301,693    |                         | 125,301,693                               | 117,716,952                 |
| 21. Furniture and equipment, including health care delivery assets<br>(\$ ) .....   | 256,636,456    | 256,636,456             |   |                             |
| 22. Net adjustment in assets and liabilities due to foreign exchange rates .....  |                |                         |   | 3,373                       |
| 23. Receivables from parent, subsidiaries and affiliates .....  | 1,006,954,101  | 3,073,219               | 1,003,880,882                             | 192,748,384                 |
| 24. Health care (\$ ) and other amounts receivable .....  |                |                         |   |                             |
| 25. Aggregate write-ins for other than invested assets .....  | 782,612,891    | 374,625,351             | 407,987,540                               | 370,662,131                 |
| 26. Total assets excluding Separate Accounts, Segregated Accounts and<br>Protected Cell Accounts (Lines 12 to 25) .....   | 29,077,198,463 | 1,459,367,044           | 27,617,831,419                            | 28,204,640,921              |
| 27. From Separate Accounts, Segregated Accounts and Protected Cell<br>Accounts .....  |                |                         |   |                             |
| 28. Total (Lines 26 and 27) .....   | 29,077,198,463 | 1,459,367,044           | 27,617,831,419                            | 28,204,640,921              |
| <b>DETAILS OF WRITE-INS</b>   |                |                         |   |                             |
| 1101. Corporate owned investment value of life insurance .....  | 1,078,256,623  |                         | 1,078,256,623                             | 1,071,131,594               |
| 1102. .....   |                |                         |   |                             |
| 1103. .....   |                |                         |   |                             |
| 1198. Summary of remaining write-ins for Line 11 from overflow page .....   |                |                         |   |                             |
| 1199. Totals (Lines 1101 thru 1103 plus 1198)(Line 11 above) .....  | 1,078,256,623  |                         | 1,078,256,623                             | 1,071,131,594               |
| 2501. Miscellaneous assets .....  | 184,722,540    | 94,682,805              | 90,039,735                                | 50,308,752                  |
| 2502. Agent benefit investment value of life insurance and annuity contracts .....  | 160,342,003    |                         | 160,342,003                               | 161,649,412                 |
| 2503. Recoupment receivables .....  | 92,300         |                         | 92,300                                    | 78,444                      |
| 2598. Summary of remaining write-ins for Line 25 from overflow page .....   | 437,456,048    | 279,942,546             | 157,513,502                               | 158,625,523                 |
| 2599. Totals (Lines 2501 thru 2503 plus 2598)(Line 25 above) .....  | 782,612,891    | 374,625,351             | 407,987,540                               | 370,662,131                 |

ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY  
**LIABILITIES, SURPLUS AND OTHER FUNDS**

|   | 1<br>Current Year     | 2<br>Prior Year       |
|---|-----------------------|-----------------------|
| 1. Losses (Part 2A, Line 35, Column 8) .....  | 6,503,552,415         | 6,777,680,705         |
| 2. Reinsurance payable on paid losses and loss adjustment expenses (Schedule F, Part 1, Column 6) .....   | 710,709,017           | 636,136,367           |
| 3. Loss adjustment expenses (Part 2A, Line 35, Column 9) .....  | 1,399,969,070         | 1,419,647,911         |
| 4. Commissions payable, contingent commissions and other similar charges .....  | 311,150,592           | 261,166,026           |
| 5. Other expenses (excluding taxes, licenses and fees) .....  | 84,091,014            | 82,552,761            |
| 6. Taxes, licenses and fees (excluding federal and foreign income taxes) .....  | 78,617,071            | 109,112,513           |
| 7.1 Current federal and foreign income taxes (including \$ ..... on realized capital gains (losses)) .....  | 5,027,912             | 4,968,769             |
| 7.2 Net deferred tax liability .....  |                       |                       |
| 8. Borrowed money \$ ..... 5,027,912 and interest thereon \$ .....  | 5,027,912             | 4,968,769             |
| 9. Unearned premiums (Part 1A, Line 38, Column 5) (after deducting unearned premiums for ceded reinsurance of \$ ..... 1,279,231,880 and including warranty reserves of \$ ..... and accrued accident and health experience rating refunds including \$ ..... 37,601,830 for medical loss ratio rebate per the Public Health Service Act) ..... | 4,701,223,633         | 4,633,460,895         |
| 10. Advance premium .....   | 95,846,749            | 100,741,288           |
| 11. Dividends declared and unpaid:  |                       |                       |
| 11.1 Stockholders .....   |                       |                       |
| 11.2 Policyholders .....  | 5,253,448             | 4,406,424             |
| 12. Ceded reinsurance premiums payable (net of ceding commissions) .....  | 638,658,501           | 635,172,805           |
| 13. Funds held by company under reinsurance treaties (Schedule F, Part 3, Column 19) .....  | 52,243                |                       |
| 14. Amounts withheld or retained by company for account of others .....   | 680,570,671           | 722,689,012           |
| 15. Remittances and items not allocated .....   | 105,564,701           | 104,491,092           |
| 16. Provision for reinsurance (Schedule F, Part 7) .....  | 17,790,663            | 22,281,892            |
| 17. Net adjustments in assets and liabilities due to foreign exchange rates .....   | 2,021                 |                       |
| 18. Drafts outstanding .....  |                       |                       |
| 19. Payable to parent, subsidiaries and affiliates .....  | 114,075,428           | 118,517,969           |
| 20. Derivatives .....   | 149,202,810           | 50,951,565            |
| 21. Payable for securities .....  | 7,127,054             | 52,896,225            |
| 22. Payable for securities lending .....  | 81,208,594            | 288,267,269           |
| 23. Liability for amounts held under uninsured plans .....  |                       |                       |
| 24. Capital notes \$ ..... and interest thereon \$ .....  |                       |                       |
| 25. Aggregate write-ins for liabilities .....   | 1,493,249,072         | 1,593,354,794         |
| 26. Total liabilities excluding protected cell liabilities (Lines 1 through 25) .....   | 17,182,942,679        | 17,618,496,282        |
| 27. Protected cell liabilities .....  |                       |                       |
| 28. Total liabilities (Lines 26 and 27) .....   | 17,182,942,679        | 17,618,496,282        |
| 29. Aggregate write-ins for special surplus funds .....   |                       |                       |
| 30. Common capital stock .....  |                       |                       |
| 31. Preferred capital stock .....   |                       |                       |
| 32. Aggregate write-ins for other than special surplus funds .....  | 444,947,946           | 265,492,767           |
| 33. Surplus notes .....   | 2,200,000,000         | 2,200,000,000         |
| 34. Gross paid in and contributed surplus .....   |                       |                       |
| 35. Unassigned funds (surplus) .....  | 7,789,940,794         | 8,120,651,872         |
| 36. Less treasury stock, at cost:   |                       |                       |
| 36.1 ..... shares common (value included in Line 30 \$ ..... ) .....  |                       |                       |
| 36.2 ..... shares preferred (value included in Line 31 \$ ..... ) .....   |                       |                       |
| 37. Surplus as regards policyholders (Lines 29 to 35, less 36) (Page 4, Line 39) .....  | 10,434,888,740        | 10,586,144,639        |
| 38. <b>TOTALS (Page 2, Line 28, Col. 3)</b> .....   | <b>27,617,831,419</b> | <b>28,204,640,921</b> |
| <b>DETAILS OF WRITE-INS</b>   |                       |                       |
| 2501. Agent's security fund reserves .....  | 1,144,736,514         | 1,325,240,615         |
| 2502. Miscellaneous liabilities .....   | 66,445,358            | 1,620,723             |
| 2503. Contingent suit liabilities .....   | 8,326,628             | 10,548,050            |
| 2598. Summary of remaining write-ins for Line 25 from overflow page .....   | 273,740,572           | 255,945,406           |
| 2599. <b>Totals (Lines 2501 thru 2503 plus 2598)(Line 25 above)</b> .....   | <b>1,493,249,072</b>  | <b>1,593,354,794</b>  |
| 2901. .....   |                       |                       |
| 2902. .....   |                       |                       |
| 2903. .....   |                       |                       |
| 2998. Summary of remaining write-ins for Line 29 from overflow page .....   |                       |                       |
| 2999. <b>Totals (Lines 2901 thru 2903 plus 2998)(Line 29 above)</b> .....   |                       |                       |
| 3201. Amortized discount of surplus notes .....   | (78,372,635)          | (98,055,506)          |
| 3202. SSAP 10 DTA .....   | 523,320,581           | 363,548,273           |
| 3203. .....   |                       |                       |
| 3298. Summary of remaining write-ins for Line 32 from overflow page .....   |                       |                       |
| 3299. <b>Totals (Lines 3201 thru 3203 plus 3298)(Line 32 above)</b> .....   | <b>444,947,946</b>    | <b>265,492,767</b>    |

**ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY**  
**STATEMENT OF INCOME**

|  | 1<br>Current Year | 2<br>Prior Year |
|--|-------------------|-----------------|
| <b>UNDERWRITING INCOME</b>   |                   |                 |
| 1. Premiums earned (Part 1, Line 35, Column 4).....  | 11,910,267,565    | 12,084,628,674  |
| 2. Losses incurred (Part 2, Line 35, Column 7).....  | 7,815,124,829     | 6,939,164,542   |
| 3. Loss adjustment expenses incurred (Part 3, Line 25, Column 1).....  | 1,349,406,429     | 1,250,343,457   |
| 4. Other underwriting expenses incurred (Part 3, Line 25, Column 2).....   | 4,049,917,436     | 4,025,670,942   |
| 5. Aggregate write-ins for underwriting deductions.....  | 110,549           | (282,106)       |
| 6. Total underwriting deductions (Lines 2 through 5).....  | 13,214,559,243    | 12,214,896,835  |
| 7. Net income of protected cells.....  | (1,304,291,678)   | (130,268,161)   |
| 8. Net underwriting gain or (loss) (Line 1 minus Line 6 plus Line 7).....  | (1,304,291,678)   | (130,268,161)   |
| <b>INVESTMENT INCOME</b>   |                   |                 |
| 9. Net investment income earned (Exhibit of Net Investment Income, Line 17).....   | 254,699,188       | 379,200,114     |
| 10. Net realized capital gains or (losses) less capital gains tax of \$ (6,634,423) (Exhibit of Capital Gains (Losses) ).....                                | (109,455,311)     | 19,412,545      |
| 11. Net investment gain (loss) (Lines 9 + 10).....   | 145,243,877       | 398,612,659     |
| <b>OTHER INCOME</b>  |                   |                 |
| 12. Net gain (loss) from agents' or premium balances charged off (amount recovered \$ 1,475,563 amount charged off \$ 53,882,157).....                       | (52,406,593)      | (61,372,737)    |
| 13. Finance and service charges not included in premiums.....  | 144,687,256       | 156,685,722     |
| 14. Aggregate write-ins for miscellaneous income.....  | 58,319,930        | 45,020,456      |
| 15. Total other income (Lines 12 through 14).....  | 150,600,593       | 140,333,441     |
| 16. Net income before dividends to policyholders, after capital gains tax and before all other federal and foreign income taxes (Lines 8 + 11 + 15).....     | (1,008,447,208)   | 408,677,939     |
| 17. Dividends to policyholders.....  | 6,423,094         | 5,449,530       |
| 18. Net income, after dividends to policyholders, after capital gains tax and before all other federal and foreign income taxes (Line 16 minus Line 17)..... | (1,014,870,302)   | 403,228,409     |
| 19. Federal and foreign income taxes incurred.....   | (104,762,611)     | (21,616,615)    |
| 20. Net income (Line 18 minus Line 19)(to Line 22).....  | (910,107,691)     | 424,845,024     |
| <b>CAPITAL AND SURPLUS ACCOUNT</b>   |                   |                 |
| 21. Surplus as regards policyholders, December 31 prior year (Page 4, Line 39, Column 2).....  | 10,586,144,639    | 9,475,043,410   |
| 22. Net income (from Line 20).....   | (910,107,691)     | 424,845,024     |
| 23. Net transfers (to) from Protected Cell accounts.....   |                   |                 |
| 24. Change in net unrealized capital gains or (losses) less capital gains tax of \$ (24,847,954).....  | 173,056,813       | 742,307,771     |
| 25. Change in net unrealized foreign exchange capital gain (loss).....   | (727,399)         | 4,585,376       |
| 26. Change in net deferred income tax.....   | 387,249,774       | (32,444,777)    |
| 27. Change in nonadmitted assets (Exhibit of Nonadmitted Assets, Line 28, Col. 3).....   | (160,190,586)     | (58,777,472)    |
| 28. Change in provision for reinsurance (Page 3, Line 16, Column 2 minus Column 1).....  | 4,491,229         | (9,345,960)     |
| 29. Change in surplus notes.....   |                   |                 |
| 30. Surplus (contributed to) withdrawn from protected cells.....   |                   |                 |
| 31. Cumulative effect of changes in accounting principles.....   |                   |                 |
| 32. Capital changes:   |                   |                 |
| 32.1 Paid in.....  |                   |                 |
| 32.2 Transferred from surplus (Stock Dividend).....  |                   |                 |
| 32.3 Transferred to surplus.....   |                   |                 |
| 33. Surplus adjustments:   |                   |                 |
| 33.1 Paid in.....  |                   |                 |
| 33.2 Transferred to capital (Stock Dividend).....  |                   |                 |
| 33.3 Transferred from capital.....   |                   |                 |
| 34. Net remittances from or (to) Home Office.....  |                   |                 |
| 35. Dividends to stockholders.....   |                   |                 |
| 36. Change in treasury stock (Page 3, Lines 36.1 and 36.2, Column 2 minus Column 1).....   |                   |                 |
| 37. Aggregate write-ins for gains and losses in surplus.....   | 354,971,961       | 39,931,268      |
| 38. Change in surplus as regards policyholders for the year (Lines 22 through 37).....   | (151,255,899)     | 1,111,101,230   |
| 39. Surplus as regards policyholders, December 31 current year (Line 21 plus Line 38) (Page 3, Line 37).....   | 10,434,888,740    | 10,586,144,639  |
| <b>DETAILS OF WRITE-INS</b>  |                   |                 |
| 0501. Loss based assessment payables.....  | 110,549           | (282,106)       |
| 0502. ....   |                   |                 |
| 0503. ....   |                   |                 |
| 0598. Summary of remaining write-ins for Line 5 from overflow page.....  |                   |                 |
| 0599. Totals (Lines 0501 thru 0503 plus 0598)(Line 5 above).....   | 110,549           | (282,106)       |
| 1401. Change in contingent suit liabilities.....   | 2,221,422         | 22,819,016      |
| 1402. Other miscellaneous expenses.....  | 56,098,508        | 22,201,440      |
| 1403. ....   |                   |                 |
| 1498. Summary of remaining write-ins for Line 14 from overflow page.....   |                   |                 |
| 1499. Totals (Lines 1401 thru 1403 plus 1498)(Line 14 above).....  | 58,319,930        | 45,020,456      |
| 3701. Amortized discount of surplus notes.....   | 19,682,871        | 18,698,575      |
| 3702. Goodwill amortization.....   | (4,020,115)       | (6,339,479)     |
| 3703. Change in surplus - SRP additional minimum liabilities.....  | 179,536,897       | (24,809,672)    |
| 3798. Summary of remaining write-ins for Line 37 from overflow page.....   | 159,772,308       | 52,381,844      |
| 3799. Totals (Lines 3701 thru 3703 plus 3798)(Line 37 above).....  | 354,971,961       | 39,931,268      |

**ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY**  
**CASH FLOW**

|   | 1<br>Current Year | 2<br>Prior Year                     |
|---|-------------------|-------------------------------------|
| <b>Cash from Operations</b>   |                   |                                     |
| 1. Premiums collected net of reinsurance .....  | 12,676,718,133    | 12,026,340,887                      |
| 2. Net investment income .....  | 325,056,109       | 492,953,249                         |
| 3. Miscellaneous income .....   | 101,196,860       | 180,051,158                         |
| 4. Total (Lines 1 through 3) .....  | 13,102,971,102    | 12,699,345,294                      |
| 5. Benefit and loss related payments .....  | 8,026,867,476     | 7,209,640,861                       |
| 6. Net transfers to Separate Accounts, Segregated Accounts and Protected Cell Accounts .....                    |                   |                                     |
| 7. Commissions, expenses paid and aggregate write-ins for deductions .....                                      | 5,358,474,467     | 5,361,184,754                       |
| 8. Dividends paid to policyholders .....  | 5,576,070         | 6,542,878                           |
| 9. Federal and foreign income taxes paid (recovered) net of \$ .....  | 36,817,826        | tax on capital gains (losses) ..... |
|   | (37,957,349)      | (245,781,452)                       |
| 10. Total (Lines 5 through 9) .....   | 13,352,960,664    | 12,331,587,041                      |
| 11. Net cash from operations (Line 4 minus Line 10) .....   | (249,989,562)     | 367,758,253                         |
| <b>Cash from Investments</b>  |                   |                                     |
| 12. Proceeds from investments sold, matured or repaid:  |                   |                                     |
| 12.1 Bonds .....  | 2,630,544,049     | 1,407,646,500                       |
| 12.2 Stocks .....   | 117,510,077       | 201,188,833                         |
| 12.3 Mortgage loans .....   | 216,554,164       | 186,025,203                         |
| 12.4 Real estate .....  | 10,166,250        | 1,612,438                           |
| 12.5 Other invested assets .....  | 436,508,625       | 309,963,273                         |
| 12.6 Net gains or (losses) on cash, cash equivalents and short-term investments .....                           | (1,906)           | 13,944,599                          |
| 12.7 Miscellaneous proceeds .....   | 243,983,584       | 43,377,277                          |
| 12.8 Total investment proceeds (Lines 12.1 to 12.7) .....   | 3,655,264,843     | 2,163,758,123                       |
| 13. Cost of investments acquired (long-term only):  |                   |                                     |
| 13.1 Bonds .....  | 769,804,268       | 1,940,873,114                       |
| 13.2 Stocks .....   | 29,306,035        | 241,053,741                         |
| 13.3 Mortgage loans .....   | 69,592,478        | 120,107,629                         |
| 13.4 Real estate .....  | 119,501,366       | 12,200,957                          |
| 13.5 Other invested assets .....  | 1,066,842,686     | 1,032,626,954                       |
| 13.6 Miscellaneous applications .....   | 52,894,200        | 5,936,703                           |
| 13.7 Total investments acquired (Lines 13.1 to 13.6) .....  | 2,107,941,033     | 3,352,799,098                       |
| 14. Net increase (decrease) in contract loans and premium notes .....   |                   |                                     |
| 15. Net cash from investments (Line 12.8 minus Line 13.7 minus Line 14) .....                                   | 1,547,323,810     | (1,189,040,975)                     |
| <b>Cash from Financing and Miscellaneous Sources</b>  |                   |                                     |
| 16. Cash provided (applied):  |                   |                                     |
| 16.1 Surplus notes, capital notes .....   |                   |                                     |
| 16.2 Capital and paid in surplus, less treasury stock .....   |                   |                                     |
| 16.3 Borrowed funds .....   | 59,143            | 37,880                              |
| 16.4 Net deposits on deposit-type contracts and other insurance liabilities .....                               |                   |                                     |
| 16.5 Dividends to stockholders .....  |                   |                                     |
| 16.6 Other cash provided (applied) .....  | (1,179,519,077)   | 147,357,302                         |
| 17. Net cash from financing and miscellaneous sources (Lines 16.1 to 16.4 minus Line 16.5 plus Line 16.6) ..... | (1,179,459,934)   | 147,395,182                         |
| <b>RECONCILIATION OF CASH, CASH EQUIVALENTS AND SHORT-TERM INVESTMENTS</b>                                      |                   |                                     |
| 18. Net change in cash, cash equivalents and short-term investments (Line 11, plus Lines 15 and 17) .....       | 117,874,314       | (673,887,540)                       |
| 19. Cash, cash equivalents and short-term investments:  |                   |                                     |
| 19.1 Beginning of year .....  | 281,805,165       | 955,692,705                         |
| 19.2 End of period (Line 18 plus Line 19.1) .....   | 399,679,479       | 281,805,165                         |

Note: Supplemental disclosures of cash flow information for non-cash transactions:

|  |  |
|--|--|
|  |  |
|--|--|

ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY  
**UNDERWRITING AND INVESTMENT EXHIBIT**

PART 1 - PREMIUMS EARNED

| Line of Business  | 1<br>Net Premiums<br>Written per<br>Column 6, Part 1B | 2<br>Unearned Premiums<br>Dec. 31 Prior Year -<br>per Col. 3,<br>Last Year's Part 1 | 3<br>Unearned Premiums<br>Dec. 31 Current<br>Year - per Col. 5<br>Part 1A | 4<br>Premiums Earned<br>During Year<br>(Cols. 1 + 2 - 3) |
|---|---|---|---|--|
| 1. Fire .....   | 145,171,371   | 72,304,822  | 75,241,720  | 142,234,473  |
| 2. Allied lines .....   | 179,775,881   | 83,679,832  | 91,863,123  | 171,592,590  |
| 3. Farmowners multiple peril .....  | 230,858,810   | 101,311,636   | 113,196,186   | 218,974,260  |
| 4. Homeowners multiple peril .....  | 2,171,743,642   | 1,198,740,017   | 1,170,115,303   | 2,200,368,356  |
| 5. Commercial multiple peril .....  | 1,181,573,101   | 551,101,612   | 582,708,097   | 1,149,966,616  |
| 6. Mortgage guaranty .....  |   |   |   |  |
| 8. Ocean marine .....   | 20,098,587  | 9,444,798   | 9,072,360   | 20,471,025   |
| 9. Inland marine .....  | 131,496,346   | 61,698,890  | 65,026,045  | 128,169,191  |
| 10. Financial guaranty .....  |   |   |   |  |
| 11.1 Medical professional liability - occurrence .....                    | 1,036,440   | 486,542   | 257,759   | 1,265,223  |
| 11.2 Medical professional liability - claims-made .....                   | 1,083,651   | 56,387  | 483,858   | 656,180  |
| 12. Earthquake .....  | 38,255,967  | 20,602,557  | 18,779,552  | 40,078,972   |
| 13. Group accident and health .....                                       | 177,790,468   | 248,311   | 222,651   | 177,816,128  |
| 14. Credit accident and health (group and individual) .....               |   |   |   |  |
| 15. Other accident and health .....                                       | 1,312,702   | 193,577   | 267,223   | 1,239,056  |
| 16. Workers' compensation .....   | 197,876,487   | 86,162,394  | 93,816,102  | 190,222,779  |
| 17.1 Other liability - occurrence .....                                   | 718,386,334   | 326,737,316   | 338,288,847   | 706,834,803  |
| 17.2 Other liability - claims-made .....                                  | 171,223,594   | 61,578,471  | 77,712,648  | 155,089,417  |
| 17.3 Excess workers' compensation .....                                   |   |   |   |  |
| 18.1 Products liability - occurrence .....                                | 62,165,195  | 31,990,328  | 32,477,844  | 61,677,679   |
| 18.2 Products liability - claims-made .....                               | 209,581   | 190,368   | 144,844   | 255,105  |
| 19.1, 19.2 Private passenger auto liability .....                         | 3,450,817,480   | 1,004,550,961   | 984,969,238   | 3,470,399,203  |
| 19.3, 19.4 Commercial auto liability .....                                | 644,883,214   | 270,006,431   | 294,627,733   | 620,261,912  |
| 21. Auto physical damage .....  | 2,400,735,560   | 707,493,982   | 708,218,442   | 2,400,011,100  |
| 22. Aircraft (all perils) .....   |   |   |   |  |
| 23. Fidelity .....  | 1,283,616   | 982,071   | 1,023,814   | 1,241,873  |
| 24. Surety .....  | 12,286,200  | 4,921,811   | 4,867,077   | 12,340,934   |
| 26. Burglary and theft .....  | 3,867,612   | 1,612,266   | 1,802,877   | 3,677,001  |
| 27. Boiler and machinery .....  | 239,563   | (1,666,160)   | (1,941,906)   | 515,309  |
| 28. Credit .....  | 222,987   | 750,401   | 576,010   | 397,378  |
| 29. International .....   | (155)   | 16,810  | 16,657  | (2)  |
| 30. Warranty .....  | 33,734,900  | 38,377,129  | 37,601,830  | 34,510,199   |
| 31. Reinsurance - nonproportional assumed property .....                  | (3,363)   | (55,472)  | (38,358)  | (20,477)   |
| 32. Reinsurance - nonproportional assumed liability .....                 | 4,429   |   | (16,855)  | 21,284   |
| 33. Reinsurance - nonproportional assumed financial lines .....           |   |   |   |  |
| 34. Aggregate write-ins for other lines of business .....                 |   |   |   |  |
| 35. TOTALS .....  | 11,978,130,200  | 4,633,518,088   | 4,701,380,721   | 11,910,267,567   |
| <b>DETAILS OF WRITE-INS</b>   |   |   |   |  |
| 3401. .....   |   |   |   |  |
| 3402. .....   |   |   |   |  |
| 3403. .....   |   |   |   |  |
| 3498. Summary of remaining write-ins for Line 34 from overflow page ..... |   |   |   |  |
| 3499. Totals (Lines 3401 thru 3403 plus 3498)(Line 34 above) .....        |   |   |   |  |

## ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY

**UNDERWRITING AND INVESTMENT EXHIBIT**

## PART 1A - RECAPITULATION OF ALL PREMIUMS

| Line of Business   | 1<br>Amount Unearned<br>(Running One Year<br>or Less from Date<br>of Policy) (a) | 2<br>Amount Unearned<br>(Running More Than<br>One Year from<br>Date of Policy) (a) | 3<br>Earned But Unbilled<br>Premium | 4<br>Reserve for Rate<br>Credits and<br>Retrospective<br>Adjustments Based<br>on Experience | 5<br>Total Reserve for<br>Unearned Premiums<br>Cols. 1 + 2 + 3 + 4 |
|--|--|--|-------------------------------------|---|--|
| 1. Fire .....  | 74,992,823   | 248,897  |                                     |   | .75,241,720  |
| 2. Allied lines .....  | 91,455,552   | 407,571  |                                     |   | .91,863,123  |
| 3. Farmowners multiple peril .....   | 113,196,186  |  |                                     |   | 113,196,186  |
| 4. Homeowners multiple peril .....   | 1,157,689,763  | 12,425,540   |                                     |   | 1,170,115,303  |
| 5. Commercial multiple peril .....   | 581,065,733  | 1,642,364  |                                     |   | 582,708,097  |
| 6. Mortgage guaranty .....   |  |  |                                     |   |  |
| 8. Ocean marine .....  | .8,772,282   | 300,078  |                                     |   | .9,072,360   |
| 9. Inland marine .....   | 64,437,867   | .588,178   |                                     |   | .65,026,045  |
| 10. Financial guaranty .....   |  |  |                                     |   |  |
| 11.1 Medical professional liability - occurrence .....                       | 257,759  |  |                                     |   | .257,759   |
| 11.2 Medical professional liability - claims-made .....                      | 483,858  |  |                                     |   | .483,858   |
| 12. Earthquake .....   | 18,662,003   | 117,549  |                                     |   | .18,779,552  |
| 13. Group accident and health .....  | 222,651  |  |                                     |   | .222,651   |
| 14. Credit accident and health (group and<br>individual) .....               |  |  |                                     |   |  |
| 15. Other accident and health .....  | 148,752  |  |                                     | 118,471   | .267,223   |
| 16. Workers' compensation .....  | 93,807,099   | .9,003   |                                     |   | .93,816,102  |
| 17.1 Other liability - occurrence .....                                      | 315,085,150  | .23,203,697  |                                     |   | .338,288,847   |
| 17.2 Other liability - claims-made .....                                     | 76,045,787   | .1,628,244   |                                     | .38,617   | .77,712,648  |
| 17.3 Excess workers' compensation .....                                      |  |  |                                     |   |  |
| 18.1 Products liability - occurrence .....                                   | 32,477,844   |  |                                     |   | .32,477,844  |
| 18.2 Products liability - claims-made .....                                  | 144,844  |  |                                     |   | .144,844   |
| 19.1, 19.2 Private passenger auto liability .....                            | 984,953,381  | 15,857   |                                     |   | .984,969,238   |
| 19.3, 19.4 Commercial auto liability .....                                   | 290,612,983  | .4,014,750   |                                     |   | .294,627,733   |
| 21. Auto physical damage .....   | 708,037,372  | 181,070  |                                     |   | .708,218,442   |
| 22. Aircraft (all perils) .....  |  |  |                                     |   |  |
| 23. Fidelity .....   | 434,199  | 589,615  |                                     |   | .1,023,814   |
| 24. Surety .....   | 3,653,966  | 1,213,111  |                                     |   | .4,867,077   |
| 26. Burglary and theft .....   | 1,774,031  | 28,846   |                                     |   | .1,802,877   |
| 27. Boiler and machinery .....   | (1,942,369)  | 463  |                                     |   | (1,941,906)  |
| 28. Credit .....   | 33   | 575,977  |                                     |   | .576,010   |
| 29. International .....  | 16,657   |  |                                     |   | .16,657  |
| 30. Warranty .....   | (596,014)  | .38,197,844  |                                     |   | .37,601,830  |
| 31. Reinsurance - nonproportional assumed<br>property .....                  | (38,358)   |  |                                     |   | (38,358)   |
| 32. Reinsurance - nonproportional assumed<br>liability .....                 | (16,855)   |  |                                     |   | (16,855)   |
| 33. Reinsurance - nonproportional assumed<br>financial lines .....           |  |  |                                     |   |  |
| 34. Aggregate write-ins for other lines of business .....                    |  |  |                                     |   |  |
| 35. TOTALS .....   | 4,615,834,979  | 85,388,654   |                                     | 157,088   | 4,701,380,721  |
| 36. Accrued retrospective premiums based on experience .....                 |  |  |                                     |   | (157,088)  |
| 37. Earned but unbilled premiums .....                                       |  |  |                                     |   |  |
| 38. Balance (Sum of Line 35 through 37) .....                                |  |  |                                     |   | 4,701,223,633  |
| <b>DETAILS OF WRITE-INS</b>  |  |  |                                     |   |  |
| 3401. .....  |  |  |                                     |   |  |
| 3402. .....  |  |  |                                     |   |  |
| 3403. .....  |  |  |                                     |   |  |
| 3498. Summary of remaining write-ins for Line 34<br>from overflow page ..... |  |  |                                     |   |  |
| 3499. Totals (Lines 3401 thru 3403 plus 3498)(Line<br>34 above) .....        |  |  |                                     |   |  |

(a) State here basis of computation used in each case See Notes to Financial Statements 1(C)

**ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY  
UNDERWRITING AND INVESTMENT EXHIBIT**

**PART 1B - PREMIUMS WRITTEN**

| Line of Business  | Direct Business (a) | 1                    | Reinsurance Assumed      |                    | Reinsurance Ceded      |                | 6<br>Net Premiums<br>Written<br>Cols. 1+2+3+4-5 |
|---|---------------------|----------------------|--------------------------|--------------------|------------------------|----------------|---|
|   |                     | 2<br>From Affiliates | 3<br>From Non-Affiliates | 4<br>To Affiliates | 5<br>To Non-Affiliates |                |   |
| 1. Fire .....   | 11,332,493          | 172,071,357          | 3,046,342                | 36,190,372         | 5,088,449              | 145,171,371    |   |
| 2. Allied lines .....   | 11,103,231          | 208,150,909          | 1,708,034                | 39,358,232         | 1,828,061              | 179,775,881    |   |
| 3. Farmowners multiple peril .....  | 184,823,354         | 93,434,888           |                          | 44,958,168         | 2,441,264              | 230,858,810    |   |
| 4. Homeowners multiple peril .....  | 195,771,403         | 2,511,174,709        | 2,360,730                | 426,719,517        | 110,843,683            | 2,171,743,642  |   |
| 5. Commercial multiple peril .....  | 216,852,973         | 1,271,439,455        | 2                        | 273,682,128        | 33,037,201             | 1,181,573,101  |   |
| 6. Mortgage guaranty .....  |                     |                      |                          |                    |                        |                |   |
| 8. Ocean marine .....   |                     | 50,975,920           | 207                      | 30,837,132         | 40,408                 | 20,098,587     |   |
| 9. Inland marine .....  | 47,360,580          | 121,664,166          |                          | 34,802,935         | 2,725,465              | 131,496,346    |   |
| 10. Financial guaranty .....  |                     |                      |                          |                    |                        |                |   |
| 11.1 Medical professional liability - occurrence .....                    | 39,716              | 1,200,881            |                          | 202,189            | 1,968                  | 1,036,440      |   |
| 11.2 Medical professional liability - claims-made .....                   |                     | 1,296,387            |                          | 212,736            |                        | 1,083,651      |   |
| 12. Earthquake .....  | 2,976,662           | 42,762,083           |                          | 7,471,284          | 11,494                 | 38,255,967     |   |
| 13. Group accident and health .....                                       | 23,394,461          | 196,466,332          | 25,443                   | 34,623,472         | 7,472,296              | 177,790,468    |   |
| 14. Credit accident and health (group and individual) .....               |                     |                      |                          |                    |                        |                |   |
| 15. Other accident and health .....                                       | 232,988             | 1,335,354            |                          | 255,640            |                        | 1,312,702      |   |
| 16. Workers' compensation .....   | 66,240,332          | 178,511,348          | 3,210,988                | 47,401,120         | 2,685,061              | 197,876,487    |   |
| 17.1 Other liability - occurrence .....                                   | 134,287,607         | 1,021,795,268        | 8,187                    | 411,371,686        | 26,333,042             | 718,386,334    |   |
| 17.2 Other liability - claims-made .....                                  | 1,625,676           | 237,182,051          |                          | 67,584,133         |                        | 171,223,594    |   |
| 17.3 Excess workers' compensation .....                                   |                     |                      |                          |                    |                        |                |   |
| 18.1 Products liability - occurrence .....                                | 6,315,986           | 67,767,528           |                          | 11,889,398         | 28,921                 | .62,165,195    |   |
| 18.2 Products liability - claims-made .....                               |                     | 250,395              |                          | 40,814             |                        | .209,581       |   |
| 19.1, 19.2 Private passenger auto liability .....                         | 1,307,186,496       | 2,802,532,373        | 131,325,868              | 672,021,271        | 118,205,986            | 3,450,817,480  |   |
| 19.3, 19.4 Commercial auto liability .....                                | .215,829,057        | 730,132,514          | 2,424,447                | 302,429,807        | 1,072,997              | 644,883,214    |   |
| 21. Auto physical damage .....  | .963,054,021        | 1,960,396,913        | 23,035                   | 516,962,383        | 5,776,026              | 2,400,735,560  |   |
| 22. Aircraft (all perils) .....   |                     |                      | 142                      | 142                |                        |                |   |
| 23. Fidelity .....  | 1,112,225           | 492,848              | 191                      | 251,263            | 70,385                 | 1,283,616      |   |
| 24. Surety .....  | 9,831,066           | 5,484,010            | 66,194                   | 2,440,272          | 654,798                | 12,286,200     |   |
| 26. Burglary and theft .....  | 2,348,651           | 2,422,531            | (1)                      | 863,171            | 40,398                 | 3,867,612      |   |
| 27. Boiler and machinery .....  | 6,369,133           | 1,696,300            | 272                      | 1,278,119          | 6,548,023              | .239,563       |   |
| 28. Credit .....  |                     | 266,412              |                          | 43,425             |                        | 222,987        |   |
| 29. International .....   |                     |                      | (95)                     | 52                 | 8                      | (155)          |   |
| 30. Warranty .....  |                     | 81,404,972           |                          | 47,670,072         |                        | .33,734,900    |   |
| 31. Reinsurance - nonproportional assumed property .....                  | XXX                 |                      | (4,528)                  | (655)              | (510)                  | (3,363)        |   |
| 32. Reinsurance - nonproportional assumed liability .....                 | XXX                 |                      | 8,561                    | 863                | 3,269                  | 4,429          |   |
| 33. Reinsurance - nonproportional assumed financial lines .....           | XXX                 |                      |                          |                    |                        |                |   |
| 34. Aggregate write-ins for other lines of business .....                 |                     |                      |                          |                    |                        |                |   |
| 35. TOTALS .....  | 3,408,088,111       | 11,762,307,904       | 144,204,019              | 3,011,561,141      | 324,908,693            | 11,978,130,200 |   |
| <b>DETAILS OF WRITE-INS</b>   |                     |                      |                          |                    |                        |                |   |
| 3401. ....  |                     |                      |                          |                    |                        |                |   |
| 3402. ....  |                     |                      |                          |                    |                        |                |   |
| 3403. ....  |                     |                      |                          |                    |                        |                |   |
| 3498. Summary of remaining write-ins for Line 34 from overflow page ..... |                     |                      |                          |                    |                        |                |   |
| 3499. Totals (Lines 3401 thru 3403 plus 3498)(Line 34 above)              |                     |                      |                          |                    |                        |                |   |

(a) Does the company's direct premiums written include premiums recorded on an installment basis? Yes [ ] No [ X ]

If yes: 1. The amount of such installment premiums \$ .....

2. Amount at which such installment premiums would have been reported had they been reported on an annualized basis \$ .....

## ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY

**UNDERWRITING AND INVESTMENT EXHIBIT**

## PART 2 - LOSSES PAID AND INCURRED

| Line of Business  | Losses Paid Less Salvage |                             |                               |   | 5             | 6             | 7             | 8            |
|---|--------------------------|-----------------------------|-------------------------------|---|---------------|---------------|---------------|--------------|
|   | 1<br>Direct Business     | 2<br>Reinsurance<br>Assumed | 3<br>Reinsurance<br>Recovered | 4<br>Net Payments<br>(Cols. 1 + 2 - 3 ) |               |               |               |              |
| 1. Fire .....   | 4,552,543                | 63,925,722                  | 12,569,831                    | 55,908,434                              | 16,496,315    | 17,774,069    | 54,630,680    | 38.4         |
| 2. Allied lines .....   | 13,635,435               | 177,136,673                 | 35,379,850                    | 155,392,258                             | 28,122,341    | 27,558,918    | 155,955,681   | 90.9         |
| 3. Farmowners multiple peril .....  | 111,628,705              | 69,359,181                  | 29,923,972                    | 151,063,914                             | 65,937,898    | 61,543,937    | 155,457,875   | 71.0         |
| 4. Homeowners multiple peril .....  | 181,157,389              | 2,176,584,865               | 387,431,671                   | 1,970,310,583                           | 478,714,307   | 527,480,449   | 1,921,544,441 | 87.3         |
| 5. Commercial multiple peril .....  | 175,907,783              | 818,277,299                 | 176,961,669                   | 817,223,413                             | 855,271,254   | 929,327,451   | 743,167,216   | 64.6         |
| 6. Mortgage guaranty .....  |                          |                             |                               |   |               |               |               |              |
| 8. Ocean marine .....   |                          | 28,354,541                  | 16,415,582                    | 11,938,959                              | 17,550,055    | 18,791,069    | 10,697,945    | 52.3         |
| 9. Inland marine .....  | 23,332,771               | 48,207,912                  | 16,262,799                    | 55,277,884                              | 11,996,127    | 11,954,111    | 55,319,900    | 43.2         |
| 10. Financial guaranty .....  |                          |                             |                               |   |               |               |               |              |
| 11.1 Medical professional liability - occurrence .....                    |                          | 348,558                     | 129,449                       | 219,109                                 | 1,587,050     | 1,924,732     | (118,573)     | (9.4)        |
| 11.2 Medical professional liability - claims-made .....                   |                          | 292,209                     | 169,920                       | 122,289                                 | 2,601,758     | 2,875,588     | (151,541)     | (23.1)       |
| 12. Earthquake .....  | 3,604                    | 137,276                     | 90,191                        | 50,689                                  | 452,340       | 942,097       | (439,068)     | (1.1)        |
| 13. Group accident and health .....                                       | 13,955,629               | 152,763,349                 | 34,322,069                    | 132,396,909                             | 488,898       | 633,773       | 132,252,034   | 74.4         |
| 14. Credit accident and health (group and individual) .....               |                          |                             |                               |   |               |               |               |              |
| 15. Other accident and health .....                                       | 163,132                  | 975,837                     | 73,103                        | 1,065,866                               | 3,575,331     | 3,401,000     | 1,240,197     | 100.1        |
| 16. Workers' compensation .....   | 48,793,522               | 92,215,379                  | 30,262,832                    | 110,746,069                             | 524,988,448   | 500,059,735   | 135,674,782   | 71.3         |
| 17.1 Other liability - occurrence .....                                   | 48,981,626               | 478,685,891                 | 199,219,203                   | 328,448,314                             | 1,147,650,130 | 1,257,705,669 | 218,392,775   | 30.9         |
| 17.2 Other liability - claims-made .....                                  | 308,100                  | 45,957,772                  | 11,631,785                    | 34,634,087                              | 81,300,098    | 76,811,578    | 39,122,607    | 25.2         |
| 17.3 Excess workers' compensation .....                                   |                          |                             |                               |   |               |               |               |              |
| 18.1 Products liability - occurrence .....                                | 2,836,640                | 38,412,511                  | 8,060,026                     | 33,189,125                              | 130,045,810   | 106,157,939   | 57,076,996    | 92.5         |
| 18.2 Products liability - claims-made .....                               |                          | 1,005,110                   | 163,833                       | 841,277                                 | 222,725       | 1,108,370     | (44,368)      | (17.4)       |
| 19.1, 19.2 Private passenger auto liability .....                         | 792,635,447              | 2,027,308,058               | 561,127,708                   | 2,258,815,797                           | 2,398,530,050 | 2,471,200,409 | 2,186,145,438 | 63.0         |
| 19.3, 19.4 Commercial auto liability .....                                | 137,288,863              | 455,366,701                 | 192,906,921                   | 399,748,643                             | 692,178,658   | 733,485,507   | 358,441,794   | 57.8         |
| 21. Auto physical damage .....  | 571,495,526              | 1,298,530,840               | 332,458,210                   | 1,537,568,156                           | 40,905,694    | 53,354,116    | 1,525,119,734 | 63.5         |
| 22. Aircraft (all perils) .....   |                          | 50,388                      | 50,388                        |   |               | (388)         |               | 388          |
| 23. Fidelity .....  | .7,639                   | (1,270)                     | 1,427                         | 4,942                                   | (6,068)       | (10,660)      | 9,534         | 0.8          |
| 24. Surety .....  | 1,164,098                | 367,791                     | 495,988                       | 1,035,901                               | (158,518)     | 100,222       | 777,161       | 6.3          |
| 26. Burglary and theft .....  | 420,169                  | 938,864                     | 221,753                       | 1,137,280                               | 732,579       | 673,668       | 1,196,191     | 32.5         |
| 27. Boiler and machinery .....  | 2,326,695                | 456,038                     | 2,762,211                     | 20,522                                  | 924,884       | 778,441       | 166,965       | 32.4         |
| 28. Credit .....  |                          | 387,695                     | 63,194                        | 324,501                                 | 1,665,629     | 1,581,930     | 408,200       | 102.7        |
| 29. International .....   |                          | 64,871                      | 64,871                        |   |               | 682,156       | (682,156)     | 34,107,800.0 |
| 30. Warranty .....  |                          | 70,540,187                  | 38,771,983                    | 31,768,204                              | 1,778,625     | 1,727,568     | 31,819,261    | 92.2         |
| 31. Reinsurance - nonproportional assumed property .....                  | XXX                      | (152,572)                   | (152,572)                     |   | 1             | (31,942,749)  | 31,942,750    | (155,993.3)  |
| 32. Reinsurance - nonproportional assumed liability .....                 | XXX                      | 4,231,201                   | 4,231,202                     | (1)                                     |               |               |               | 0.0          |
| 33. Reinsurance - nonproportional assumed financial lines .....           | XXX                      |                             |                               |   |               |               |               |              |
| 34. Aggregate write-ins for other lines of business .....                 |                          |                             |                               |   |               |               |               |              |
| 35. TOTALS .....  | 2,130,595,316            | 8,050,728,877               | 2,092,071,069                 | 8,089,253,124                           | 6,503,552,419 | 6,777,680,705 | 7,815,124,838 | 65.6         |
| <b>DETAILS OF WRITE-INS</b>   |                          |                             |                               |   |               |               |               |              |
| 3401. ....  |                          |                             |                               |   |               |               |               |              |
| 3402. ....  |                          |                             |                               |   |               |               |               |              |
| 3403. ....  |                          |                             |                               |   |               |               |               |              |
| 3498. Summary of remaining write-ins for Line 34 from overflow page ..... |                          |                             |                               |   |               |               |               |              |
| 3499. Totals (Lines 3401 thru 3403 plus 3498)(Line 34 above) .....        |                          |                             |                               |   |               |               |               |              |

## ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY

## UNDERWRITING AND INVESTMENT EXHIBIT

## PART 2A - UNPAID LOSSES AND LOSS ADJUSTMENT EXPENSES

| Line of Business  | Reported Losses |                             |  |  | Incurred But Not Reported |                             |                           | 8             | 9             |
|---|-----------------|-----------------------------|--|--|---------------------------|-----------------------------|---------------------------|---------------|---------------|
|   | 1<br>Direct     | 2<br>Reinsurance<br>Assumed | 3<br>Deduct Reinsurance<br>Recoverable from<br>Authorized and<br>Unauthorized<br>Companies | 4<br>Net Losses Excl.<br>Incurred But Not<br>Reported<br>(Cols. 1 + 2 - 3) | 5<br>Direct               | 6<br>Reinsurance<br>Assumed | 7<br>Reinsurance<br>Ceded |               |               |
| 1. Fire .....   | 1,467,176       | 14,606,100                  | 8,527,890  | 12,545,386   | 306,263                   | 4,654,971                   | 1,010,305                 | 16,496,315    |               |
| 2. Allied lines .....   | 1,416,940       | 24,409,389                  | 4,951,898  | 20,874,431   | 306,919                   | 8,392,484                   | 1,451,493                 | 28,122,341    | 3,044,873     |
| 3. Farmowners multiple peril .....  | 45,418,541      | 21,658,941                  | 10,933,725   | 56,143,757   | 9,256,258                 | 2,445,113                   | 1,907,230                 | 65,937,898    | 6,574,216     |
| 4. Homeowners multiple peril .....  | 33,567,525      | 443,456,170                 | 79,000,877   | 398,022,818  | 10,742,351                | 86,312,725                  | 16,363,587                | 478,714,307   | 13,779,177    |
| 5. Commercial multiple peril .....  | 159,051,654     | 612,075,583                 | 138,013,359  | 633,113,878  | 64,050,737                | 215,309,643                 | 57,203,004                | 855,271,254   | 78,383,617    |
| 6. Mortgage guaranty .....  |                 |                             |  |  |                           |                             |                           |               | 320,132,021   |
| 8. Ocean marine .....   |                 | 29,261,540                  | 18,897,967   | 10,363,573   |                           | 18,020,438                  | 10,833,956                | 17,550,055    |               |
| 9. Inland marine .....  | 1,374,410       | 9,712,433                   | 3,416,409  | 7,670,434  | 5,279,704                 | 2,103,771                   | 3,057,782                 | 11,996,127    | 4,839,622     |
| 10. Financial guaranty .....  |                 |                             |  |  |                           |                             |                           |               | 1,701,526     |
| 11.1 Medical professional liability - occurrence .....                    | (6,685)         | 2,183,205                   | 1,040,278  | 1,136,242  | 57,007                    | 481,714                     | 87,913                    | 1,587,050     |               |
| 11.2 Medical professional liability - claims-made .....                   |                 | 5,741,982                   | 3,585,878  | 2,156,104  |                           | 708,228                     | 262,574                   | 2,601,758     | 828,916       |
| 12. Earthquake .....  | 5,997           | 115,578                     | 20,002   | 101,573  | 19,344                    | 399,733                     | 68,310                    | 452,340       | 384,072       |
| 13. Group accident and health .....                                       |                 | 1,109                       | 1,109  |  | 697,619                   | 208,622                     | 417,343                   | (a) 488,898   | 196,194       |
| 14. Credit accident and health (group and individual) .....               |                 |                             |  |  |                           |                             |                           |               | 15,226        |
| 15. Other accident and health .....                                       | 1,183,105       | 2,634,476                   | 710,940  | 3,106,641  | 195,994                   | 371,528                     | 98,832                    | (a) 3,575,331 |               |
| 16. Workers' compensation .....   | 207,344,030     | 309,736,029                 | 134,345,215  | 382,734,844  | 90,267,615                | 97,233,056                  | 45,247,067                | 524,988,448   | 164,385       |
| 17.1 Other liability - occurrence .....                                   | 77,800,366      | 575,439,191                 | 163,619,262  | 489,620,295  | 109,491,887               | 805,408,834                 | 256,870,886               | 1,147,650,130 | 34,877,592    |
| 17.2 Other liability - claims-made .....                                  | (157)           | 59,471,293                  | 24,309,675   | 35,161,461   | 2,154,530                 | 64,356,483                  | 20,372,376                | 81,300,098    | 342,561,484   |
| 17.3 Excess workers' compensation .....                                   |                 |                             |  |  |                           |                             |                           |               | 71,414,251    |
| 18.1 Products liability - occurrence .....                                | 4,355,422       | 76,179,517                  | 15,275,757   | 65,259,182   | 4,305,684                 | 75,654,983                  | 15,174,039                | 130,045,810   |               |
| 18.2 Products liability - claims-made .....                               |                 | 260,000                     | 42,380   | 217,620  | 11,283                    | 3,810                       | 9,988                     | 222,725       | 97,917,116    |
| 19.1, 19.2 Private passenger auto liability .....                         | 973,243,856     | 1,774,807,993               | 870,308,971  | 1,877,742,878  | 172,335,303               | 649,839,233                 | 301,387,364               | 2,398,530,050 | 27,141        |
| 19.3, 19.4 Commercial auto liability .....                                | 187,895,864     | 542,335,409                 | 244,099,892  | 486,131,381  | 63,943,800                | 265,227,685                 | 123,124,208               | 692,178,658   | 298,519,626   |
| 21. Auto physical damage .....  | (33,781,236)    | 51,812,040                  | 7,290,011  | 10,740,793   | 21,505,396                | 14,643,863                  | 5,984,358                 | 40,905,694    | 99,310,259    |
| 22. Aircraft (all perils) .....   |                 | 391,619                     | 391,619  |  |                           | 383,408                     | 383,408                   |               | 22,849,554    |
| 23. Fidelity .....  | 24,756          | 23,514                      | 27,848   | 20,422   | (20,451)                  | 1,308                       | 7,347                     | (6,068)       |               |
| 24. Surety .....  | 157,619         | 2,686,868                   | 2,634,557  | 209,930  | (304,268)                 | 358,351                     | 422,531                   | (158,518)     | 117,746       |
| 26. Burglary and theft .....  | 50,093          | 808,896                     | 146,742  | 712,247  | 36,833                    | (6,996)                     | 9,505                     | 732,579       | 1,540,310     |
| 27. Boiler and machinery .....  | 197,320         | (151,322)                   | 201,848  | (155,850)  | 376,932                   | 974,355                     | 270,553                   | 924,884       | 66,899        |
| 28. Credit .....  |                 | 1,000                       | 163  | 837  |                           | 1,988,999                   | 324,207                   | 1,665,629     | 707,456       |
| 29. International .....   |                 | 278,052                     | 278,052  |  |                           | 338,019                     | 338,019                   |               | 15,032        |
| 30. Warranty .....  |                 | 705                         | 705  |  |                           | 4,265,812                   | 2,487,187                 | 1,778,625     |               |
| 31. Reinsurance - nonproportional assumed property .....                  | XXX             | 1,456,315                   | 1,456,314  | 1  | XXX                       | 935,813                     | 935,813                   | 1             | 759           |
| 32. Reinsurance - nonproportional assumed liability .....                 | XXX             | 35,701,237                  | 35,701,237   |  | XXX                       | 115,291,385                 | 115,291,385               |               |               |
| 33. Reinsurance - nonproportional assumed financial lines .....           | XXX             |                             |  |  | XXX                       | 28,950                      | 28,950                    |               |               |
| 34. Aggregate write-ins for other lines of business .....                 |                 |                             |  |  |                           |                             |                           |               |               |
| 35. TOTALS .....  | 1,660,766,596   | 4,597,094,862               | 1,764,230,580  | 4,493,630,878  | 555,016,740               | 2,436,336,321               | 981,431,520               | 6,503,552,419 | 1,399,969,070 |
| <b>DETAILS OF WRITE-INS</b>   |                 |                             |  |  |                           |                             |                           |               |               |
| 3401. ....  |                 |                             |  |  |                           |                             |                           |               |               |
| 3402. ....  |                 |                             |  |  |                           |                             |                           |               |               |
| 3403. ....  |                 |                             |  |  |                           |                             |                           |               |               |
| 3498. Summary of remaining write-ins for Line 34 from overflow page ..... |                 |                             |  |  |                           |                             |                           |               |               |
| 3499. Totals (Lines 3401 thru 3403 plus 3498)(Line 34 above) .....        |                 |                             |  |  |                           |                             |                           |               |               |

(a) Including \$ ..... for present value of life indemnity claims.

ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY  
**UNDERWRITING AND INVESTMENT EXHIBIT**

PART 3 - EXPENSES

|   | 1<br>Loss Adjustment<br>Expenses | 2<br>Other Underwriting<br>Expenses | 3<br>Investment<br>Expenses | 4<br>Total        |
|---|----------------------------------|-------------------------------------|-----------------------------|-------------------|
| 1. Claim adjustment services:   |                                  |                                     |                             |                   |
| 1.1 Direct .....  | 72,227,564                       |                                     |                             | 72,227,564        |
| 1.2 Reinsurance assumed .....   | 539,916,298                      |                                     |                             | 539,916,298       |
| 1.3 Reinsurance ceded .....   | 152,412,691                      |                                     |                             | 152,412,691       |
| 1.4 Net claim adjustment service (1.1 + 1.2 - 1.3) .....                                | 459,731,171                      |                                     |                             | 459,731,171       |
| 2. Commission and brokerage:  |                                  |                                     |                             |                   |
| 2.1 Direct excluding contingent .....   |                                  | 401,916,151                         |                             | 401,916,151       |
| 2.2 Reinsurance assumed, excluding contingent .....                                     |                                  | 1,605,389,759                       |                             | 1,605,389,759     |
| 2.3 Reinsurance ceded, excluding contingent .....                                       |                                  | 471,452,738                         |                             | 471,452,738       |
| 2.4 Contingent - direct .....   |                                  | 67,393,393                          |                             | 67,393,393        |
| 2.5 Contingent - reinsurance assumed .....  |                                  | 208,556,192                         |                             | 208,556,192       |
| 2.6 Contingent - reinsurance ceded .....  |                                  | 45,635,682                          |                             | 45,635,682        |
| 2.7 Policy and membership fees .....  |                                  |                                     |                             |                   |
| 2.8 Net commission and brokerage (2.1 + 2.2 - 2.3 + 2.4 + 2.5 - 2.6 + 2.7) .....        |                                  | 1,766,167,075                       |                             | 1,766,167,075     |
| 3. Allowances to managers and agents .....  | 499,705                          | 27,393,493                          | 10,600                      | 27,903,798        |
| 4. Advertising .....  | 672,097                          | 219,728,328                         | 8,034                       | 220,408,459       |
| 5. Boards, bureaus and associations .....   | 3,035,086                        | 19,297,204                          | 387                         | 22,332,677        |
| 6. Surveys and underwriting reports .....   | 1,726,126                        | 80,236,494                          |                             | 81,962,620        |
| 7. Audit of assureds' records .....   | 6,234                            | 2,902,142                           |                             | 2,908,376         |
| 8. Salary and related items:  |                                  |                                     |                             |                   |
| 8.1 Salaries .....  | 463,703,237                      | 775,028,863                         | 20,214,519                  | 1,258,946,619     |
| 8.2 Payroll taxes .....   | 1,058,696                        | 112,679,746                         |                             | 113,738,442       |
| 9. Employee relations and welfare .....   | 104,787,580                      | 55,184,672                          | 3,878,156                   | 163,850,408       |
| 10. Insurance .....   | 53,603                           | 19,076,656                          |                             | 19,130,259        |
| 11. Directors' fees .....   | (248)                            | 1,956,218                           | 125,949                     | 2,081,919         |
| 12. Travel and travel items .....   | 43,915,147                       | 63,524,464                          | 592,369                     | 108,031,980       |
| 13. Rent and rent items .....   | 32,562,215                       | 134,944,972                         | 523,680                     | 168,030,867       |
| 14. Equipment .....   | 18,101,874                       | 21,641,412                          | 3,519,173                   | 43,262,459        |
| 15. Cost or depreciation of EDP equipment and software .....                            | 3,144,709                        | 70,250,463                          | (66,953)                    | 73,328,219        |
| 16. Printing and stationery .....   | 5,626,236                        | 51,949,970                          | 15,150                      | 57,591,356        |
| 17. Postage, telephone and telegraph, exchange and express .....                        | 16,934,099                       | 52,640,698                          | 63,956                      | 69,638,753        |
| 18. Legal and auditing .....  | 17,989,949                       | 193,505,572                         | (121,116)                   | 211,374,405       |
| 19. Totals (Lines 3 to 18) .....  | 713,816,345                      | 1,901,941,367                       | 28,763,904                  | 2,644,521,616     |
| 20. Taxes, licenses and fees:   |                                  |                                     |                             |                   |
| 20.1 State and local insurance taxes deducting guaranty association credits of \$ ..... |                                  | 228,303,629                         |                             | 228,303,629       |
| 20.2 Insurance department licenses and fees .....                                       |                                  | 15,494,417                          |                             | 15,494,417        |
| 20.3 Gross guaranty association assessments .....                                       |                                  | (10,215,194)                        |                             | (10,215,194)      |
| 20.4 All other (excluding federal and foreign income and real estate) .....             |                                  | 32,895,079                          |                             | 32,895,079        |
| 20.5 Total taxes, licenses and fees (20.1 + 20.2 + 20.3 + 20.4) .....                   |                                  | 266,477,931                         |                             | 266,477,931       |
| 21. Real estate expenses .....  |                                  |                                     | 74,761,734                  | 74,761,734        |
| 22. Real estate taxes .....   |                                  | 895,150                             | 16,661,841                  | 17,556,991        |
| 23. Reimbursements by uninsured plans .....   |                                  |                                     |                             |                   |
| 24. Aggregate write-ins for miscellaneous expenses .....                                | 175,859,031                      | 114,435,794                         | (161,146)                   | 290,133,679       |
| 25. Total expenses incurred .....   | 1,349,406,547                    | 4,049,917,317                       | 120,026,333                 | (a) 5,519,350,197 |
| 26. Less unpaid expenses - current year .....   | 1,399,969,070                    | 431,548,285                         | 20,662,570                  | 1,852,179,925     |
| 27. Add unpaid expenses - prior year .....  | 1,419,647,911                    | 390,123,255                         | 28,641,438                  | 1,838,412,604     |
| 28. Amounts receivable relating to uninsured plans, prior year .....                    |                                  |                                     |                             |                   |
| 29. Amounts receivable relating to uninsured plans, current year .....                  |                                  |                                     |                             |                   |
| 30. TOTAL EXPENSES PAID (Lines 25 - 26 + 27 - 28 + 29)                                  | 1,369,085,388                    | 4,008,492,287                       | 128,005,201                 | 5,505,582,876     |
| <b>DETAILS OF WRITE-INS</b>   |                                  |                                     |                             |                   |
| 2401. Service fees .....  |                                  | 13,293,988                          |                             | 13,293,988        |
| 2402. Other expenses .....  | 170,045,170                      | 50,558,510                          | (376,880)                   | 220,226,800       |
| 2403. Outside services and income .....   | 5,813,861                        | 47,052,534                          | 215,734                     | 53,082,129        |
| 2498. Summary of remaining write-ins for Line 24 from overflow page .....               |                                  | 3,530,762                           |                             | 3,530,762         |
| 2499. Totals (Lines 2401 thru 2403 plus 2498)(Line 24 above)                            | 175,859,031                      | 114,435,794                         | (161,146)                   | 290,133,679       |

(a) Includes management fees of \$ ..... to affiliates and \$ ..... to non-affiliates.

ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY  
**EXHIBIT OF NET INVESTMENT INCOME**

|   | 1<br>Collected During Year | 2<br>Earned During Year |
|---|----------------------------|-------------------------|
| 1. U.S. Government bonds .....  | (a) 46,603,635             | 39,352,218              |
| 1.1 Bonds exempt from U.S. tax .....  | (a) 129,631,865            | 127,790,904             |
| 1.2 Other bonds (unaffiliated) .....  | (a) 265,498,840            | 255,246,977             |
| 1.3 Bonds of affiliates .....   | (a) .....                  | .....                   |
| 2.1 Preferred stocks (unaffiliated) .....                                     | (b) 22,555                 | 22,555                  |
| 2.11 Preferred stocks of affiliates .....                                     | (b) .....                  | .....                   |
| 2.2 Common stocks (unaffiliated) .....  | 5,776,296                  | 5,781,774               |
| 2.21 Common stocks of affiliates .....  | .....                      | .....                   |
| 3. Mortgage loans .....   | (c) 54,918,728             | 53,603,582              |
| 4. Real estate .....  | (d) 95,472,386             | 95,472,386              |
| 5. Contract loans .....   | .....                      | .....                   |
| 6. Cash, cash equivalents and short-term investments .....                    | (e) 1,770,304              | 6,145,877               |
| 7. Derivative instruments .....   | (f) 27,500,631             | 26,598,857              |
| 8. Other invested assets .....  | (27,591,845)               | (27,591,845)            |
| 9. Aggregate write-ins for investment income .....                            | 13,983,998                 | 13,983,998              |
| 10. Total gross investment income .....                                       | 613,587,393                | 596,407,283             |
| 11. Investment expenses .....   | (g) 91,401,482             | .....                   |
| 12. Investment taxes, licenses and fees, excluding federal income taxes ..... | (g) 16,661,841             | .....                   |
| 13. Interest expense .....  | (h) 206,950,308            | .....                   |
| 14. Depreciation on real estate and other invested assets .....               | (i) 24,771,368             | .....                   |
| 15. Aggregate write-ins for deductions from investment income .....           | 1,923,096                  | .....                   |
| 16. Total deductions (Lines 11 through 15) .....                              | 341,708,095                | .....                   |
| 17. Net investment income (Line 10 minus Line 16) .....                       | 254,699,188                | .....                   |
| <b>DETAILS OF WRITE-INS</b>   |                            |                         |
| 0901. Securities lending .....  | 453,683                    | 453,683                 |
| 0902. Change in CSV of life insurance assets .....                            | 7,125,029                  | 7,125,029               |
| 0903. Miscellaneous income/expense .....                                      | 6,405,286                  | 6,405,286               |
| 0998. Summary of remaining write-ins for Line 9 from overflow page .....      | 13,983,998                 | 13,983,998              |
| 0999. Totals (Lines 0901 thru 0903 plus 0998) (Line 9, above) .....           | 13,983,998                 | 13,983,998              |
| 1501. Mortgage loan service fees .....  | .....                      | 357,013                 |
| 1502. Home purchase expense .....   | .....                      | 1,566,083               |
| 1503. .....   | .....                      | .....                   |
| 1598. Summary of remaining write-ins for Line 15 from overflow page .....     | .....                      | .....                   |
| 1599. Totals (Lines 1501 thru 1503 plus 1598) (Line 15, above) .....          | 1,923,096                  | .....                   |

(a) Includes \$ 23,839,876 accrual of discount less \$ 36,595,685 amortization of premium and less \$ 5,017,601 paid for accrued interest on purchases.

(b) Includes \$ ..... accrual of discount less \$ ..... amortization of premium and less \$ ..... paid for accrued dividends on purchases.

(c) Includes \$ 10,546,635 accrual of discount less \$ ..... amortization of premium and less \$ ..... paid for accrued interest on purchases.

(d) Includes \$ 96,281,018 for company's occupancy of its own buildings; and excludes \$ ..... interest on encumbrances.

(e) Includes \$ ..... accrual of discount less \$ ..... amortization of premium and less \$ ..... paid for accrued interest on purchases.

(f) Includes \$ ..... accrual of discount less \$ ..... amortization of premium.

(g) Includes \$ ..... investment expenses and \$ ..... investment taxes, licenses and fees, excluding federal income taxes, attributable to segregated and Separate Accounts.

(h) Includes \$ 204,702,500 interest on surplus notes and \$ ..... interest on capital notes.

(i) Includes \$ ..... depreciation on real estate and \$ ..... depreciation on other invested assets.

**EXHIBIT OF CAPITAL GAINS (LOSSES)**

|  | 1<br>Realized Gain (Loss)<br>On Sales or Maturity | 2<br>Other Realized<br>Adjustments | 3<br>Total Realized Capital<br>Gain (Loss)<br>(Columns 1 + 2) | 4<br>Change in<br>Unrealized Capital<br>Gain (Loss) | 5<br>Change in Unrealized<br>Foreign Exchange<br>Capital Gain (Loss) |
|--|---|------------------------------------|---|---|--|
| 1. U.S. Government bonds .....   | 70,388,461  | .....                              | 70,388,461  | 40,169,175  | .....  |
| 1.1 Bonds exempt from U.S. tax .....                                     | (835,602)   | .....                              | (835,602)   | 578,214   | .....  |
| 1.2 Other bonds (unaffiliated) .....                                     | 27,678,334  | (5,803,892)                        | 21,874,442  | 12,960,526  | (887,002)  |
| 1.3 Bonds of affiliates .....  | .....   | .....                              | .....   | .....   | .....  |
| 2.1 Preferred stocks (unaffiliated) .....                                | .....   | .....                              | .....   | 14,274  | .....  |
| 2.11 Preferred stocks of affiliates .....                                | .....   | .....                              | .....   | (340,000)   | .....  |
| 2.2 Common stocks (unaffiliated) .....                                   | 2,296,730   | .....                              | 2,296,730   | (5,319,412)   | .....  |
| 2.21 Common stocks of affiliates .....                                   | .....   | .....                              | .....   | 184,089,972   | .....  |
| 3. Mortgage loans .....  | 8,841,587   | (962,040)                          | 7,879,547   | 2,417,739   | .....  |
| 4. Real estate .....   | 708,427   | .....                              | 708,427   | .....   | .....  |
| 5. Contract loans .....  | .....   | .....                              | .....   | .....   | .....  |
| 6. Cash, cash equivalents and short-term investments .....               | .....   | .....                              | .....   | .....   | .....  |
| 7. Derivative instruments .....  | (196,889,811)                                     | (1,611,183)                        | (198,500,994)   | (166,008,118)                                       | 161,158  |
| 8. Other invested assets .....   | 21,959,110  | (32,313,120)                       | (10,354,010)  | 78,969,419  | .....  |
| 9. Aggregate write-ins for capital gains (losses) .....                  | (8,516,048)                                       | (1,030,685)                        | (9,546,733)   | 677,074   | (1,555)  |
| 10. Total capital gains (losses) .....                                   | (74,368,812)                                      | (41,720,920)                       | (116,089,732)   | 148,208,862   | (727,399)  |
| <b>DETAILS OF WRITE-INS</b>  |   |                                    | .....   | .....   | .....  |
| 0901. FX Realized On Currency .....                                      | .....   | (1,906)                            | (1,906)   | .....   | .....  |
| 0902. FX Unrealized On Currency .....                                    | .....   | .....                              | .....   | .....   | (1,555)  |
| 0903. Miscellaneous gain .....   | 565,888   | .....                              | 565,888   | .....   | .....  |
| 0998. Summary of remaining write-ins for Line 9 from overflow page ..... | (9,081,936)                                       | (1,028,779)                        | (10,110,715)  | 677,074   | .....  |
| 0999. Totals (Lines 0901 thru 0903 plus 0998) (Line 9, above) .....      | (8,516,048)                                       | (1,030,685)                        | (9,546,733)   | 677,074   | (1,555)  |

ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY  
**EXHIBIT OF NON-ADMITTED ASSETS**

|  | 1<br>Current Year Total<br>Nonadmitted Assets | 2<br>Prior Year Total<br>Nonadmitted Assets | 3<br>Change in Total<br>Nonadmitted Assets<br>(Col. 2 - Col. 1) |
|--|---|---|---|
| 1. Bonds (Schedule D) .....  |   |   |   |
| 2. Stocks (Schedule D):  |   |   |   |
| 2.1 Preferred stocks .....   |   |   |   |
| 2.2 Common stocks .....  |   |   |   |
| 3. Mortgage loans on real estate (Schedule B):   |   |   |   |
| 3.1 First liens .....  |   |   |   |
| 3.2 Other than first liens .....   |   |   |   |
| 4. Real estate (Schedule A):   |   |   |   |
| 4.1 Properties occupied by the company .....   |   |   |   |
| 4.2 Properties held for the production of income .....   |   |   |   |
| 4.3 Properties held for sale .....   |   |   |   |
| 5. Cash (Schedule E - Part 1), cash equivalents (Schedule E - Part 2) and short-term investments (Schedule DA) ..... |   |   |   |
| 6. Contract loans .....  |   |   |   |
| 7. Derivatives (Schedule DB) .....   |   |   |   |
| 8. Other invested assets (Schedule BA) .....   | 51,446,489                                    | 47,190,476                                  | (4,256,013)   |
| 9. Receivables for securities .....  |   | 548,925                                     | 548,925   |
| 10. Securities lending reinvested collateral assets (Schedule DL) .....  | 7,712,247                                     | 1,488,428                                   | (6,223,819)   |
| 11. Aggregate write-ins for invested assets .....  |   |   |   |
| 12. Subtotals, cash and invested assets (Lines 1 to 11) .....  | 59,158,736                                    | 49,227,829                                  | (9,930,907)   |
| 13. Title plants (for Title insurers only) .....   |   |   |   |
| 14. Investment income due and accrued .....  | 114,898                                       | 633,140                                     | .518,242  |
| 15. Premiums and considerations:   |   |   |   |
| 15.1 Uncollected premiums and agents' balances in the course of collection .....                                     | 101,117,430                                   | 88,672,422                                  | (12,445,008)  |
| 15.2 Deferred premiums, agents' balances and installments booked but deferred and not yet due .....                  | 9,794,883                                     | 5,427,919                                   | (4,366,964)   |
| 15.3 Accrued retrospective premiums .....  |   |   |   |
| 16. Reinsurance:   |   |   |   |
| 16.1 Amounts recoverable from reinsurers .....   |   |   |   |
| 16.2 Funds held by or deposited with reinsured companies .....   |   |   |   |
| 16.3 Other amounts receivable under reinsurance contracts .....  |   |   |   |
| 17. Amounts receivable relating to uninsured plans .....   |   |   |   |
| 18.1 Current federal and foreign income tax recoverable and interest thereon .....                                   |   |   |   |
| 18.2 Net deferred tax asset .....  | 654,846,071                                   | 655,423,627                                 | .577,556  |
| 19. Guaranty funds receivable or on deposit .....  |   |   |   |
| 20. Electronic data processing equipment and software .....  |   |   |   |
| 21. Furniture and equipment, including health care delivery assets .....   | 256,636,456                                   | 266,584,068                                 | 9,947,612   |
| 22. Net adjustment in assets and liabilities due to foreign exchange rates .....                                     |   |   |   |
| 23. Receivables from parent, subsidiaries and affiliates .....   | 3,073,219                                     | 7,286,148                                   | 4,212,929   |
| 24. Health care and other amounts receivable .....   |   |   |   |
| 25. Aggregate write-ins for other than invested assets .....   | 374,625,351                                   | 366,123,627                                 | (8,501,724)   |
| 26. Total assets excluding Separate Accounts, Segregated Accounts and Protected Cell Accounts (Lines 12 to 25) ..... | 1,459,367,044                                 | 1,439,378,780                               | (19,988,264)  |
| 27. From Separate Accounts, Segregated Accounts and Protected Cell Accounts .....                                    |   |   |   |
| 28. Total (Lines 26 and 27) .....  | 1,459,367,044                                 | 1,439,378,780                               | (19,988,264)  |
| <b>DETAILS OF WRITE-INS</b>  |   |   |   |
| 1101. .....  |   |   |   |
| 1102. .....  |   |   |   |
| 1103. .....  |   |   |   |
| 1198. Summary of remaining write-ins for Line 11 from overflow page .....  |   |   |   |
| 1199. Totals (Lines 1101 thru 1103 plus 1198)(Line 11 above) .....   |   |   |   |
| 2501. Deposits and prepaid assets .....  | 165,511,906                                   | 250,328,564                                 | .84,816,658   |
| 2502. Miscellaneous assets .....   | 94,682,805                                    | 57,976,438                                  | (36,706,367)  |
| 2503. Other assets nonadmitted .....   | 114,430,640                                   | 57,818,625                                  | (56,612,015)  |
| 2598. Summary of remaining write-ins for Line 25 from overflow page .....  |   |   |   |
| 2599. Totals (Lines 2501 thru 2503 plus 2598)(Line 25 above) .....   | 374,625,351                                   | 366,123,627                                 | (8,501,724)   |

## NOTES TO FINANCIAL STATEMENTS

### **Note 1 - Summary of Significant Accounting Policies**

#### **A. Accounting Practices**

The accompanying statutory financial statements of Nationwide Mutual Insurance Company (Company) have been prepared in conformity with accounting practices prescribed or permitted by the National Association of Insurance Commissioners (NAIC) and the State of Ohio.

The Ohio Insurance Department recognizes only statutory accounting practices (SAP) prescribed or permitted by the State of Ohio for determining and reporting the financial condition and results of operations of an insurance company, as well as, determining its solvency under the Ohio Insurance law. The National Association of Insurance Commissioners' (NAIC) *Accounting Practices and Procedures Manual* (NAIC SAP) has been adopted as a component of prescribed or permitted practices by the State of Ohio.

#### **B. Use of Estimates in the Preparation of the Financial Statements**

The preparation of financial statements in conformity with Statutory Accounting Principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities. It also requires disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the period. Actual results could differ from those estimates.

#### **C. Accounting Policies**

**Federal Income Taxes.** The Company files a consolidated federal income tax return, which includes all eligible U.S. affiliates. In this regard, the included subsidiaries pay to the Company the amount which would have been payable on a separate return basis without regard to the alternative minimum tax. The Company pays tax due on a consolidated basis.

Of the two other sister mutual insurance companies, Nationwide Mutual Fire Insurance Company files its own consolidated returns with its subsidiaries, and Farmland Mutual Insurance Company files on an individual basis. In addition, Colonial County Mutual Insurance Company, an affiliate, files on an individual basis. Any impact of those tax filings under U.S. tax law have been reflected in the provision for income tax expense and related liabilities.

The Company provides for federal income taxes based on amounts the Company believes it will ultimately owe. Inherent in the provision for federal income taxes are estimates regarding the deductibility of certain expenses and the realization of certain tax credits. In the event the ultimate deductibility of certain expenses or the realization of certain tax credits differs from estimates, the Company may be required to change the provision for federal income taxes recorded in the financial statements which could be significant. Management has used best estimates to establish reserves based on current facts and circumstances regarding tax exposure items where the ultimate deductibility is open to interpretation.

In accordance with guidance specified in the NAIC SAP, the Company utilizes the asset and liability method of accounting for taxes. Under this method, deferred tax assets, net of any non-admitted portion, and deferred tax liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax basis. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The change in deferred taxes is charged directly to surplus.

**Reinsurance Recoverables.** In the normal course of business, the Company reinsures, or cedes, a portion of its insurance risks with other companies in order to reduce net liability on individual risks, to provide protection against the potential impact of large losses, and to obtain greater diversification of risks. The ceding of risk, however, does not discharge the Company from its primary obligation to the policyholder. Reinsurance recoverables include amounts billed to reinsurers on losses paid. Estimates of amounts expected to be recovered from reinsurers that have not yet been paid on unpaid losses are estimated in a manner consistent with the claim liability associated with the underlying policy and are recorded as reductions in total loss and loss adjustment expense (LAE) reserves. Such reinsurance recoverables and reserve reductions partially offset claim costs in the Company's statutory statements of operations and are included as an offset to losses and LAE's in the accompanying statutory statements of admitted assets, liabilities and surplus. The Company regularly evaluates and monitors the financial condition of its reinsurers under voluntary reinsurance arrangements to minimize its exposure to significant losses from reinsurer insolvencies. There are no contracts using deposit accounting as of December 31, 2011 and 2010.

Statutory accounting principles require recognition of a minimum liability for certain unsecured or overdue reinsurance recoverables (100% for unsecured unauthorized reinsurance and up to 20% recoverables from certain reinsurers more than 90 days overdue on their payments). These conditional reserves were \$17,790,663 and \$22,281,892 as of December 31, 2011 and 2010, respectively.

In addition, the Company uses the following accounting policies:

1. Short-term investments are carried at amortized cost, which approximates fair value. Short-term investment transactions are recorded on trade date. Interest income is recognized when earned.
2. Bonds, excluding loan-backed and structured securities, are stated at amortized cost except those with a NAIC designation of "3" or below which are stated at the lower of amortized cost or fair value. Bond transactions are recorded on trade date, with the exception of private placement bonds, which are recorded on settlement date. Amortization of purchase premiums and discounts is calculated using the effective yield method. Realized gains and losses are determined on a specific identification basis. For bonds for which active market quotations are available, the Company generally uses independent pricing services to assist in determining the fair value.

Management regularly reviews its bond portfolio to evaluate the necessity of recording impairment losses for other-than-temporary declines in fair value. Many criteria may be considered in this review process including, but not limited to, the timing and amount of cash flows, the ability of the issuer to meet its obligations, financial prospects of the issuer, quality of any underlying collateral, current relevant economic conditions that may impact issuers, severity of the decline in fair value, the Company's intent to sell or the intent and ability to hold the security until its value recovers. For bonds (excluding loan-backed and structured securities) determined to be other-than-temporarily impaired, the cost basis is written down to fair value and the amount of the write-down is recorded as a realized loss.

3. Common stocks, other than investments in stocks of subsidiaries and affiliates (see Note C. 7 below), are stated at fair value. Common stock transactions are recorded on trade date. Realized gains and losses are determined on a specific identification basis. Dividends are recognized when declared. For marketable stocks for which active market quotations are available, the Company generally uses independent pricing services to assist in determining the fair value.

## NOTES TO FINANCIAL STATEMENTS

4. Preferred stocks redeemable at par and rated investment grade are stated at amortized cost. Perpetual preferred stocks rated investment grade are stated at fair value. Non-investment grade preferred stocks are stated at the lower of amortized value or fair value. Preferred stock transactions are recorded on trade date. Realized gains and losses are determined on a specific identification basis. Interest income is recognized when earned while dividends are recognized when declared. Preferred stocks not carried at fair value, which are in an unrealized loss position, are evaluated for impairment based on the timing of any anticipated recovery in value and the length of time in a loss position. For declines in value considered to be other-than-temporary, a realized loss to fair value is recorded. For marketable preferred stocks, for which active market quotations are available, the Company generally uses independent pricing services to assist in determining the fair value.
5. Mortgage loans are carried at the unpaid principal balance adjusted for premiums, discounts and certain deferred loan origination and commitment fees, less a valuation allowance. The valuation allowance for mortgage loans reflects management's best estimate of probable credit losses. Management's periodic evaluation of the adequacy of the valuation allowance for losses is based on past loan loss experience, known and inherent risks in the portfolio, adverse situations that may affect the borrower's ability to repay, the estimated value of the underlying collateral, current economic conditions, composition of the loan portfolio and other relevant factors. The Company maintains a valuation allowance for estimated credit losses on mortgage loans which is comprised of specific and non-specific reserves.

Specific reserves for impaired mortgage loans established based on a review by portfolio managers. Mortgage loans are considered impaired when, based on current information and events, it is probable that the Company will be unable to collect all amounts due according to the contractual terms of the loan agreement. When management determines that a loan is impaired, a provision for loss is established equal to either the difference between the carrying value and the present value of expected future cash flows discounted at the loan's effective interest rate or the fair value of the collateral if the loan is collateral dependent.

The non-specific reserve is established for probable losses inherent in the mortgage loan portfolio as of the balance sheet date but not yet specifically identified. The non-specific reserve is based on past loan loss experience, inherent risks in the portfolio, current economic conditions, composition of the loan portfolio and other relevant factors.

Changes in the non-specific reserve are recorded directly in surplus, while changes in the specific reserves are recorded in realized losses.

6. Loan-backed and structured securities (collectively, loan-backed securities) are stated at amortized cost except those with an initial NAIC designation of "3" or below which are stated at the lower of amortized cost or fair value. Amortization of purchase premiums and discounts is calculated using the effective yield method. The Company periodically updates its estimates of cash flows, including new prepayment assumptions, for loan-backed securities. The retrospective adjustment method is used to value loan-backed securities where the collection of all contractual cash flows is probable. For loan-backed securities where the collection of all contractual cash flows is not probable, the Company, (a) recognizes the accretable yield over the life of the loan backed security as determined at the acquisition or transaction date, (b) continues to estimate cash flows expected to be collected at least quarterly, and (c) recognizes an other-than-temporary impairment loss if the loan-backed security is impaired (i.e., the fair value is less than the amortized cost basis) and there is a decrease in the cash flows expected to be collected. If the Company intends to sell an impaired loan-backed security or does not have the intent and ability to retain the impaired loan-backed security for a period of time sufficient to recover the amortized cost basis, an other-than-temporary impairment has occurred. In these situations, the other-than-temporary impairment loss recognized is the difference between the amortized cost basis and fair value. If the Company does not expect to recover the entire amortized cost basis when compared to the present value of cash flows expected to be collected, it cannot assert that it has the ability to recover the loan-backed security's amortized cost basis even though it has no intention to sell and has the intent and ability to retain the loan-backed security. Therefore an other-than-temporary impairment has occurred and a realized loss is recognized for the non-interest related decline, which is calculated as the difference between the loan-backed security's amortized cost basis and the present value of cash flows expected to be collected.

For situations where an other-than-temporary impairment is recognized, the previous amortized cost basis less the other-than-temporary impairment recognized as a realized loss becomes the new cost basis.

Loan-backed security transactions are recorded on the trade date. Realized gains and losses are determined on a specific identification basis. For loan-backed securities for which active market quotations are available, the Company generally uses independent pricing services to assist in determining the fair value.

7. Investments in subsidiary and affiliated companies are stated as follows:

With the exception of Nationwide Corporation, the admitted investments in all subsidiary, controlled, and affiliated (SCA) entities are valued using an equity method approach. Under this approach, investments in insurance affiliated companies are stated at underlying statutory equity value adjusted for unamortized goodwill. Investments in non-insurance affiliated companies that have no significant ongoing operations other than to hold assets that are primarily for the direct or indirect benefit or use of the reporting entity or its affiliates are stated at audited GAAP equity adjusted to a statutory basis of accounting. Investments in non-insurance affiliated companies that have significant ongoing operations beyond holding assets that are primarily for the direct or indirect benefit or use of the reporting entity or its affiliates are stated at audited GAAP equity. Investments in subsidiaries formerly traded on a major stock exchange are stated at discounted market. Unaudited affiliated companies of the reporting entity or its affiliates are non-admitted under prescribed SAP accounting practices. Goodwill arising from the acquisition of subsidiaries or affiliated companies is amortized over a period of ten years. Unamortized goodwill at December 31, 2011 was \$1.2 billion of which \$447.9 million was nonadmitted because total unamortized goodwill exceeded 10% of adjusted policyholders' surplus as of the end of the prior quarter. Unamortized goodwill at December 31, 2010 was \$1.4 billion of which \$564.8 million was nonadmitted because total unamortized goodwill exceeded 10% of adjusted policyholders' surplus as of the end of the prior quarter.

Nationwide Corporation is an unaudited, downstream, noninsurance holding company consisting of Nationwide Financial Services, Inc. (NFS), NWD Management Research Trust, Nationwide Global Holdings, and Nationwide Better Health. In accordance with the "look through" provisions of SSAP No. 97, *Investments in Subsidiary, Controlled, and Affiliated Entities, A Replacement of SSAP No. 88*, valuation of the admitted investment in Nationwide Corporation is based on the individual audited SCA entities owned by Nationwide Corporation, which is currently NFS. Additionally, all non-affiliated liabilities, commitments, contingencies, guarantees or obligations of Nationwide Corporation are reflected in its carrying value. The unaudited assets of Nationwide Corporation and the unaudited SCA entities of Nationwide Corporation, both of which are immaterial, are non-admitted.

## NOTES TO FINANCIAL STATEMENTS

8. Other invested assets consist primarily of investments in partnerships, limited liability companies and joint ventures. Underlying investments primarily include hedge funds, private equity funds and low income housing tax credits. Except for investments in low income housing tax credit partnerships, interests are reported using the equity method of accounting. Changes in carrying value as a result of the equity method are reflected as net unrealized capital gains and losses as a direct adjustment to surplus. Realized gains and losses are generally recognized through income at the time of disposal or when operating distributions are received. Partnership interests in low income housing tax credits are carried at amortized cost with amortization charged to investment income over the period in which the tax benefits, primarily credits, are utilized. Management reviews the portfolio for the need to record impairments based on the expected ability to recover unrealized losses and the intent to hold the investment until recovery. The reviews include evaluating the current and expected earnings of the individual investments. Other-than-temporary impairment losses are recorded on other invested assets when indicators of impairment are present and are charged to net realized gains and losses.

9. Accounting for derivatives

The Company uses derivative instruments to manage risks associated with interest rates, equity markets, foreign currency and credit. These derivative instruments primarily include interest rate swaps, futures contracts, credit default swaps, currency contracts and other traditional swap agreements.

Derivative instruments used in hedging transactions considered to be effective hedges are valued and reported in a manner consistent with the hedged items (i.e., hedge accounting). Derivative instruments used in hedging transactions that do not meet or no longer meet the criteria of an effective hedge are accounted for at fair value and the changes in the fair value are recorded in surplus as unrealized gains or unrealized losses. Derivative instrument cash flows and payment accruals are recorded as realized gains and losses or in net investment income.

10. Insurance premiums are generally earned ratably over the policy term. The liability for unearned premiums represents the portion of premiums written relating to the unexpired terms of coverage. Such reserves are computed by pro rata methods for direct business and are based on reports received from ceding companies for reinsurance assumed. Premiums in course of collection represent agent balances and uncollected premiums from policyholders for current policies in force and policy premiums assumed from others, including amounts placed with affiliates. As of December 31, 2011 and 2010, the Company had no liabilities related to premium deficiency reserves. The Company includes anticipated investment income when calculating its premium deficiency reserves, in accordance with SSAP No. 53, Property-Casualty Contracts – Premiums.
11. The Company establishes losses and loss expense reserves for reported claims and claims incurred but not yet reported. Estimating the liability for losses and loss expense reserves involves significant judgment and multiple assumptions. Management considers the Company's experience with similar claims, historical trends, economic factors and judicial, legislative and regulatory changes in establishing reserves. The Company's losses and loss expense reserves are recorded net of reinsurance and amounts expected to be received from salvage (the amount recovered from property after the Company pays for a total loss) and subrogation (the right to recover payments from third parties).

Assumptions and estimates for losses and loss expense reserves are updated as new information becomes available. Due to the inherent uncertainty in estimating losses and loss expense reserves, the actual cost of settling claims may differ materially from recorded amounts. Changes in losses and loss expense reserve estimates are included in results of operations in the period the estimates are revised.

12. The Company has a written capitalization policy for prepaid expenses and purchases of items such as electronic data processing equipment, software, furniture, vehicles, other equipment and leasehold improvements. The Company has not modified its capitalization policy from the prior period.
13. The Company does not write major medical insurance with prescription drug coverage.

### **Note 2 - Accounting Changes and Corrections of Errors**

- A. Accounting Changes

#### ***Adopted Accounting Standards***

On December 31, 2011, the Company adopted revisions to SSAP No. 5, *Liabilities, Contingencies and Impairments of Assets* (SSAP No. 5R) which require insurance entities to recognize, at inception of a guarantee, a liability for the obligations it has undertaken in issuing the guarantee, even if the likelihood of having to make payments under the guarantee is remote. The revised guidance does not require liability recognition for guarantees made to or on behalf of direct or indirect wholly-owned insurance and non-insurance subsidiaries or for guarantees considered unlimited. The Company also adopted additional revisions related to disclosure requirements of SSAP No. 25, *Accounting for and Disclosures about Transactions with Affiliated and Other Related Parties* to correspond with SSAP No. 5R. The guidance is effective for all guarantees issued or outstanding as of December 31, 2011, and disclosure of all guarantees must be reported annually. Refer to Note 14 for the required disclosures and financial impact of this guidance.

On January 1, 2011, the Company adopted changes to the definition of loan-backed and structured securities within SSAP No. 43R, *Loan-backed and Structured Securities*. These changes required certain securities to be reclassified into the loan-backed and structured securities classification and resulted in an immaterial impact to the Company upon adoption. Refer to Note 5 for required disclosures and financial impact.

On December 31, 2009, the Company adopted temporary guidance in SSAP No. 10R, *Income Taxes Revised – A Temporary Replacement of SSAP No. 10*, that requires additional disclosures related to tax planning strategies and provides an election for a qualifying life insurance company to increase within its deferred tax asset admissibility calculation the reversal period from one to three years and its limitation from 10% of statutory capital and surplus to 15%. This guidance is effective for interim and annual reporting periods through December 31, 2011, and will be replaced with the adoption of SSAP No. 101, *Income Taxes*. Refer to Note 9 for the required disclosures and financial impact.

#### ***Pending Accounting Standards***

On January 1, 2012, the Company adopted a new standard, SSAP No. 101, *Income Taxes*, which supersedes SSAP No. 10R, *Income Taxes Revised – A Temporary Replacement of SSAP No. 10*. The standard applies a 'more likely than not' threshold for the recognition of federal and foreign tax loss contingencies and establishes a new framework for determining the admissibility of deferred tax assets (DTA). The framework sets a three year limit on loss carryback provisions, introduces guardrails for determining the realization period and percentage of capital and surplus companies may use to determine DTA admissibility, and establishes parameters around offsetting DTAs against deferred tax liabilities (DTL) as it relates to the admissibility of a DTA. The standard also adopts new disclosure requirements related to tax planning strategies, the amounts and components used to determine admissible DTA amounts, and information about reasonably possible increases in the total liability for any federal or foreign income tax loss contingencies within twelve months of the reporting date. The Company is currently in the process of determining the impact of adoption of this standard.

## NOTES TO FINANCIAL STATEMENTS

### Correction of Error

At December 31, 2010 a \$7.9 million prior period adjustment was required to adjust deferred taxes related to the contingent surplus note offering. In 2004, when the contingent surplus note offering was initially set up the deferred taxes were not properly accounted for when it was determined the instrument should be accounted for as a derivative.

### Note 3 - Business Combinations and Goodwill

#### A. Statutory Purchase Method

1. On January 1, 2009, the Company, along with Nationwide Mutual Fire Insurance Company and Nationwide Corporation, an affiliated company, acquired the remaining 33.5% interest in the Nationwide Financial Services, Inc. (NFS). Upon the closing of the transaction on January 1, 2009, NFS became a wholly owned, privately held subsidiary of Nationwide Corporation through a merger of NFS and NWM Merger Sub, Inc., a wholly owned subsidiary of Nationwide Corporation. On that date, all 100 of NWM Merger Sub's issued and outstanding common stock became the issued and outstanding common stock of NFS and all such shares are held by Nationwide Corporation. On the date of acquisition, statutory surplus decreased \$2.9 billion as a result of the change in valuation methodology under prescribed statutory accounting practices.

On December 31, 2008, Scottsdale Insurance Company purchased 100% of Atlantic from Traveler's. In September, 2008, Traveler's and Atlantic entered into a transfer and assumption agreement. As a result of the Agreement, Atlantic transferred all of its assets, subject to specific exception of the Retained Assets set forth in the Transfer and Assumption Agreement, and all of its liabilities to and assumed by Travelers as of the date of the sale to Scottsdale Insurance Company. The purchase of Atlantic by Scottsdale Insurance Company included the transfer of investments and premium tax recoverables totaling \$8.7 million. On July 28, 2009, the Ohio Department of Insurance signed the order authorizing the redomestication of Atlantic Insurance Company from Texas to Ohio and changing the name to Freedom Specialty Insurance Company.

In July 2008, Scottsdale Insurance Company entered into an agreement with Veterinary Pet Insurance Company (VPI) to acquire the remaining 35% interest in their outstanding shares. Based in Brea, California, VPI is the oldest and largest health insurance provider for pets in the United States offering insurance plans which reimburse eligible veterinary expenses relating to accidents, illnesses and injuries for dogs, cats, birds and exotic pets. The VPI asset acquisition solidifies the Company's position in the pet insurance market, which is available in all 50 states and the District of Columbia. Policies are underwritten by VPI in California, and in all other states by National Casualty Company.

On August 1, 2003, the Company purchased 100% of THI Holdings, Inc. (THI) consisting of seven insurance companies. These companies are Victoria Fire & Casualty Company, Victoria Automobile Insurance Company, Victoria National Insurance Company, Victoria Specialty Insurance Company, Victoria Select Insurance Company, Titan Indemnity and Titan Insurance Company. Prior to January 1, 2010, Titan Insurance Company had a 100% quota share agreement with Titan Indemnity Company, who also had a 100% quota share agreement with Victoria Fire & Casualty Company. Victoria Fire and Casualty had a 90% quota share agreement with the Company. Effective January 1, 2010, these contracts were amended to a 100% quota share agreement between each entity and the Company. As of January 1, 2010, Victoria Fire & Casualty Company, Victoria Automobile Insurance Company, Victoria National Insurance Company, Victoria Specialty Insurance Company and Victoria Select Insurance Company were members of a pool in which Victoria Fire & Casualty Company was the lead company with 100% retrocession which was contributed to the Nationwide Pool. Effective January 1, 2011 the Victoria pool was terminated and each of the Victoria companies were added to the pool where the Company retains 83.7% of the results.

In 2002, the Company purchased a greater interest in Nationwide Realty Investors, LLC (Nationwide Realty). The Company's ownership in Nationwide Realty increased to 95%. Nationwide Realty is an Ohio limited liability company engaged in the business of developing, owning and operating real estate investments.

2. The five transactions above were accounted for as statutory purchases.
3. The Company, along with Nationwide Mutual Fire Insurance Company and Nationwide Corporation, an affiliated company, acquired the remaining interest in NFS outstanding publicly held Class A common stock in exchange for cash consideration of \$2.4 billion through its subsidiary Nationwide Corporation. The acquisition resulted in goodwill of \$1.77 billion. The cost of the Freedom Specialty acquisition was \$16.0 million, resulting in goodwill of \$7.3 million. The cost of the VPI acquisition was \$29.4 million, resulting in goodwill of \$21.5 million. The cost of the THI acquisition was \$140.0 million, resulting in goodwill of \$5.4 million. The initial cost of the Nationwide Realty acquisition was \$158.9 million resulting in goodwill of \$44.4 million. In 2002, additional portions of Nationwide Realty were purchased at a cost of \$36.5 million generating goodwill of \$17.3 million.
4. Goodwill amortization for the year ended December 31, 2011 related to the purchases of NFS, Freedom Specialty Insurance Company, VPI, THI and Nationwide Realty was \$186.3 million, \$725.2 thousand, \$14 million, \$0.5 million and \$4.5 million, respectively.

#### B. Statutory Merger

Not applicable.

#### C. Impairment Loss

Not applicable.

### Note 4 - Discontinued Operations

Not applicable.

### Note 5 - Investments

#### A. Mortgage Loans

1. The maximum and minimum lending rates for commercial mortgage loans originated during 2011 were 14.0% and 5.83%, respectively.
2. During 2011 the Company reduced interest rates on outstanding loans in the amount of \$20,136,997. Interest rate reductions ranged from 1.0% to 4.41%.
3. At December 31, 2011, the maximum percentage of any one loan to the value of collateral at the time of the loan is 89.8%.

## NOTES TO FINANCIAL STATEMENTS

4. As of December 31, 2011 and 2010, the Company held \$9,209,615 and \$20,469,460, respectively, in mortgages with interest 180 days or more past due with a recorded investment, excluding accrued interest. Total interest due on mortgages with interest more than 180 days past due as of December 31, 2011 and 2010 was \$86,297 and \$289,590, respectively.
5. There were no taxes, assessments or any amounts advanced and not included in the mortgage loan.
6. Investments on loans with impairments totaled \$15,951,197 and \$18,651,759 at December 31, 2011 and 2010, respectively, with related allowance for credit losses of \$3,149,494 and \$2,507,941, respectively.
7. There were no impaired mortgage loans without an allowance for credit losses.
8. The average investment for impaired loans was \$3,987,799 and \$9,325,879 during 2011 and 2010, respectively.
9. There was \$273,818 and \$927,000 interest income recognized during 2011 and 2010, respectively, during the period the loans were impaired.
10. There was \$253,236 and \$927,000 interest income recognized during 2011 and 2010, respectively, on a cash basis during the period the loans were impaired.

| 11. Allowance for Credit Losses                      | 12/31/2011             | 12/31/2010             |
|--|------------------------|------------------------|
| a. Balance at beginning of period                    | \$ 23,700,014          | \$ 25,716,900          |
| b. Additions charged to operations                   | \$ 4,618,976           | \$ 11,753,634          |
| c. Direct write-downs charged against the allowances | \$ 0                   | \$ 0                   |
| d. Recoveries of amounts previously charged off      | <u>\$ (12,021,804)</u> | <u>\$ (13,770,520)</u> |
| e. Balance at end of period                          | \$ 16,297,186          | \$ 23,700,014          |

12. The Company accrues interest income on impaired loans to the extent it is deemed collectible (delinquent less than 90 days) and the loan continues to perform under its original or restructured contractual terms. Interest received on non-accrual status mortgage loans on real estate is included in net investment income in the period received.

### B. Troubled Debt Restructuring for Creditors

1. The total recorded investment in restructured loans as of December 31, 2011 and 2010, was \$105,306,985 and \$103,591,408, respectively.
2. The realized capital losses related to these loans as of December 31, 2011 and 2010, was \$2,738,438 and \$4,760,188, respectively.
3. There were no contractual commitments to extend credit to debtors owing receivables whose terms have been modified in troubled debt restructurings as of December 31, 2011 and 2010.
4. The Company accrues interest income on impaired loans to the extent it is deemed collectible (delinquent less than 90 days) and the loan continues to perform under its original or restructured contractual terms. Interest received on non-accrual status mortgage loans on real estate is included in net investment income in the period received.

### C. Reverse Mortgages

Not applicable.

### D. Loan-Backed Securities

1. Prepayment assumptions are generally obtained using a model provided by a third-party vendor.
2. The following table summarizes by quarter other-than-temporary impairments for loan-backed securities recorded during the year because the Company had either the intent to sell the securities or the inability or lack of intent to retain as cited in the table:

|   | (1)<br>Amortized Cost<br>Basis Before<br>Other-than-<br>Temporary<br>Impairment | (2)<br>Other-than-<br>Temporary<br>Impairment<br>Recognized in<br>Loss | (3)<br>Fair Value<br>1 - 2 |
|---|---|--|----------------------------|
| OTTI recognized 1st Quarter   |   |  |                            |
| a. Intent to Sell   | \$ -  | \$ -   | \$ -                       |
| b. Inability or lack of intent to retain the investment in the security for a period of time sufficient to recover the amortized cost basis | \$ -  | \$ -   | \$ -                       |
| c. Total 1st Quarter  | <u>\$ -</u>   | <u>\$ -</u>  | <u>\$ -</u>                |
| OTTI recognized 2nd Quarter   |   |  |                            |
| d. Intent to Sell   | \$ -  | \$ -   | \$ -                       |
| e. Inability or lack of intent to retain the investment in the security for a period of time sufficient to recover the amortized cost basis | \$ -  | \$ -   | \$ -                       |
| f. Total 2nd Quarter  | <u>\$ -</u>   | <u>\$ -</u>  | <u>\$ -</u>                |

## NOTES TO FINANCIAL STATEMENTS

## OTTI recognized 3rd Quarter

|   |      |      |      |
|---|------|------|------|
| g. Intent to Sell   | \$ - | \$ - | \$ - |
| h. Inability or lack of intent to retain the investment in the security for a period of time sufficient to recover the amortized cost basis | \$ - | \$ - | \$ - |
| i. Total 3rd Quarter  | \$ - | \$ - | \$ - |

## OTTI recognized 4th Quarter

|   |      |      |      |
|---|------|------|------|
| j. Intent to Sell   | \$ - | \$ - | \$ - |
| k. Inability or lack of intent to retain the investment in the security for a period of time sufficient to recover the amortized cost basis | \$ - | \$ - | \$ - |
| l. Total 4th Quarter  | \$ - | \$ - | \$ - |

## m. Annual Aggregate Total

\$ -

3. The following table summarizes other-than-temporary impairments for loan-backed securities held at the end of the year based on the fact that the present value of projected cash flows expected to be collected was less than the amortized cost of the securities:

| (1)<br>CUSIP | (2)<br>Amortized Cost<br>Before Current<br>Period OTTI | (3)<br>Present Value of<br>Projected Cash<br>Flows | (4)<br>Recognized<br>Other-Than-<br>Temporary<br>Impairment | (5)<br>Amortized Cost<br>After Other-Than-<br>Temporary<br>Impairment | (6)<br>Fair Value at<br>time of OTTI | (7)<br>Date of Financial<br>Statement<br>Where Reported |
|--------------|--|--|---|---|--------------------------------------|---|
| 02150FAA8    | \$ 2,147,522   | \$ 1,956,089                                       | \$ 191,433  | \$ 1,956,089  | \$ 1,561,427                         | Q4'11   |
| 74041EAC9    | \$ 58,263  | \$ 0   | \$ 58,263   | \$ 0  | \$ 0                                 | Q4'11   |
| 75903AAD9    | \$ 10,032  | \$ 0   | \$ 10,032   | \$ 0  | \$ (0)                               | Q4'11   |
| 75970QAD2    | \$ 6,739,218   | \$ 6,613,494                                       | \$ 125,724  | \$ 6,613,494  | \$ 3,679,357                         | Q4'11   |
| 761143AD8    | \$ 4,707,759   | \$ 4,451,646                                       | \$ 256,114  | \$ 4,451,646  | \$ 3,479,950                         | Q4'11   |
| 872227AA1    | \$ 6,989,970   | \$ 6,654,706                                       | \$ 335,265  | \$ 6,654,706  | \$ 4,643,261                         | Q4'11   |
| 01448YAE3    | \$ 904,102   | \$ 629,531   | \$ 274,571  | \$ 629,531  | \$ 285,273                           | Q3 '11  |
| 126694WE4    | \$ 7,668,432   | \$ 7,173,412                                       | \$ 495,020  | \$ 7,173,412  | \$ 4,600,079                         | Q3 '11  |
| 32052EAA7    | \$ 5,553,827   | \$ 5,249,995                                       | \$ 303,831  | \$ 5,249,995  | \$ 3,803,478                         | Q3 '11  |
| 39539MAA7    | \$ 7,060,981   | \$ 6,804,884                                       | \$ 256,097  | \$ 6,804,884  | \$ 4,634,557                         | Q3 '11  |
| 61748HLC3    | \$ 11,735,039  | \$ 11,321,889                                      | \$ 413,150  | \$ 11,321,889   | \$ 8,598,886                         | Q3 '11  |
| 75115LAA5    | \$ 6,887,687   | \$ 6,077,014                                       | \$ 810,673  | \$ 6,077,014  | \$ 4,269,666                         | Q3 '11  |
| 761143AD8    | \$ 4,803,668   | \$ 4,738,341                                       | \$ 65,328   | \$ 4,738,341  | \$ 3,541,803                         | Q3 '11  |
| 872227AA1    | \$ 7,729,724   | \$ 7,592,911                                       | \$ 136,813  | \$ 7,592,911  | \$ 5,346,141                         | Q3 '11  |
| 12638PAB5    | \$ 5,628,841   | \$ 5,476,250                                       | \$ 152,591  | \$ 5,476,250  | \$ 3,488,058                         | Q2 '11  |
| 126670FB9    | \$ 4,124,307   | \$ 4,067,928                                       | \$ 56,379   | \$ 4,067,928  | \$ 3,091,215                         | Q2 '11  |
| 126694WE4    | \$ 7,938,159   | \$ 7,765,532                                       | \$ 172,627  | \$ 7,765,532  | \$ 5,369,231                         | Q2 '11  |
| 74041EAC9    | \$ 108,213   | \$ 24,717  | \$ 83,496   | \$ 24,717   | \$ (0)                               | Q2 '11  |
| 75970QAD2    | \$ 7,055,945   | \$ 6,761,759                                       | \$ 294,186  | \$ 6,761,759  | \$ 4,678,423                         | Q2 '11  |
| 761143AD8    | \$ 5,063,187   | \$ 4,937,388                                       | \$ 125,799  | \$ 4,937,388  | \$ 3,783,991                         | Q2 '11  |
| 86363GAJ3    | \$ 16,257,217  | \$ 15,766,730                                      | \$ 490,487  | \$ 15,766,730   | \$ 12,338,295                        | Q2 '11  |
| 021460AC4    | \$ 250,057   | \$ 132,096   | \$ 117,960  | \$ 132,096  | \$ 78,217                            | Q1 '11  |
| 12638PAB5    | \$ 5,819,844   | \$ 5,714,622                                       | \$ 105,222  | \$ 5,714,622  | \$ 4,309,430                         | Q1 '11  |
| 126694WE4    | \$ 8,461,849   | \$ 8,078,925                                       | \$ 382,924  | \$ 8,078,925  | \$ 6,021,810                         | Q1 '11  |
| 61748HLC3    | \$ 12,757,587  | \$ 12,222,473                                      | \$ 535,115  | \$ 12,222,473   | \$ 10,222,865                        | Q1 '11  |
| 761143AD8    | \$ 6,091,061   | \$ 5,214,659                                       | \$ 876,401  | \$ 5,214,659  | \$ 4,079,286                         | Q1 '11  |
| 872227AA1    | \$ 8,660,830   | \$ 8,073,405                                       | \$ 587,426  | \$ 8,073,405  | \$ 5,655,022                         | Q1 '11  |
| 93362FAB9    | \$ 9,111,617   | \$ 8,920,818                                       | \$ 190,799  | \$ 8,920,818  | \$ 6,747,340                         | Q1 '11  |
| 021460AC4    | \$ 460,770   | \$ 303,199   | \$ 157,570  | \$ 303,199  | \$ 126,740                           | Q4 '10  |
| 12638PAB5    | \$ 6,100,735   | \$ 5,915,194                                       | \$ 185,542  | \$ 5,915,194  | \$ 4,193,254                         | Q4 '10  |
| 126694WE4    | \$ 8,854,248   | \$ 8,618,408                                       | \$ 235,841  | \$ 8,618,408  | \$ 6,013,208                         | Q4 '10  |
| 32052WAC3    | \$ 4,884,150   | \$ 4,736,780                                       | \$ 147,370  | \$ 4,736,780  | \$ 4,034,903                         | Q4 '10  |
| 61748HLC3    | \$ 13,180,479  | \$ 13,021,231                                      | \$ 159,248  | \$ 13,021,231   | \$ 9,278,388                         | Q4 '10  |
| 74041EAC9    | \$ 4,136,810   | \$ 74,844  | \$ 4,061,965  | \$ 74,844   | \$ 13,123                            | Q4 '10  |
| 741382AC9    | \$ 1,811,237   | \$ 1,701,021                                       | \$ 110,216  | \$ 1,701,021  | \$ 779,000                           | Q4 '10  |
| 93362FAB9    | \$ 9,301,315   | \$ 9,111,617                                       | \$ 189,698  | \$ 9,111,617  | \$ 6,545,430                         | Q4 '10  |
| 021460AC4    | \$ 669,203   | \$ 502,211   | \$ 166,992  | \$ 502,211  | \$ 253,410                           | Q3 '10  |
| 32052WAC3    | \$ 5,174,185   | \$ 5,111,048                                       | \$ 63,137   | \$ 5,111,048  | \$ 4,086,865                         | Q3 '10  |
| 45254NMY0    | \$ 5,019,032   | \$ 4,887,726                                       | \$ 131,306  | \$ 4,887,726  | \$ 3,741,829                         | Q3 '10  |
| 74041EAC9    | \$ 5,034,032   | \$ 4,120,377                                       | \$ 913,655  | \$ 4,120,377  | \$ 171,548                           | Q3 '10  |
| 75115LAA5    | \$ 7,791,416   | \$ 7,761,035                                       | \$ 30,381   | \$ 7,761,035  | \$ 4,426,983                         | Q3 '10  |
| 785778HD6    | \$ 2,324,719   | \$ 2,252,216                                       | \$ 72,503   | \$ 2,252,216  | \$ 1,062,539                         | Q3 '10  |
| 872227AA1    | \$ 9,757,041   | \$ 8,985,229                                       | \$ 771,812  | \$ 8,985,229  | \$ 4,641,946                         | Q3 '10  |
| 01448YAE3    | \$ 1,681,435   | \$ 784,802   | \$ 896,633  | \$ 784,802  | \$ 126,687                           | Q2 '10  |
| 126694WE4    | \$ 9,268,692   | \$ 9,161,019                                       | \$ 107,674  | \$ 9,161,019  | \$ 6,316,163                         | Q2 '10  |
| 74040XAC8    | \$ 13,833,758  | \$ 13,668,904                                      | \$ 164,854  | \$ 13,668,904   | \$ 6,042,624                         | Q2 '10  |

## NOTES TO FINANCIAL STATEMENTS

|           |               |               |                |               |               |        |
|-----------|---------------|---------------|----------------|---------------|---------------|--------|
| 01448YAE3 | \$ 3,291,254  | \$ 1,658,520  | \$ 1,632,734   | \$ 1,658,520  | \$ 126,114    | Q1 '10 |
| 021460AC4 | \$ 1,421,478  | \$ 779,778    | \$ 641,700     | \$ 779,778    | \$ 747,962    | Q1 '10 |
| 07388QAH2 | \$ 13,571,794 | \$ 12,204,524 | \$ 1,367,270   | \$ 12,204,524 | \$ 8,038,029  | Q1 '10 |
| 12638PAB5 | \$ 6,752,590  | \$ 6,603,412  | \$ 149,178     | \$ 6,603,412  | \$ 4,938,885  | Q1 '10 |
| 126694WE4 | \$ 10,086,750 | \$ 9,446,445  | \$ 640,305     | \$ 9,446,445  | \$ 6,476,553  | Q1 '10 |
| 61748HLC3 | \$ 14,528,472 | \$ 14,232,317 | \$ 296,155     | \$ 14,232,317 | \$ 10,293,889 | Q1 '10 |
| 74040XAC8 | \$ 15,586,463 | \$ 13,773,095 | \$ 1,813,368   | \$ 13,773,095 | \$ 6,151,250  | Q1 '10 |
| 87246AAG3 | \$ 3,686,871  | \$ 3,540,949  | \$ 145,922     | \$ 3,540,949  | \$ 1,831,970  | Q1 '10 |
| 01448YAE3 | \$ 3,664,500  | \$ 3,246,680  | \$ 417,820     | \$ 3,246,680  | \$ 125,000    | Q4 '09 |
| 12638PAB5 | \$ 7,303,464  | \$ 7,155,889  | \$ 147,575     | \$ 7,155,889  | \$ 5,225,329  | Q4 '09 |
| 741382AC9 | \$ 3,240,865  | \$ 1,815,111  | \$ 1,425,754   | \$ 1,815,111  | \$ 1,338,500  | Q4 '09 |
| 74040XAC8 | \$ 16,774,503 | \$ 15,586,463 | \$ 1,188,040   | \$ 15,586,463 | \$ 5,505,500  | Q4 '09 |
| 61748HLC3 | \$ 15,296,407 | \$ 15,170,238 | \$ 126,169     | \$ 15,170,238 | \$ 10,829,054 | Q4 '09 |
| 86363GAJ3 | \$ 22,721,568 | \$ 21,154,554 | \$ 1,567,014   | \$ 21,154,554 | \$ 14,154,095 | Q4 '09 |
| 93362FAB9 | \$ 10,025,252 | \$ 9,301,315  | \$ 723,937     | \$ 9,301,315  | \$ 7,221,130  | Q4 '09 |
| 01448YAE3 | \$ 3,163,245  | \$ 3,664,500  | \$ (501,225)   | \$ 3,664,500  | \$ 836,966    | Q3 '09 |
| 021460AC4 | \$ 1,757,684  | \$ 1,635,028  | \$ 122,655     | \$ 1,635,028  | \$ 1,248,636  | Q3 '09 |
| 02149DAJ8 | \$ 8,245,442  | \$ 7,868,934  | \$ 376,508     | \$ 7,868,934  | \$ 5,766,450  | Q3 '09 |
| 05948KX79 | \$ 16,846,906 | \$ 16,600,455 | \$ 246,451     | \$ 16,600,455 | \$ 13,349,284 | Q3 '09 |
| 741382AC9 | \$ 3,221,105  | \$ 3,471,909  | \$ (250,804)   | \$ 3,471,909  | \$ 1,818,202  | Q3 '09 |
| 059512AE3 | \$ 39,371,004 | \$ 39,253,676 | \$ 117,328     | \$ 39,253,676 | \$ 32,765,040 | Q3 '09 |
| 07386HMD0 | \$ 9,733,305  | \$ 9,340,745  | \$ 392,560     | \$ 9,340,745  | \$ 5,478,441  | Q3 '09 |
| 12638PAB5 | \$ 7,978,024  | \$ 7,777,766  | \$ 200,258     | \$ 7,777,766  | \$ 5,287,683  | Q3 '09 |
| 126686AC8 | \$ 1,698,091  | \$ 2,268,179  | \$ (570,088)   | \$ 2,268,179  | \$ 2,178,721  | Q3 '09 |
| 126694WE4 | \$ 11,119,323 | \$ 10,653,516 | \$ 465,807     | \$ 10,653,516 | \$ 5,755,148  | Q3 '09 |
| 59549RAC8 | \$ 6,567,971  | \$ 5,523,451  | \$ 1,044,520   | \$ 5,523,451  | \$ 5,337,046  | Q3 '09 |
| 65536HCQ9 | \$ 7,000,874  | \$ 6,821,728  | \$ 179,145     | \$ 6,821,728  | \$ 5,355,231  | Q3 '09 |
| 74040XAC8 | \$ 17,336,254 | \$ 16,774,503 | \$ 561,752     | \$ 16,774,503 | \$ 5,206,080  | Q3 '09 |
| 74041CAB5 | \$ 7,305,942  | \$ 6,694,493  | \$ 611,450     | \$ 6,694,493  | \$ 1,865,002  | Q3 '09 |
| 74042EAB0 | \$ 10,671,731 | \$ 9,710,602  | \$ 961,129     | \$ 9,710,602  | \$ 2,612,119  | Q3 '09 |
| 74042WAB0 | \$ 8,600,880  | \$ 7,912,026  | \$ 688,854     | \$ 7,912,026  | \$ 3,901,108  | Q3 '09 |
| 75115LAA5 | \$ 8,913,175  | \$ 8,863,685  | \$ 49,490      | \$ 8,863,685  | \$ 4,258,491  | Q3 '09 |
| 87246AAH1 | \$ 3,885,140  | \$ 3,755,404  | \$ 129,736     | \$ 3,755,404  | \$ 1,024,968  | Q3 '09 |
| 89234NAB6 | \$ 1,216,000  | \$ 3,068,465  | \$ (1,852,465) | \$ 3,068,465  | \$ 1,200,778  | Q3 '09 |
| 93363PAA8 | \$ 7,510,292  | \$ 7,454,148  | \$ 56,144      | \$ 7,454,148  | \$ 5,972,936  | Q3 '09 |
| Total     |               |               | \$ 31,782,269  |               |               |        |

4. All impaired securities (fair value is less than cost or amortized cost) for which an other-than-temporary impairment has not been recognized in earnings as a realized loss (including securities with a recognized other-than-temporary impairment for non-interest related declines when a non-recognized interest related impairment remains):

a. The aggregate amount of unrealized losses:

|                        |                  |
|------------------------|------------------|
| 1. Less than 12 Months | \$ (7,777,888)   |
| 2. 12 Months or Longer | \$ (137,234,621) |

b. The aggregate related fair value of securities with unrealized losses:

|                        |                |
|------------------------|----------------|
| 1. Less than 12 Months | \$ 158,898,626 |
| 2. 12 Months or Longer | \$ 303,963,497 |

5. The Company reviews all loan-backed and structured securities in which the fair value of the given security is less than the amortized cost to determine if a given security is other-than-temporarily impaired. The Company examines characteristics of the underlying collateral, such as delinquency and default rates, the quality of the underlying borrower, the type of collateral in the pool, the vintage year of the collateral, subordination levels within the structure of the collateral pool, and the quality of any credit guarantors, to determine the cash flows expected to be received for the security.

If the severity and duration of the security's unrealized loss indicates a risk of an other-than-temporary impairment, the Company will evaluate if the amortized cost basis of the security will be recovered by comparing the present value of the cash flows expected to be received for the given security with the amortized cost basis of the security. If the present value of cash flows is less than the amortized cost basis of a security then the security is deemed other-than-temporarily impaired.

### E. Repurchase Agreements and Securities Lending Transactions

1. Repurchase Agreements:

For repurchase agreements, Company policy requires a minimum of 102% of the fair value of securities purchased under repurchase agreements to be maintained as collateral. Cash collateral received is invested in short-term investments and the offsetting collateral liability is included in securities lending payable. There were no open repurchase agreements as of year end.

#### Securities Lending:

The Company's securities lending agreement requires a minimum of 102% of the fair value of loaned securities to be held as collateral.

2. No assets were pledged as collateral as of year-end.

## NOTES TO FINANCIAL STATEMENTS

3. The Company has not accepted collateral that is permitted by contract or custom to sell or repledge as of year-end.
  - a. The Company's securities lending agreement allows the borrower to terminate a loan upon demand. The Company's obligation for cash collateral received was \$81,208,594 at December 31, 2011 and is carried as a "Payable for securities lending" on the balance sheet. The Company does not hold any non-cash collateral for loaned securities as of December 31, 2011.
  - b. Cash collateral received is reinvested by the agent bank in accordance with the Company's authorized investment policy and included as assets of the Company (Schedule DL). The fair value of reinvested cash collateral is \$71,335,444 at December 31, 2011.
  - c. Cash collateral provided by approved borrowers is reinvested by the Company's agent bank during the term of the loan and returned to the borrower upon a loan's termination.
4. The Company did not have any securities lending activities with an affiliated agent.
5. a. The amortized cost and fair value of reinvested cash collateral is \$77,881,427 and \$71,335,444, respectively, as of December 31, 2011.

|              | Amortized Cost      | Fair Value          |
|--------------|---------------------|---------------------|
| Under 30 day | \$ 54,700,859       | \$ 54,700,859       |
| 60-day       |                     |                     |
| 90-day       |                     |                     |
| 120-day      |                     |                     |
| 180-day      |                     |                     |
| <1Year       | 14,045,743          | 12,368,619          |
| 1-2 Years    | 1,909,926           | 732,989             |
| 2-3 Years    |                     |                     |
| >3 Years     | 7,224,900           | 3,532,977           |
|              | <hr/> \$ 77,881,427 | <hr/> \$ 71,335,444 |

- b. In accordance with the securities lending investment policy, reinvestments of cash collateral cannot exceed 3 years in maturity. Because the borrower or the Company may terminate a securities lending transaction at any time, to the extent loans are terminated in advance of reinvestment collateral maturities, the Company would repay its securities lending payable obligation from operating cash flows or the proceeds of sales from its investment portfolio, which includes significant liquid securities.

### F. Real Estate

1. The Company impaired the net book value in a real estate owned property known as Collin Creek on December 31, 2010. Collin Creek is a vacant, three-story office building containing approximately 102,219 net rentable square feet located in Plano, Collin County, Texas. The property was acquired by foreclosure on July 7, 2009, and transferred to real estate owned ownership in the Company at \$7.6 million. At the time of foreclosure the asset was 100% vacant and remained 100% vacant as of December 31, 2010 with little leasing activity. The submarket the property is located in is very weak with vacancy over 25%. Based on the weak performance of the submarket and little leasing activity, the Company revised several assumptions in their valuation of the property resulting in a market value of \$5.2 million, requiring an impairment of \$2.2 million (NBV of the asset was \$7.4 million as of December 31, 2010).

The impairment loss on the Collin Creek property was \$2.2 million. The fair value was determined by analyzing current market conditions (vacancy, capitalization rates, lease rates, etc.) and applying these assumptions to the internal valuation using ARGUS valuation software.

The \$2.2 million impairment loss is aggregated with net realized capital gains or losses in the Statement of Operations.

2. The Company sold an investment real estate property known as Center East Shops in Indianapolis, Indiana to American Property Exchange, Inc. on April 13, 2010. The property was acquired by the Company on July 16, 2009. The sale results for 2010 and 2009 were as follows:

|                    | 2010             | 2009               |
|--------------------|------------------|--------------------|
| Sale Price         | \$1,720,000      | \$8,600,000        |
| Cost of Sale       | 107,562          | 301,138            |
| Net Sale Proceeds  | 1,612,438        | 8,298,862          |
| Net Book Value     | 1,060,270        | 2,574,408          |
| Gain (Loss) on NBV | <hr/> \$ 552,168 | <hr/> \$ 5,724,454 |

The Company did not hold any investment real estate property classified as held for sale at December 31, 2011 and 2010, respectively.

3. There were no changes in plans to sell real estate assets during 2011 and 2010.
4. The Company did not engage in retail land sales operations during 2011 and 2010.
5. The Company did not hold real estate investments with participating mortgage loan features during 2011 and 2010.

## NOTES TO FINANCIAL STATEMENTS

### G. Low-Income Housing Tax Credits

1. The number of remaining years of unexpired tax credits and required holding period for the Company's LIHTC investments:

| Low-Income Housing Tax Credits                  | Remaining years | Holding Period |
|---|-----------------|----------------|
| CHP New Market Investment Fund LLC              | 2               | 2014           |
| Hudson Housing Tax Credit Fund LII LLC          | 10              | 2026           |
| KHC New Markets Fund E CDE Leverage Fund, LLC   | 3               | 2014           |
| Nationwide Affordable Housing Fund 33           | 7               | 2022           |
| Nationwide Affordable Housing Fund 35           | 8               | 2023           |
| Nationwide Affordable Housing Fund 36           | 9               | 2023           |
| Nationwide Affordable Housing Fund 38           | 9               | 2023           |
| Nationwide Affordable Housing Fund 46           | 12              | 2027           |
| Nationwide Affordable Housing Fund XXIII        | 6               | 2021           |
| Nationwide Ohio ARRA Fund                       | 10              | 2025           |
| Nationwide Tax Credit Partners 2009-G           | 11              | 2024           |
| Ohio Equity Fund II LLC                         | 11              | 2027           |
| Ohio Equity Fund XVIII                          | 9               | 2022           |
| SunAmerica Affordable Housing Partners 138, LLC | 5               | 2016           |
| WNC Institutional Tax Credit Fund 36            | 20              | 2027           |
| WNC Institutional Tax Credit Fund XXIV          | 8               | 2022           |
| WNC Institutional Tax Credit Fund XXVII         | 11              | 2023           |

2. The Company's investments in LIHTC are made up of several property investments which are subject to periodic reviews by HUD (if applicable) and state housing agencies. The Company receives updates from property managers as to the status of any regulatory review and investigates further as needed.
3. LIHTC investments exceeding 10 percent of the total admitted assets  
Not Applicable.
4. Analysis is done for LIHTC investments to determine if an impairment exists by comparing the book value of the investment with the present value of future tax benefits. The investment is written down if the book value is higher than the present value and the write-down is accounted for as a realized loss. In second quarter 2011, 11 tax credit partnerships were impaired by \$29.9 million due to an intent-to-sell. Fair value was determined by the purchaser's bidding price. These partnerships were sold in third quarter.
5. In 2011, there were no write-downs due to forfeiture or ineligibility.

### Note 6 - Joint Ventures, Partnerships and Limited Liability Companies

#### A. Detail for Those Greater than 10% of Admitted Assets

Not applicable.

#### B. Write-downs for Impairments

During 2011, second quarter, 11 tax credit partnerships were impaired by a total of \$29.9 million due to an intent to sell. Fair value was determined by the purchaser's bidding price. These partnerships were sold in third quarter. Also during the second quarter, an underlying real estate property held in the NW REI affiliate was impaired by \$2.4 million. The property was impaired after a third party conducted an evaluation to determine market value.

### Note 7 - Investment Income

#### A. Accrued Investment Income

The Company nonadmits investment income due and accrued if amounts are over 90 days past due with the exception of mortgage loans in default which are nonadmitted if amounts are over 180 days past due.

#### B. Amounts Nonadmitted

The total amount of investment income nonadmitted at December 31, 2011 is \$308,941.

### Note 8 - Derivative Instruments

The Company is exposed to certain risks relating to its ongoing business operations which are managed using derivative instruments. The primary risks managed by using derivative instruments are foreign currency exchange, interest rate and credit risks. The Company uses cross currency swaps, currency futures, interest rate swaps, interest rate futures and credit default swaps to hedge these risks. The Company also uses credit default swap contracts to synthetically replicate investment risks and returns.

The Company is exposed to credit-related losses in the event of nonperformance by counterparties to financial instruments, but it does not expect any counterparties to fail to meet their obligations given their high credit ratings. Potential losses are minimized through careful evaluation of counterparty credit standing, selection of counterparties from a limited group of high quality institutions, and collateral agreements.

The cash requirements of a derivative will vary by contract. In a cross currency swap, notional amounts are typically exchanged in the respective contracted currencies at both settlement date and at expiration. Interest payments are also exchanged in the contracted currencies, timing and amounts. Interest rate swap payments are based on the notional of the contract; the fixed and floating leg payments are netted and exchanged periodically with the appropriate counterparty. For exchange-traded futures contracts, the broker for the various types of contracts that the Company may employ establishes margin requirements. The margin account is settled daily for changes in contracts outstanding and movements in market values of open contracts. The Company uses cash to cover the margin account requirements. In a credit default swap, where protection is either bought or sold on a single-name entity, periodic payments are paid or received, respectively, by the Company in exchange for promised credit protection on a referenced security. If there is a credit event declared by the International Swap Dealers Association on the referenced security, settlement of the credit default swap would be triggered and cash would be received or paid, respectively, between the Company and the counterparty in the amount of the contract notional less a recovery rate.

## NOTES TO FINANCIAL STATEMENTS

**Interest Rate Risk Management:** The Company uses interest rate swaps and interest rate futures to reduce and/or alter interest rate exposure arising from mismatches between assets and liabilities. Under the interest rate swap, the Company enters into a contractual agreement with various parties to exchange, at specified intervals, the difference between fixed rate and variable rate interest amounts, calculated on the notional amount of the interest rate swap. Interest rate futures are based off an underlying security that changes in value as interest rates change. As the value of the underlying referenced security changes, the promise to deliver or cash settle in the future at a fixed price through the futures contract also change to offset interest rate risk the Company faces.

**Foreign Currency Risk Management:** The Company, from time to time, purchases foreign-denominated fixed rate assets. The assets and the associated income are exposed to changes in the exchange rates of the foreign currencies. In an effort to mitigate this risk, the Company uses various cross-currency swap contracts. As foreign exchange rates change, the increase or decrease in the cash flows of the derivative instrument offsets the changes in the functional-currency equivalent cash flows of the asset. The Company also uses foreign currency futures contracts to hedge its exposure in other alternative investments.

**Credit Risk Management:** The Company enters into credit derivative contracts which allow the Company to buy credit protection on a specific creditor or credit index. Credit default swap protection is used on selected debt instruments exposed to short-term credit concerns, or because the combination of the corporate bond and purchased default protection provides sufficient spread and duration targeted by the Company.

**Asset replication strategy:** The Company enters into credit default swaps to synthetically create investments as a less expensive alternative to the cash markets. The structure includes a highly rated cash instrument together with selling protection on a single-name entity. The strategy gains the Company exposure to a risk-free rate of return plus the credit spread return from the credit protection, synthesizing an otherwise permissible investment in a fixed income corporate bond.

Derivative instruments cash flows and payment accruals are recorded in net investment income.

Fair value of derivative instruments is determined using various valuation techniques relying predominately on observable market inputs. These inputs include interest rate swap curves, credit spreads, interest rates, counterparty credit risk, equity volatility and equity index levels. In some cases, the Company will utilize non-binding broker quotes to determine fair value.

Derivative instruments used in hedging transactions considered to be effective hedges are valued and reported in a manner consistent with the hedged items (i.e., hedge accounting). Derivative instruments used in hedging transactions that do not meet or no longer meet the criteria of an effective hedge are accounted for at fair value with changes in fair value recorded in surplus as unrealized gains or losses.

No gain or loss recognized in derivative instruments' unrealized gains or losses during the year were excluded from the assessment of hedge effectiveness. There is also no net gain or loss recognized during the year resulting from derivatives that no longer qualify for hedge accounting. In addition, no amounts of gains or losses were classified in unrealized gains/losses related to cash flow hedges that have been discontinued because it was no longer probable that the original forecasted transaction would occur as anticipated.

The Company is not currently engaged in written covered options used for income generation or derivatives accounted for as cash flow hedges of a forecasted transaction, other than the payment of variable interest on existing financial instruments.

### Note 9 - Income Taxes

A. The net deferred tax asset/(liability) at December 31 and the change from the prior year are comprised of the following components:

|   | 12/31/2011       |                |                  | 12/31/2010     |               |                | Change         |               |                |
|---|------------------|----------------|------------------|----------------|---------------|----------------|----------------|---------------|----------------|
|   | Ordinary         | Capital        | Total            | Ordinary       | Capital       | Total          | Ordinary       | Capital       | Total          |
| (1a) Gross deferred tax assets                  | 1,904,451,964    | 162,009,520    | 2,066,461,484    | 1,483,391,099  | 147,094,748   | 1,630,485,847  | 421,060,865    | 14,914,772    | 435,975,637    |
| (1b) Statutory valuation allowance adjustment   | -                | -              | -                | -              | -             | -              | -              | -             | -              |
| (1c) Adjusted gross deferred tax assets         | 1,904,451,964    | 162,009,520    | 2,066,461,484    | 1,483,391,099  | 147,094,748   | 1,630,485,847  | 421,060,865    | 14,914,772    | 435,975,637    |
| (2) Total deferred tax liabilities              | 47,731,887       | 39,597,325     | 87,329,212       | 51,121,780     | 12,329,523    | 63,451,303     | (3,389,893)    | 27,267,802    | 23,877,909     |
| (3) Net deferred tax asset (liability)          | 1,856,720,077    | 122,412,195    | 1,979,132,272    | 1,432,269,319  | 134,765,225   | 1,567,034,544  | 424,450,758    | (12,353,030)  | 412,097,728    |
| (4) Deferred tax assets nonadmitted             | 637,118,481      | 17,727,590     | 654,846,071      | 609,463,865    | 45,959,762    | 655,423,627    | 27,654,616     | (28,232,172)  | (57,556)       |
| (5) Net admitted deferred tax asset (liability) | \$ 1,219,601,596 | \$ 104,684,605 | \$ 1,324,286,201 | \$ 822,805,454 | \$ 88,805,463 | \$ 911,610,917 | \$ 396,796,142 | \$ 15,879,142 | \$ 412,675,284 |

The change in deferred income taxes reported in surplus before consideration of nonadmitted assets is comprised of the following components:

|   | 12/31/2011       |                |                  | 12/31/2010       |                |                  | Change         |              |                |
|---|------------------|----------------|------------------|------------------|----------------|------------------|----------------|--------------|----------------|
|   | Ordinary         | Capital        | Total            | Ordinary         | Capital        | Total            | Ordinary       | Capital      | Total          |
| (6) Net deferred tax asset (liability)                                  | 1,856,720,077    | 122,412,195    | 1,979,132,272    | 1,432,269,319    | 134,765,225    | 1,567,034,544    | 424,450,758    | (12,353,030) | 412,097,728    |
| (7) Tax-effect of unrealized gains and losses                           | 39,846,099       | (23,985,028)   | 15,861,071       | (5,128,033)      | (3,858,850)    | (8,986,883)      | 44,974,132     | (20,126,178) | 24,847,954     |
| (8) Prior period adjustment   | -                | -              | -                | -                | -              | -                | -              | -            | -              |
| (9) Net tax effect without unrealized gains and losses and prior period | \$ 1,816,873,978 | \$ 146,397,223 | \$ 1,963,271,201 | \$ 1,437,397,352 | \$ 138,624,075 | \$ 1,576,021,427 | \$ 379,476,626 | \$ 7,773,148 | \$ 387,249,774 |
| (10) Change in deferred income tax                                      | -                | -              | -                | -                | -              | -                | \$ 387,249,774 | -            | -              |

(11) The Company has elected to admit deferred tax assets pursuant to SSAP No. 10R, paragraph 10e for the reporting period 2011 and 2010.

(12) Admission Calculation Components - SSAP No. 10R, Paragraphs 10.a., 10.b., and 10.c.:

|  | 12/31/2011     |               |                | 12/31/2010     |               |                | Change         |               |                |
|--|----------------|---------------|----------------|----------------|---------------|----------------|----------------|---------------|----------------|
|  | Ordinary       | Capital       | Total          | Ordinary       | Capital       | Total          | Ordinary       | Capital       | Total          |
| SSAP No. 10R, Paragraph 10.a.                        | -              | -             | -              | 7,616,219      | -             | 7,616,219      | (7,616,219)    | -             | (7,616,219)    |
| SSAP No. 10R, Paragraph 10.b.                        | 766,070,750    | 34,894,868    | 800,965,618    | 509,930,247    | 30,516,178    | 540,446,425    | 256,140,503    | 4,378,690     | 260,519,193    |
| (the lesser of paragraph 10.b.i. and 10.b.ii. below) | -              | -             | -              | -              | -             | -              | -              | -             | -              |
| SSAP No. 10R, Paragraph 10.b.i.                      | 766,070,750    | 34,894,868    | 800,965,618    | 509,930,247    | 30,516,178    | 540,446,425    | 256,140,503    | 4,378,690     | 260,519,193    |
| SSAP No. 10R, Paragraph 10.b.ii.                     | -              | -             | -              | 882,857,466    | -             | 917,760,107    | -              | (34,902,641)  | (34,902,641)   |
| Paragraph 10.c.                                      | 47,731,887     | 39,597,325    | 87,329,212     | 51,121,780     | 12,329,523    | 63,451,303     | (3,389,893)    | 27,267,802    | 23,877,909     |
| Total  | \$ 813,802,637 | \$ 74,492,193 | \$ 888,294,830 | \$ 568,668,246 | \$ 42,845,701 | \$ 611,513,947 | \$ 245,134,391 | \$ 31,646,492 | \$ 276,780,883 |

Admission Calculation Components - SSAP No. 10R, Paragraph 10.e.:

|  |                  |                |                  |                |                |                |                |               |                |
|--|------------------|----------------|------------------|----------------|----------------|----------------|----------------|---------------|----------------|
| SSAP No. 10R, Paragraph 10e.i.                           | -                | -              | -                | 7,616,219      | -              | 7,616,219      | (7,616,219)    | -             | (7,616,219)    |
| SSAP No. 10R, Paragraph 10e.ii.                          | 1,219,601,596    | 104,684,605    | 1,324,286,201    | 815,189,235    | 88,805,463     | 903,994,698    | 404,412,361    | 15,879,142    | 420,291,503    |
| (the lesser of paragraph 10.e.i.a. and 10.e.ii.b. below) | -                | -              | -                | -              | -              | -              | -              | -             | -              |
| SSAP No. 10R, Paragraph 10e.i.a.                         | 1,243,464,818    | 104,684,605    | 1,348,149,423    | 815,189,235    | 88,805,463     | 903,994,698    | 428,275,583    | 15,879,142    | 444,154,725    |
| SSAP No. 10R, Paragraph 10e.i.b.                         | -                | -              | -                | 1,324,286,201  | -              | 1,376,640,160  | -              | (52,353,959)  | (52,353,959)   |
| Paragraph 10.e.iii.                                      | 47,731,887       | 39,597,325     | 87,329,212       | 51,121,780     | 12,329,523     | 63,451,303     | (3,389,893)    | 27,267,802    | 23,877,909     |
| Total  | \$ 1,267,333,483 | \$ 144,281,930 | \$ 1,411,615,413 | \$ 873,927,234 | \$ 101,134,986 | \$ 975,062,220 | \$ 393,406,249 | \$ 43,146,944 | \$ 436,553,193 |

Used in SSAP No. 10R, Paragraph 10.d.

|                          |                  |                   |                  |
|--------------------------|------------------|-------------------|------------------|
| Total Adjusted Capital   | \$ 9,911,568,157 | \$ 10,222,596,366 | \$ (311,028,209) |
| Authorized Control Level | \$ 1,890,943,809 | \$ 1,843,237,312  | \$ 47,706,497    |

(13)

|                                   | 12/31/2011       |                 |               | 12/31/2010       |                 |               | Change   |                 |               |
|-----------------------------------|------------------|-----------------|---------------|------------------|-----------------|---------------|----------|-----------------|---------------|
|                                   | Ordinary Percent | Capital Percent | Total Percent | Ordinary Percent | Capital Percent | Total Percent | Ordinary | Capital Percent | Total Percent |
| Impact of Tax Planning Strategies | -                | -               | -             | -                | -               | -             | -        | -               | -             |
| Adjusted Gross DTAs               | 0.00%            | 0.00%           | 0.00%         | 0.00%            | 0.00%           | 0.00%         | 0.00%    | 0.00%           | 0.00%         |
| Net Admitted Adjusted Gross DTAs  | 0.00%            | 6.10%           | 6.10%         | 15.35%           | 8.69%           | 24.04%        | -15.35%  | -2.59%          | -17.94%       |

(14)

|   | 12/31/2011  |            |                | 12/31/2010  |            |                | Change      |            |                |
|---|-------------|------------|----------------|-------------|------------|----------------|-------------|------------|----------------|
|   | Ordinary    | Capital    | Total          | Ordinary    | Capital    | Total          | Ordinary    | Capital    | Total          |
| Risk Based Capital Summary                        | -           | -          | -              | -           | -          | -              | -           | -          | -              |
| SSAP No. 10R, Paragraphs 10.a., 10.b., and 10.c.: | -           | -          | -              | -           | -          | -              | -           | -          | -              |
| Admitted DTAs                                     | 813,802,637 | 74,492,193 | \$ 888,294,830 | 568,668,246 | 42,845,701 | \$ 611,513,947 | 245,134,391 | 31,646,492 | \$ 276,780,883 |
| Admitted assets                                   | -           | -          | -              | -           | -          | -              | -           | -          | -              |
| Adjusted Statutory surplus                        | -           | -          | -              | -           | -          | -              | -           | -          | -              |
| Total adjusted capital from DTAs                  | -           | -          | -              | -           | -          | -              | -           | -          | -              |

Increases due to SSAP No. 10R, Paragraph 10e.:

|                   |             |            |                |             |            |                |             |            |                |
|-------------------|-------------|------------|----------------|-------------|------------|----------------|-------------|------------|----------------|
| Admitted DTAs     | 453,530,846 | 69,789,737 | \$ 523,320,583 | 305,258,988 | 58,289,285 | \$ 363,548,273 | 148,271,858 | 11,500,452 | \$ 159,772,310 |
| Admitted assets   | 453,530,846 | 69,789,737 | \$ 523,320,583 | 305,258,988 | 58,289,285 | \$ 363,548,273 | 148,271,858 | 11,500,452 | \$ 159,772,310 |
| Statutory surplus | 453,530,846 | 69,789,737 | \$ 523,320,583 | 305,258,988 | 58,289,285 | \$ 363,548,273 | 148,271,858 | 11,500,452 | \$ 159,772,310 |

B. Unrecognized deferred

ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY

## NOTES TO FINANCIAL STATEMENTS

C. Current income tax incurred consist of the following major components:

|  | 12/31/2011       | 12/31/2010      | Change          |
|--|------------------|-----------------|-----------------|
| (1) Federal                                    | (104,761,994)    | (21,611,768)    | (83,150,226)    |
| (2) Foreign Tax                                | (617)            | (4,848)         | 4,231           |
| Subtotal                                       | \$ (104,762,611) | \$ (21,616,616) | \$ (83,145,995) |
| (3) Federal income tax on net capital gains    | (6,634,423)      | (29,651,354)    | 23,016,931      |
| (4) Utilization of capital loss carry-forwards |                  |                 |                 |
| (5) Other                                      |                  |                 |                 |
| (6) Federal and foreign income taxes incurred  |                  |                 |                 |
|  | \$ (111,397,034) | \$ (51,267,970) | \$ (60,129,064) |

Deferred income tax assets and liabilities consist of the following major components:

|   | 12/31/2011       | 12/31/2010       | Change          |
|---|------------------|------------------|-----------------|
| <b>Deferred Tax Assets</b>                  |                  |                  |                 |
| a) Ordinary                                 |                  |                  |                 |
| 1) Discounting of unpaid losses             | 206,791,894      | 239,189,298      | (32,397,404)    |
| 2) Unearned premium reserve                 | 330,793,667      | 325,982,321      | 4,811,346       |
| 3) Policyholder reserves                    |                  |                  |                 |
| 4) Investments                              | 93,254,202       | 32,463,116       | 60,791,086      |
| 5) Deferred acquisition costs               | 14,776           | 49,801           | (35,025)        |
| 6) Policyholder dividends accrual           |                  |                  |                 |
| 7) Fixed assets                             | 7,008,699        | 32,474,027       | (25,465,328)    |
| 8) Compensation and benefits accrual        | 668,035,432      | 632,263,477      | 35,771,955      |
| 9) Pension accrual                          | 7,505,707        | 1,388,011        | 6,117,696       |
| 10) Receivables - nonadmitted               | 32,337,233       | 2,341,689        | 29,995,544      |
| 11) Net operating loss carry-forward        | 119,301,157      | -                | 119,301,157     |
| 12) Tax credit carry-forward                | 271,003,879      | 103,965,001      | 167,047,878     |
| 13) Non-admitted miscellaneous              | 33,017,266       | 50,211,421       | (17,194,155)    |
| 14) Other liabilities                       |                  |                  |                 |
| 15) Intangibles                             | 69,248,029       | -                | 69,248,029      |
| 16) Non-admitted premiums and agent bal     | 25,639,445       | 27,566,695       | (1,927,250)     |
| 17) Other                                   | 40,500,978       | 35,505,242       | 4,995,336       |
| Subtotal                                    | \$ 1,904,451,964 | \$ 1,483,391,099 | \$ 421,060,865  |
| b) Statutory valuation allowance adjustment | \$ -             | \$ -             | \$ -            |
| c) Nonadmitted                              | \$ 637,118,481   | \$ 609,463,865   | \$ 27,654,616   |
| d) Admitted ordinary deferred tax assets    | \$ 1,267,333,483 | \$ 873,927,234   | \$ 393,406,249  |
| e) Capital                                  |                  |                  |                 |
| 1) Investments                              | 110,692,174      | 145,723,213      | (35,031,039)    |
| 2) Net capital loss carry-forward           | 51,317,346       | 1,371,535        | 49,945,811      |
| 3) Real estate                              |                  |                  |                 |
| 4) Other                                    |                  |                  |                 |
| Subtotal                                    | \$ 162,009,520   | \$ 147,094,748   | \$ 14,914,772   |
| f) Statutory valuation allowance adjustment | \$ -             | \$ -             | \$ -            |
| g) Nonadmitted                              | \$ 17,727,590    | \$ 45,959,762    | \$ (28,232,172) |
| h) Admitted capital deferred tax assets     | \$ 144,281,930   | \$ 101,134,986   | \$ 43,146,944   |
| i) Admitted deferred tax assets             | \$ 1,411,615,413 | \$ 975,062,220   | \$ 436,553,193  |

Deferred Tax Liabilities

|                                       | 12/31/2011    | 12/31/2010    | Change         |
|---------------------------------------|---------------|---------------|----------------|
| a) Ordinary                           |               |               |                |
| 1) Investments                        | 16,150        | 32,198,317    | (32,182,167)   |
| 2) Fixed assets                       | -             | -             | -              |
| 3) Deferred and uncollected premiums  | -             | -             | -              |
| 4) Policyholder reserves              | -             | -             | -              |
| 5) Pension accrual                    | -             | -             | -              |
| 6) Guaranty assessments               | 2,433,824     | -             | 2,433,824      |
| 7) Unearned surcharge income          | 1,144,609     | 1,140,597     | 4,012          |
| 8) Prepaid expenses                   | -             | -             | -              |
| 9) Surplus note interest accrual      | 15,587,833    | 15,587,833    | -              |
| 10) Section 338 gain                  | -             | -             | -              |
| 11) Unrealized miscellaneous          | -             | -             | -              |
| 12) Compensation and benefits accrual | 21,897,141    | -             | 21,897,141     |
| 13) Other liabilities                 | 6,058,500     | -             | 6,058,500      |
| 14) Other                             | 593,830       | 2,195,033     | (1,601,203)    |
| Subtotal                              | \$ 47,731,887 | \$ 51,121,780 | \$ (3,389,893) |
| b) Capital                            |               |               |                |
| 1) Investments                        | 39,597,325    | 12,329,523    | 27,267,802     |
| 2) Real estate                        | -             | -             | -              |
| 3) Other                              | -             | -             | -              |
| Subtotal                              | \$ 39,597,325 | \$ 12,329,523 | \$ 27,267,802  |
| c) Deferred tax liabilities           | \$ 87,329,212 | \$ 63,451,303 | \$ 23,877,909  |

Net deferred tax assets/liabilities

The Company's gross deferred tax assets based on the weight of available evidence are more likely than not to be realized (a likelihood of more than 50 percent)

D. The income tax incurred and change in deferred income tax differs from the amount obtained by applying the federal statutory rate of 35% to income before tax as follows:

|  | 12/31/2011         | 12/31/2010      |
|--|--------------------|-----------------|
| (1) Current income taxes incurred  | (111,397,034)      | (51,267,970)    |
| (2) Change in deferred income tax (without tax on unrealized gains and losses) | (387,249,774)      | 32,444,776      |
| (3) Total income tax reported  | \$ (498,646,808)   | \$ (18,823,194) |
| (4) Income before taxes  | \$ (1,021,504,726) | \$ 373,577,055  |
|  | 35%                | 35%             |
| (5) Expected income tax expense (benefit) at 35% statutory rate                | \$ (357,526,654)   | \$ 130,751,969  |
| (6) Increase (decrease) in actual tax reported resulting from:                 |                    |                 |
| a. Dividends received deduction  | (1,207,610)        | (2,100,317)     |
| b. Nondeductible expenses for meals, penalties, and lobbying                   | 2,671,629          | 2,410,383       |
| c. Tax-exempt income   | (38,072,793)       | (64,552,359)    |
| d. Deferred tax benefit on nonadmitted assets                                  | 613,402            | (5,297,661)     |
| e. Change in Statutory valuation allowance adjustment                          | (959,887)          | 3,348,380       |
| f. Change in tax reserves  |                    |                 |
| g. Intangibles   |                    |                 |
| h. Tax credits   | (98,261,935)       | (82,349,056)    |
| i. Other   | (5,902,960)        | (1,034,533)     |
| (7) Total income tax reported  | \$ (498,646,808)   | \$ (18,823,194) |

E. Operating loss carryforward

(1) As of December 31, operating loss or tax credit carryforwards are available as follows:

|                              | Amount      | Origination | Expiration |
|------------------------------|-------------|-------------|------------|
| Operating loss carryforwards | 340,860,448 | 12/31/2011  | 12/31/2031 |
| Amount of AMT tax credits    | 147,571     | 12/31/2009  | N/A        |
|                              | 11,936,947  | 12/31/2010  | N/A        |
| Business credits             | 81,782,734  | 12/31/2009  | 12/31/2029 |
|                              | 84,520,619  | 12/31/2010  | 12/31/2030 |
|                              | 92,614,008  | 12/31/2011  | 12/31/2031 |

(2) The amount of Federal income taxes incurred that are available for recoupment in the event of future net losses are:

|      | \$ |
|------|----|
| 2011 |    |
| 2010 |    |

## NOTES TO FINANCIAL STATEMENTS

### F. Consolidated federal income tax return

1. The Company's federal income tax return is consolidated with the following entities:
 

|  |  |
|--|--|
| AGMC Reinsurance, Ltd.                           | Nationwide Retirement Solutions, Inc. of Ohio  |
| Allied General Agency Company                    | Nationwide Retirement Solutions, Inc. of Texas |
| Allied Group, Inc.                               | Nationwide Retirement Solutions Insurance      |
| Allied Insurance Company of America              | Agency, Inc.                                   |
| Allied Property and Casualty Insurance Company   | Nationwide SA Capital Trust                    |
| Allied Texas Agency, Inc.                        | Nationwide Sales Solutions, Inc.               |
| AMCO Insurance Company                           | NFS Distributors, Inc.                         |
| American Marine Underwriters, Inc.               | NWD Asset Management Holdings, Inc.            |
| Crestbrook Insurance Company                     | NWD Investment Management, Inc.                |
| Depositors Insurance Company                     | NWD Management & Research Trust                |
| DVM Insurance Agency, Inc.                       | Pension Associates, Inc.                       |
| Freedom Specialty Insurance Company              | Pet Healthcare Services, Inc.                  |
| Insurance Intermediaries, Inc.                   | Premier Agency, Inc.                           |
| Lone Star General Agency, Inc.                   | Provfirst America Corporation                  |
| National Casualty Company                        | Provident Mutual Holding Company               |
| Nationwide Advantage Mortgage Company            | Registered Investment Advisors Services, Inc.  |
| Nationwide Affinity Insurance Company of America | Riverview International Group, Inc.            |
| Nationwide Agribusiness Insurance Company        | Scottsdale Indemnity Company                   |
| Nationwide Assurance Company                     | Scottsdale Insurance Company                   |
| Nationwide Bank                                  | Scottsdale Surplus Lines Insurance Company     |
| Nationwide Cash Management Company               | THI Holdings (Delaware), Inc.                  |
| Nationwide Corporation                           | Titan Auto Insurance of New Mexico, Inc.       |
| Nationwide Financial General Agency, Inc.        | Titan Indemnity Company                        |
| Nationwide Financial Institution Distribution    | Titan Insurance Company                        |
| Agency, Inc.                                     | Titan Insurance Services, Inc.                 |
| Nationwide Financial Services, Inc.              | V.P.I. Services, Inc.                          |
| Nationwide General Insurance Company             | Veterinary Pet Insurance Company               |
| Nationwide Global Holdings, Inc.                 | Veterinary Pet Insurance Services, Inc.        |
| Nationwide Global Ventures, Inc.                 | Victoria Automobile Insurance Company          |
| Nationwide Indemnity Company                     | Victoria Fire & Casualty Company               |
| Nationwide Insurance Company of America          | Victoria National Insurance Company            |
| Nationwide Insurance Company of Florida          | Victoria Select Insurance Company              |
| Nationwide Lloyds                                | Victoria Specialty Insurance Company           |
| Nationwide Mutual Insurance Company              | WI of Florida, Inc.                            |
| Nationwide Property and Casualty Ins. Company    | Western Heritage Insurance Company             |
| Nationwide Retirement Solutions, Inc.            | Whitehall Holdings, Inc.                       |
| Nationwide Retirement Solutions, Inc. of Arizona |  |
2. The method of allocation among the companies is subject to the resolution approved by the Board of Directors. Allocation is based upon separate return or sub-group aggregated separate return calculations with the company being reimbursed for the actual Federal income tax benefit of its net operating losses which are actually used to reduce the taxable income of other companies in the consolidated return.
3. The Company did not have any protective tax deposits under Section 6603 of the Internal Revenue Code.

### **Note 10 - Information Concerning Parent, Subsidiaries, Affiliates and Other Related Parties**

#### A. Nature of Relationships

The Company is a mutual entity and, as such, is not directly or indirectly owned or controlled by any other company, corporation, and group of companies, partnership or individual. The Company is operated by and solely in the interest of its policyholders.

Bonds and stocks, if any, owned, acquired or disposed of in any year by the Company, in any subsidiary or affiliate, are set forth in Schedule D of either this statement or those of prior years. Intercompany relationships and specific holdings are detailed in the Nationwide Corporate Organizational Chart, which appears as Schedule Y of this statement.

The Company is a party to various reinsurance agreements including a pooling agreement with several affiliated companies. See Note 26.

The Company and various affiliates have entered into agreements with Nationwide Cash Management Company (NCMC) a subsidiary of the Company, under which NCMC acts as a common agent in handling the purchases and sales of short-term securities for the respective accounts of the participants. Amounts on deposit with NCMC were \$466.8 million and \$541.6 million as of December 31, 2011 and 2010, respectively, and are included in short-term investments on the accompanying statutory statements of admitted assets, liabilities, capital and surplus.

#### B. Detail of Transactions Greater than 1/2 % of Admitted Assets

On January 3, 2011, the Company entered into a repurchase agreement with Nationwide Advantage Mortgage Company (NAMC) for \$175 million. On May 30, 2011, the Company increased the limits on the repurchase agreement with NAMC to \$209 million. There have been principal and interest payments made during the year. The carrying value on the repurchase agreement at December 31, 2011 is \$202.5 million.

On March 29, 2011, the Company made a \$275 million contribution to OYS Fund, LLC, an affiliated company. On June 26, 2011, the Company contributed an additional \$40 million. On December 23, 2011, the Company contributed an additional \$40 million. OYS Fund, LLC is a hedge fund of funds managed by a third party.

## NOTES TO FINANCIAL STATEMENTS

On May 31, 2011, the Company loaned NAMC \$5 million in an unsecured promissory note with a maturity date of August 26, 2011. The note was paid off by NAMC on August 11, 2011.

During the year, \$4.75 million capital contributions were made to Nationwide Realty Investors on the following dates: January 21, February 28, May 6, June 17, September 30, and October 28, 2011. On September 1, 2011, a \$1.9 million capital contribution was made to Nationwide Realty Investors, and on September 15, 2011, an additional \$9.5 million capital contribution was made.

On December 16, 2011, the Company received extraordinary dividends of \$60 million from Nationwide Indemnity.

On December 29, 2011, the Company contributed a parcel of land worth \$5 million to Nationwide Realty Investors.

Also during 2011, the Company purchased commercial mortgage loans from Nationwide Life Insurance Company, an affiliate, and Nationwide Life and Annuity Insurance Company with a book value of \$35.9 million. The sales were executed at market value for cash.

During 2010 the Company made the following capital contributions: March 31, \$4.75 million to Nationwide Realty Investors, Ltd. (NRI), an affiliated company; April 27, \$14.5 million to Nationwide Agribusiness Insurance Company; April 30, \$4.75 million to NRI; May 26, \$14.25 million to NRI; June 10, \$12.0 million to Nationwide Property & Casualty Insurance Company; June 10, \$2.0 million to Nationwide Affinity Insurance Company of America; June 18, \$16.0 million to THI Holdings Delaware, Inc.; June 28, \$40.0 million to THI Holdings Delaware, Inc.; and July 30, \$7.6 million to NRI.

On December 31, 2010, Nationwide Corporation issued a \$272.0 million senior note to the Company in exchange for cash after which Nationwide Corporation purchased a \$272.0 million surplus note to capitalize Olentangy Reinsurance, LLC, a Vermont special purpose financial captive insurance subsidiary of Nationwide Life and Annuity Insurance Company, an affiliate.

On August 4, 2010 the Company purchased a \$9 million surplus debenture note from Colonial County Mutual Insurance Company. The surplus debenture note, dated August 4, 2010, bears interest at the rate of 8.1% per annum and is payable in 30 years. The surplus debenture note is payable at any time. The Texas Department of Insurance approved the issuance of the surplus debenture on July 19, 2010. Texas insurance statutes require approval by the Texas Board of Insurance before Colonial County Mutual Insurance Company can disburse interest payments.

Also during 2010, the Company purchased commercial mortgage loans from Nationwide Life Insurance Company, an affiliate, and Nationwide Life and Annuity Insurance Company.

**C. Change in Terms of Intercompany Arrangements**

Effective January 1, 2011, the Company changed the reinsurance arrangements under which several affiliated companies cede all their direct and assumed business to the pool. See Note 26 for details.

**D. Amounts Due to or from Related Parties**

Affiliate receivables and payables are the result of cost sharing and intercompany service agreements between the Company and its affiliates in which settlement has not yet occurred. Affiliate receivables are presented gross of affiliate payables when the Company has the right to offset. The gross amounts due from affiliates were \$1.0 billion and \$192.7 million as of December 31, 2011 and 2010, respectively. The gross amounts due to affiliates were \$114.1 million and \$118.5 million as of December 31, 2011 and 2010, respectively. These arrangements are subject to written agreements which require that intercompany balances be settled within 30 days.

**E. Guarantees or Undertakings for Related Parties**

The Company has no guarantees or contingent commitments to affiliates other than indicated in Note 14 A.

**F. Management, Service Contracts, Cost Sharing Arrangements**

The Company shares its home office, other facilities, equipment, and common management and administrative services with its subsidiaries and affiliates. Pursuant to a cost sharing agreement between the companies, the amounts associated with these services are subject to allocation based on standard allocation techniques and procedures acceptable under general cost accounting techniques and procedures in conformity with the NAIC's statutory accounting practices and procedures. Measures used to determine the allocation among companies includes individual employee estimates of time spent, special cost studies, the number of full-time employees, and other methods agreed to by the participating companies. The Company does not believe amounts recognized under the intercompany agreement are materially different than what would have been recognized had the Company operated on a stand-alone basis.

**G. Nature of Relationships that Could Affect Operations**

Not applicable.

**H. Amount Deducted for Investment in Upstream Company**

Not applicable.

**I. Detail of Investment in Affiliates Greater than 10% of Admitted Assets**

| Name                        | % Common Ownership | Basis of Valuation Purposes and Procedures Manual of the NAIC SVO |
|-----------------------------|--------------------|---|
| Nationwide Corporation (NC) | 95.2%              | Part 8, Section 3 (i), (ii C) and (ii D)                          |

The Company owns 95.2% of the common stock of NC. NC is a holding company that owns U.S. Insurance, Foreign Insurance and non-insurance SCA's, and as such values each of its subsidiaries based on their underlying characteristics in accordance with SSAP No. 97, paragraph 8. NC's primary holding is Nationwide Financial Services (NFS).

NFS is carried using the "look-through" approach of an unaudited downstream noninsurance holding company SCA entity. The difference between the amount at which NC is carried and the amount of underlying equity in net assets is \$447.9 million due to the goodwill in NFS being nonadmitted because it exceeds 10% of adjusted surplus.

NC carries Foreign Insurance SCA's based on audited GAAP equity adjusted to statutory and non-insurance SCA's based on audited GAAP equity. Any non-U.S. Insurance Company SCA's that do not receive a U.S. GAAP audit are non-admitted and carried at \$0.

The Company's pro rata share of the carrying value of NC, comprised of NFS, is \$3.5 billion at December 31, 2011.

## NOTES TO FINANCIAL STATEMENTS

All other assets and liabilities of NC are insignificant.

- J. Write-down for Impairments of Investments in Subsidiary, Controlled or Affiliated Companies
  - Not applicable.
- K. Investment in a foreign insurance subsidiary
  - Not applicable.
- L. Downstream Holding Company
  - Not applicable.

### **Note 11 - Debt**

#### A. All Other Debt

In May, 2011, the Company, NFS, and NLIC extended the \$600.0 million revolving variable rate credit facility upon expiration of its existing facility. The new facility matures on May 6, 2015, with an option to convert outstanding balances at maturity into a one-year term loan. The credit may be used for general corporate purposes. The Company has the option to draw funds at a variable rate based on the Eurodollar rate. The facility contains financial covenants that require Mutual to maintain a statutory surplus in excess of \$7.9 billion and the debt is not to exceed 35.0% of statutory surplus, both figures determined as of the end of each fiscal quarter. A breach of these and other named covenants will impact the availability of the line for the other borrowers and may accelerate payment. The Company had no amounts outstanding under the new or existing facilities as of December 31, 2011.

On May 31 and June 15, 2011, the Company borrowed two \$50 million short term notes from NFS. Both of these notes were repaid as of September 30, 2011.

The Company has entered into an agreement with its custodial bank to borrow against the cash collateral that is posted in connection with its securities lending program. This is an uncommitted facility contingent on the liquidity of the securities lending program. The borrowing facility was established to fund commercial mortgage loans that were originated with the intent of sale through securitization. The maximum amount available under the agreement is \$250 million. The borrowing rate on this program is equal to one-month U.S. LIBOR reset. On July 31, 2009, the Company paid the \$165.4 million principal balance on the securities lending program facility. The Company had no amounts outstanding under this agreement as of December 30, 2010. As of December 31, 2010 the Company had not provided any guarantees on such borrowings, either directly or indirectly.

#### B. Funding Agreements with Federal Home Loan Bank (FHLB)

In June 2011, the Company entered into an agreement to extend its ability to borrow with the Federal Home Loan Bank of Cincinnati. In this extension the Company purchased \$0.9 million in capital stock in addition to the \$40 million original purchase. This extension, which expires on June 1, 2012, allows the Company access to borrow up to \$600 million, all of which is collateralized by pledged securities. The Company has \$3.2 billion and \$4.0 billion in eligible collateral and no amounts outstanding under the agreement as of December 31, 2011 and 2010, respectively.

### **Note 12 - Retirement Plans, Deferred Compensation, Postemployment Benefits and Compensated Absences and Other Postretirement Benefit Plans**

#### A. Defined Benefit Plans

The Company participates in a qualified defined benefit pension plan and a nonqualified defined benefit supplemental executive retirement plan sponsored by the Company. The qualified plan covers all employees of participating companies who have completed at least one year of service. Plan assets are invested in a third party trust and in group annuity contracts issued by NLIC. All participants are eligible for benefits based on an account balance feature. Participants hired prior to 2002 who are least 21 years of age are eligible for benefits based on the highest average annual salary of a specified number of consecutive years of the last ten years of service, if such benefits are of greater value than the account balance feature. The Company funds pension costs accrued for direct employees plus an allocation of pension costs accrued for employees of affiliates whose work benefits the Company. The nonqualified plan covers certain executives with at least one year of service.

On November 10, 2009, the Company announced changes to the NRP. Effective January 1, 2010, the Company-paid early retirement enhancement, which is part of the final average pay formula, will be eliminated. Currently this enhancement provides an additional benefit for associates retiring between ages 55 and 65. In addition, pay credits under the account balance formula will stop. These changes affect associates eligible to receive the benefit based on the greater of the final average pay formula or the account balance formula. Affected associates' benefits cannot be less than the NRP benefit they have already received.

Pension costs charged to operations by the Company were \$54.1 million and \$46.3 million for the years ended December 31, 2011 and 2010, respectively. The Company recorded a prepaid pension asset of \$136.3 million and \$203.0 million for the years ended December 31, 2011 and 2010, respectively.

The Pension Plan as a whole reported a pension benefit obligation for non-vested employees of \$6.0 million and \$8.9 million for the years ended December 31, 2011 and 2010, respectively.

The Company sponsors life and health care defined benefit plans for qualifying retirees. Postretirement life and health care benefits are contributory and generally available to full time employees, hired prior to June 1, 2000, who have attained age 55 and have accumulated 15 years of service with the Company after reaching age 40. The employee subsidy for the postretirement death benefit was capped beginning in 2007. Postretirement health care benefit contributions are adjusted annually and contain cost-sharing features such as deductibles and coinsurance. In addition, there are caps on the Company's portion of the per-participant cost of the postretirement health care benefits. The Company does not receive a Medicare Part D subsidy from the government. The Company's policy is to fund the cost of health care benefits in amounts determined at the discretion of management. Plan assets are invested in a group annuity contract issued by NLIC and a third party trust.

Effective January 1, 2010, all non-highly compensated employees (NHCE) as defined by IRC 414 will become eligible to receive an annual health care credit up to a maximum of \$1,000 per year, not to exceed a maximum lifetime benefit of \$25,000. The contribution will be a match of 33% of the NHCE's otherwise unmatched savings account or 401(a) contributions. No contributions will be made by the Company if the employee does not make eligible contributions.

## NOTES TO FINANCIAL STATEMENTS

The Company's net periodic postretirement benefit costs (NPPBC) were \$9.5 million and \$10.3 million for the years ended December 31, 2011 and 2010, respectively. The Company recorded a prepaid postretirement asset of \$32.2 million and \$28.1 million asset for the years ended December 31, 2011 and 2010, respectively.

The Postretirement Plan's benefit obligation for non-vested employees was \$107.7 million and \$92.5 million for the years ended December 31, 2011 and 2010, respectively.

The following table summarizes benefit obligations, the fair value of plan assets, funded status and net periodic benefit cost of the pension plan and postretirement benefit plans as a whole at December 31, 2011 and 2010:

|   | Pension Benefits       |                        | Postretirement Benefits |                      |
|---|------------------------|------------------------|-------------------------|----------------------|
|   | 2011                   | 2010                   | 2011                    | 2010                 |
| <b>1. Change in benefit obligation:</b>   |                        |                        |                         |                      |
| a. Benefit obligation at beginning of year  | \$3,467,531,752        | \$3,114,222,167        | \$182,423,752           | \$203,065,361        |
| b. Service cost   | 118,815,384            | 108,489,513            | 12,149,034              | 12,815,714           |
| c. Interest cost  | 183,334,210            | 180,126,612            | 8,945,683               | 9,108,577            |
| d. Contribution by plan participants  | 0                      | 0                      | 0                       | 0                    |
| e. Actuarial (gain) loss  | 695,679,768            | 233,348,094            | 16,971,883              | (27,248,328)         |
| f. Foreign currency exchange rate changes   | 0                      | 0                      | 0                       | 0                    |
| g. Benefits paid  | (174,895,709)          | (168,654,634)          | (16,852,262)            | (15,317,572)         |
| h. Plan amendments <sup>1</sup>   | 0                      | 0                      | 0                       | 0                    |
| i. Plan curtailment   | 0                      | 0                      | 0                       | 0                    |
| j. Acquisition  | 0                      | 0                      | 0                       | 0                    |
| k. Benefit obligation at end of year  | <b>\$4,290,465,405</b> | <b>\$3,467,531,752</b> | <b>\$203,638,090</b>    | <b>\$182,423,752</b> |
| <b>2. Change in plan assets</b>   |                        |                        |                         |                      |
| a. Fair value of plan assets at beginning of year   | \$3,592,854,590        | \$3,440,968,388        | \$156,288,728           | \$146,224,179        |
| b. Actual return on plan assets   | 491,181,502            | 306,681,818            | 6,196,802               | 10,064,549           |
| c. Foreign currency exchange rate changes   | 0                      | 0                      | 0                       | 0                    |
| d. Employer contribution  | 17,671,386             | 13,859,018             | 16,852,262              | 15,317,573           |
| e. Plan participant's contributions   | 0                      | 0                      | 5,183,175               | 0                    |
| f. Benefits paid  | (174,895,709)          | (168,654,634)          | (22,035,437)            | (15,317,572)         |
| g. Plan curtailment   | 0                      | 0                      | 0                       | 0                    |
| h. Fair value of plan assets at end of year   | <b>\$3,926,811,769</b> | <b>\$3,592,854,590</b> | <b>\$162,485,530</b>    | <b>\$156,288,728</b> |
| <b>3. Funded status</b>   |                        |                        |                         |                      |
| a. Unamortized prior service cost   | \$(363,653,636)        | \$125,322,838          | \$(41,152,560)          | \$(26,135,024)       |
| b. Unrecognized net (gain) or loss  | (142,763,703)          | (159,226,852)          | (7,591,982)             | (9,258,029)          |
| c. Remaining net obligation or (net asset) at initial date of application   | 574,034,585            | 151,006,924            | 59,054,183              | 39,698,635           |
| d. Prepaid assets or (accrued liabilities)  | (27,793,626)           | (2,748,415)            | 0                       | 0                    |
| e. Intangible asset   | 0                      | 0                      | N/A                     | N/A                  |
| <b>4. Accumulated benefit obligation for vested employees and partially vested employees to the extent vested</b> | <b>\$3,797,507,482</b> | <b>\$3,093,646,043</b> | N/A                     | N/A                  |
| <b>5. Benefit obligation for non-vested employees</b>   |                        |                        |                         |                      |
| a. Projected benefit obligation   | \$6,004,702            | \$8,853,933            | \$107,740,462           | \$92,474,142         |
| b. Accumulated benefit obligation   | 3,086,304              | 16,555,613             | N/A                     | N/A                  |
| <b>6. Components of net periodic benefit cost</b>   |                        |                        |                         |                      |
| a. Service cost   | \$118,815,384          | \$108,489,513          | \$12,149,034            | \$12,815,714         |
| b. Interest cost  | 183,334,210            | 180,126,612            | 8,945,683               | 9,108,577            |
| c. Expected return on plan assets   | (218,960,167)          | (204,470,254)          | (9,766,851)             | (9,139,011)          |
| d. Amortization of incremental asset  | 0                      | (7,829,496)            | 0                       | 0                    |
| e. Amount of recognized (gains) and losses  | 430,772                | 0                      | 1,186,384               | 907,018              |
| f. Amount of prior service cost recognized  | (16,463,149)           | (16,463,149)           | (1,666,047)             | (1,666,047)          |
| g. Amount of recognized (gain) or loss due to a settlement or curtailment   | 0                      | 0                      | 0                       | 0                    |
| h. Total net periodic benefit cost  | <b>\$67,157,050</b>    | <b>\$59,853,226</b>    | <b>\$10,848,203</b>     | <b>\$12,026,251</b>  |

The Prior Service Cost Base established December 31, 2007 and 2006 reflects the enactment of the Pension Protection Act of 2006 on August 17, 2006. The Act provides for EGTRRA Permanence, the permanent increase in the covered pension compensation for qualified pension plans, and the three year cliff vesting for pension plans with hybrid formula features. The Act has no impact on the projected benefit obligation for the years ended December 31, 2011 and 2010.

7. A minimum pension liability is required when the actuarial present value of accumulated benefits exceeds plan assets and accrued pension liabilities. The Company recorded a minimum pension liability of \$27.8 million and \$2.8 million as of December 31, 2011 and 2010, respectively.

## NOTES TO FINANCIAL STATEMENTS

8. The following table is the basis of measurement for plan liabilities and is relevant for items 1-4 above:

|   | Pension Benefits |            | Postretirement Benefits |            |
|---|------------------|------------|-------------------------|------------|
|   | 2011             | 2010       | 2011                    | 2010       |
| Weighted-average assumptions as of December 31,   |                  |            |                         |            |
| a. Weighted average discount rate                 | 4.35%            | 5.50%      | 4.05%                   | 5.15%      |
| b. Rate of increase in future compensation levels | Age Graded       | Age Graded | Age Graded              | Age Graded |
| c. Assumed health care cost trend rate:           |                  |            |                         |            |
| Initial rate                                      | -                | -          | 8.25%                   | 8.50%      |
| Ultimate  | -                | -          | 5.00%                   | 5.00%      |
| Declining period                                  | -                | -          | 14 Years                | 15 Years   |

The following table is the basis of measurement for net periodic pension and post retirement costs and is relevant for item 5 above:

|   | Pension Benefits |            | Postretirement Benefits |            |
|---|------------------|------------|-------------------------|------------|
|   | 2011             | 2010       | 2011                    | 2010       |
| a. Weighted average discount rate                   | 5.50%            | 5.95%      | 5.15%                   | 5.70%      |
| b. Rate of increase in future compensation levels   | Age Graded       | Age Graded | Age Graded              | Age Graded |
| c. Expected long-term rate of return on plan assets | 6.25%            | 6.25%      | 6.25%                   | 6.25%      |

The Aged Graded rate of increase in future compensation levels was developed in 2009 based on actual experience from 2003 through 2008. The rates range from 11% to 4% based on age of the employee.

In determining the discount rate assumptions, the Company matches projected benefit payments to published market yields as of December 31.

The expected long-term rate of return on plan assets assumption is the long-term rate the Company expects to be earned based on the plans' investment strategies. The Company employs a prospective building block approach in determining its assumptions, which may vary by plan and may change when the target investment portfolio changes. In this approach, historical and expected future returns of multiple asset classes were analyzed to develop an expected rate of return, considering expected risk free rates of return and risk premiums. The Company uses the internal Capital Market Expectations (CME) report that is based upon the strategic asset allocation of the plan assets. The long-term rate of return on plan assets that is derived from the CME will be compared to external benchmarks to ensure it is reasonable and then will be rounded to the nearest quarter percent. Given the prospective nature of this calculation, short-term fluctuations in the market do not impact the expected risk premiums and the expected rate of return on plan assets.

9. Nationwide uses December 31 as the measurement date.

10. The following table shows the assumed health care cost trend rates for postretirement benefits other than pension:

|                | 2011     | 2010     |
|----------------|----------|----------|
| Initial rate   | 8.50%    | 8.75%    |
| Ultimate rate  | 5.00%    | 5.00%    |
| Declining rate | 14 years | 15 years |

11. As a result of the 2004 postretirement health plan change, the effect of a one percentage point change in the trend assumption on the accumulated postretirement benefit obligation (APBO) as a whole was not material as of December 31, 2011 and 2010 due to the plan caps.

12. The following table shows the asset allocation for the pension plan at the end of 2011 and 2010 by asset category:

| 13.               | Target Allocation Percentage | Percentage of plan assets |      |
|-------------------|------------------------------|---------------------------|------|
|                   |                              | 2011                      | 2010 |
| Asset Category:   |                              |                           |      |
| Equity securities | 19%                          | 6%                        | 19%  |
| Debt securities   | 76%                          | 81%                       | 74%  |
| Other             | 5%                           | 13%                       | 7%   |
| Total             | 100%                         | 100%                      | 100% |

The pension plans employ a total return investment approach whereby a mix of equities and fixed income investments are used to maximize the long-term return of plan assets for a prudent level of risk. Risk tolerance is established through careful consideration of plan liabilities, plan funded status, and corporate financial condition. Plan language requires investment of a portion of assets in a group annuity contract backed by fixed investments with an interest rate guarantee to match liabilities for specific classes of retirees. On a periodic basis, the portfolio is analyzed to establish the optimal mix of assets given current market conditions and risk tolerance. Derivatives may be utilized for management of market risk exposures when they provide a more efficient alternative to cash market transactions.

The following table shows the asset allocation for the postretirement benefit plan at the end of 2011 and 2010 by asset category:

|                   | Target Allocation Percentage | Percentage of plan assets |      |
|-------------------|------------------------------|---------------------------|------|
|                   |                              | 2011                      | 2010 |
| Asset Category:   |                              |                           |      |
| Equity securities | 40%                          | 37%                       | 56%  |
| Debt securities   | 60%                          | 63%                       | 44%  |
| Other             | 0%                           | 0%                        | 0%   |
| Total             | 100%                         | 100%                      | 100% |

The postretirement benefit plan employs a total return investment approach whereby a mix of equities and fixed income investments are used to maximize the long-term return of plan assets for a prudent level of risk. Risk tolerance is established through careful consideration of plan liabilities, plan funded status, and corporate financial condition. Plan investments for retiree life insurance benefits include a retiree life insurance contract issued by NLIC. Plan investments for retiree medical liabilities include both a group annuity contract issued by NLIC, backed by fixed investments with an interest rate guarantee, and a third-party trust. The investment mix is measured and monitored

## NOTES TO FINANCIAL STATEMENTS

on an ongoing basis through regular investment reviews, annual liability measurements, and periodic asset/liability studies.

13. The following table shows benefits expected to be paid in each of the next five fiscal years and in the aggregate for the five fiscal years thereafter:

| 2012      | Pension Benefits | Postretirement Benefits |
|-----------|------------------|-------------------------|
| 2013      | \$ 186,903,871   | \$ 17,414,409           |
| 2014      | 189,405,599      | 17,870,018              |
| 2015      | 193,396,094      | 18,378,124              |
| 2016      | 196,880,412      | 18,956,610              |
| 2017-2021 | 202,696,853      | 19,316,473              |
|           | 1,139,473,687    | 98,458,718              |

14. The Company expects to contribute \$14.2 million to the non-qualified pension plan and \$17.4 million to the postretirement benefit plan in 2012. The Company does not have a required minimum funding contribution for the NRP and as of this date, has not determined the amount of any contribution.

15. Plan assets are invested in a trust with The Bank of New York Mellon as the custodian and trustee and a group annuity contract issued by Nationwide Life Insurance Company.

16. Not applicable.

17. Not applicable.

18. Not applicable.

19. Not applicable.

B. Defined Contribution Plans

The Company, together with other affiliated companies, participates in a defined contribution retirement savings plan (401(k)) covering substantially all employees. Employees make salary deferral contributions of up to 80%. Salary deferrals of up to 6% are subject to a 50% company match. The Company match is funded on a biweekly basis and the expense of such contributions are allocated to the Company based on employee contributions. For the Plan as a whole, the expense was \$57.7 million and \$57.6 million for 2011 and 2010, respectively. Individuals are subject to a dollar limit on salary deferrals per IRS Section 402(g) (\$16,500 in 2011 and 2010, respectively). Other limits also apply.

C. Multiemployer Plans

Not applicable.

D. Consolidated/Holding Company Plans

The Company, together with other affiliated companies, participates in non-qualified deferred compensation and defined benefit arrangements for certain employees and agents. Expenses are allocated to the Company based on individual participants. Total Plan liabilities for non-qualified deferred compensation plans were \$246.3 million and \$250.1 million on December 31, 2011 and December 31, 2010, respectively. Total Plan liabilities for non-qualified defined benefit plans were \$270.9 million and \$248.8 million on December 31, 2011 and December 31, 2010, respectively. Total expense related to the non-qualified benefit plans was \$17.3 million and \$17.1 million for years ended December 31, 2011 and 2010, respectively.

The ASCP is a non-qualified, unfunded deferred compensation program available to eligible agents. The designated agents covered by the ASCP are not employees of the Company, but they are independent contractors exclusively representing the Company in the sale of insurance and related products. Accordingly, the Company believes it is appropriate to apply the concepts of SSAP No. 89, *Accounting for Pensions, A Replacement of SSAP No. 8*, by analogy to the ASCP.

Total liabilities related to the ASCP were \$1,134.9 million and \$1,316.9 million at December 31, 2011 and 2010, respectively. Total expense recorded for this program was \$109.3 million and \$122.9 million for the years ended December 31, 2011 and 2010, respectively.

E. Postemployment Benefits and Compensated Absences

Not applicable.

F. Impact of Medicare Modernization Act on Postretirement Benefits

In 2004 the postretirement medical plan was amended to reflect the provisions of the Medicare Prescription Drug, Improvement and Modernization Act of 2003 (the Act), which was signed into law on December 8, 2003. The amendment integrates prescription drug benefits with the coverage provisions provided in the Act. The impact of the amendment is reflected in the accumulated postretirement benefit obligations beginning December 31, 2004. The one time expense impact of the Act was a \$2.0 million decrease for 2005.

**Note 13 - Capital and Surplus, Dividend Restrictions and Quasi-Reorganizations**

A. Outstanding Shares

Not applicable.

B. Dividend Rate of Preferred Stock

Not applicable.

C. Dividend Restrictions

The maximum amount of dividends which can be paid to shareholders by a State of Ohio domiciled insurance company without prior approval of the Director of Insurance is limited to, together with that of other dividends or distributions made within the preceding 12 months, the greater of either 10% of surplus as regards policyholders as of the preceding December 31, or the net income of the previous calendar year. Additionally, any dividend or distribution paid from other than earned surplus shall require prior approval of the Director of Insurance. Subject to applicable regulatory approval(s), dividends are paid as determined by the insurer's board of directors.

## NOTES TO FINANCIAL STATEMENTS

**D. Dividends Paid**

No dividends were paid by the Company during 2011 and 2010.

**E. Profits Available for Ordinary Dividends**

Within the limitations of (C) above, there are no restrictions placed on the portion of Company profits that may be paid as ordinary dividends to shareholders.

**F. Restrictions on Surplus**

There is no restriction on the use of the Company's unassigned surplus and such surplus is held for the benefit of the shareholder.

**G. Advances to Surplus Not Repaid**

Not applicable.

**H. Stock Held by Company for Special Purposes**

Not applicable.

**I. Changes in Special Surplus Funds**

Not applicable.

**J. Changes in Unassigned Funds**

The portion of unassigned funds (surplus) represented by cumulative unrealized capital gains is \$419,776,142 less applicable deferred taxes of (\$15,861,071), for a net unrealized capital gain of \$435,637,213.

**K. Surplus Notes**

**Issued Surplus Notes**

On August 5, 2009, the Company issued \$700.0 million of 9.375% surplus notes in exchange for cash. The notes were issued pursuant to Rule 144A under the Securities Act of 1933 and mature August 15, 2039. The notes are not part of the legal liabilities of the Company, and are not a liability or claim against the Company or any of its assets. Interest payments are scheduled semi-annually on February 15 and August 15 of each year, commencing February 15, 2010, over the life of the surplus note with the principal due at maturity. The Director of the Ohio Department of Insurance (Director) must approve interest and principal payments before paid and only to the extent the Company has sufficient policyholder's surplus to make such payment. The 9.375% surplus note may be redeemed by the Company, with the approval of the Director, at any time for a redemption price equal to the greater of 100% of their principal amount or the sum of the present value of the remaining scheduled payments of principal and interest on the notes, discounted to the redemption date on a semi-annual basis at the Treasury Rate plus 50 basis points, as defined in the notes. Issuance costs of \$7.8 million were expensed in accordance with statutory accounting principals. The notes are unsecured obligations of the Company and are expressly subordinated in right of payment to all existing and future claims and senior indebtedness, including all insurance policies and existing or future indebtedness issued, incurred, or guaranteed by the Company, including similarly subordinated obligations. In the event of a liquidation proceeding, holders of indebtedness, policy claims and prior claims would have greater preference under both the Liquidation Act and the terms of the note and, accordingly would have the right to be paid in full before any payments of interest and principal are made to the note holders. In 2011 and 2010, incurred interest expense on this note totaled \$66.0 million and \$66.0 million, respectively. The accumulated interest incurred through December 31, 2011 and 2010 was \$159.3 million and \$93.0 million, respectively. The carrying value of the notes as of December 31, 2011 is \$700.0 million.

On April 5, 2004, the Company issued \$400 million of 6.60% surplus notes due April 15, 2034. The notes were issued in accordance with Section 3901.72 of the Ohio Revised Code. Except as provided in Section 3901.72, the notes are not part of the legal liabilities of the Company, and are not a liability or claim against the Company or any of its assets. Interest payments are scheduled semi-annually over the life of the surplus notes with the principal due at maturity. The Director of the Ohio Department of Insurance (Director) must approve interest and principal payments before paid. The 6.60% surplus note may be redeemed by the Company, with the approval of the Director, at any time for a redemption price equal to the greater of 100% of their principal amount or the sum of the present value of the remaining scheduled payments of principal and interest on the notes, discounted to the redemption date on a semi-annual basis, as defined in the notes. Issuance costs were expensed in accordance with statutory accounting principles. In 2011 and 2010, incurred interest expense on this note totaled \$26.4 million and \$26.4 million, respectively. The accumulated interest incurred through December 31, 2011 and 2010 was \$198.7 million and \$172.3 million, respectively. The carrying value of the notes as of December 31, 2011 is \$398.8 million.

On March 25, 2003, the Company issued \$300 million of 7.875% surplus notes due April 1, 2033. The notes were issued in accordance with Section 3901.72 of the Ohio Revised Code. Except as provided in Section 3901.72, the notes are not part of the legal liabilities of the Company, and are not a liability or claim against the Company or any of its assets. Interest payments are scheduled semi-annually over the life of the surplus notes with the principal due at maturity. The Director of the Ohio Department of Insurance (Director) must approve interest and principal payments before paid. The 7.875% surplus note may be redeemed by the Company, with the approval of the Director, at any time for a redemption price equal to the greater of 100% of their principal amount or the sum of the present value of the remaining scheduled payments of principal and interest on the notes, discounted to the redemption date on a semi-annual basis, as defined in the notes. Issuance costs were expensed in accordance with statutory accounting principles. In 2011 and 2010, incurred interest expense on this note totaled \$23.6 million and \$23.6 million, respectively. The accumulated interest incurred through December 31, 2011 and 2010 was \$201.1 million and \$177.5 million, respectively. The carrying value of the notes as of December 31, 2011 is \$293.5 million.

On November 30, 2001, the Company issued \$400 million of 8.25% surplus notes due December 1, 2031. The notes were issued in accordance with Section 3901.72 of the Ohio Revised Code. Except as provided in Section 3901.72, the notes are not part of the legal liabilities of the Company, and are not a liability or claim against the Company or any of its assets. Interest payments are scheduled semi-annually over the life of the surplus notes with the principal due at maturity. The Director must approve interest and principal payments before paid. The 8.25% surplus note may be redeemed by the Company, with the approval of the Director, at any time for a redemption price equal to the greater of 100% of their principal amount or the sum of the present value of the remaining scheduled payments of principal and interest on the notes, discounted to the redemption date on a semiannual basis, as defined in the notes. Issuance costs were expensed in accordance with statutory accounting principles. In 2011 and 2010, incurred interest expense on this note totaled \$33.0 million and \$33.0 million, respectively. The accumulated interest incurred through December 31, 2011 and 2010 was \$330.1 million and \$297.1 million, respectively. The carrying value of the notes as of December 31, 2011 is \$394.8 million.

## NOTES TO FINANCIAL STATEMENTS

On December 2, 2008, the Company exercised its right to issue \$400 million of 5.81% surplus notes due December 15, 2024. The note was originally created as a contingent note (discussed below) on December 15, 2004 through the North Front Pass-Through Trust. For the period from 12/15/04 to 12/15/14 (the "Fixed Rate Period"), the Securities will pay to its holders interest of 5.81% per annum. Thereafter, until maturity (the "Floating Rate Period"), the Securities will pay interest per annum at a rate of 3 month LIBOR, plus 2.29%. The notes were issued in accordance with Section 3901.72 of the Ohio Revised Code. Except as provided in Section 3901.72, the notes are not part of the legal liabilities of the Company, and are not a liability or claim against the Company or any of its assets. Interest payments are scheduled semi-annually over the life of the surplus notes with the principal due at maturity. The Director must approve interest and principal payments before paid. The surplus note may be redeemed by the Company, with the approval of the Director, at any time for a redemption price equal to the greater of 100% of their principal amount or the sum of the present value of the remaining scheduled payments of principal and interest on the notes, discounted to the redemption date on a semiannual basis, as defined in the notes. There were no issuance costs expensed as the note was created as a contingent note through the North Front Pass-Through Trust. In 2011 and 2010, incurred interest expense on this note totaled \$23.2 million and \$23.2 million, respectively. The accumulated interest incurred through December 31, 2011 and 2010 was \$70.4 million and \$47.2 million, respectively. The carrying value of the notes as of December 31, 2011 is \$334.4 million.

### L. and M. Quasi Reorganizations

Not applicable.

### Note 14 – Contingencies

#### A. Contingent Commitments

In accordance with SSAP 5R, for all guarantees made to or on behalf of wholly-owned subsidiaries, no initial liability recognition has been made.

The Company has guaranteed the timely payment and performance of the obligations of its unconsolidated subsidiary Nationwide Indemnity Company under reinsurance agreements between Indemnity and Employers Insurance of Wausau (EIOW) and certain of its affiliated property and casualty companies. These reinsurance agreements provided for the transfer in 1998 to Nationwide Indemnity Company of loss and loss expense reserves, including reserves for asbestos and environmental claims, from EIOW and certain of its affiliated property and casualty companies. As of December 31, 2011 and 2010, losses and loss expense reserves covered by this guarantee totaled \$1.4 billion and \$1.8 billion, respectively, including approximately \$1.2 and \$1.3 billion, respectively, for asbestos and environmental claims.

The Company has guaranteed loans to its agents with various maturities issued by Nationwide Bank, a subsidiary of the Company, which totaled \$89.3 million and \$101.9 million at December 31, 2011 and 2010, respectively. Each guarantee requires the Company to satisfy the outstanding loan amount of any loan in the event of Agent default. Such loans are deemed to be in default when the borrower is 90 days or more past due on contractually required payments. Based on historical evidence and agent delinquency rates, the performance risk of this guarantee is possible as of December 31, 2011. However, if action is required, the impact to the Company's statutory financial position would be immaterial.

The Company has guaranteed the indebtedness of its subsidiary Nationwide Life for a term loan for servicing rights to Nationwide Advantage Mortgage Corporation (NAMC). At December 31, 2011 and 2010, the amount of the guarantee was \$21.4 million and matures on November 16, 2016. Pursuant to the terms of this guarantee, the Company would be required to repay Nationwide Life in the event of default by NAMC. As of December 31, 2011, the Company's assessed performance risk of the guarantee is low. This assessment has been determined in consideration of NAMC's payment history, as NAMC is current in all payments of principal and interest.

The Company has guaranteed the indebtedness of its subsidiary NAMC for a Working Capital facility to NAMC. At December 31, 2011 and 2010, the amount of the guarantee was \$3.5 million and \$23.5 million, respectively. Pursuant to the terms of this guarantee, the Company would be required to repay JPM Chase in the event of default by NAMC. The guarantee expired in February 2012 and was renegotiated with Fifth Third Bank and matures on May 6, 2015. As of December 31, 2011, the Company's assessed performance risk of the guarantee is low. This assessment has been determined in consideration of NAMC'S payment history, as NAMC is current in all payments of principal and interest.

The Company has guaranteed the indebtedness of its subsidiary Nationwide Realty Investors, Ltd. (NRI) for a Working Capital Facility for NRI. At December 31, 2011 and 2010, the amount of the guarantee was \$49.2 million and \$49.9 million, respectively, and matures on September 26, 2012. Pursuant to the terms of this guarantee, the Company would be required to repay Huntington National Bank in the event of default by NRI. As of December 31, 2011, the Company's assessed performance risk of the guarantee is low. This assessment has been determined in consideration of NRI'S payment history, as NRI is current in all payments of principal and interest.

On January 14, 2010, the Company guaranteed the indebtedness of NRI for a Working Capital Facility for NRI. At December 31, 2011, the amount of the guaranty was \$24.2 million and matures on May 6, 2015. Pursuant to the terms of this guarantee, the Company would be required to repay Fifth Third Bank in the event of default by NRI. As of December 31, 2011, the Company's assessed performance risk of the guaranty is low. This assessment had been determined in consideration of NRI's payment history, as NRI is current in all payments of principal and interest.

The Company has guaranteed full payment of workers' compensation claims for certain wholly-owned subsidiaries. The guarantee is required by the Ohio State Workers' Compensation Fund to allow smaller subsidiaries to be self insured, and pursuant to the terms of this guarantee, the Company would be required to pay \$2.0 million for each accident or \$2.0 million for each employee disease. Credit risk of external insurance remains with the Company. Based on historical evidence, the performance risk of this guarantee is remote as of December 31, 2011. The maximum amount of the obligation under this guarantee is not determinable.

As of December 31, 2011 and 2010, the fair value of structured settlement annuities for which the claimant is payee, but for which the Company is contingently liable, were \$8.1 million and \$7.3 million, respectively. The Company has committed no reserves to cover any contingent liabilities.

At December 31, 2011, the Company has unfunded commitments of \$674.6 million related to its investments in limited partnerships and limited liability companies and \$5.1 million related to commercial mortgage loans.

#### B. Guaranty Fund and Other Assessments

The Company is subject to guaranty fund and other assessments by the states in which it writes business. Guaranty fund assessments should be accrued at the time of insolvencies. Other assessments should be accrued either at the time of assessments or in the case of premium based assessments, at the time the premiums were written. In the case of loss-based assessments, the assessments should be accrued at the time the losses are incurred.

## NOTES TO FINANCIAL STATEMENTS

As of December 31, 2011 and 2010, the Company accrued a liability for guaranty fund and other assessments of \$21.4 million and \$31.2 million and a related premium tax benefit asset of \$10.9 million and \$15.8 million, respectively. These represent management's best estimates based on information received from the states in which the Company writes business and may change due to many factors including the Company's share of the ultimate cost of current insolvencies.

| (1)<br>Description   | (2)<br>Amount |
|--|---------------|
| Assets recognized from paid and accrued premium tax offsets and policyholder surcharges prior year-end   | \$ 15,819,036 |
| Decreases current year:  |               |
| Premium tax offsets applied  | \$ 2,814,392  |
| Change in accrued premium tax offsets  | \$ 2,139,988  |
| Assets recognized from paid and accrued premium tax offsets and policyholder surcharges current year-end | \$ 10,864,656 |

C. Gain Contingencies

Not applicable.

D. Claims Related Extra Contractual Obligations and bad Faith Losses Stemming From Lawsuits

Not applicable.

E. Product Warranties

Not applicable.

F. All Other Contingencies

Various lawsuits arise against the Company in the normal course of the Company's business. Contingent liabilities arising from litigation were reserved net of anticipated recoveries for \$50.4 million and \$52.5 million at December 31, 2011 and 2010, respectively. The Company is contingently liable under certain structured settlement agreements (See Note 27A).

The Company has also purchased annuities to fund workers' compensation indemnity claims where there has been no settlement with the claimant. The Company released its claim reserve, but remains contingently liable for the estimated life expectancy payout of \$19.1 million.

**Note 15 – Leases**

A. Lessee Leasing Arrangements

1. The rental expense for 2011 and 2010 was approximately \$67.3 million and \$74.2 million, respectively.
2. At January 1, 2012, the future minimum rental payments in the aggregate and for each of the five succeeding years are \$160.7 million.
3. Sale Leaseback for 2011

Not applicable.

B. Lessor Leasing Arrangements

Not applicable.

**Note 16 - Information About Financial Instruments With Off-Balance Sheet Risk And Financial Instruments With Concentrations of Credit Risk**

A. The table below summarizes the face amount of the Company's financial instruments with off balance sheet risk.

| Description   | Assets                  |                         | Liabilities             |                         |
|---------------|-------------------------|-------------------------|-------------------------|-------------------------|
|               | 2011 Notional           | 2010 Notional           | 2011 Notional           | 2010 Notional           |
| a. Swaps      | 1,750,000,000           | 1,981,000,000           | 1,629,865,104           | 1,490,915,104           |
| b. Futures    | 18,738,750              | 175,187,500             | 193,984,375             | 12,687,500              |
| c. Options    | -                       | -                       | -                       | -                       |
| <b>Totals</b> | <b>\$ 1,768,738,750</b> | <b>\$ 2,156,187,500</b> | <b>\$ 1,823,849,479</b> | <b>\$ 1,503,602,604</b> |

B. Notional amounts of derivative financial instruments significantly exceed the credit risk associated with these instruments and represent contractual balances on which calculations of amounts to be exchanged are based. Credit exposure is limited to the sum of the aggregate fair value of positions that have become favorable to the Company, including accrued interest receivable due from counterparties, net of collateral received.

C. Potential credit losses are minimized through careful evaluation of counterparty credit standing, selection of counterparties from a limited group of high quality institutions, collateral agreements and other contract provisions.

D. Collateral requirements for over-the-counter derivative instruments are controlled by the International Swap Dealers Association and Credit Support Annex documents that are negotiated with each counterparty. Generally, these documents outline each party's rights and obligations for receiving and posting collateral. The documents address such issues as calculating collateral due/owed, delivery and return of collateral, uses and substitution for collateral, distributions and interest rights and remedies for both parties, credit thresholds and eligible collateral (typically cash, debt obligations issued by the United States Treasury, or obligations issued by government agencies). The Company monitors their collateral position on a daily basis, adjusting positions as necessary, and in accordance with the terms of these agreements. For exchange-traded future and option contracts, the broker for the various types of contracts that the Company may employ establishes margin requirements. The margin account is settled daily for changes in contracts outstanding and movements in market values of open contracts. The Company uses cash to cover the margin account requirements.

## NOTES TO FINANCIAL STATEMENTS

### **Note 17 - Sale, Transfer and Servicing of Financial Assets and Extinguishments of Liabilities**

#### A. Transfers of Receivables Reported as Sales

Not applicable.

#### B. Transfers and Servicing of Financial Assets

1. There were no assets or liabilities obtained in transfers of financial assets where it was not practicable to estimate their fair value.
2. The Company has entered into a securities lending agreement with an agent bank whereby eligible securities may be loaned to third parties, primarily major brokerage firms. These transactions are used to generate additional income on the securities portfolio. Loaned securities continue to be reported as invested assets and the Company is entitled to receive any payments of interest or dividends paid on loaned securities. The agreement requires a minimum of 102% of the fair value of loaned securities to be held as collateral. Cash collateral received from borrowers is reflected as a "Payable for securities lending" on the "Statement of Liabilities, Surplus and Other Funds" while non-cash collateral is recorded off-balance sheet. Cash collateral received is reinvested by the agent bank in accordance with the Company's authorized investment policy and included in "Securities lending reinvested collateral assets" in the "Statement of Assets". If the fair value of the reinvested collateral assets is less than the fair value of the securities loaned, the shortfall is non-admitted. Because the borrower or the Company may terminate a securities lending transaction at any time, if loans are terminated in advance of the reinvested collateral asset maturities, the Company would repay its securities lending obligation from operating cash flows or the proceeds of sales from its investment portfolio, which includes significant liquid securities.

The fair value of loaned securities was \$79,047,691 at December 31, 2011. The Company does not hold any non-cash collateral for loaned securities as of December 31, 2011.

Reinvested collateral assets reported on Schedule DL are excluded from other statutory schedules and disclosures.

See Note 5 E. for additional information concerning securities lending.

3. No servicing assets or liabilities were recognized during the period.
4. There were no assets securitized during the period.
5. There were no retained interests since there were no securitized financial assets.
6. There were no transfers of receivables with recourse.

#### C. Wash Sales

Not applicable.

### **Note 18 - Gain or Loss to the Reporting Entity from Uninsured Plans and the Uninsured Portion of Partially Insured Plans**

#### A. Administrative Services Only (ASO) Plans

Not applicable.

#### B. Administrative Services Contract (ASC) Plans

Not applicable.

#### C. Medicare or Other Similarly Structured Cost Based Reimbursement Contracts

Not applicable.

### **Note 19 - Direct Premiums Written/Produced by Managing General Agents/Third Party Administrators**

Not applicable.

### **Note 20 – Fair Value Measurements**

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Fair value measurements are based upon observable and unobservable inputs. Observable inputs reflect market data obtained from independent sources while unobservable inputs reflect the Company's view of market assumptions in the absence of observable market information. The Company utilizes valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs. In determining fair value, the Company uses various methods including market, income and cost approaches.

Fair values for the Company's derivative instruments are determined using valuation techniques, primarily pricing models, whose inputs are predominately observable in the market. These inputs include, but are not limited to, interest rate swap curves, credit spreads, interest rates, counterparty credit risk, equity volatility, and equity index levels. In some cases, the Company will utilize non-binding broker quotes as an additional valuation input.

The Company categorizes its assets and liabilities measured and reported at fair value in the quarterly statement into a three-level hierarchy based on the priority of the inputs to the valuation technique. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). If the inputs used to measure fair value fall within different levels of the hierarchy, the category level is based on the lowest priority level input that is significant to the fair value measurement of the instrument in its entirety.

The fair value hierarchy levels are as follows:

*Level 1.* Unadjusted quoted prices accessible in active markets for identical assets or liabilities at the measurement date.

*Level 2.* Unadjusted quoted prices for similar assets or liabilities in active markets or inputs (other than quoted prices) that are observable or that are derived principally from or corroborated by observable market data through correlation or other means.

## NOTES TO FINANCIAL STATEMENTS

**Level 3.** Prices or valuation techniques that require inputs that are both unobservable and significant to the overall fair value measurement. Inputs reflect management's best estimate about the assumptions market participants would use at the measurement date in pricing the asset or liability. Consideration is given to the risk inherent in both the method of valuation and the valuation inputs.

The Company periodically reviews its fair value hierarchy classifications for financial assets and liabilities. Changes in observability of significant valuation inputs identified during these reviews may trigger reclassifications. Reclassifications into/out of the fair value hierarchy levels are reported as transfers at the beginning of the period in which the change occurs.

For bonds and marketable stocks for which market quotations are available, the Company generally uses independent pricing services to assist in determining the fair value measurement.

The Company's investments in corporate debt securities, mortgage-backed securities and other asset-backed securities are valued with the assistance of independent pricing services and non-binding broker quotes. The Company's policy is to give priority to pricing obtained from our primary independent pricing service. In the event that pricing information is not available from an independent pricing service, non-binding broker quotes are used to assist in the valuation of the investments. In many cases, only one broker quote is available. The Company's policy is generally not to adjust the values obtained from brokers.

Broker quotes are considered unobservable inputs as only one broker quote is ordinarily obtained, the investment is not traded on an exchange, the pricing is not available to other entities and/or the transaction volume in the same or similar investments has decreased such that generally only one quotation is available. As the brokers often do not provide the necessary transparency into their quotes and methodologies, the Company periodically performs reviews and tests to ensure that quotes are a reasonable estimate of the investments fair value.

For investments valued with the assistance of independent pricing services, the Company obtains the pricing services' methodologies, inputs and assumptions and classifies these investments accordingly in the fair value hierarchy. The Company periodically reviews and tests the pricing and related methodologies obtained from these independent pricing services against secondary sources to ensure that management can validate the investment's fair value and related fair value hierarchy categorization. If large variances are observed between the price obtained from the independent pricing services and secondary sources, the Company analyzes the causes driving the variance.

For certain bonds not priced by independent services (e.g., private placement securities without quoted market prices) a corporate pricing matrix or internally developed pricing model is most often used. The corporate pricing matrix is developed using private spreads for corporate securities with varying weighted average lives and credit quality ratings. The weighted average life and credit quality rating of a bond to be priced using the corporate pricing matrix are important inputs into the model and are used to determine a corresponding spread that is added to the appropriate U.S. Treasury yield to create an estimated market yield for that security. The estimated market yield and other relevant factors are then used to estimate the fair value of the particular bond.

Assets and liabilities measured and reported at fair value as of December 31, 2011:

|  | Level 1              | Level 2               | Level 3               | Total                 |
|--|----------------------|-----------------------|-----------------------|-----------------------|
| <b>Assets at Fair Value</b>            |                      |                       |                       |                       |
| U.S. Government bonds                  | -                    | -                     | -                     | -                     |
| States, Territories and Possessions    | -                    | -                     | -                     | -                     |
| Political subdivisions                 | -                    | -                     | -                     | -                     |
| Special revenues                       | -                    | -                     | -                     | -                     |
| Hybrid Securities                      | -                    | 14,386,250            | -                     | 14,386,250            |
| Credit tenant loans                    | -                    | -                     | -                     | -                     |
| Industrial & Misc.                     | -                    | 382,666,482           | 55,459,055            | 438,125,537           |
| <b>Total Bonds</b>                     | <b>\$ -</b>          | <b>\$ 397,052,732</b> | <b>\$ 55,459,055</b>  | <b>\$ 452,511,787</b> |
| Sec Lending                            | -                    | 9,801,439             | -                     | 9,801,439             |
| Preferred Stocks                       | -                    | -                     | 270,855               | 270,855               |
| Common Stocks                          | 35,396,877           | -                     | 45,774,095            | 81,170,972            |
| Loans held for sale                    | -                    | -                     | 32,681,269            | 32,681,269            |
| Separate Account Assets                | -                    | -                     | -                     | -                     |
| Derivative Assets                      | 7,640,026            | 112,595,441           | -                     | 120,235,467           |
| <b>Total Assets at Fair Value</b>      | <b>\$ 43,036,903</b> | <b>\$ 519,449,611</b> | <b>\$ 134,185,274</b> | <b>\$ 696,671,789</b> |
| <b>Liabilities at Fair Value</b>       |                      |                       |                       |                       |
| Derivatives Liabilities                | 19,198,344           | 136,426,856           | -                     | 155,625,200           |
| <b>Total Liabilities at Fair Value</b> | <b>\$ 19,198,344</b> | <b>\$ 136,426,856</b> | <b>\$ -</b>           | <b>\$ 155,625,200</b> |

Assets and liabilities for which the Company used significant unobservable inputs (Level 3) to determine fair value measurements for the twelve months ended December 31, 2011:

|  | Net Investment Gain/Loss |                          | Activity During the Period<br>Purchases,<br>issuances, sales,<br>and settlements | Transfers Into<br>Level 3 | Transfers Out of<br>Level 3 | Balance as of<br>12/31/2011 |
|--|--------------------------|--------------------------|--|---------------------------|-----------------------------|-----------------------------|
|  | In Earnings              | Unrealized in<br>Surplus |  |                           |                             |                             |
| <b>Assets at Fair Value</b>            |                          |                          |  |                           |                             |                             |
| U.S. Government bonds                  | -                        | -                        | -  | -                         | -                           | -                           |
| States, Territories and Possessions    | -                        | -                        | -  | -                         | -                           | -                           |
| Political subdivisions                 | -                        | -                        | -  | -                         | -                           | -                           |
| Special revenues                       | -                        | -                        | -  | -                         | -                           | -                           |
| Hybrid Securities                      | -                        | -                        | -  | -                         | -                           | -                           |
| Credit tenant loans                    | -                        | -                        | -  | -                         | -                           | -                           |
| Industrial and miscellaneous           | 68,043,585               | (274,571)                | 4,903,722  | 4,183,376                 | 9,251,830                   | (30,648,887)                |
| <b>Total Bonds</b>                     | <b>\$ 68,043,585</b>     | <b>\$ (274,571)</b>      | <b>\$ 4,903,722</b>  | <b>\$ 4,183,376</b>       | <b>\$ 9,251,830</b>         | <b>\$ 55,459,055</b>        |
| Sec Lending                            | -                        | -                        | -  | -                         | -                           | -                           |
| Preferred Stocks                       | 256,581                  | -                        | 14,274   | -                         | -                           | 270,855                     |
| Common Stocks                          | 40,424,102               | -                        | 337,602  | 5,646,704                 | -                           | (634,313)                   |
| Loans held for sale                    | 33,022,812               | 3,656,935                | -  | (3,998,478)               | -                           | 32,681,269                  |
| Separate Account Assets                | -                        | -                        | -  | -                         | -                           | -                           |
| Derivative Assets                      | -                        | -                        | -  | -                         | -                           | -                           |
| <b>Total Assets at Fair Value</b>      | <b>\$ 141,747,080</b>    | <b>\$ 3,382,364</b>      | <b>\$ 5,255,598</b>  | <b>\$ 5,831,602</b>       | <b>\$ 9,251,830</b>         | <b>\$ 134,185,274</b>       |
| <b>Liabilities at Fair Value</b>       |                          |                          |  |                           |                             |                             |
| Derivatives Liabilities                | -                        | -                        | -  | -                         | -                           | -                           |
| <b>Total Liabilities at Fair Value</b> | <b>\$ -</b>              | <b>\$ -</b>              | <b>\$ -</b>  | <b>\$ -</b>               | <b>\$ -</b>                 | <b>\$ -</b>                 |

## NOTES TO FINANCIAL STATEMENTS

Assets and liabilities for which the Company used significant unobservable inputs (Level 3) to determine fair value measurements for the three months ended December 31, 2011:

|  | Balance as of<br>09/30/2011 | Net Investment Gain/Loss |                          | Activity During the<br>Period<br>Purchases,<br>issuances, sales,<br>and settlements | Transfers Into<br>Level 3 | Transfers Out of<br>Level 3 | Balance as of<br>12/31/2011 |
|--|-----------------------------|--------------------------|--------------------------|---|---------------------------|-----------------------------|-----------------------------|
|  |                             | In Earnings              | Unrealized in<br>Surplus |   |                           |                             |                             |
| <b>Assets at Fair Value</b>            |                             |                          |                          |   |                           |                             |                             |
| U.S. Government bonds                  | -                           | -                        | -                        | -   | -                         | -                           | -                           |
| States, Territories and Possessions    | -                           | -                        | -                        | -   | -                         | -                           | -                           |
| Political subdivisions                 | -                           | -                        | -                        | -   | -                         | -                           | -                           |
| Special revenues                       | -                           | -                        | -                        | -   | -                         | -                           | -                           |
| Hybrid Securities                      | -                           | -                        | -                        | -   | -                         | -                           | -                           |
| Credit tenant loans                    | -                           | -                        | -                        | -   | -                         | -                           | -                           |
| Industrial and miscellaneous           | -                           | -                        | -                        | -   | -                         | -                           | -                           |
| <b>Total Bonds</b>                     | <b>66,017,392</b>           | <b>\$ -</b>              | <b>\$ (831,181)</b>      | <b>\$ (1,179,643)</b>   | <b>\$ -</b>               | <b>\$ (8,547,512)</b>       | <b>\$ 55,459,055</b>        |
| Sec Lending                            | -                           | -                        | -                        | -   | -                         | -                           | -                           |
| Preferred Stocks                       | 267,850                     | -                        | 3,005                    | -   | -                         | -                           | 270,855                     |
| Common Stocks                          | 44,270,021                  | -                        | 1,344,340                | (883,303)   | 1,043,038                 | -                           | 45,774,095                  |
| Loans held for sale                    | 31,611,120                  | -                        | 1,217,935                | (147,786)   | -                         | -                           | 32,681,269                  |
| Separate Account Assets                | -                           | -                        | -                        | -   | -                         | -                           | -                           |
| Derivative Assets                      | -                           | -                        | -                        | -   | -                         | -                           | -                           |
| <b>Total Assets at Fair Value</b>      | <b>\$ 142,166,382</b>       | <b>\$ -</b>              | <b>\$ 1,734,099</b>      | <b>\$ (2,210,732)</b>   | <b>\$ 1,043,038</b>       | <b>\$ (8,547,512)</b>       | <b>\$ 134,185,274</b>       |
| <b>Liabilities at Fair Value</b>       |                             |                          |                          |   |                           |                             |                             |
| Derivatives Liabilities                | -                           | -                        | -                        | -   | -                         | -                           | -                           |
| <b>Total Liabilities at Fair Value</b> | <b>\$ -</b>                 | <b>\$ -</b>              | <b>\$ -</b>              | <b>\$ -</b>   | <b>\$ -</b>               | <b>\$ -</b>                 | <b>\$ -</b>                 |

### Transfers: Level 3

Assets and liabilities are included in this roll forward table because their fair value categorizations are deemed to be Level 3 at December 31, 2011, September 30, 2011 and/or December 31, 2010 and (1) they are items consistently reported at fair value (e.g., common stocks, certain derivatives, certain separate account assets), or (2) they are items that are reported at fair value due to the application of "lower of amortized cost or fair value" rules applicable to securities with lower NAIC ratings designations. Transfers out of Level 3 were due to pricing increases on bonds previously carried at fair value now carried at amortized cost under the application of "lower of amortized cost or fair value" rules. Transfers into Level 3 were due to pricing decreases on bonds previously carried at amortized cost now carried at fair value under the application of "lower of amortized cost or fair value" rules.

### Note 21 - Other Items

#### A. Extraordinary Items

Not applicable.

#### B. Troubled Debt Restructuring for Debtors

Not applicable.

#### C. Other Disclosures

In August, 2011, the Company entered into the California Earthquake Authority (CEA). Exposure to certain potential losses from earthquakes in California is limited by the Company's participation in the CEA, which provides insurance for California earthquake losses.

Should losses arising from an earthquake cause a deficit in the CEA, additional funding would be obtained from the proceeds of revenue bonds the CEA may issue, an existing reinsurance layer and finally, if needed, assessments on participating insurance companies, to restore the CEA capital to the statutory minimum-capital level of \$350 million. All future assessments on participating CEA insurers are based on their CEA market share as of December 31 of the preceding year. As the Company did not participate in the prior year, the Company's possible CEA assessment cannot be reasonably estimated as of December 31, 2011.

Additionally, based on the Company's earthquake-insurance risk profile, the Company may be required to pay risk-capital surcharges in addition to its required capital contribution and any required loss assessments. The Company's earthquake-insurance risk profile is determined by the CEA and indicates the likelihood and magnitude of additional CEA losses from insuring the Company's book of business during its first full year of CEA participation. As of December 31, 2011, a risk profile has not been completed; therefore a risk-capital surcharge cannot be estimated.

On May 31, 2011, the Catastrophe Bonds issued in June 2008 related to the Company's Caelus Re I, expired. The Company has replaced this coverage through traditional reinsurance layers.

The Company and certain of its affiliates entered into an agreement with Caelus Re II, Cayman Islands Special Purpose Reinsurance Vehicle, for the purpose of securing collateralized, multi-year property catastrophe loss protection through the capital markets. In May 2010, Caelus Re II issued Catastrophe Bonds, which provide reinsurance coverage to the Company for events including hurricanes and earthquakes. The Catastrophe Bonds are indemnity trigger based bonds where the Company recovers losses in excess of a specified level of catastrophic claims, which is reset annually. The Caelus Re II bond had an attachment point of \$2.0 billion and \$2.2 billion as of December 31, 2011 and 2010, respectively. In 2011 and 2010, the Company did not receive any recoveries and paid \$12 million and \$6 million, respectively, to Caelus Re II for this coverage. The agreement expires in May, 2013.

#### D. Uncollectible Premiums Receivable

Not applicable.

#### E. Business Interruption Insurance Recoveries

Not applicable.

## NOTES TO FINANCIAL STATEMENTS

### F. State Transferable and Non-Transferable Tax Credits

1.

| Description of State Transferable Tax Credits     | State  | Carrying Value      | Unused Amount       |
|---|--------|---------------------|---------------------|
| Mayberry Solar, LLC                               | GA     | \$ 322,742          | \$ 815,838          |
| <b>Total</b>                                      |        | <b>\$ 322,742</b>   | <b>\$ 815,838</b>   |
| Description of State Non-Transferable Tax Credits | State  | Carrying Value      | Unused Amount       |
| Mayfair Mill LLC                                  | AR, NC | \$ 39,267           | \$ 38,440           |
| Patrick Henry Lofts (611 Jefferson SIF, LLC)      | VA     | \$ 4,751,534        | \$ -                |
| South Carolina State Tax Credit Partners LLC      | SC     | \$ 1,248,577        | \$ 1,193,244        |
| <b>Total</b>                                      |        | <b>\$ 6,039,378</b> | <b>\$ 1,231,684</b> |

2. The Company estimated the utilization of the remaining transferable state tax credits by projecting future premium taking into account policy growth and rate changes, projecting future tax liability based on projected premium, tax rates and tax credits, and comparing projected future tax liability to the availability of remaining transferable state tax credits.

3. Impairment Loss – No impairments were recognized.

### G. Subprime Mortgage Related Risk Exposure

In general, recent market activity has negatively impacted the valuation of securities containing sub-prime collateral, which are classifications of investments in which the Company invests. The Company evaluates many characteristics when classifying collateral as sub-prime, including the credit quality of the borrower as defined by Fair Isaac Credit Organization (FICO) scores, as well as other factors, such as loan-to-value ratios and type of real estate.

As of December 31, 2011, all of the Company's exposure to investments containing sub-prime collateral is isolated to the mortgage-backed and asset-backed securities. When making investments in mortgage-backed or asset-backed securities, the Company evaluates the quality of the underlying collateral, the structure of the transaction (which dictates how losses in the underlying collateral will be distributed) and prepayment risks.

The following table identifies the general asset categories' exposure to securities containing sub-prime collateral. This table also identifies the end of period unrealized gain/loss or other than temporary impairments.

|  | For the period ended December 31, 2011 |                           |                      |                            |                   |
|--|--|---------------------------|----------------------|----------------------------|-------------------|
|  | Actual Cost                            | Book Adjusted Carry Value | Fair Value           | Unrealized Gains/ (Losses) | Impairments       |
| Mortgage loans   | -                                      | -                         | -                    | -                          | -                 |
| Residential mortgage backed securities   | 65,003,634                             | 40,325,476                | 39,401,039           | (924,437)                  | 419,911           |
| Commercial mortgage backed securities  | -                                      | -                         | -                    | -                          | -                 |
| Collateralized debt obligations  | -                                      | -                         | -                    | -                          | -                 |
| Structured securities  | 8,810,507                              | 7,575,786                 | 6,999,180            | (576,606)                  | 56,379            |
| Equity investments   | -                                      | -                         | -                    | -                          | -                 |
| Other invested assets  | -                                      | -                         | -                    | -                          | -                 |
| <b>Total subprime exposure</b>   | <b>\$ 73,814,141</b>                   | <b>\$ 47,901,262</b>      | <b>\$ 46,400,219</b> | <b>\$ (1,501,043)</b>      | <b>\$ 476,290</b> |
| Underwriting exposure to subprime mortgage risk through Mortgage Guaranty or Financial Guarantee | \$ -                                   | \$ -                      | \$ -                 | \$ -                       | \$ -              |

### Note 22 - Events Subsequent

Subsequent events have been considered through February 10, 2012 for these statutory financial statements which are to be issued February 21, 2012.

On September 29, 2011, the Company announced that it had entered into a definitive agreement pursuant to which Harleysville Mutual Insurance Company (Harleysville Mutual) and Harleysville Group Inc. (Harleysville Group and, collectively with Harleysville Mutual, Harleysville) will merge with the Company. Under the terms of the agreement, Harleysville Mutual policyholders will become policyholders and members of the Company, and the Company will acquire all of the publicly held shares of common stock of Harleysville Group for \$60 per share in cash. Subject to customary closing conditions, including, among others, approval from various regulatory bodies, stockholders of Harleysville Group and policyholders of Harleysville Mutual and the Company, the transaction is expected to close in 2012. Upon closing, Harleysville Group would be a wholly-owned subsidiary of the Company. Harleysville, based in Harleysville, Pennsylvania, provides property and casualty insurance and life insurance products to customers through independent agents.

### Note 23 – Reinsurance

#### A. Unsecured Reinsurance Recoverables

The Company has unsecured aggregate reinsurance recoverable for paid and unpaid losses, loss adjustment expenses, and unearned premiums from an individual reinsurer that exceeds 3% of policyholders' surplus in the amount of \$508,330,670. The amount is shown below by reinsurer.

| NAIC Company Code | Reinsurer                | FEIN#      | Unsecured Reinsurance |
|-------------------|--------------------------|------------|-----------------------|
| 00000             | Michigan Claims Cat Fund | AA-9991159 | \$484,927,725         |

#### B. Reinsurance Recoverable in Dispute

The Company does not have reinsurance recoverables in dispute for paid losses and loss adjustment expenses that exceed 5% of policyholders' surplus from an individual reinsurer or exceed 10% of policyholders' surplus in aggregate.

## NOTES TO FINANCIAL STATEMENTS

### C. Reinsurance Assumed and Ceded

1. The following table summarizes ceded and assumed unearned premiums and the related commission equity at December 31, 2011.

| (000's)                            | Assumed            |                   | Ceded              |                   | Assumed Less Ceded |                   |
|------------------------------------|--------------------|-------------------|--------------------|-------------------|--------------------|-------------------|
|                                    | Unearned Premiums  | Commission Equity | Unearned Premiums  | Commission Equity | Unearned Premiums  | Commission Equity |
| a. Affiliates                      | \$4,817,833        | \$737,785         | \$1,237,346        | \$203,955         | \$3,580,487        | \$533,830         |
| b. All Others                      | 53,831             | 8,431             | 41,890             | 3,227             | \$11,941           | \$5,203           |
| <b>c. Totals</b>                   | <b>\$4,871,664</b> | <b>\$746,215</b>  | <b>\$1,279,236</b> | <b>\$207,182</b>  | <b>\$3,592,428</b> | <b>\$539,033</b>  |
| d. Direct Unearned Premium Reserve |                    |                   |                    | \$1,108,792       |                    |                   |

2. Certain agency agreements and ceded reinsurance contracts provide for additional or return commissions based on the actual loss experience of the produced or reinsured business. Amounts accrued at December 31, 2011 are as follows:

| (\$000's)<br>Description     | Direct          | Assumed          | Ceded           | Net              |
|------------------------------|-----------------|------------------|-----------------|------------------|
| a. Contingent Commissions    | \$22,762        | \$209,412        | \$36,866        | \$195,308        |
| b. Sliding Scale Adjustments | 0               | 0                | 0               | 0                |
| c. Other Profit Commissions  | 0               | 0                | 0               | 0                |
| <b>d. Totals</b>             | <b>\$22,762</b> | <b>\$209,412</b> | <b>\$36,866</b> | <b>\$195,308</b> |

### D. Uncollectible Reinsurance

During 2011, the Company has written off reinsurance balances due from the companies listed below in the amount of \$184,979, which is reflected as:

| Statement of Income Account          | Amount           |
|--------------------------------------|------------------|
| 1. Losses Incurred                   | \$184,979        |
| 2. Loss adjustment expenses Incurred | -                |
| 3. Premiums earned                   | -                |
| 4. Other                             | -                |
| <b>Total</b>                         | <b>\$184,979</b> |

| Reinsurer                               | Amount           |
|---|------------------|
| Excess Casualty Reinsurance Association | \$770            |
| Classic Fire & Marine Ins Co.           | \$38,912         |
| Genereal Reinsurance Co.                | \$92,804         |
| St. Paul Reins Co.                      | \$52,493         |
|   | <b>\$184,979</b> |

### E. Commutation of Ceded Reinsurance

The Company did not enter into any commutation during 2011.

### F. Retroactive Reinsurance

There was no retroactive reinsurance affected during 2011.

### G. Reinsurance Accounted for as a Deposit

There were no reinsurance agreements that were accounted for as deposits during 2011.

### H. There was no transfer of any property and casualty run-off agreements requiring approval of regulators and qualifying under SSAP No. 62R, Property and Casualty Reinsurance, to receive property & casualty run-off accounting treatment.

### Note 24 - Retrospectively Rated Contracts and Contracts Subject to Redetermination

#### A. Method Used to Estimate

The Company sells accident and health policies for which the premiums vary based on loss experience. Future premium adjustments for these retrospective policies are estimated and accrued. The Company estimates these accrued retrospective premium adjustments through the review of each individual retrospectively rated risk, comparing case basis loss development with that anticipated in the policy contracts to arrive at the best estimates of return or additional premiums.

#### B. Method Used to Record

The Company records retrospective premium accruals as earned by adjusting unearned premiums. These amounts are not recorded as premiums written until they are billed to the policyholders. Return premiums are recorded as liabilities and additional premiums are recorded as assets.

#### C. Amount and Percent of Net Retrospective Premiums

Net premiums written for the current year on retrospective accident and health policies were \$612,604 or 0.4% of accident and health premiums written.

#### D. Medical Loss Ratio Rebates

Not applicable.

## NOTES TO FINANCIAL STATEMENTS

### E. Calculation of Nonadmitted Accrued Retrospective Premiums

Not applicable.

#### **Note 25 - Changes in Incurred Losses and Loss Adjustment Expenses**

| (000's)<br>Line of Business | 2011 Calendar Year<br>Losses and LAE Incurred |                    |                    | 2011 Loss<br>Year<br>Losses and LAE<br>Incurred | Shortage<br>(Redundancy) | Loss & DCC<br>Shortage<br>(Redundancy) | Impact of AO<br>on Total<br>Shortage<br>(Redundancy) |
|-----------------------------|---|--------------------|--------------------|---|--------------------------|--|--|
|                             | Losses<br>Incurred                            | LAE<br>Incurred    | Totals             |   |                          |  |  |
| Homeowners / Farmowners     | \$2,076,602                                   | \$250,514          | \$2,327,116        | \$2,412,321                                     | (\$85,206)               | (\$81,288)                             | (\$3,918)  |
| Commercial Multiple Peril   | 743,167                                       | 151,391            | 894,559            | 971,417   | (76,859)                 | (\$81,270)                             | \$4,411  |
| Workers' Compensation       | 135,675                                       | 18,870             | 154,545            | 154,331   | 214                      | \$660                                  | (\$446)  |
| Other Liability             | 257,916                                       | 155,366            | 413,282            | 547,231   | (133,949)                | (\$149,808)                            | \$15,859   |
| Product Liability           | 57,033  | 23,579             | 80,612             | 50,259  | 30,352                   | \$29,870                               | \$483  |
| Auto                        | 4,069,707                                     | 706,887            | 4,776,594          | 4,855,073                                       | (78,479)                 | (\$98,831)                             | \$20,352   |
| All Others                  | 475,025                                       | 42,799             | 517,825            | 482,476   | 35,348                   | 31,999                                 | \$3,349  |
| <b>Totals</b>               | <b>\$7,815,125</b>                            | <b>\$1,349,406</b> | <b>\$9,164,531</b> | <b>\$9,473,108</b>                              | <b>(\$308,577)</b>       | <b>(\$348,668)</b>                     | <b>\$40,091</b>                                      |

The estimated cost of loss and loss adjustment expenses attributable to insured events of prior years decreased by \$308.6 million (3.8% of prior year reserves) during 2011, as shown in the chart above. The redundancy was primarily associated with the homeowners/farmowners, commercial multiple peril and other liability lines of business. The favorable impacts are primarily due to improvements in underwriting/mix of business, claims process improvements, favorable development on weather/CAT claims, and the increased adequacy of case reserve levels.

#### **Note 26 - Intercompany Pooling Arrangements**

Effective January 1, 2011 the following companies became participants in a pooling reinsurance agreement with the Company whereby the Company retains 83.7% of the pool results: Nationwide Mutual Fire Insurance Company (NAIC # 23779), Scottsdale Insurance Company (NAIC # 41297), Farmland Mutual Insurance Company (NAIC # 13838), Nationwide General Insurance Company (NAIC # 23760), Nationwide Property & Casualty Insurance Company (NAIC # 37877), Nationwide Affinity Insurance Company of America (NAIC # 26093), Crestbrook Insurance Company (NAIC # 18961), Allied Insurance Company of America (NAIC # 10127), AMCO Insurance Company (NAIC # 19100), Allied Property & Casualty Insurance Company (NAIC # 42579), Depositors Insurance Company (NAIC # 42587), Nationwide Agribusiness Insurance Company (NAIC # 28223), Victoria Fire & Casualty Insurance Company (NAIC # 42889), Victoria Automobile Insurance Company (NAIC # 10644), Victoria Specialty Insurance Company (NAIC # 10777), Victoria Select Insurance Company (NAIC # 10105), and Victoria National Insurance Company (NAIC # 10778).

All lines of business are subject to the pooling agreement.

There are no discrepancies related to the pooled business between the assumed and ceded reinsurance schedules of the pool participants.

The following companies are covered under a 100% quota share reinsurance agreement with the Company: Nationwide Assurance Company, Titan Insurance Company, Titan Indemnity Company, Nationwide Lloyds Insurance Company, Nationwide Insurance Company of America, National Casualty Company, and Colonial County Mutual Insurance Company. The Company then cedes this business into the Nationwide Pool.

Scottsdale Surplus Lines Insurance Company, Western Heritage Insurance Company, Scottsdale Indemnity Company and Freedom Specialty Insurance Company are covered under a 100% quota share reinsurance agreement with Scottsdale Insurance Company. Scottsdale Insurance Company then cedes this business to the Company.

The Company is the lead company in the Nationwide Pool. The companies receiving business from the Nationwide Pool are:

|  | <u>NAIC #</u> | <u>POOL</u> |
|--|---------------|-------------|
| Nationwide Mutual Insurance Company (Lead Insurer) | 23787         | 83.7%       |
| Nationwide Mutual Fire Insurance Company           | 23779         | 11.3%       |
| Scottsdale Insurance Company                       | 41297         | 4.0%        |
| Farmland Mutual Insurance Company                  | 13838         | 1.0%        |

Amounts due to/from the lead entity and pool participants as of December 31, 2011:

| Name of Insurer                                    | Amounts Receivable | Amounts Payable |
|--|--------------------|-----------------|
| Nationwide Mutual Insurance Company (Lead Insurer) | \$ 905,336,376     | \$ 31,254,615   |
| Nationwide Mutual Fire Insurance Company           | \$ 6,905,610       | \$ 313,043,439  |
| Scottsdale Insurance Company                       | \$ 28,343,668      | \$ -            |
| Farmland Mutual Insurance Company                  | \$ 36,457,203      | \$ 15,973,668   |
| Nationwide General Insurance Company               | \$ 297             | \$ 118,678,238  |
| Nationwide Property & Casualty Insurance Company   | \$ 5,419,953       | \$ 265,047,950  |
| Nationwide Affinity Insurance Company of America   | \$ 2,259,935       | \$ 147,848,288  |
| Crestbrook Insurance Company                       | \$ 62,589          | \$ 27,853       |
| Allied Insurance Company of America                | \$ -               | \$ 3,164        |
| AMCO Insurance Company                             | \$ 9,141,273       | \$ 128,654,533  |
| Allied Property & Casualty Insurance Company       | \$ 1,054,719       | \$ 7,806,700    |
| Depositors Insurance Company                       | \$ 527,922         | \$ 1,168,163    |
| Nationwide Agribusiness Insurance Company          | \$ 60,588,552      | \$ 1,821,314    |
| Victoria Fire & Casualty Insurance Company         | \$ 5,220,175       | \$ 21,549,997   |
| Victoria Automobile Insurance Company              | \$ 640,653         | \$ 824,508      |
| Victoria Specialty Insurance Company               | \$ 1,427,466       | \$ 3,668,438    |
| Victoria Select Insurance Company                  | \$ 1,188,464       | \$ 2,365,167    |
| Victoria National Insurance Company                | \$ 1,979           | \$ 360          |

## NOTES TO FINANCIAL STATEMENTS

### **Note 27 - Structured Settlements**

#### A. Reserves Released due to Purchases of Annuities

The Company has settled certain losses with structured settlement agreements whereby the Company has purchased an annuity with the claimant as the payee. Certain of these annuities are without qualified assignments. The Company is contingently liable under the settlement agreements without qualified assignments if the annuity-issuing company is unable to meet the payment obligations to the Company's claimant under the settlement agreement. The amortized value of the annuities under such agreements for direct losses as of December 31, 2011 and 2010 is \$126.3 million and \$135.2 million, respectively.

#### B. Annuity Insurers with Balances due Greater than 1% of Policyholders' Surplus

There were no annuity insurers with balances due greater than 1% of policyholders' surplus in 2011.

### **Note 28 - Health Care Receivables**

#### A. Pharmaceutical Rebate Receivables

Not applicable.

#### B. Risk Sharing Receivables

Not applicable.

### **Note 29 - Participating Policies**

Not applicable.

### **Note 30 - Premium Deficiency Reserves**

The Company evaluated the need to record a premium deficiency reserve as of December 31, 2011 and determined there was no premium deficiency. This evaluation was completed on January 9, 2012. The Company does anticipate investment income when evaluating the need for premium deficiency reserves.

### **Note 31 - High Deductibles**

Not applicable.

### **Note 32 - Discounting of Liabilities for Unpaid Losses or Unpaid Loss Adjustment Expenses**

The Company discounts the liabilities for unpaid losses and loss expenses for long-term accident and health claims. The Company does not discount incurred but not reported (IBNR). Different companies service our long-term accident and health unpaid disability claims and supply the reserves and tabular discount; thus, different methodologies have been utilized. The Company does not have any non-tabular discount.

#### A. Tabular Discounts

1. 1987 Commissioner's Group Disability Table (CGDT)
2. For the 1987 CGDT, rate used was the maximum interest rate permitted by law in the valuation of a single premium immediate annuity issued on the same date as the claim incurrable date, reduced by one hundred basis points (rates used vary from 4.00% to 10.25%).
3. The December 31, 2011 liabilities include \$3,037,447 of such discounted reserves.
4. The amount of tabular interest discount for Other (including Credit, Accident and Health) is \$520,553.

#### B. Non-Tabular Discounts

The Company does not have any non-tabular discount.

#### C. Changes in Discount Assumptions

None.

### **Note 33 - Asbestos/Environmental Reserves**

#### A. The Company has exposure to asbestos and environmental claims through either the direct issuance of general liability policies or through reinsurance assumptions. The Company estimates the full impact of its asbestos and environmental exposure by establishing case reserves when sufficient information has been developed to indicate the involvement of a specific insurance policy. In addition, incurred but not reported reserves have been established to cover additional exposures on both known and unasserted claims, primarily utilizing historical information.

This schedule includes all loss segments that now reside in the Company. The Company's asbestos and environmental related losses for each of the five most recent calendar years were as follows:

| (1) Asbestos Claims - Direct         | <u>2007</u>    | <u>2008</u>    | <u>2009</u>    | <u>2010</u>    | <u>2011</u>    |
|--------------------------------------|----------------|----------------|----------------|----------------|----------------|
| Beginning Reserves:                  | \$ 48,270,972  | \$ 42,735,758  | \$ 40,044,146  | \$ 36,976,892  | \$ 37,818,773  |
| Incurred Loss and Loss Adj. Expense: | \$ (821,049)   | \$ 860,218     | \$ 2,201,773   | \$ 6,459,174   | \$ 1,486,565   |
| Calendar Year Payments:              | \$ 4,714,165   | \$ 3,551,830   | \$ 5,269,025   | \$ 5,617,292   | \$ 5,493,933   |
| Ending Reserve:                      | \$ 42,735,758  | \$ 40,044,146  | \$ 36,976,892  | \$ 37,818,773  | \$ 33,811,404  |
| (2) Asbestos Claims - Assumed        | <u>2007</u>    | <u>2008</u>    | <u>2009</u>    | <u>2010</u>    | <u>2011</u>    |
| Beginning Reserves:                  | \$ 101,090,000 | \$ 117,932,940 | \$ 123,588,264 | \$ 134,236,644 | \$ 136,542,821 |
| Incurred Loss and Loss Adj. Expense: | \$ 23,193,070  | \$ 13,316,621  | \$ 21,085,429  | \$ 15,500,000  | \$ 857,202     |
| Calendar Year Payments:              | \$ 6,350,130   | \$ 7,661,297   | \$ 10,437,049  | \$ 13,193,823  | \$ 2,441,677   |
| Ending Reserve:                      | \$ 117,932,940 | \$ 123,588,264 | \$ 134,236,644 | \$ 136,542,821 | \$ 134,958,347 |

## NOTES TO FINANCIAL STATEMENTS

| (3) Asbestos Claims - Net            | <u>2007</u>    | <u>2008</u>    | <u>2009</u>     | <u>2010</u>     | <u>2011</u>    |
|--------------------------------------|----------------|----------------|-----------------|-----------------|----------------|
| Beginning Reserves:                  | \$ 8,288,706   | \$ 7,262,816   | \$ 7,269,076    | \$ 7,251,699    | \$ 7,704,639   |
| Incurred Loss and Loss Adj. Expense: | \$ (331,257)   | \$ 311,926     | \$ 205,539      | \$ 1,285,524    | \$ (321,748)   |
| Calendar Year Payments:              | \$ 694,632     | \$ 305,666     | \$ 222,916      | \$ 832,584      | \$ 260,984     |
| Ending Reserve:                      | \$ 7,262,816   | \$ 7,269,076   | \$ 7,251,699    | \$ 7,704,639    | \$ 7,121,907   |
| <br>B. Bulk and IBNR Losses and LAE  |                |                |                 |                 |                |
| (1) Direct                           |                |                |                 |                 | \$ 25,679,811  |
| (2) Assumed                          |                |                |                 |                 | \$ 108,177,426 |
| (3) Net of Ceded Reinsurance         |                |                |                 |                 | \$ 5,859,335   |
| <br>C. Case, Bulk and IBNR LAE       |                |                |                 |                 |                |
| (1) Direct                           |                |                |                 |                 | \$ 17,888,235  |
| (2) Assumed                          |                |                |                 |                 | \$ -           |
| (3) Net of Ceded Reinsurance         |                |                |                 |                 | \$ 2,992,275   |
| <br>D. See A above                   |                |                |                 |                 |                |
| (1) Environmental Claims - Direct    | <u>2007</u>    | <u>2008</u>    | <u>2009</u>     | <u>2010</u>     | <u>2011</u>    |
| Beginning Reserves:                  | \$ 29,827,922  | \$ 26,907,809  | \$ 25,400,193   | \$ 24,156,883   | \$ 23,539,193  |
| Incurred Loss & Loss Adj. Expense:   | \$ 2,548,303   | \$ 775,091     | \$ 599,410      | \$ 911,405      | \$ (136,544)   |
| Calendar Year Payments:              | \$ 5,468,417   | \$ 2,282,707   | \$ 1,842,720    | \$ 1,529,096    | \$ 1,688,011   |
| Ending Reserve:                      | \$ 26,907,809  | \$ 25,400,193  | \$ 24,156,883   | \$ 23,539,193   | \$ 21,714,638  |
| (2) Environmental Claims - Assumed   | <u>2007</u>    | <u>2008</u>    | <u>2009</u>     | <u>2010</u>     | <u>2011</u>    |
| Beginning Reserves:                  | \$ 72,910,000  | \$ 88,003,157  | \$ 100,396,689  | \$ 67,419,523   | \$ 41,506,818  |
| Incurred Loss & Loss Adj. Expense:   | \$ 13,003,404  | \$ 13,723,305  | \$ (32,026,862) | \$ (21,000,000) | \$ (1,713,536) |
| Calendar Year Payments:              | \$ (2,089,753) | \$ 1,329,773   | \$ 950,304      | \$ 4,912,705    | \$ 1,571,824   |
| Ending Reserve:                      | \$ 88,003,157  | \$ 100,396,689 | \$ 67,419,523   | \$ 41,506,818   | \$ 38,221,458  |
| (3) Environmental Claims - Net       | <u>2007</u>    | <u>2008</u>    | <u>2009</u>     | <u>2010</u>     | <u>2011</u>    |
| Beginning Reserves:                  | \$ 24,082,828  | \$ 21,539,030  | \$ 20,426,658   | \$ 21,046,935   | \$ 20,507,262  |
| Incurred Loss and Loss Adj. Expense: | \$ 2,547,954   | \$ 768,151     | \$ 2,221,151    | \$ 909,284      | \$ 395,915     |
| Calendar Year Payments:              | \$ 5,091,752   | \$ 1,880,524   | \$ 1,600,874    | \$ 1,448,958    | \$ 1,620,826   |
| Ending Reserve:                      | \$ 21,539,030  | \$ 20,426,658  | \$ 21,046,935   | \$ 20,507,262   | \$ 19,282,350  |
| <br>E. Bulk and IBNR Losses and LAE  |                |                |                 |                 |                |
| (1) Direct                           |                |                |                 |                 | \$ 17,584,565  |
| (2) Assumed                          |                |                |                 |                 | \$ 27,213,193  |
| (3) Net of Ceded Reinsurance         |                |                |                 |                 | \$ 15,484,500  |
| <br>F. Case, Bulk and IBNR LAE       |                |                |                 |                 |                |
| (1) Direct                           |                |                |                 |                 | \$ 8,341,664   |
| (2) Assumed                          |                |                |                 |                 | \$ -           |
| (3) Net of Ceded Reinsurance         |                |                |                 |                 | \$ 7,022,430   |

### Note 34 - Subscriber Savings Accounts

Not applicable.

### Note 35 - Multiple Peril Crop Insurance

Not applicable.

### Note 36 – Financial Guaranty Insurance

A. and B. Not applicable.

ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY  
**GENERAL INTERROGATORIES**

**PART 1 - COMMON INTERROGATORIES  
 GENERAL**

1.1 Is the reporting entity a member of an Insurance Holding Company System consisting of two or more affiliated persons, one or more of which is an insurer? ..... Yes [  ] No [  ]

1.2 If yes, did the reporting entity register and file with its domiciliary State Insurance Commissioner, Director or Superintendent, or with such regulatory official of the state of domicile of the principal insurer in the Holding Company System, a registration statement providing disclosure substantially similar to the standards adopted by the National Association of Insurance Commissioners (NAIC) in its Model Insurance Holding Company System Regulatory Act and model regulations pertaining thereto, or is the reporting entity subject to standards and disclosure requirements substantially similar to those required by such Act and regulations? ..... Yes [  ] No [  ] N/A [  ]

1.3 State Regulating? ..... Ohio

2.1 Has any change been made during the year of this statement in the charter, by-laws, articles of incorporation, or deed of settlement of the reporting entity? ..... Yes [  ] No [  ]

2.2 If yes, date of change: \_\_\_\_\_

3.1 State as of what date the latest financial examination of the reporting entity was made or is being made. ..... 12/31/2011

3.2 State the as of date that the latest financial examination report became available from either the state of domicile or the reporting entity. This date should be the date of the examined balance sheet and not the date the report was completed or released. ..... 12/31/2006

3.3 State as of what date the latest financial examination report became available to other states or the public from either the state of domicile or the reporting entity. This is the release date or completion date of the examination report and not the date of the examination (balance sheet date). ..... 03/29/2008

3.4 By what department or departments?  
 OH ..... \_\_\_\_\_

3.5 Have all financial statement adjustments within the latest financial examination report been accounted for in a subsequent financial statement filed with Departments? ..... Yes [  ] No [  ] N/A [  ]

3.6 Have all of the recommendations within the latest financial examination report been complied with? ..... Yes [  ] No [  ] N/A [  ]

4.1 During the period covered by this statement, did any agent, broker, sales representative, non-affiliated sales/service organization or any combination thereof under common control (other than salaried employees of the reporting entity), receive credit or commissions for or control a substantial part (more than 20 percent of any major line of business measured on direct premiums) of:  
 4.11 sales of new business? ..... Yes [  ] No [  ]  
 4.12 renewals? ..... Yes [  ] No [  ]

4.2 During the period covered by this statement, did any sales/service organization owned in whole or in part by the reporting entity or an affiliate, receive credit or commissions for or control a substantial part (more than 20 percent of any major line of business measured on direct premiums) of:  
 4.21 sales of new business? ..... Yes [  ] No [  ]  
 4.22 renewals? ..... Yes [  ] No [  ]

5.1 Has the reporting entity been a party to a merger or consolidation during the period covered by this statement? ..... Yes [  ] No [  ]

5.2 If yes, provide the name of the entity, NAIC Company Code, and state of domicile (use two letter state abbreviation) for any entity that has ceased to exist as a result of the merger or consolidation.

| 1<br>Name of Entity | 2<br>NAIC Company Code | 3<br>State of Domicile |
|---------------------|------------------------|------------------------|
|---------------------|------------------------|------------------------|

6.1 Has the reporting entity had any Certificates of Authority, licenses or registrations (including corporate registration, if applicable) suspended or revoked by any governmental entity during the reporting period? ..... Yes [  ] No [  ]

6.2 If yes, give full information:  
 \_\_\_\_\_

7.1 Does any foreign (non-United States) person or entity directly or indirectly control 10% or more of the reporting entity? ..... Yes [  ] No [  ]

7.2 If yes,  
 7.21 State the percentage of foreign control; ..... %  
 7.22 State the nationality(s) of the foreign person(s) or entity(s) or if the entity is a mutual or reciprocal, the nationality of its manager or attorney-in-fact; and identify the type of entity(s) (e.g., individual, corporation or government, manager or attorney in fact).

| 1<br>Nationality | 2<br>Type of Entity |
|------------------|---------------------|
|------------------|---------------------|

**ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY**  
**GENERAL INTERROGATORIES**

8.1 Is the company a subsidiary of a bank holding company regulated by the Federal Reserve Board? ..... Yes [ ] No [ X ]  
 8.2 If response to 8.1 is yes, please identify the name of the bank holding company. ....

8.3 Is the company affiliated with one or more banks, thrifts or securities firms? ..... Yes [ X ] No [ ]  
 8.4 If response to 8.3 is yes, please provide the names and locations (city and state of the main office) of any affiliates regulated by a federal financial regulatory services agency [i.e. the Federal Reserve Board (FRB), the Office of the Comptroller of the Currency (OCC), the Office of Thrift Supervision (OTS), the Federal Deposit Insurance Corporation (FDIC) and the Securities Exchange Commission (SEC)] and identify the affiliate's primary federal regulator.

| 1<br>Affiliate Name                            | 2<br>Location (City, State) | 3<br>FRB  | 4<br>OCC  | 5<br>OTS | 6<br>FDIC | 7<br>SEC  |
|--|-----------------------------|-----------|-----------|----------|-----------|-----------|
| Nationwide Asset Management, LLC .....         | Columbus, Ohio .....        | NO .....  | NO .....  | NO ..... | NO .....  | YES ..... |
| Nationwide Bank .....                          | Columbus, Ohio .....        | NO .....  | YES ..... | NO ..... | NO .....  | NO .....  |
| Nationwide Corporation .....                   | Columbus, Ohio .....        | YES ..... | NO .....  | NO ..... | NO .....  | NO .....  |
| Nationwide Financial Services, Inc. .....      | Columbus, Ohio .....        | YES ..... | NO .....  | NO ..... | NO .....  | NO .....  |
| Nationwide Fund Advisors .....                 | King of Prussia, PA .....   | NO .....  | NO .....  | NO ..... | NO .....  | YES ..... |
| Nationwide Fund Distributors, LLC .....        | King of Prussia, PA .....   | NO .....  | NO .....  | NO ..... | NO .....  | YES ..... |
| Nationwide Investment Advisors, LLC .....      | Columbus, Ohio .....        | NO .....  | NO .....  | NO ..... | NO .....  | YES ..... |
| Nationwide Investment Services Corp. .....     | Columbus, Ohio .....        | NO .....  | NO .....  | NO ..... | NO .....  | YES ..... |
| Nationwide Mutual Fire Insurance Company ..... | Columbus, Ohio .....        | YES ..... | NO .....  | NO ..... | NO .....  | NO .....  |
| Nationwide Mutual Insurance Company .....      | Columbus, Ohio .....        | YES ..... | NO .....  | NO ..... | NO .....  | NO .....  |
| Nationwide SA Capital Trust .....              | King of Prussia, PA .....   | NO .....  | NO .....  | NO ..... | NO .....  | YES ..... |
| Nationwide Securities, LLC .....               | Dublin, Ohio .....          | NO .....  | NO .....  | NO ..... | NO .....  | YES ..... |

9. What is the name and address of the independent certified public accountant or accounting firm retained to conduct the annual audit?  
 KPMG LLP, 191 W.Nationwide Blvd., Suite 500, Columbus, OH 43215

10.1 Has the insurer been granted any exemptions to the prohibited non-audit services provided by the certified independent public accountant requirements as allowed in Section 7H of the Annual Financial Reporting Model Regulation (Model Audit Rule), or substantially similar state law or regulation? ..... Yes [ ] No [ X ]

10.2 If the response to 10.1 is yes, provide information related to this exemption: .....

10.3 Has the insurer been granted any exemptions related to the other requirements of the Annual Financial Reporting Model Regulation as allowed for in Section 17A of the Model Regulation, or substantially similar state law or regulation? ..... Yes [ ] No [ X ]

10.4 If the response to 10.3 is yes, provide information related to this exemption: .....

10.5 Has the reporting entity established an Audit Committee in compliance with the domiciliary state insurance laws? ..... Yes [ X ] No [ ] N/A [ ]

10.6 If the response to 10.5 is no or n/a, please explain .....

11. What is the name, address and affiliation (officer/employee of the reporting entity or actuary/consultant associated with an actuarial consulting firm) of the individual providing the statement of actuarial opinion/certification?  
 Leslie R. Marlo, FCAS, MAAA, KPMG LLP, 100 Matsonford Road, Radnor, PA 19087, Managing Director

12.1 Does the reporting entity own any securities of a real estate holding company or otherwise hold real estate indirectly? ..... Yes [ X ] No [ ]

12.11 Name of real estate holding company .... Nationwide Realty Investors / NW REI, LLC .....

12.12 Number of parcels involved ..... 556 .....

12.13 Total book/adjusted carrying value ..... \$ 424,466,418 .....

12.2 If, yes provide explanation:  
 Nationwide Mutual owns 95% of Nationwide Realty Investors and 100% of NW REI, LLC, both real estate holding companies that invest in individual properties.

13. **FOR UNITED STATES BRANCHES OF ALIEN REPORTING ENTITIES ONLY:**

13.1 What changes have been made during the year in the United States manager or the United States trustees of the reporting entity? .....

13.2 Does this statement contain all business transacted for the reporting entity through its United States Branch on risks wherever located? ..... Yes [ ] No [ ]

13.3 Have there been any changes made to any of the trust indentures during the year? ..... Yes [ ] No [ ]

13.4 If answer to (13.3) is yes, has the domiciliary or entry state approved the changes? ..... Yes [ ] No [ ] N/A [ ]

14.1 Are the senior officers (principal executive officer, principal financial officer, principal accounting officer or controller, or persons performing similar functions) of the reporting entity subject to a code of ethics, which includes the following standards? ..... Yes [ X ] No [ ]

(a) Honest and ethical conduct, including the ethical handling of actual or apparent conflicts of interest between personal and professional relationships;  
 (b) Full, fair, accurate, timely and understandable disclosure in the periodic reports required to be filed by the reporting entity;  
 (c) Compliance with applicable governmental laws, rules and regulations;  
 (d) The prompt internal reporting of violations to an appropriate person or persons identified in the code; and  
 (e) Accountability for adherence to the code.

14.11 If the response to 14.1 is No, please explain: .....

14.2 Has the code of ethics for senior managers been amended? ..... Yes [ ] No [ X ]

14.21 If the response to 14.2 is yes, provide information related to amendment(s). .....

14.3 Have any provisions of the code of ethics been waived for any of the specified officers? ..... Yes [ ] No [ X ]

14.31 If the response to 14.3 is yes, provide the nature of any waiver(s). .....

ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY  
**GENERAL INTERROGATORIES**

15.1 Is the reporting entity the beneficiary of a Letter of Credit that is unrelated to reinsurance with a NAIC rating of 3 or below? ..... Yes [ ] No [ X ]  
15.2 If the response to 15.1 is yes, indicate the American Bankers Association (ABA) Routing Number and the name of the issuing or confirming bank of the Letter of Credit and describe the circumstances in which the Letter of Credit is triggered.

| 1<br>American<br>Bankers<br>Association<br>(ABA) Routing<br>Number | 2<br>Issuing or Confirming Bank Name | 3<br>Circumstances That Can Trigger the Letter of Credit | 4<br>Amount |
|--|--------------------------------------|--|-------------|
| .....  | .....                                | .....  | .....       |

## BOARD OF DIRECTORS

16. Is the purchase or sale of all investments of the reporting entity passed upon either by the board of directors or a subordinate committee thereof? ..... Yes [  ] No [  ]

17. Does the reporting entity keep a complete permanent record of the proceedings of its board of directors and all subordinate committees thereof? ..... Yes [  ] No [  ]

18. Has the reporting entity an established procedure for disclosure to its board of directors or trustees of any material interest or affiliation on the part of any of its officers, directors, trustees or responsible employees that is in conflict with the official duties of such person? ..... Yes [  ] No [  ]

## FINANCIAL

|   |  |          |
|---|--|----------|
| 19. Has this statement been prepared using a basis of accounting other than Statutory Accounting Principles (e.g., Generally Accepted Accounting Principles)? .....                               | Yes [ ] No [ X ]   |          |
| 20.1 Total amount loaned during the year (inclusive of Separate Accounts, exclusive of policy loans):   | 20.11 To directors or other officers..... \$ ..... 513,518 |          |
|   | 20.12 To stockholders not officers..... \$ .....           |          |
|   | 20.13 Trustees, supreme or grand (Fraternal Only) .....    | \$ ..... |
| 20.2 Total amount of loans outstanding at the end of year (inclusive of Separate Accounts, exclusive of policy loans):  | 20.21 To directors or other officers..... \$ .....         |          |
|   | 20.22 To stockholders not officers..... \$ .....           |          |
|   | 20.23 Trustees, supreme or grand (Fraternal Only) .....    | \$ ..... |
| 21.1 Were any assets reported in this statement subject to a contractual obligation to transfer to another party without the liability for such obligation being reported in the statement? ..... | Yes [ ] No [ X ]   |          |
| 21.2 If yes, state the amount thereof at December 31 of the current year:   | 21.21 Rented from others..... \$ .....                     |          |
|   | 21.22 Borrowed from others..... \$ .....                   |          |
|   | 21.23 Leased from others .....                             | \$ ..... |
|   | 21.24 Other .....  | \$ ..... |
| 22.1 Does this statement include payments for assessments as described in the Annual Statement Instructions other than guaranty fund or guaranty association assessments? .....                   | Yes [ ] No [ X ]   |          |
| 22.2 If answer is yes:  | 22.21 Amount paid as losses or risk adjustment \$ .....    |          |
|   | 22.22 Amount paid as expenses .....                        | \$ ..... |
|   | 22.23 Other amounts paid .....                             | \$ ..... |
| 23.1 Does the reporting entity report any amounts due from parent, subsidiaries or affiliates on Page 2 of this statement? .....  | Yes [ X ] No [ ]   |          |
| 23.2 If yes, indicate any amounts receivable from parent included in the Page 2 amount: .....   | \$ .....   |          |

## INVESTMENT

24.1 Were all the stocks, bonds and other securities owned December 31 of current year, over which the reporting entity has exclusive control, in the actual possession of the reporting entity on said date? (other than securities lending programs addressed in 24.3)..... Yes [ ] No [ X ]

24.2 If no, give full and complete information relating thereto  
Held on Deposit with States and four bonds that were received as part of a tax credit purchases that we are restricted to selling for 7 years after the purchase date. After the 7 years we can force the issuer of the tax credits to buy back the bond. .....

24.3 For security lending programs, provide a description of the program including value for collateral and amount of loaned securities, and whether collateral is carried on or off-balance sheet. (an alternative is to reference Note 17 where this information is also provided)  
Nationwide utilizes a third party to administer its Securities Lending program. Securities are loaned to approved counterparties, who in turn post cash collateral to Nationwide. The amount of cash collateral received is calculated as a percentage of the market value of the security being lent. The cash is subsequently reinvested based upon a Nationwide approved Investment Policy. The collateral received by Nationwide and the corresponding payable to the counterparties are recorded on balance sheet. Additionally, Nationwide participates in a Cash Release Program. Nationwide can borrow a limited amount of cash from the program subject to the underwriting of the plan administrator. Nationwide pays 1 month LIBOR on the borrowings, a majority of which comes back to Nationwide as earnings on the securities lending program. As of December 31, 2011, Nationwide had loaned \$79,047,691 to approved counterparties and received collateral amounts of \$81,208,594 .....

24.4 Does the Company's security lending program meet the requirements for a conforming program as outlined in the Risk-Based Capital Instructions? ..... Yes [ X ] No [ ] N/A [ ]

24.5 If answer to 24.4 is yes, report amount of collateral for conforming programs. .... \$ ..... 72,541,897

24.6 If answer to 24.4 is no, report amount of collateral for other programs. .... \$ .....

24.7 Does your securities lending program require 102% (domestic securities) and 105% (foreign securities) from the counterparty at the outset of the contract? ..... Yes [ X ] No [ ] N/A [ ]

24.8 Does the reporting entity non-admit when the collateral received from the counterparty falls below 100%? ..... Yes [ X ] No [ ] N/A [ ]

24.9 Does the reporting entity or the reporting entity 's securities lending agent utilize the Master Securities lending Agreement (MSLA) to conduct securities lending? ..... Yes [ X ] No [ ] N/A [ ]

ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY  
**GENERAL INTERROGATORIES**

25.1 Were any of the stocks, bonds or other assets of the reporting entity owned at December 31 of the current year not exclusively under the control of the reporting entity, or has the reporting entity sold or transferred any assets subject to a put option contract that is currently in force? (Exclude securities subject to Interrogatory 21.1 and 24.3). ..... Yes [ X ] No [ ]

25.2 If yes, state the amount thereof at December 31 of the current year:

|  |               |
|--|---------------|
| 25.21 Subject to repurchase agreements .....                       | \$ .....      |
| 25.22 Subject to reverse repurchase agreements .....               | \$ .....      |
| 25.23 Subject to dollar repurchase agreements .....                | \$ .....      |
| 25.24 Subject to reverse dollar repurchase agreements .....        | \$ .....      |
| 25.25 Pledged as collateral .....                                  | \$ .....      |
| 25.26 Placed under option agreements .....                         | \$ .....      |
| 25.27 Letter stock or other securities restricted as to sale ..... | \$ 4,747,953  |
| 25.28 On deposit with state or other regulatory body .....         | \$ 71,101,309 |
| 25.29 Other .....  | \$ .....      |

25.3 For category (25.27) provide the following:

| 1<br>Nature of Restriction   | 2<br>Description  | 3<br>Amount  |
|--|---|--------------|
| Sale of security is restricted for 7 years from the date of the purchase ..... | Massachusetts Dev Fin -three charter schools and New Jersey Econ-the Leaguers ..... | \$ 4,747,953 |

26.1 Does the reporting entity have any hedging transactions reported on Schedule DB? ..... Yes [ X ] No [ ]

26.2 If yes, has a comprehensive description of the hedging program been made available to the domiciliary state? ..... Yes [ X ] No [ ] N/A [ ]  
 If no, attach a description with this statement.

27.1 Were any preferred stocks or bonds owned as of December 31 of the current year mandatorily convertible into equity, or, at the option of the issuer, convertible into equity? ..... Yes [ ] No [ X ]

27.2 If yes, state the amount thereof at December 31 of the current year. .... \$ .....

28. Excluding items in Schedule E - Part 3 - Special Deposits, real estate, mortgage loans and investments held physically in the reporting entity's offices, vaults or safety deposit boxes, were all stocks, bonds and other securities, owned throughout the current year held pursuant to a custodial agreement with a qualified bank or trust company in accordance with Section 1, III - General Examination Considerations, F. Outsourcing of Critical Functions, Custodial or Safekeeping Agreements of the NAIC Financial Condition Examiners Handbook? ..... Yes [ X ] No [ ]

28.01 For agreements that comply with the requirements of the NAIC Financial Condition Examiners Handbook, complete the following:

| 1<br>Name of Custodian(s)         | 2<br>Custodian's Address                               |
|-----------------------------------|--|
| The Bank of New York Mellon ..... | 1 Wall Street, New York, NY 10286 .....                |
| Royal Trust .....                 | 77 King St. West, 10th Flr., Toronto, ON M5W 1P9 ..... |

28.02 For all agreements that do not comply with the requirements of the NAIC Financial Condition Examiners Handbook, provide the name, location and a complete explanation:

| 1<br>Name(s) | 2<br>Location(s) | 3<br>Complete Explanation(s) |
|--------------|------------------|------------------------------|
| .....        | .....            | .....                        |

28.03 Have there been any changes, including name changes, in the custodian(s) identified in 28.01 during the current year? ..... Yes [ ] No [ X ]

28.04 If yes, give full and complete information relating thereto:

| 1<br>Old Custodian | 2<br>New Custodian | 3<br>Date of Change | 4<br>Reason |
|--------------------|--------------------|---------------------|-------------|
| .....              | .....              | .....               | .....       |

28.05 Identify all investment advisors, brokers/dealers or individuals acting on behalf of brokers/dealers that have access to the investment accounts, handle securities and have authority to make investments on behalf of the reporting entity:

| 1<br>Central Registration<br>Depository Number(s) | 2<br>Name  | 3<br>Address                                   |
|---|--|--|
| N/A .....   | Members of the investment staff designated by the Chief Investment Officer as detailed in the Corporate Resolution ..... | One Nationwide Plaza, Columbus, OH 43215 ..... |

**ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY**  
**GENERAL INTERROGATORIES**

29.1 Does the reporting entity have any diversified mutual funds reported in Schedule D, Part 2 (diversified according to the Securities and Exchange Commission (SEC) in the Investment Company Act of 1940 [Section 5(b)(1)])? Yes [  ] No [  ]

29.2 If yes, complete the following schedule:

| 1<br>CUSIP #    | 2<br>Name of Mutual Fund            | 3<br>Book/Adjusted<br>Carrying Value |
|-----------------|-------------------------------------|--------------------------------------|
| 63867N-17-4     | Nationwide Destination 2055 Fund    | 912,664                              |
| 63867N-23-2     | Nationwide US Small Cap Value Fund  | 44,916                               |
| 63867N-27-3     | Nationwide International Value Fund | 21,263                               |
| 63868M-44-9     | NVIT Income Bond Fund               | 1,041,928                            |
| 29.2999 - Total |                                     | 2,020,771                            |

29.3 For each mutual fund listed in the table above, complete the following schedule:

| 1<br>Name of Mutual Fund (from above table) | 2<br>Name of Significant Holding of the Mutual Fund | 3<br>Amount of Mutual Fund's Book/Adjusted Carrying Value Attributable to the Holding | 4<br>Date of Valuation |
|---|---|---|------------------------|
| Nationwide Destination 2055 Fund            | Nationwide S&P 500 IDX                              | 264,581   | 12/30/2011             |
|   | Nationwide Intl Index Fund                          | 237,840   | 12/30/2011             |
|   | Nationwide Alt Allocations                          | 165,010   | 12/30/2011             |
|   | Nationwide Mut Fds Mew Mid Cap                      | 118,373   | 12/30/2011             |
|   | Nationwide Mut Fds New Small Cap                    | 118,007   | 12/30/2011             |
| Nationwide US Small Cap Value Fund          | Smithfield Foods Inc.                               | 467   | 12/30/2011             |
|   | Gamestop Corp                                       | 440   | 12/30/2011             |
|   | Gannett Co  | 418   | 12/30/2011             |
|   | Tesoro Corp   | 391   | 12/30/2011             |
|   | Ingram Micro Inc Class A                            | 386   | 12/30/2011             |
| Nationwide International Value Fund         | BP ord  | 1,546   | 12/30/2011             |
|   | Novartis AG   | 1,469   | 12/30/2011             |
|   | Nestle Sa   | 1,293   | 12/30/2011             |
|   | Imperial Tobacco                                    | 1,182   | 12/30/2011             |
|   | Vodafone Group                                      | 1,142   | 12/30/2011             |
| NVIT Income Bond Fund                       | Nationwide Var Ins Tr NVIT short term bond fund     | 327,791   | 12/30/2011             |
|   | Nationwide Var INS TR NVIT IDX                      | 314,662   | 12/30/2011             |
|   | Nationwide Var Ins TR NVIT Core Bond FD             | 289,864   | 12/30/2011             |
|   | Vanguard Bond Index Fund Inc Short-term Bond        | 109,611   | 12/30/2011             |

30. Provide the following information for all short-term and long-term bonds and all preferred stocks. Do not substitute amortized value or statement value for fair value.

|                       | 1<br>Statement (Admitted) Value | 2<br>Fair Value | 3<br>Excess of Statement over Fair Value (-), or Fair Value over Statement (+) |
|-----------------------|---------------------------------|-----------------|--|
| 30.1 Bonds            | 8,604,714,622                   | 9,307,832,653   | 703,118,031  |
| 30.2 Preferred stocks | 2,962,855                       | 2,962,915       | 60   |
| 30.3 Totals           | 8,607,677,477                   | 9,310,795,568   | 703,118,091  |

30.4 Describe the sources or methods utilized in determining the fair values:

For fixed maturity and marketable equity securities for which market quotations generally are available, Nationwide generally uses independent pricing services to assist in determining the fair value measurement. For certain fixed maturity securities not priced by independent services (generally private placement securities without quoted market prices), an internally developed pricing model or corporate pricing matrix is most often used. The corporate pricing matrix is developed by obtaining private spreads versus the U.S. Treasury yield for corporate securities with varying weighted average lives and bond ratings. The weighted average life and bond rating of a particular fixed maturity security to be priced using the corporate matrix are important inputs into the model and are used to determine a corresponding spread that is added to the U.S. Treasury yield to create an estimated market yield for that bond. The estimated market yield and other relevant factors are then used to estimate the fair value of the particular fixed maturity security. Nationwide also utilized broker quotes to assist in pricing securities or to validate modeled prices.

31.1 Was the rate used to calculate fair value determined by a broker or custodian for any of the securities in Schedule D? Yes [  ] No [  ]

31.2 If the answer to 31.1 is yes, does the reporting entity have a copy of the broker's or custodian's pricing policy (hard copy or electronic copy) for all brokers or custodians used as a pricing source? Yes [  ] No [  ]

31.3 If the answer to 31.2 is no, describe the reporting entity's process for determining a reliable pricing source for purposes of disclosure of fair value for Schedule D:  
 Nationwide relies on broker valuations only when an approved third party vendor evaluation is not available. Any exceptions are approved by Risk Management and the Middle Office and reviewed by the Investments Pricing Committee. The brokers used to value securities are deemed to be main market makers for each individual security and therefore have in depth knowledge of the particular issue.

32.1 Have all the filing requirements of the Purposes and Procedures Manual of the NAIC Securities Valuation Office been followed? Yes [  ] No [  ]

32.2 If no, list exceptions:

ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY  
**GENERAL INTERROGATORIES**

**OTHER**

33.1 Amount of payments to trade associations, service organizations and statistical or rating bureaus, if any? .....\$ ..... 26,324,675

33.2 List the name of the organization and the amount paid if any such payment represented 25% or more of the total payments to trade associations, service organizations and statistical or rating bureaus during the period covered by this statement.

| 1<br>Name | 2<br>Amount Paid |
|-----------|------------------|
|           |                  |

34.1 Amount of payments for legal expenses, if any? .....\$ ..... 26,497,980

34.2 List the name of the firm and the amount paid if any such payment represented 25% or more of the total payments for legal expenses during the period covered by this statement.

| 1<br>Name | 2<br>Amount Paid |
|-----------|------------------|
|           |                  |

35.1 Amount of payments for expenditures in connection with matters before legislative bodies, officers or departments of government, if any? .....\$ ..... 3,471,716

35.2 List the name of the firm and the amount paid if any such payment represented 25% or more of the total payment expenditures in connection with matters before legislative bodies, officers or departments of government during the period covered by this statement.

| 1<br>Name | 2<br>Amount Paid |
|-----------|------------------|
|           |                  |

ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY  
**GENERAL INTERROGATORIES**

**PART 2 - PROPERTY AND CASUALTY INTERROGATORIES**

|      |  |  |
|------|--|--|
| 1.1  | Does the reporting entity have any direct Medicare Supplement Insurance in force? .....                              | Yes [ ] No [ X ]   |
| 1.2  | If yes, indicate premium earned on U. S. business only. ....   | \$ _____   |
| 1.3  | What portion of Item (1.2) is not reported on the Medicare Supplement Insurance Experience Exhibit? .....            | \$ _____   |
| 1.31 | Reason for excluding<br>.....  |  |
| 1.4  | Indicate amount of earned premium attributable to Canadian and/or Other Alien not included in Item (1.2) above. .... | \$ _____   |
| 1.5  | Indicate total incurred claims on all Medicare Supplement Insurance. ....  | \$ _____   |
| 1.6  | Individual policies:   | Most current three years:<br>1.61 Total premium earned ..... \$ .....<br>1.62 Total incurred claims ..... \$ .....<br>1.63 Number of covered lives .....<br><br>All years prior to most current three years<br>1.64 Total premium earned ..... \$ .....<br>1.65 Total incurred claims ..... \$ .....<br>1.66 Number of covered lives ..... |
| 1.7  | Group policies:  | Most current three years:<br>1.71 Total premium earned ..... \$ .....<br>1.72 Total incurred claims ..... \$ .....<br>1.73 Number of covered lives .....   |
|      |  | All years prior to most current three years<br>1.74 Total premium earned ..... \$ .....<br>1.75 Total incurred claims ..... \$ .....<br>1.76 Number of covered lives .....   |
| 2.   | Health Test:   | 1<br>Current Year<br>2<br>Prior Year   |
| 2.1  | Premium Numerator .....  |  |
| 2.2  | Premium Denominator .....  | 11,910,267,565 ..... 12,084,628,674  |
| 2.3  | Premium Ratio (2.1/2.2) .....  | 0.000 ..... 0.000  |
| 2.4  | Reserve Numerator .....  | 4,631,826 ..... 4,628,601  |
| 2.5  | Reserve Denominator .....  | 13,315,454,135 ..... 13,466,925,879  |
| 2.6  | Reserve Ratio (2.4/2.5) .....  | 0.000 ..... 0.000  |
| 3.1  | Does the reporting entity issue both participating and non-participating policies? .....                             | Yes [ ] No [ X ]   |
| 3.2  | If yes, state the amount of calendar year premiums written on:<br>.....  | 3.21 Participating policies ..... \$ .....<br>3.22 Non-participating policies ..... \$ .....   |
| 4.   | For mutual reporting Entities and Reciprocal Exchanges Only:   |  |
| 4.1  | Does the reporting entity issue assessable policies? .....   | Yes [ ] No [ X ]   |
| 4.2  | Does the reporting entity issue non-assessable policies? .....   | Yes [ X ] No [ ]   |
| 4.3  | If assessable policies are issued, what is the extent of the contingent liability of the policyholders? .....        | % .....<br>\$ .....  |
| 4.4  | Total amount of assessments paid or ordered to be paid during the year on deposit notes or contingent premiums. .... | \$ .....   |
| 5.   | For Reciprocal Exchanges Only:   |  |
| 5.1  | Does the Exchange appoint local agents? .....  | Yes [ ] No [ ]   |
| 5.2  | If yes, is the commission paid:<br>.....   | 5.21 Out of Attorney's-in-fact compensation ..... Yes [ ] No [ ] N/A [ ]<br>5.22 As a direct expense of the exchange ..... Yes [ ] No [ ] N/A [ ]  |
| 5.3  | What expenses of the Exchange are not paid out of the compensation of the Attorney-in-fact?<br>.....                 |  |
| 5.4  | Has any Attorney-in-fact compensation, contingent on fulfillment of certain conditions, been deferred? .....         | Yes [ ] No [ ]   |
| 5.5  | If yes, give full information<br>.....   |  |

ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY  
**GENERAL INTERROGATORIES**

**PART 2 - PROPERTY AND CASUALTY INTERROGATORIES**

6.1 What provision has this reporting entity made to protect itself from an excessive loss in the event of a catastrophe under a workers' compensation contract issued without limit of loss?  
 The Company's net exposure arises from its participation in the Nationwide Mutual Insurance Company Pool. Exposure of the Pooled Companies to a Workers' Compensation catastrophe is protected by a Liability Excess of Loss (Clash) treaty providing \$90M limit excess of \$10M per occurrence retention and containing a \$10M per claimant limit. ....

6.2 Describe the method used to estimate this reporting entity's probable maximum insurance loss, and identify the type of insured exposures comprising that probable maximum loss, the locations of concentrations of those exposures and the external resources (such as consulting firms or computer software models), if any, used in the estimation process.  
 The Company's net exposure arises from its participation in the Nationwide Mutual Insurance Company Pool. Catastrophic risk to the Pool arises primarily from windstorm events in the southeastern United States affecting personal and commercial lines. The Company's property exposures are aggregated with the other Nationwide companies and modeled using Applied Insurance Research (AIR) CLASIC/2. ....

6.3 What provision has this reporting entity made (such as a catastrophic reinsurance program) to protect itself from an excessive loss arising from the types and concentrations of insured exposures comprising its probable maximum property insurance loss?  
 The Company's net property-catastrophe exposures, if any, are mitigated through managed coastal growth, purchase of excess of loss reinsurance, policy provisions such as higher deductibles, and enforcement of underwriting guidelines related to building construction, etc. ....

6.4 Does the reporting entity carry catastrophe reinsurance protection for at least one reinstatement, in an amount sufficient to cover its estimated probable maximum loss attributable to a single loss event or occurrence? ..... Yes [ X ] No [ ]

6.5 If no, describe any arrangements or mechanisms employed by the reporting entity to supplement its catastrophe reinsurance program or to hedge its exposure to unreinsured catastrophic loss. ....

7.1 Has this reporting entity reinsured any risk with any other entity under a quota share reinsurance contract that includes a provision that would limit the reinsurer's losses below the stated quota share percentage (e.g., a deductible, a loss ratio corridor, a loss ratio cap, an aggregate limit or any similar provisions)? ..... Yes [ ] No [ X ]

7.2 If yes, indicate the number of reinsurance contracts containing such provisions: .....

7.3 If yes, does the amount of reinsurance credit taken reflect the reduction in quota share coverage caused by any applicable limiting provision(s)? ..... Yes [ ] No [ ]

8.1 Has this reporting entity reinsured any risk with any other entity and agreed to release such entity from liability, in whole or in part, from any loss that may occur on this risk, or portion thereof, reinsured? ..... Yes [ ] No [ X ]

8.2 If yes, give full information .....

9.1 Has the reporting entity ceded any risk under any reinsurance contract (or under multiple contracts with the same reinsurer or its affiliates) for which during the period covered by the statement: (i) it recorded a positive or negative underwriting result greater than 5% of prior year-end surplus as regards policyholders or it reported calendar year written premium ceded or year-end loss and loss expense reserves ceded greater than 5% of prior year-end surplus as regards policyholders; (ii) it accounted for that contract as reinsurance and not as a deposit; and (iii) the contract(s) contain one or more of the following features or other features that would have similar results:  
 (a) A contract term longer than two years and the contract is noncancelable by the reporting entity during the contract term;  
 (b) A limited or conditional cancellation provision under which cancellation triggers an obligation by the reporting entity, or an affiliate of the reporting entity, to enter into a new reinsurance contract with the reinsurer, or an affiliate of the reinsurer;  
 (c) Aggregate stop loss reinsurance coverage;  
 (d) A unilateral right by either party (or both parties) to commute the reinsurance contract, whether conditional or not, except for such provisions which are only triggered by a decline in the credit status of the other party;  
 (e) A provision permitting reporting of losses, or payment of losses, less frequently than on a quarterly basis (unless there is no activity during the period); or  
 (f) Payment schedule, accumulating retentions from multiple years or any features inherently designed to delay timing of the reimbursement to the ceding entity. ..... Yes [ ] No [ X ]

9.2 Has the reporting entity during the period covered by the statement ceded any risk under any reinsurance contract (or under multiple contracts with the same reinsurer or its affiliates), for which, during the period covered by the statement, it recorded a positive or negative underwriting result greater than 5% of prior year-end surplus as regards policyholders or it reported calendar year written premium ceded or year-end loss and loss expense reserves ceded greater than 5% of prior year-end surplus as regards policyholders; excluding cessions to approved pooling arrangements or to captive insurance companies that are directly or indirectly controlling, controlled by, or under common control with (i) one or more unaffiliated policyholders of the reporting entity, or (ii) an association of which one or more unaffiliated policyholders of the reporting entity is a member where:  
 (a) The written premium ceded to the reinsurer by the reporting entity or its affiliates represents fifty percent (50%) or more of the entire direct and assumed premium written by the reinsurer based on its most recently available financial statement; or  
 (b) Twenty-five percent (25%) or more of the written premium ceded to the reinsurer has been retroceded back to the reporting entity or its affiliates in a separate reinsurance contract. ..... Yes [ ] No [ X ]

9.3 If yes to 9.1 or 9.2, please provide the following information in the Reinsurance Summary Supplemental Filing for General Interrogatory 9:  
 (a) The aggregate financial statement impact gross of all such ceded reinsurance contracts on the balance sheet and statement of income;  
 (b) A summary of the reinsurance contract terms and indicate whether it applies to the contracts meeting the criteria in 9.1 or 9.2; and  
 (c) A brief discussion of management's principle objectives in entering into the reinsurance contract including the economic purpose to be achieved.

9.4 Except for transactions meeting the requirements of paragraph 32 of SSAP No. 62R, Property and Casualty Reinsurance, has the reporting entity ceded any risk under any reinsurance contract (or multiple contracts with the same reinsurer or its affiliates) during the period covered by the financial statement, and either:  
 (a) Accounted for that contract as reinsurance (either prospective or retroactive) under statutory accounting principles ("SAP") and as a deposit under generally accepted accounting principles ("GAAP"); or  
 (b) Accounted for that contract as reinsurance under GAAP and as a deposit under SAP? ..... Yes [ ] No [ X ]

9.5 If yes to 9.4, explain in the Reinsurance Summary Supplemental Filing for General Interrogatory 9 (Section D) why the contract(s) is treated differently for GAAP and SAP.

9.6 The reporting entity is exempt from the Reinsurance Attestation Supplement under one or more of the following criteria:  
 (a) The entity does not utilize reinsurance; or, ..... Yes [ ] No [ X ]  
 (b) The entity only engages in a 100% quota share contract with an affiliate and the affiliated or lead company has filed an attestation supplement; or ..... Yes [ ] No [ X ]  
 (c) The entity has no external cessions and only participates in an intercompany pool and the affiliated or lead company has filed an attestation supplement. ..... Yes [ ] No [ X ]

10. If the reporting entity has assumed risks from another entity, there should be charged on account of such reinsurances a reserve equal to that which the original entity would have been required to charge had it retained the risks. Has this been done? ..... Yes [ X ] No [ ] N/A [ ]

ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY  
**GENERAL INTERROGATORIES**

**PART 2 - PROPERTY AND CASUALTY INTERROGATORIES**

11.1 Has the reporting entity guaranteed policies issued by any other entity and now in force? ..... Yes [ ] No [ X ]

11.2 If yes, give full information  
.....

12.1 If the reporting entity recorded accrued retrospective premiums on insurance contracts on Line 15.3 of the asset schedule, Page 2, state the amount of corresponding liabilities recorded for:  
12.11 Unpaid losses ..... \$ .....  
12.12 Unpaid underwriting expenses (including loss adjustment expenses) ..... \$ .....

12.2 Of the amount on Line 15.3, Page 2, state the amount which is secured by letters of credit, collateral, and other funds ..... \$ .....

12.3 If the reporting entity underwrites commercial insurance risks, such as workers' compensation, are premium notes or promissory notes accepted from its insureds covering unpaid premiums and/or unpaid losses? ..... Yes [ ] No [ X ] N/A [ ]

12.4 If yes, provide the range of interest rates charged under such notes during the period covered by this statement:  
12.41 From ..... %  
12.42 To ..... %

12.5 Are letters of credit or collateral and other funds received from insureds being utilized by the reporting entity to secure premium notes or promissory notes taken by a reporting entity, or to secure any of the reporting entity's reported direct unpaid loss reserves, including unpaid losses under loss deductible features of commercial policies? ..... Yes [ X ] No [ ]

12.6 If yes, state the amount thereof at December 31 of the current year:  
12.61 Letters of credit ..... \$ ..... 4,952,758  
12.62 Collateral and other funds ..... \$ .....

13.1 Largest net aggregate amount insured in any one risk (excluding workers' compensation): ..... \$ ..... 16,740,000

13.2 Does any reinsurance contract considered in the calculation of this amount include an aggregate limit of recovery without also including a reinstatement provision? ..... Yes [ ] No [ X ]

13.3 State the number of reinsurance contracts (excluding individual facultative risk certificates, but including facultative programs, automatic facilities or facultative obligatory contracts) considered in the calculation of the amount. ..... 3

14.1 Is the company a cedant in a multiple cedant reinsurance contract? ..... Yes [ X ] No [ ]

14.2 If yes, please describe the method of allocating and recording reinsurance among the cedants:  
Companies that are not part of the Nationwide Mutual Insurance Company Pooling and Quota Share Arrangements receive a fair and equitable allocation of ceded premium and loss. The terms of the Nationwide Pooling and Quota Sharing Agreements govern the allocation and recording of ceded premium and loss for the participating companies.

14.3 If the answer to 14.1 is yes, are the methods described in item 14.2 entirely contained in the respective multiple cedant reinsurance contracts? ..... Yes [ ] No [ X ]

14.4 If the answer to 14.3 is no, are all the methods described in 14.2 entirely contained in written agreements? ..... Yes [ ] No [ X ]

14.5 If the answer to 14.4 is no, please explain:  
Written agreements are in place for all multi-cedent reinsurance treaties that cover any company that does not participate in the Nationwide Mutual Insurance Company Pooling and Quota Sharing Arrangements.

15.1 Has the reporting entity guaranteed any financed premium accounts? ..... Yes [ ] No [ X ]

15.2 If yes, give full information  
.....

16.1 Does the reporting entity write any warranty business? ..... Yes [ ] No [ X ]  
If yes, disclose the following information for each of the following types of warranty coverage:

|                        | 1<br>Direct Losses<br>Incurred | 2<br>Direct Losses<br>Unpaid | 3<br>Direct Written<br>Premium | 4<br>Direct Premium<br>Unearned | 5<br>Direct Premium<br>Earned |
|------------------------|--------------------------------|------------------------------|--------------------------------|---------------------------------|-------------------------------|
| 16.11 Home .....       |                                |                              |                                |                                 |                               |
| 16.12 Products .....   |                                |                              |                                |                                 |                               |
| 16.13 Automobile ..... |                                |                              |                                |                                 |                               |
| 16.14 Other* .....     |                                |                              |                                |                                 |                               |

\* Disclose type of coverage:  
.....

ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY  
**GENERAL INTERROGATORIES**

**PART 2 - PROPERTY AND CASUALTY INTERROGATORIES**

17.1 Does the reporting entity include amounts recoverable on unauthorized reinsurance in Schedule F - Part 3 that it excludes from Schedule F - Part 5? ..... Yes [ ] No [ X ]

Incurred but not reported losses on contracts in force prior to July 1, 1984, and not subsequently renewed are exempt from inclusion in Schedule F - Part 5. Provide the following information for this exemption:

|   |          |
|---|----------|
| 17.11 Gross amount of unauthorized reinsurance in Schedule F - Part 3 excluded from Schedule F - Part 5 ..... | \$ ..... |
| 17.12 Unfunded portion of Interrogatory 17.11 .....   | \$ ..... |
| 17.13 Paid losses and loss adjustment expenses portion of Interrogatory 17.11 .....                           | \$ ..... |
| 17.14 Case reserves portion of Interrogatory 17.11 .....  | \$ ..... |
| 17.15 Incurred but not reported portion of Interrogatory 17.11 .....  | \$ ..... |
| 17.16 Unearned premium portion of Interrogatory 17.11 .....   | \$ ..... |
| 17.17 Contingent commission portion of Interrogatory 17.11 .....  | \$ ..... |

Provide the following information for all other amounts included in Schedule F - Part 3 and excluded from Schedule F - Part 5, not included above.

|   |          |
|---|----------|
| 17.18 Gross amount of unauthorized reinsurance in Schedule F - Part 3 excluded from Schedule F - Part 5 ..... | \$ ..... |
| 17.19 Unfunded portion of Interrogatory 17.18 .....   | \$ ..... |
| 17.20 Paid losses and loss adjustment expenses portion of Interrogatory 17.18 .....                           | \$ ..... |
| 17.21 Case reserves portion of Interrogatory 17.18 .....  | \$ ..... |
| 17.22 Incurred but not reported portion of Interrogatory 17.18 .....  | \$ ..... |
| 17.23 Unearned premium portion of Interrogatory 17.18 .....   | \$ ..... |
| 17.24 Contingent commission portion of Interrogatory 17.18 .....  | \$ ..... |

18.1 Do you act as a custodian for health savings accounts? ..... Yes [ ] No [ X ]

18.2 If yes, please provide the amount of custodial funds held as of the reporting date. ..... \$ .....

18.3 Do you act as an administrator for health savings accounts? ..... Yes [ ] No [ X ]

18.4 If yes, please provide the balance of funds administered as of the reporting date. ..... \$ .....

ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY

**FIVE-YEAR HISTORICAL DATA**

Show amounts in whole dollars only, no cents; show percentages to one decimal place, i.e. 17.6.

|   | 1<br>2011       | 2<br>2010      | 3<br>2009      | 4<br>2008      | 5<br>2007      |
|---|-----------------|----------------|----------------|----------------|----------------|
| <b>Gross Premiums Written (Page 8, Part 1B Cols. 1, 2 &amp; 3)</b>  |                 |                |                |                |                |
| 1. Liability lines (Lines 11.1, 11.2, 16, 17.1, 17.2, 17.3, 18.1, 18.2, 19.1, 19.2 & 19.3, 19.4)  | 6,909,163,105   | 6,882,946,128  | 7,092,725,401  | 7,355,186,898  | 7,568,758,716  |
| 2. Property lines (Lines 1, 2, 9, 12, 21 & 26)  | 3,550,421,007   | 3,585,375,407  | 3,683,277,744  | 3,858,811,210  | 3,834,455,890  |
| 3. Property and liability combined lines (Lines 3, 4, 5, 8, 22 & 27)  | 4,534,899,488   | 4,469,481,132  | 4,490,702,902  | 4,627,355,712  | 4,652,252,285  |
| 4. All other lines (Lines 6, 10, 13, 14, 15, 23, 24, 28, 29, 30 & 34)   | 320,112,401     | 292,987,071    | 245,198,654    | 299,600,500    | 406,531,281    |
| 5. Nonproportional reinsurance lines (Lines 31, 32 & 33)  | 4,033           | 72,533         | 111,242        | 6,326          | 186,545        |
| 6. Total (Line 35)  | 15,314,600,034  | 15,230,862,271 | 15,512,015,943 | 16,140,960,646 | 16,462,184,717 |
| <b>Net Premiums Written (Page 8, Part 1B, Col. 6)</b>   |                 |                |                |                |                |
| 7. Liability lines (Lines 11.1, 11.2, 16, 17.1, 17.2, 17.3, 18.1, 18.2, 19.1, 19.2 & 19.3, 19.4)  | 5,247,681,976   | 5,273,508,170  | 5,453,286,380  | 5,680,086,505  | 5,825,033,497  |
| 8. Property lines (Lines 1, 2, 9, 12, 21 & 26)  | 2,899,302,737   | 2,929,480,911  | 3,013,806,722  | 3,174,162,607  | 3,149,858,099  |
| 9. Property and liability combined lines (Lines 3, 4, 5, 8, 22 & 27)  | 3,604,513,703   | 3,541,399,045  | 3,566,171,006  | 3,715,570,468  | 3,775,450,873  |
| 10. All other lines (Lines 6, 10, 13, 14, 15, 23, 24, 28, 29, 30 & 34)  | 226,630,718     | 215,761,891    | 180,406,930    | 213,240,154    | 302,338,629    |
| 11. Nonproportional reinsurance lines (Lines 31, 32 & 33)   | 1,066           | 60,136         | 25,832         | 109,156        | 127,194        |
| 12. Total (Line 35)   | 11,978,130,200  | 11,960,210,153 | 12,213,696,870 | 12,783,168,890 | 13,052,808,292 |
| <b>Statement of Income (Page 4)</b>   |                 |                |                |                |                |
| 13. Net underwriting gain (loss) (Line 8)   | (1,304,291,678) | (130,268,161)  | (488,304,040)  | (891,799,271)  | 221,634,722    |
| 14. Net investment gain or (loss) (Line 11)   | 145,243,877     | 398,612,659    | 256,084,884    | 1,033,213,310  | 774,545,279    |
| 15. Total other income (Line 15)  | 150,600,593     | 140,333,441    | 115,593,650    | 150,435,251    | 161,899,161    |
| 16. Dividends to policyholders (Line 17)  | 6,423,094       | 5,449,530      | 4,402,033      | 10,446,980     | 7,789,473      |
| 17. Federal and foreign income taxes incurred (Line 19)   | (104,762,611)   | (21,616,615)   | (176,262,362)  | (274,683,805)  | 336,879,218    |
| 18. Net income (Line 20)  | (910,107,691)   | 424,845,024    | 55,234,823     | 556,086,115    | 813,410,471    |
| <b>Balance Sheet Lines (Pages 2 and 3)</b>  |                 |                |                |                |                |
| 19. Total admitted assets excluding protected cell business (Page 2, Line 26, Col. 3)   | 27,617,831,419  | 28,204,640,921 | 27,261,995,134 | 28,835,947,443 | 29,520,738,919 |
| 20. Premiums and considerations (Page 2, Col. 3)  |                 |                |                |                |                |
| 20.1 In course of collection (Line 15.1)  | 599,129,296     | 1,520,876,979  | 1,495,677,787  | 1,533,587,000  | 1,196,783,580  |
| 20.2 Deferred and not yet due (Line 15.2)   | 2,244,251,104   | 2,017,093,666  | 2,125,888,085  | 2,219,344,610  | 2,119,704,503  |
| 20.3 Accrued retrospective premiums (Line 15.3)   |                 |                |                |                |                |
| 21. Total liabilities excluding protected cell business (Page 3, Line 26)   | 17,182,942,679  | 17,618,496,282 | 17,786,951,724 | 17,956,216,734 | 18,159,281,872 |
| 22. Losses (Page 3, Line 1)   | 6,503,552,415   | 6,777,680,705  | 7,068,375,813  | 6,978,125,443  | 6,401,662,022  |
| 23. Loss adjustment expenses (Page 3, Line 3)   | 1,399,969,070   | 1,419,647,911  | 1,493,714,925  | 1,500,405,910  | 1,461,450,073  |
| 24. Unearned premiums (Page 3, Line 9)  | 4,701,223,633   | 4,633,460,895  | 4,757,790,998  | 4,913,474,951  | 4,886,128,637  |
| 25. Capital paid up (Page 3, Lines 30 & 31)   |                 |                |                |                |                |
| 26. Surplus as regards policyholders (Page 3, Line 37)  | 10,434,888,740  | 10,586,144,639 | 9,475,043,410  | 10,879,730,709 | 11,361,457,047 |
| <b>Cash Flow (Page 5)</b>   |                 |                |                |                |                |
| 27. Net cash from operations (Line 11)  | (249,989,562)   | 367,758,253    | 327,637,793    | 648,893,622    | 520,067,010    |
| <b>Risk-Based Capital Analysis</b>  |                 |                |                |                |                |
| 28. Total adjusted capital  | 10,434,888,740  | 10,586,144,639 | 9,474,377,493  | 10,879,730,709 | 11,361,457,047 |
| 29. Authorized control level risk-based capital   | 1,890,943,809   | 1,843,237,312  | 1,917,861,090  | 1,898,766,894  | 2,105,694,874  |
| <b>Percentage Distribution of Cash, Cash Equivalents and Invested Assets (Page 2, Col. 3) (Line divided by Page 2, Line 12, Col. 3) x100.0</b>                      |                 |                |                |                |                |
| 30. Bonds (Line 1)  | 39.3            | 44.8           | 44.2           | 38.3           | 47.1           |
| 31. Stocks (Lines 2.1 & 2.2)  | 32.9            | 30.8           | 29.8           | 29.2           | 35.4           |
| 32. Mortgage loans on real estate (Lines 3.1 and 3.2)   | 2.5             | 2.9            | 3.4            | 3.3            | 3.5            |
| 33. Real estate (Lines 4.1, 4.2 & 4.3)  | 2.8             | 2.3            | 2.5            | 2.4            | 2.2            |
| 34. Cash, cash equivalents and short-term investments (Line 5)  | 1.9             | 1.2            | 4.5            | 10.8           | 0.3            |
| 35. Contract loans (Line 6)   |                 |                |                |                |                |
| 36. Derivatives (Line 7)  | 0.5             | 0.6            | XXX            | XXX            | XXX            |
| 37. Other invested assets (Line 8)  | 14.7            | 11.3           | 10.2           | 11.1           | 11.2           |
| 38. Receivables for securities (Line 9)   | 0.0             | 0.0            | 0.1            | 0.0            | 0.0            |
| 39. Securities lending reinvested collateral assets (Line 10)   | 0.3             | 1.2            | XXX            | XXX            | XXX            |
| 40. Aggregate write-ins for invested assets (Line 11)   | 5.0             | 4.7            | 5.3            | 4.9            | 0.3            |
| 41. Cash, cash equivalents and invested assets (Line 12)  | 100.0           | 100.0          | 100.0          | 100.0          | 100.0          |
| <b>Investments in Parent, Subsidiaries and Affiliates</b>   |                 |                |                |                |                |
| 42. Affiliated bonds (Schedule D, Summary, Line 12, Col. 1)   |                 |                |                |                |                |
| 43. Affiliated preferred stocks (Schedule D, Summary, Line 18, Col. 1)  | 2,680,000       | 3,020,000      | 2,960,000      | 2,900,000      | 2,840,000      |
| 44. Affiliated common stocks (Schedule D, Summary, Line 24, Col. 1)   | 6,957,505,044   | 6,835,815,813  | 6,070,130,969  | 6,216,216,504  | 5,901,125,025  |
| 45. Affiliated short-term investments (subtotals included in Schedule DA Verification, Col. 5, Line 10)   |                 |                |                |                |                |
| 46. Affiliated mortgage loans on real estate  |                 |                |                |                |                |
| 47. All other affiliated  | 1,240,484,759   | 874,994,569    | 1,177,563,995  | 1,593,166,373  | 1,494,359,880  |
| 48. Total of above Lines 42 to 47   | 8,200,669,803   | 7,713,830,382  | 7,250,654,964  | 7,812,282,877  | 7,398,324,905  |
| 49. Percentage of investments in parent, subsidiaries and affiliates to surplus as regards policyholders (Line 48 above divided by Page 3, Col. 1, Line 37 x 100.0) | 78.6            | 72.9           | 76.5           | 71.8           | 65.1           |

**ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY**  
**FIVE-YEAR HISTORICAL DATA**

(Continued)

|  | 1<br>2011      | 2<br>2010     | 3<br>2009       | 4<br>2008       | 5<br>2007     |
|--|----------------|---------------|-----------------|-----------------|---------------|
| <b>Capital and Surplus Accounts (Page 4)</b>   |                |               |                 |                 |               |
| 50. Net unrealized capital gains (losses) (Line 24) .....  | 173,056,813    | 742,307,771   | (1,450,435,784) | (1,208,498,430) | (451,771,316) |
| 51. Dividends to stockholders (Line 35) .....  |                |               |                 |                 |               |
| 52. Change in surplus as regards policyholders for the year (Line 38) .....  | (151,255,899)  | 1,111,101,230 | (1,404,687,299) | (481,726,338)   | 555,494,751   |
| <b>Gross Losses Paid (Page 9, Part 2, Cols. 1 &amp; 2)</b>   |                |               |                 |                 |               |
| 53. Liability lines (Lines 11.1, 11.2, 16, 17.1, 17.2, 17.3, 18.1, 18.2, 19.1, 19.2 & 19.3, 19.4) .....  | 4,170,436,387  | 4,140,555,554 | 4,183,222,998   | 4,088,779,632   | 3,985,012,450 |
| 54. Property lines (Lines 1, 2, 9, 12, 21 & 26) .....  | 2,202,317,335  | 1,995,862,757 | 2,069,772,026   | 2,152,760,795   | 2,014,458,244 |
| 55. Property and liability combined lines (Lines 3, 4, 5, 8, 22 & 27) .....  | 3,564,102,884  | 2,743,482,249 | 2,868,563,711   | 3,033,413,224   | 2,255,275,891 |
| 56. All other lines (Lines 6, 10, 13, 14, 15, 23, 24, 28, 29, 30 & 34) .....   | 240,388,958    | 247,403,131   | 203,840,106     | 227,255,556     | 289,234,974   |
| 57. Nonproportional reinsurance lines (Lines 31, 32 & 33) .....  | 4,078,629      | 17,664,659    | 15,389,036      | 12,340,665      | 6,972,775     |
| 58. Total (Line 35) .....  | 10,181,324,193 | 9,144,968,350 | 9,340,787,877   | 9,514,549,872   | 8,550,954,334 |
| <b>Net Losses Paid (Page 9, Part 2, Col. 4)</b>  |                |               |                 |                 |               |
| 59. Liability lines (Lines 11.1, 11.2, 16, 17.1, 17.2, 17.3, 18.1, 18.2, 19.1, 19.2 & 19.3, 19.4) .....  | 3,166,764,710  | 3,130,999,024 | 3,192,248,451   | 3,106,373,111   | 3,015,468,486 |
| 60. Property lines (Lines 1, 2, 9, 12, 21 & 26) .....  | 1,805,334,701  | 1,642,169,234 | 1,709,630,820   | 1,774,854,078   | 1,655,320,286 |
| 61. Property and liability combined lines (Lines 3, 4, 5, 8, 22 & 27) .....  | 2,950,557,391  | 2,269,262,564 | 2,376,746,574   | 2,511,670,944   | 1,863,714,436 |
| 62. All other lines (Lines 6, 10, 13, 14, 15, 23, 24, 28, 29, 30 & 34) .....   | 166,596,323    | 177,018,546   | 142,383,960     | 161,330,336     | 242,640,112   |
| 63. Nonproportional reinsurance lines (Lines 31, 32 & 33) .....  | (1)            | 10,410,275    | 9,764,862       | 11,710,116      | 6,434,443     |
| 64. Total (Line 35) .....  | 8,089,253,124  | 7,229,859,643 | 7,430,774,667   | 7,565,938,585   | 6,783,577,763 |
| <b>Operating Percentages (Page 4) (Line divided by Page 4, Line 1) x 100.0</b>   |                |               |                 |                 |               |
| 65. Premiums earned (Line 1) .....   | 100.0          | 100.0         | 100.0           | 100.0           | 100.0         |
| 66. Losses incurred (Line 2) .....   | 65.6           | 57.4          | 60.8            | 63.8            | 53.7          |
| 67. Loss expenses incurred (Line 3) .....  | 11.3           | 10.3          | 10.6            | 10.9            | 10.6          |
| 68. Other underwriting expenses incurred (Line 4) .....  | 34.0           | 33.3          | 32.6            | 32.3            | 34.0          |
| 69. Net underwriting gain (loss) (Line 8) .....  | (11.0)         | (1.1)         | (3.9)           | (7.0)           | 1.7           |
| <b>Other Percentages</b>   |                |               |                 |                 |               |
| 70. Other underwriting expenses to net premiums written (Page 4, Lines 4 + 5 - 15 divided by Page 8, Part 1B, Col. 6, Line 35 x 100.0) .....   | 32.6           | 32.5          | 32.1            | 31.0            | 32.6          |
| 71. Losses and loss expenses incurred to premiums earned (Page 4, Lines 2 + 3 divided by Page 4, Line 1 x 100.0) .....   | 76.9           | 67.8          | 71.4            | 74.7            | 64.3          |
| 72. Net premiums written to policyholders' surplus (Page 8, Part 1B, Col. 6, Line 35 divided by Page 3, Line 37, Col. 1 x 100.0) .....   | 114.8          | 113.0         | 128.9           | 117.5           | 114.9         |
| <b>One Year Loss Development (000 omitted)</b>   |                |               |                 |                 |               |
| 73. Development in estimated losses and loss expenses incurred prior to current year (Schedule P - Part 2 - Summary, Line 12, Col. 11) .....   | (348,668)      | (452,801)     | (113,808)       | 68,959          | (81,222)      |
| 74. Percent of development of losses and loss expenses incurred to policyholders' surplus of prior year end (Line 73 above divided by Page 4, Line 21, Col. 1 x 100.0) .....                 | (3.3)          | (4.8)         | (1.0)           | 0.6             | (0.8)         |
| <b>Two Year Loss Development (000 omitted)</b>   |                |               |                 |                 |               |
| 75. Development in estimated losses and loss expenses incurred two years before the current year and prior year (Schedule P, Part 2 - Summary, Line 12, Col. 12) .....                       | (688,037)      | (328,234)     | (107,086)       | (14,296)        | (330,882)     |
| 76. Percent of development of losses and loss expenses incurred to reported policyholders' surplus of second prior year end (Line 75 above divided by Page 4, Line 21, Col. 2 x 100.0) ..... | (7.3)          | (3.0)         | (0.9)           | (0.1)           | (4.0)         |

NOTE: If a party to a merger, have the two most recent years of this exhibit been restated due to a merger in compliance with the disclosure requirements of SSAP No. 3, Accounting Changes and Correction of Errors? .....

Yes  No

If no, please explain: .....

**SCHEDULE P - ANALYSIS OF LOSSES AND LOSS EXPENSES****SCHEDULE P - PART 1 - SUMMARY**

(\$000 OMITTED)

| Years in Which Premiums Were Earned and Losses Were Incurred | Premiums Earned         |            |                  | Loss and Loss Expense Payments |            |                                       |            |                              |            |  |   | 12<br>Number of Claims Reported Direct and Assumed |  |
|--|-------------------------|------------|------------------|--------------------------------|------------|---------------------------------------|------------|------------------------------|------------|--|---|--|--|
|  | 1<br>Direct and Assumed | 2<br>Ceded | 3<br>Net (1 - 2) | Loss Payments                  |            | Defense and Cost Containment Payments |            | Adjusting and Other Payments |            | 10<br>Salvage and Subrogation Received | 11<br>Total Net Paid Cols (4 - 5 + 6 - 7 + 8 - 9) |  |  |
|  |                         |            |                  | 4<br>Direct and Assumed        | 5<br>Ceded | 6<br>Direct and Assumed               | 7<br>Ceded | 8<br>Direct and Assumed      | 9<br>Ceded |  |   |  |  |
| 1. Prior.  | XXX                     | XXX        | XXX              | 104,897                        | 27,270     | 16,351                                | 7,497      | 3,655                        | 1,248      | 3,016                                  | 88,888  | XXX  |  |
| 2. 2002  | 10,145,483              | 917,889    | 9,227,595        | 5,971,717                      | 372,803    | 348,439                               | 51,641     | 760,560                      | 8,409      | 307,530                                | 6,647,862   | XXX  |  |
| 3. 2003  | 11,274,763              | 492,415    | 10,782,348       | 6,183,714                      | 440,190    | 325,632                               | 30,453     | 831,821                      | 4,412      | 323,835                                | 6,866,112   | XXX  |  |
| 4. 2004  | 12,044,239              | 699,306    | 11,344,933       | 6,465,474                      | 559,059    | 319,172                               | 33,496     | 881,541                      | 3,270      | 327,374                                | 7,070,362   | XXX  |  |
| 5. 2005  | 12,716,093              | 595,555    | 12,120,539       | 7,041,838                      | 743,985    | 366,025                               | 36,807     | 959,398                      | 18,151     | 345,951                                | 7,568,319   | XXX  |  |
| 6. 2006  | 13,884,040              | 1,049,485  | 12,834,555       | 6,865,459                      | 442,198    | 345,284                               | 31,652     | 1,264,690                    | 22,464     | 361,627                                | 7,979,119   | XXX  |  |
| 7. 2007  | 13,938,266              | 941,641    | 12,996,625       | 7,065,212                      | 444,102    | 318,720                               | 21,724     | 695,956                      | 9,015      | 430,837                                | 7,605,046   | XXX  |  |
| 8. 2008  | 13,984,688              | 1,228,865  | 12,755,823       | 7,991,492                      | 485,326    | 275,241                               | 16,516     | 1,014,486                    | 16,243     | 385,781                                | 8,763,134   | XXX  |  |
| 9. 2009  | 13,476,200              | 1,106,966  | 12,369,235       | 6,967,394                      | 428,067    | 191,682                               | 14,904     | 906,597                      | 24,267     | 364,320                                | 7,598,435   | XXX  |  |
| 10. 2010   | 13,212,334              | 1,127,706  | 12,084,629       | 6,304,395                      | 385,051    | 109,554                               | 7,747      | 892,293                      | 30,153     | 363,308                                | 6,883,291   | XXX  |  |
| 11. 2011   | 13,147,030              | 1,236,762  | 11,910,268       | 5,587,538                      | 335,753    | 44,694                                | 2,563      | 826,164                      | 24,599     | 267,221                                | 6,095,481   | XXX  |  |
| 12. Totals   | XXX                     | XXX        | XXX              | 66,549,129                     | 4,663,804  | 2,660,794                             | 255,000    | 9,037,162                    | 162,231    | 3,480,801                              | 73,166,050  | XXX  |  |

|            | Losses Unpaid            |             |                          |             | Defense and Cost Containment Unpaid |             |                          |             | Adjusting and Other Unpaid |             | 23<br>Salvage and Subrogation Anticipated | 24<br>Total Net Losses and Expenses Unpaid | 25<br>Number of Claims Outstanding Direct and Assumed |  |  |  |
|------------|--------------------------|-------------|--------------------------|-------------|-------------------------------------|-------------|--------------------------|-------------|----------------------------|-------------|---|--|---|--|--|--|
|            | Case Basis               |             | Bulk + IBNR              |             | Case Basis                          |             | Bulk + IBNR              |             |                            |             |   |  |   |  |  |  |
|            | 13<br>Direct and Assumed | 14<br>Ceded | 15<br>Direct and Assumed | 16<br>Ceded | 17<br>Direct and Assumed            | 18<br>Ceded | 19<br>Direct and Assumed | 20<br>Ceded | 21<br>Direct and Assumed   | 22<br>Ceded |   |  |   |  |  |  |
| 1. Prior.  | 689,977                  | 356,504     | 235,338                  | 150,788     | 27,121                              | 16,186      | 55,799                   | 22,656      | 5,573                      | 335         | 6,254                                     | 467,339                                    | XXX   |  |  |  |
| 2. 2002    | 61,317                   | 40,293      | 10,993                   | 2,763       | 2,457                               | 703         | 7,951                    | 1,370       | 1,371                      | 226         | 1,039                                     | 38,733                                     | XXX   |  |  |  |
| 3. 2003    | 44,753                   | 20,965      | 19,457                   | 9,492       | 3,621                               | 391         | 11,089                   | 948         | 1,792                      | 107         | 1,929                                     | 48,808                                     | XXX   |  |  |  |
| 4. 2004    | 112,128                  | 70,508      | 30,279                   | 16,555      | 7,473                               | 3,870       | 13,720                   | 1,560       | 2,734                      | 154         | 2,310                                     | 73,687                                     | XXX   |  |  |  |
| 5. 2005    | 96,187                   | 33,339      | 43,071                   | 18,201      | 8,551                               | 2,551       | 25,991                   | 1,175       | 5,238                      | 124         | 3,963                                     | 123,650                                    | XXX   |  |  |  |
| 6. 2006    | 129,733                  | 34,007      | 63,506                   | 24,459      | 10,641                              | 1,348       | 40,674                   | 2,384       | 6,292                      | 325         | 5,981                                     | 188,323                                    | XXX   |  |  |  |
| 7. 2007    | 288,085                  | 46,828      | 88,420                   | 29,185      | 16,863                              | 2,491       | 69,179                   | 4,578       | 7,920                      | 756         | 9,889                                     | 386,629                                    | XXX   |  |  |  |
| 8. 2008    | 403,944                  | 46,795      | 138,267                  | 38,987      | 24,927                              | 4,855       | 106,283                  | 4,978       | 26,764                     | 1,255       | 15,829                                    | 603,315                                    | XXX   |  |  |  |
| 9. 2009    | 650,094                  | 49,509      | 240,060                  | 62,417      | 34,333                              | 6,080       | 170,202                  | 9,945       | 23,870                     | 2,499       | 29,955                                    | 988,110                                    | XXX   |  |  |  |
| 10. 2010   | 1,015,327                | 73,635      | 447,871                  | 90,443      | 38,769                              | 7,941       | 257,304                  | 20,018      | 44,790                     | 4,725       | 51,438                                    | 1,607,299                                  | XXX   |  |  |  |
| 11. 2011   | 1,902,534                | 128,066     | 1,386,150                | 250,200     | 31,146                              | 8,046       | 343,608                  | 31,606      | 142,606                    | 10,502      | 177,189                                   | 3,377,626                                  | XXX   |  |  |  |
| 12. Totals | 5,394,080                | 900,449     | 2,703,412                | 693,491     | 205,902                             | 54,461      | 1,101,802                | 101,218     | 268,950                    | 21,007      | 305,775                                   | 7,903,521                                  | XXX   |  |  |  |

|            | Total Losses and Loss Expenses Incurred |             |           | Loss and Loss Expense Percentage (Incurred /Premiums Earned) |             |           | Nontabular Discount |                    | 34<br>Inter-Company Pooling Participation Percentage | Net Balance Sheet Reserves After Discount |                            |
|------------|---|-------------|-----------|--|-------------|-----------|---------------------|--------------------|--|---|----------------------------|
|            | 26<br>Direct and Assumed                | 27<br>Ceded | 28<br>Net | 29<br>Direct and Assumed                                     | 30<br>Ceded | 31<br>Net | 32<br>Loss          | 33<br>Loss Expense |  | 35<br>Losses Unpaid                       | 36<br>Loss Expenses Unpaid |
|            | Direct and Assumed                      | Ceded       | Net       | Direct and Assumed   | Ceded       | Net       | Loss                | Loss Expense       |  | Losses Unpaid                             | Loss Expenses Unpaid       |
| 1. Prior.  | XXX                                     | XXX         | XXX       | XXX  | XXX         | XXX       |                     |                    | XXX  | 418,023                                   | 49,316                     |
| 2. 2002    | 7,164,803                               | 478,208     | 6,686,596 | 70.6   | 52.1        | 72.5      |                     |                    | 83.7   | 29,253                                    | 9,480                      |
| 3. 2003    | 7,421,880                               | 506,960     | 6,914,920 | 65.8   | 103.0       | 64.1      |                     |                    | 83.7   | 33,752                                    | 15,056                     |
| 4. 2004    | 7,832,520                               | 688,471     | 7,144,049 | 65.0   | 98.5        | 63.0      |                     |                    | 83.7   | 55,343                                    | 18,344                     |
| 5. 2005    | 8,546,301                               | 854,332     | 7,691,969 | 67.2   | 143.5       | 63.5      |                     |                    | 83.7   | 87,719                                    | 35,931                     |
| 6. 2006    | 8,726,279                               | 558,837     | 8,167,442 | 62.9   | 53.2        | 63.6      |                     |                    | 83.7   | 134,772                                   | 53,551                     |
| 7. 2007    | 8,550,355                               | 558,680     | 7,991,676 | 61.3   | 59.3        | 61.5      |                     |                    | 83.7   | 300,492                                   | 86,137                     |
| 8. 2008    | 9,981,403                               | 614,954     | 9,366,449 | 71.4   | 50.0        | 73.4      |                     |                    | 83.7   | 456,429                                   | 146,886                    |
| 9. 2009    | 9,184,234                               | 597,688     | 8,586,546 | 68.2   | 54.0        | 69.4      |                     |                    | 83.7   | 778,229                                   | 209,882                    |
| 10. 2010   | 9,110,302                               | 619,713     | 8,490,590 | 69.0   | 55.0        | 70.3      |                     |                    | 83.7   | 1,299,120                                 | 308,179                    |
| 11. 2011   | 10,264,442                              | 791,334     | 9,473,108 | 78.1   | 64.0        | 79.5      |                     |                    | 83.7   | 2,910,419                                 | 467,207                    |
| 12. Totals | XXX                                     | XXX         | XXX       | XXX  | XXX         | XXX       |                     |                    | XXX  | 6,503,552                                 | 1,399,969                  |

Note: Parts 2 and 4 are gross of all discounting, including tabular discounting. Part 1 is gross of only nontabular discounting, which is reported in Columns 32 and 33 of Part 1. The tabular discount, if any, is reported in the Notes to Financial Statements which will reconcile Part 1 with Parts 2 and 4.

ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY  
**SCHEDULE P - PART 2 - SUMMARY**

| Years in<br>Which Losses<br>Were Incurred | INCURRED NET LOSSES AND DEFENSE AND COST CONTAINMENT EXPENSES REPORTED AT YEAR END (\$000 OMITTED) |           |           |           |           |           |           |           |           |            | DEVELOPMENT    |                |
|---|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|----------------|----------------|
|   | 1<br>2002  | 2<br>2003 | 3<br>2004 | 4<br>2005 | 5<br>2006 | 6<br>2007 | 7<br>2008 | 8<br>2009 | 9<br>2010 | 10<br>2011 | 11<br>One Year | 12<br>Two Year |
| 1. Prior                                  | 3,285,875  | 3,410,600 | 3,524,213 | 3,637,263 | 3,587,121 | 3,623,562 | 3,685,809 | 3,714,597 | 3,739,139 | 3,746,374  | 7,235          | 31,777         |
| 2. 2002                                   | 5,972,319  | 5,928,093 | 5,976,443 | 5,980,533 | 5,956,761 | 5,944,897 | 5,938,278 | 5,932,815 | 5,924,491 | 5,933,300  | 8,808          | 485            |
| 3. 2003                                   | XXX  | 6,341,971 | 6,172,137 | 6,162,098 | 6,115,388 | 6,101,180 | 6,097,493 | 6,090,287 | 6,090,476 | 6,085,835  | (4,642)        | (4,453)        |
| 4. 2004                                   | XXX  | XXX       | 6,473,471 | 6,413,553 | 6,339,425 | 6,341,557 | 6,309,336 | 6,284,525 | 6,269,843 | 6,263,201  | (6,642)        | (21,325)       |
| 5. 2005                                   | XXX  | XXX       | XXX       | 6,943,086 | 6,791,488 | 6,794,457 | 6,798,872 | 6,770,778 | 6,758,415 | 6,745,659  | (12,756)       | (25,119)       |
| 6. 2006                                   | XXX  | XXX       | XXX       | XXX       | 7,073,917 | 7,017,149 | 7,020,017 | 6,984,007 | 6,944,226 | 6,919,259  | (24,967)       | (64,748)       |
| 7. 2007                                   | XXX  | XXX       | XXX       | XXX       | XXX       | 7,465,502 | 7,507,457 | 7,404,207 | 7,339,228 | 7,297,571  | (41,657)       | (106,636)      |
| 8. 2008                                   | XXX  | XXX       | XXX       | XXX       | XXX       | XXX       | 8,456,304 | 8,518,540 | 8,419,513 | 8,342,704  | (76,808)       | (175,836)      |
| 9. 2009                                   | XXX  | XXX       | XXX       | XXX       | XXX       | XXX       | XXX       | 8,005,030 | 7,766,655 | 7,682,848  | (83,808)       | (322,183)      |
| 10. 2010                                  | XXX  | XXX       | XXX       | XXX       | XXX       | XXX       | XXX       | XXX       | 7,701,817 | 7,588,385  | (113,432)      | XXX            |
| 11. 2011                                  | XXX  | XXX       | XXX       | XXX       | XXX       | XXX       | XXX       | XXX       | XXX       | 8,539,439  | XXX            | XXX            |
|   |  |           |           |           |           |           |           |           |           | 12. Totals | (348,668)      | (688,037)      |

**SCHEDULE P - PART 3 - SUMMARY**

| Years in<br>Which<br>Losses<br>Were<br>Incurred | CUMULATIVE PAID NET LOSSES AND DEFENSE AND COST CONTAINMENT EXPENSES REPORTED AT YEAR END<br>(\$000 OMITTED) |           |           |           |           |           |           |           |           |            | 11<br>Number of<br>Claims<br>Closed<br>With<br>Loss<br>Payment | 12<br>Number of<br>Claims<br>Closed<br>Without<br>Loss<br>Payment |
|---|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|--|---|
|   | 1<br>2002  | 2<br>2003 | 3<br>2004 | 4<br>2005 | 5<br>2006 | 6<br>2007 | 7<br>2008 | 8<br>2009 | 9<br>2010 | 10<br>2011 |  |   |
| 1. Prior  | 000  | 1,302,260 | 2,048,337 | 2,483,888 | 2,716,385 | 2,912,724 | 2,994,335 | 3,124,176 | 3,197,355 | 3,283,836  | XXX  | XXX   |
| 2. 2002   | 3,485,702  | 4,651,574 | 5,185,129 | 5,501,019 | 5,686,662 | 5,782,591 | 5,833,137 | 5,866,513 | 5,882,927 | 5,895,712  | XXX  | XXX   |
| 3. 2003   | XXX  | 3,591,356 | 4,832,488 | 5,316,455 | 5,650,653 | 5,839,750 | 5,938,248 | 5,986,874 | 6,019,722 | 6,038,703  | XXX  | XXX   |
| 4. 2004   | XXX  | XXX       | 3,611,387 | 4,942,134 | 5,466,912 | 5,819,707 | 6,005,531 | 6,110,435 | 6,164,597 | 6,192,091  | XXX  | XXX   |
| 5. 2005   | XXX  | XXX       | XXX       | 3,788,748 | 5,172,434 | 5,842,367 | 6,228,643 | 6,455,542 | 6,576,735 | 6,627,072  | XXX  | XXX   |
| 6. 2006   | XXX  | XXX       | XXX       | XXX       | 3,880,331 | 5,398,637 | 6,016,739 | 6,396,915 | 6,621,094 | 6,736,893  | XXX  | XXX   |
| 7. 2007   | XXX  | XXX       | XXX       | XXX       | XXX       | 4,100,337 | 5,687,570 | 6,286,051 | 6,684,713 | 6,918,106  | XXX  | XXX   |
| 8. 2008   | XXX  | XXX       | XXX       | XXX       | XXX       | XXX       | 4,925,220 | 6,692,479 | 7,331,730 | 7,764,890  | XXX  | XXX   |
| 9. 2009   | XXX  | XXX       | XXX       | XXX       | XXX       | XXX       | XXX       | 4,501,817 | 6,063,960 | 6,716,105  | XXX  | XXX   |
| 10. 2010  | XXX  | XXX       | XXX       | XXX       | XXX       | XXX       | XXX       | XXX       | 4,475,772 | 6,021,151  | XXX  | XXX   |
| 11. 2011  | XXX  | XXX       | XXX       | XXX       | XXX       | XXX       | XXX       | XXX       | XXX       | 5,293,916  | XXX  | XXX   |

**SCHEDULE P - PART 4 - SUMMARY**

| Years in<br>Which<br>Losses<br>Were<br>Incurred | BULK AND IBNR RESERVES ON NET LOSSES AND DEFENSE AND COST CONTAINMENT EXPENSES REPORTED AT YEAR END (\$000 OMITTED) |           |           |           |           |           |           |           |           |            | 11<br>Number of<br>Claims<br>Closed<br>With<br>Loss<br>Payment | 12<br>Number of<br>Claims<br>Closed<br>Without<br>Loss<br>Payment |
|---|---|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|--|---|
|   | 1<br>2002   | 2<br>2003 | 3<br>2004 | 4<br>2005 | 5<br>2006 | 6<br>2007 | 7<br>2008 | 8<br>2009 | 9<br>2010 | 10<br>2011 |  |   |
| 1. Prior  | 1,266,759   | 719,079   | 490,053   | 362,823   | 287,698   | 240,404   | 222,980   | 196,761   | 194,048   | 117,693    |  |   |
| 2. 2002   | 1,291,792   | 530,238   | 300,972   | 177,881   | 105,196   | 70,514    | 44,207    | 29,713    | 16,017    | 14,811     |  |   |
| 3. 2003   | XXX   | 1,472,603 | 567,706   | 319,088   | 182,744   | 106,847   | 71,209    | 45,799    | 30,352    | 20,106     |  |   |
| 4. 2004   | XXX   | XXX       | 1,448,758 | 616,543   | 350,491   | 184,236   | 105,886   | 69,300    | 44,639    | 25,884     |  |   |
| 5. 2005   | XXX   | XXX       | XXX       | 1,573,068 | 733,203   | 387,891   | 218,954   | 135,306   | 83,224    | 49,686     |  |   |
| 6. 2006   | XXX   | XXX       | XXX       | XXX       | 1,664,247 | 752,861   | 422,276   | 235,552   | 130,041   | 77,337     |  |   |
| 7. 2007   | XXX   | XXX       | XXX       | XXX       | XXX       | 1,697,895 | 766,934   | 439,427   | 236,259   | 123,837    |  |   |
| 8. 2008   | XXX   | XXX       | XXX       | XXX       | XXX       | XXX       | 1,704,075 | 797,442   | 417,324   | 200,585    |  |   |
| 9. 2009   | XXX   | XXX       | XXX       | XXX       | XXX       | XXX       | XXX       | 1,718,539 | 678,143   | 337,901    |  |   |
| 10. 2010  | XXX   | XXX       | XXX       | XXX       | XXX       | XXX       | XXX       | XXX       | 1,539,255 | 594,714    |  |   |
| 11. 2011  | XXX   | XXX       | XXX       | XXX       | XXX       | XXX       | XXX       | XXX       | XXX       | 1,447,953  |  |   |

ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY

## **SCHEDULE T - EXHIBIT OF PREMIUMS WRITTEN**

### Allocated by States and Territories

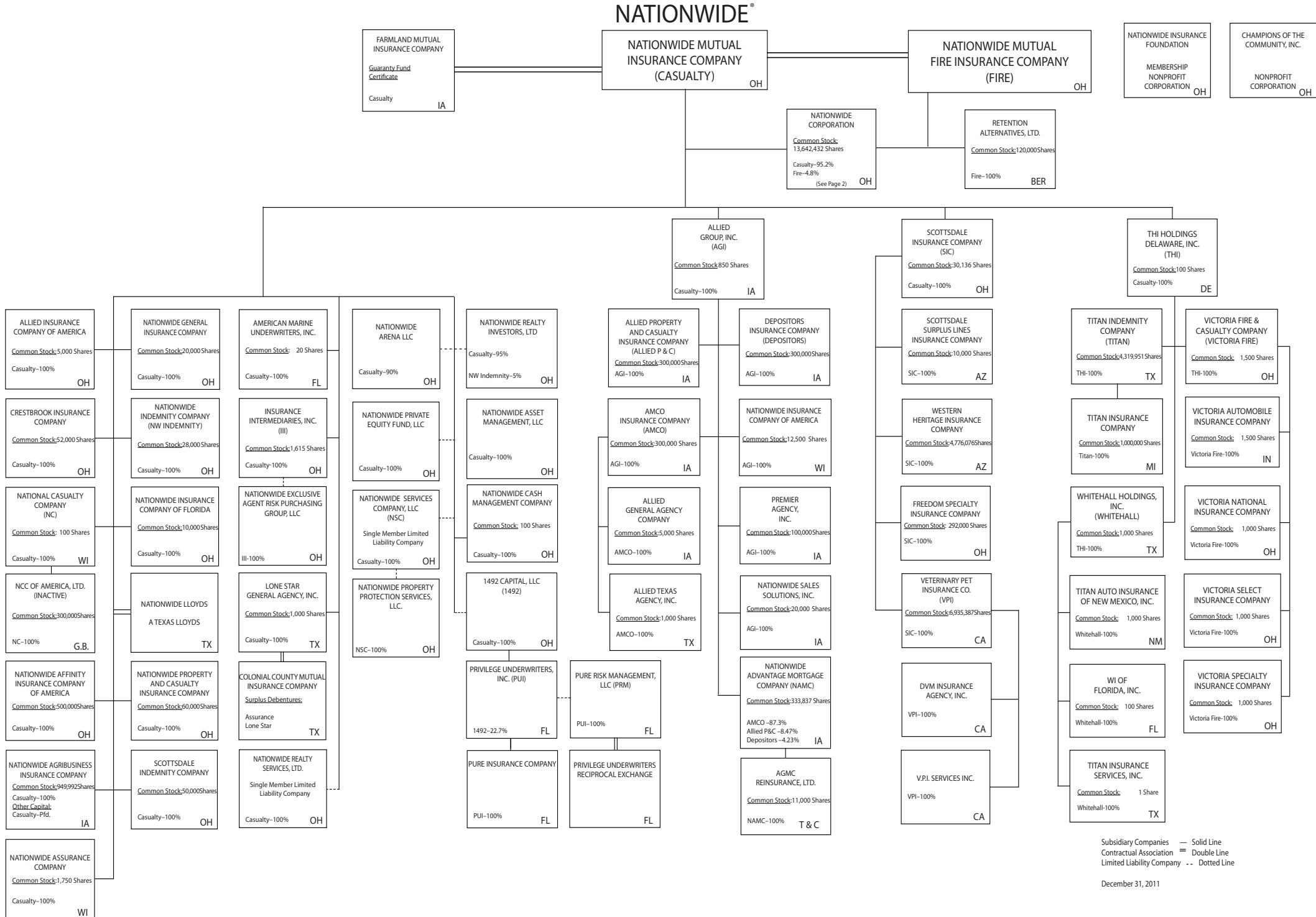
| States, Etc.                 | Active Status  | Gross Premiums, Including Policy and Membership Fees, Less Return Premiums and Premiums on Policies Not Taken |                          | Dividends Paid or Credited to Policyholders on Direct Business | Direct Losses Paid (Deducting Salvage) | Direct Losses Incurred | Direct Losses Unpaid | Finance and Service Charges Not Included in Premiums | 9  |            |            |
|------------------------------|--|---|--------------------------|--|--|------------------------|----------------------|--|--|------------|------------|
|                              |  | 2 Direct Premiums Written   | 3 Direct Premiums Earned |  |  |                        |                      |  | Direct Premiums Written for Federal Purchasing Groups (Included in Column 2) |            |            |
| 1. Alabama                   | AL   | 8,929,426   | 9,309,113                | (821)  | 7,556,913                              | 5,764,194              | 7,515,752            | 171,842  | 405,554  |            |            |
| 2. Alaska                    | AK   | 177,073   | 170,799                  |  | 106,853                                | 97,606                 | 16,972               |  | 167,994  |            |            |
| 3. Arizona                   | AZ   | 14,772,666  | 14,670,519               |  | 12,021,300                             | 11,005,158             | 19,574,077           | (427)  | 429,920  |            |            |
| 4. Arkansas                  | AR   | 60,312,311  | 61,699,934               | 1,754  | 38,745,402                             | 38,574,352             | 18,336,945           | 969,127  | 133,845  |            |            |
| 5. California                | CA   | 263,046,331   | 258,841,278              |  | 123,600,853                            | 102,555,577            | 165,602,295          | 47,459   | 3,829,159  |            |            |
| 6. Colorado                  | CO   | 19,699,768  | 19,103,171               |  | 11,963,659                             | 7,534,574              | 17,537,973           | 4,977  | 499,386  |            |            |
| 7. Connecticut               | CT   | 106,379,426   | 110,005,363              | (2,959)  | 74,791,460                             | 81,914,655             | 99,666,922           | 1,439,774  | 648,683  |            |            |
| 8. Delaware                  | DE   | 84,875,239  | 83,838,438               | 13,513   | 50,616,949                             | 54,246,098             | 48,250,485           | 978,747  | 99,878   |            |            |
| 9. District of Columbia      | DC   | 8,828,123   | 8,794,116                | 16,199   | 3,800,312                              | 4,268,771              | 4,626,313            | 91,361   | 69,284   |            |            |
| 10. Florida                  | FL   | 11,335,088  | 20,952,249               | 46,706   | 31,104,864                             | 13,492,236             | 81,215,882           | 80,041   | 2,359,712  |            |            |
| 11. Georgia                  | GA   | 10,314,076  | 10,379,717               |  | 9,363,891                              | 6,395,195              | 9,691,545            | 37,772   | 731,433  |            |            |
| 12. Hawaii                   | HI   | 239,944   | 223,732                  |  | 106,073                                | 111,513                | 47,792               |  | 215,641  |            |            |
| 13. Idaho                    | ID   | 7,456,927   | 7,510,326                |  | 3,320,453                              | 2,172,584              | 4,384,569            | 847  | 96,315   |            |            |
| 14. Illinois                 | IL   | 20,102,376  | 20,195,632               | 124,465  | 12,126,381                             | 9,847,017              | 17,913,737           | 126,733  | 1,435,330  |            |            |
| 15. Indiana                  | IN   | 38,505,182  | 38,456,623               | 2,710  | 18,888,176                             | 17,048,729             | 21,931,066           | 465,604  | 1,295,735  |            |            |
| 16. Iowa                     | IA   | 100,075,175   | 99,545,059               | 901,068  | 69,148,554                             | 71,617,204             | 57,077,806           | 2,845  | 216,834  |            |            |
| 17. Kansas                   | KS   | 40,167,740  | 38,955,665               | 21,517   | 27,815,380                             | 30,549,063             | 20,216,245           | 4,892  | 213,108  |            |            |
| 18. Kentucky                 | KY   | 35,635,638  | 36,868,252               | 41,380   | 19,380,497                             | 18,978,109             | 17,667,421           | 249,251  | 315,241  |            |            |
| 19. Louisiana                | LA   | 728,095   | 676,870                  |  | 55,316                                 | 167,392                | 445,310              |  | 664,526  |            |            |
| 20. Maine                    | ME   | 2,437,080   | 2,555,597                |  | 1,766,287                              | 1,330,700              | 1,893,862            | 33,142   | 147,344  |            |            |
| 21. Maryland                 | MD   | 181,786,524   | 187,488,656              | 144,588  | 103,613,149                            | 95,808,945             | 119,670,426          | 1,709,153  | 694,160  |            |            |
| 22. Massachusetts            | MA   | 997,193   | 961,036                  |  | 1,592,276                              | 1,507,757              | 881,661              |  | 919,411  |            |            |
| 23. Michigan                 | MI   | 4,764,078   | 4,940,784                | (1,035)  | 3,189,750                              | (683,127)              | 21,357,570           | 20,401   | 559,232  |            |            |
| 24. Minnesota                | MN   | 16,397,704  | 15,943,594               |  | 12,734,384                             | 8,618,590              | 12,036,714           | 3,637  | 390,965  |            |            |
| 25. Mississippi              | MS   | 39,340,108  | 40,619,930               | 10,841   | 20,843,831                             | 14,899,014             | 19,196,854           | 398,492  | 243,143  |            |            |
| 26. Missouri                 | MO   | 30,182,266  | 29,080,512               | 6,231  | 29,719,509                             | 37,021,401             | 31,529,346           | 9,289  | 525,138  |            |            |
| 27. Montana                  | MT   | 7,901,172   | 7,273,203                |  | 3,342,420                              | 2,992,796              | 1,942,847            |  | 76,858   |            |            |
| 28. Nebraska                 | NE   | 50,039,624  | 49,252,271               | 245,704  | 18,563,289                             | 24,457,513             | 21,696,220           | 575  | 725,804  |            |            |
| 29. Nevada                   | NV   | 13,817,069  | 13,822,975               |  | 11,395,294                             | 10,713,012             | 15,708,561           | (69)   | 296,644  |            |            |
| 30. New Hampshire            | NH   | 12,937,553  | 13,452,023               | (642)  | 7,721,114                              | 6,026,397              | 7,429,074            | 163,891  | 199,075  |            |            |
| 31. New Jersey               | NJ   | 1,985,867   | 1,898,424                |  | 1,468,612                              | 1,543,466              | 42,644,508           |  | 1,427,512  |            |            |
| 32. New Mexico               | NM   | 6,324,064   | 6,873,267                | 6,398  | 3,737,822                              | 4,947,776              | 6,937,665            |  | 178,265  |            |            |
| 33. New York                 | NY   | 134,417,860   | 140,580,024              | 12,967   | 101,082,214                            | 82,344,509             | 141,170,132          | 1,891,609  | 3,600,346  |            |            |
| 34. North Carolina           | NC   | 486,909,106   | 493,278,978              | 295,757  | 354,910,110                            | 332,202,622            | 183,648,687          | 3,826,417  | 840,051  |            |            |
| 35. North Dakota             | ND   | 7,316,754   | 6,779,645                | 96,179   | 5,347,109                              | 4,977,718              | 3,240,354            |  | 25,464   |            |            |
| 36. Ohio                     | OH   | 359,816,883   | 371,551,568              |  | 195,526,874                            | 189,170,221            | 114,791,953          | 4,500,603  | 897,129  |            |            |
| 37. Oklahoma                 | OK   | 1,661,863   | 1,572,456                |  | 1,350,109                              | 1,444,958              | 692,970              | 19,764   | 270,182  |            |            |
| 38. Oregon                   | OR   | 14,564,066  | 14,927,932               |  | 8,419,071                              | 8,386,541              | 8,318,640            | (747)  | 437,483  |            |            |
| 39. Pennsylvania             | PA   | 308,846,989   | 319,302,652              | 176,549  | 192,454,562                            | 114,277,251            | 418,471,170          | 4,018,849  | 1,559,374  |            |            |
| 40. Rhode Island             | RI   | 43,625,052  | 44,622,465               |  | 29,233,696                             | 27,240,316             | 26,071,557           | 552,590  | 105,073  |            |            |
| 41. South Carolina           | SC   | 97,053,794  | 99,319,109               | 38,041   | 60,189,504                             | 55,738,875             | 39,381,074           | 1,548,542  | 350,990  |            |            |
| 42. South Dakota             | SD   | 9,266,150   | 9,001,540                | 61,117   | 4,708,528                              | 3,816,114              | 11,682,657           |  | 49,896   |            |            |
| 43. Tennessee                | TN   | 66,670,037  | 69,078,233               | (884)  | 47,169,525                             | 43,426,149             | 32,444,521           | 819,870  | 587,288  |            |            |
| 44. Texas                    | TX   | 148,341,306   | 154,317,559              |  | 102,896,546                            | 90,787,212             | 48,291,781           | 1,739,761  | 2,359,640  |            |            |
| 45. Utah                     | UT   | 8,714,751   | 8,697,368                |  | 6,104,080                              | 3,978,755              | 7,280,614            | 3,436  | 188,436  |            |            |
| 46. Vermont                  | VT   | 15,240,541  | 15,458,988               | (481)  | 7,517,272                              | 6,302,559              | 5,931,995            | 241,525  | 107,191  |            |            |
| 47. Virginia                 | VA   | 278,300,504   | 283,950,990              | 315,357  | 151,143,401                            | 142,342,837            | 133,647,034          | 3,368,979  | 692,223  |            |            |
| 48. Washington               | WA   | 15,556,958  | 15,807,923               |  | 8,544,128                              | 2,901,330              | 12,777,403           | (853)  | 567,652  |            |            |
| 49. West Virginia            | WV   | 180,025,145   | 183,582,102              |  | 101,544,076                            | 86,091,600             | 84,434,592           | 1,794,552  | (203,975)  |            |            |
| 50. Wisconsin                | WI   | 16,150,195  | 15,197,605               | 493,416  | 8,587,712                              | 10,652,146             | 22,120,158           | 1,471  | 656,512  |            |            |
| 51. Wyoming                  | WY   | 15,119,251  | 14,776,479               |  | 9,665,776                              | 9,326,712              | 6,741,640            | 270  | (39,827)   |            |            |
| 52. American Samoa           | AS   | N   |                          |  |  |                        |                      |  |  |            |            |
| 53. Guam                     | GU   | N   |                          |  |  |                        |                      |  |  |            |            |
| 54. Puerto Rico              | PR   | N   |                          |  |  |                        |                      |  |  |            |            |
| 55. U.S. Virgin Islands      | VI   | L   |                          |  |  |                        |                      | (13)   |  |            |            |
| 56. Northern Mariana Islands | MP   | N   |                          |  |  |                        |                      |  |  |            |            |
| 57. Canada                   | CN   | N   |                          |  |  |                        |                      |  |  |            |            |
| 58. Aggregate other alien .. | OT   | XXX   |                          |  |  |                        |                      |  |  |            |            |
| 59. Totals                   |  | (a)   | 52                       | 3,408,088,111  | 3,476,162,744                          | 3,065,635              | 2,130,595,316        | 1,900,932,692  | 2,215,783,334  | 31,335,994 | 33,262,257 |
| DETAILS OF WRITE-INS         |  |   |                          |  |  |                        |                      |  |  |            |            |
| 5801.                        |  |   |                          | XXX  |  |                        |                      |  |  |            |            |
| 5802.                        |  |   |                          | XXX  |  |                        |                      |  |  |            |            |
| 5803.                        |  |   |                          | XXX  |  |                        |                      |  |  |            |            |
| 5898.                        | Summary of remaining write-ins for Line 58 from overflow page .. |   |                          | XXX  |  |                        |                      |  |  |            |            |
| 5899.                        | Totals (Lines 5801 through 5803 plus 5898)(Line 58 above)        |   |                          | XXX  |  |                        |                      |  |  |            |            |

(L) Licensed or Chartered - Licensed Insurance Carrier or Domiciled RRG; (R) Registered - Non-domiciled RRGs; (Q) Qualified - Qualified or Accredited Reinsurer; (E) Eligible - Reporting Entities eligible or approved to write Surplus Lines in the state; (N) None of the above - Not allowed to write business in the state.

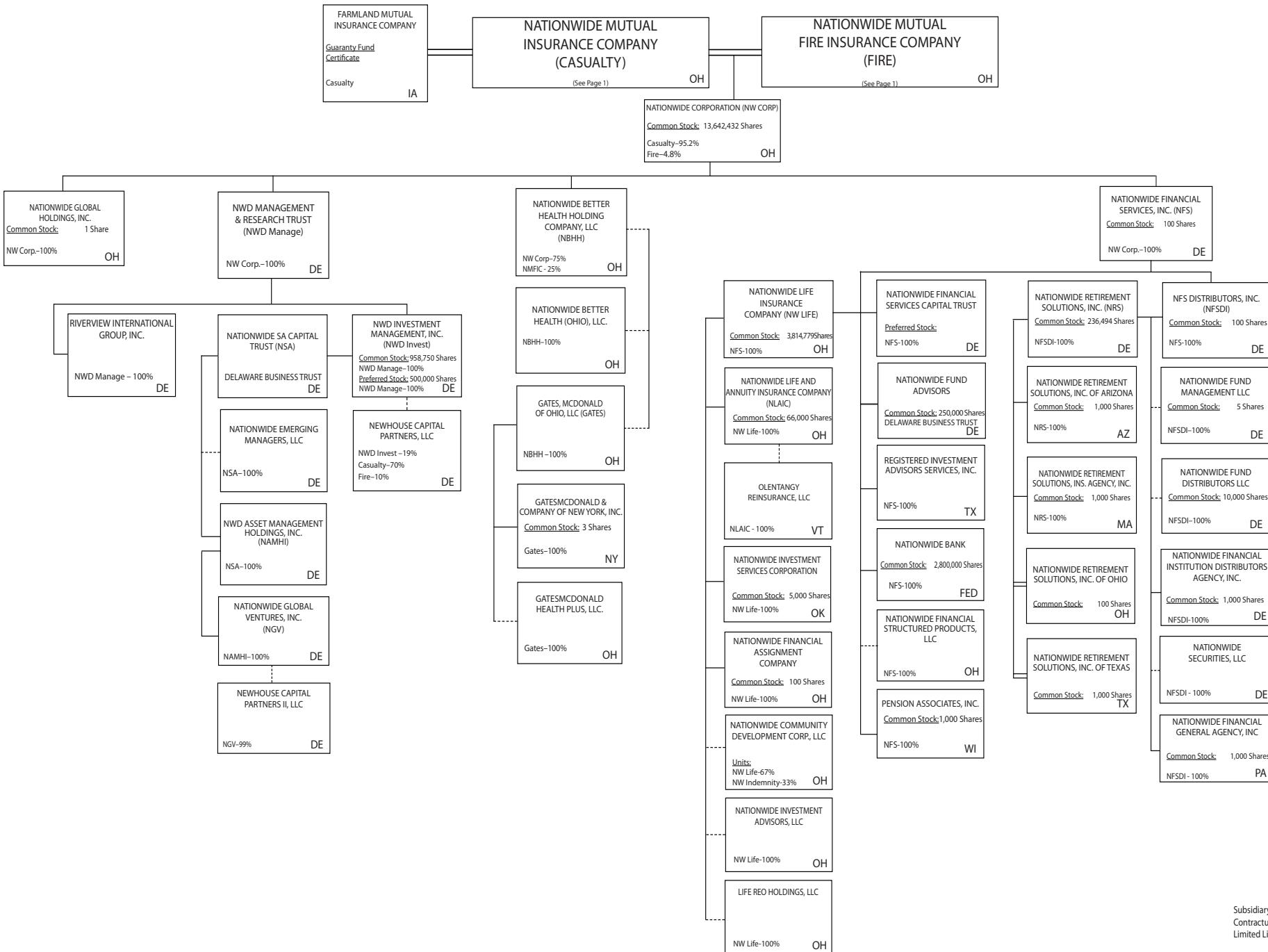
#### Explanation of basis of allocation of premiums by states, etc.

Premiums are allocated to those states where the insured risks are located: principle garage for automobile, physical address for homeowners, commercial multiple peril and other liability and main place of work for workers' compensation. Allocation of premiums for individual and group health insurance is based on the situs of the contract.

(a) Insert the number of L responses except for Canada and Other Alien.



NATIONWIDE®



Subsidiary Companies — Solid Line  
Contractual Association = Double Line  
Limited Liability Company -- Dotted Line

December 31, 2011

## NATIONWIDE INSURANCE COMPANIES

| NAIC Group Code | Group Name | NAIC Company Code | State of Domicile | Federal ID Number | Name of Company                                  |
|-----------------|------------|-------------------|-------------------|-------------------|--|
| 0140            | Nationwide | 42579             | IA                | 42-1201931        | Allied Property and Casualty Insurance Company   |
| 0140            | Nationwide | 19100             | IA                | 42-6054959        | AMCO Insurance Company                           |
| 0140            | Nationwide | 10127             | OH                | 27-0114983        | Allied Insurance Company of America              |
| 0140            | Nationwide | 22209             | OH                | 75-6013587        | Freedom Specialty Insurance Company              |
| 0140            | Nationwide | 29262             | TX                | 74-1061659        | Colonial County Mutual Insurance Company         |
| 0140            | Nationwide | 18961             | OH                | 68-0066866        | Crestbrook Insurance Company                     |
| 0140            | Nationwide | 42587             | IA                | 42-1207150        | Depositors Insurance Company                     |
| 0140            | Nationwide | 13838             | IA                | 42-0618271        | Farmland Mutual Insurance Company                |
| 0140            | Nationwide | 11991             | WI                | 38-0865250        | National Casualty Company                        |
| 0140            | Nationwide | 26093             | OH                | 48-0470690        | Nationwide Affinity Insurance Company of America |
| 0140            | Nationwide | 28223             | IA                | 42-1015537        | Nationwide Agribusiness Insurance Company        |
| 0140            | Nationwide | 10723             | WI                | 95-0639970        | Nationwide Assurance Company                     |
| 0140            | Nationwide | 23760             | OH                | 31-4425763        | Nationwide General Insurance Company             |
| 0140            | Nationwide | 10070             | OH                | 31-1399201        | Nationwide Indemnity Company                     |
| 0140            | Nationwide | 25453             | WI                | 95-2130882        | Nationwide Insurance Company of America          |
| 0140            | Nationwide | 10948             | OH                | 31-1613686        | Nationwide Insurance Company of Florida          |
| 0140            | Nationwide | 92657             | OH                | 31-1000740        | Nationwide Life and Annuity Insurance Company    |
| 0140            | Nationwide | 66869             | OH                | 31-4156830        | Nationwide Life Insurance Company                |
| 0140            | Nationwide | 42110             | TX                | 75-1780981        | Nationwide Lloyds                                |
| 0140            | Nationwide | 23779             | OH                | 31-4177110        | Nationwide Mutual Fire Insurance Company         |
| 0140            | Nationwide | 23787             | OH                | 31-4177100        | Nationwide Mutual Insurance Company              |
| 0140            | Nationwide | 37877             | OH                | 31-0970750        | Nationwide Property & Casualty Insurance Company |
| 0140            | Nationwide | 15580             | OH                | 31-1117969        | Scottsdale Indemnity Company                     |
| 0140            | Nationwide | 41297             | OH                | 31-1024978        | Scottsdale Insurance Company                     |
| 0140            | Nationwide | 10672             | AZ                | 86-0835870        | Scottsdale Surplus Lines Insurance Company       |
| 0140            | Nationwide | 13242             | TX                | 74-2286759        | Titan Indemnity Company                          |
| 0140            | Nationwide | 36269             | MI                | 86-0619597        | Titan Insurance Company                          |
| 0140            | Nationwide | 42285             | CA                | 95-3750113        | Veterinary Pet Insurance Company                 |
| 0140            | Nationwide | 10644             | IN                | 34-1785903        | Victoria Automobile Insurance Company            |
| 0140            | Nationwide | 42889             | OH                | 34-1394913        | Victoria Fire & Casualty Company                 |
| 0140            | Nationwide | 10778             | OH                | 34-1842604        | Victoria National Insurance Company              |
| 0140            | Nationwide | 10105             | OH                | 34-1777972        | Victoria Select Insurance Company                |
| 0140            | Nationwide | 10777             | OH                | 34-1842602        | Victoria Specialty Insurance Company             |
| 0140            | Nationwide | 37150             | AZ                | 86-0561941        | Western Heritage Insurance Company               |
| 0140            | Nationwide | 13999             | VT                | 27-1712056        | Olentangy Reinsurance, LLC                       |
| 4664            | PURE       | 13204             | FL                | 26-3109178        | PURE Insurance Company                           |
| 4664            | PURE       | 12873             | FL                | 20-8287105        | Privilege Underwriters Reciprocal Exchange       |

**ANNUAL STATEMENT FOR THE YEAR 2011 OF THE NATIONWIDE MUTUAL INSURANCE COMPANY**  
**OVERFLOW PAGE FOR WRITE-INS**

Additional Write-ins for Assets Line 25

|   | Current Year |                         |   | Prior Year                  |
|---|--------------|-------------------------|---|-----------------------------|
|   | 1<br>Assets  | 2<br>Nonadmitted Assets | 3<br>Net Admitted Assets<br>(Cols. 1 - 2) | 4<br>Net Admitted<br>Assets |
| 2504. Deposits and prepaid assets .....                             | 165,511,906  | 165,511,906             |   |                             |
| 2505. Other assets nonadmitted .....                                | 114,430,640  | 114,430,640             |   |                             |
| 2506. Equities and deposits in pools and associations .....         | 157,513,502  |                         | 157,513,502                               | 150,755,181                 |
| 2507. State surcharge/recoupment receivables .....                  |              |                         |   | 7,870,342                   |
| 2597. Summary of remaining write-ins for Line 25 from overflow page | 437,456,048  | 279,942,546             | 157,513,502                               | 158,625,523                 |

Additional Write-ins for Liabilities Line 25

|   | 1<br>Current Year | 2<br>Prior Year |
|---|-------------------|-----------------|
| 2504. SRP - additional minimum liabilities .....                    | 27,793,626        | 2,748,415       |
| 2505. Reserve for state escheat payments .....                      | 43,177,885        | 45,209,655      |
| 2506. Deferred investment income .....                              | 2,469,533         | 4,157,358       |
| 2507. Loss based assessment payables .....                          | 8,979,272         | 8,868,723       |
| 2508. Pooling expense payables .....                                | 137,371,130       | 186,823,572     |
| 2509. Accrued interest payable on surplus notes .....               | 32,812,500        |                 |
| 2510. State surcharge/recoupment payable .....                      | 1,184,458         |                 |
| 2511. Escrow liabilities .....                                      | 19,952,168        | 8,137,683       |
| 2597. Summary of remaining write-ins for Line 25 from overflow page | 273,740,572       | 255,945,406     |

Additional Write-ins for Statement of Income Line 37

|   | 1<br>Current Year | 2<br>Prior Year |
|---|-------------------|-----------------|
| 3704. Tax prior period adjustment .....                             |                   | (7,939,750)     |
| 3705. SSAP 10 DTA .....   | 159,772,308       | 60,321,594      |
| 3706. .....   |                   |                 |
| 3797. Summary of remaining write-ins for Line 37 from overflow page | 159,772,308       | 52,381,844      |

Additional Write-ins for Underwriting and Investment Exhibit Part 3 Line 24

|   | 1<br>Loss Adjustment<br>Expenses | 2<br>Other Underwriting<br>Expenses | 3<br>Investment<br>Expenses | 4<br>Total |
|---|----------------------------------|-------------------------------------|-----------------------------|------------|
| 2404. LAD Buyout Expense .....                                      |                                  | 3,530,762                           |                             | 3,530,762  |
| 2497. Summary of remaining write-ins for Line 24 from overflow page |                                  | 3,530,762                           |                             | 3,530,762  |

Additional Write-ins for Exhibit of Capital Gains and Losses Line 9

|   | 1<br>Realized Gain (Loss)<br>On Sales or Maturity | 2<br>Other Realized<br>Adjustments | 3<br>Total Realized<br>Capital Gain (Loss)<br>(Columns 1 + 2) | 4<br>Change in<br>Unrealized<br>Capital Gain (Loss) | 5<br>Change in Unrealized<br>Foreign Exchange<br>Capital Gain (Loss) |
|---|---|------------------------------------|---|---|--|
| 0904. Securities Lending .....  |   | (1,028,779)                        | (1,028,779)   | (1,010,751)   |  |
| 0905. Capital loss on home sales .....                                | (9,081,936)                                       |                                    | (9,081,936)   |   |  |
| 0906. OCI unrealized deferred gain securities<br>transactions .....   |   |                                    |   | 1,687,825   |  |
| 0997. Summary of remaining write-ins for Line 9 from<br>overflow page | (9,081,936)                                       | (1,028,779)                        | (10,110,715)  | 677,074   |  |

Additional Write-ins for Schedule E - Part 3 Line 58

| States, Etc.  | 1<br>Type of<br>Deposit | 2<br>Purpose of Deposit    | Deposits For the<br>Benefit of All Policyholders |                 | All Other Special Deposits           |                 |
|---|-------------------------|----------------------------|--|-----------------|--------------------------------------|-----------------|
|   |                         |                            | 3<br>Book/Adjusted<br>Carrying Value             | 4<br>Fair Value | 5<br>Book/Adjusted<br>Carrying Value | 6<br>Fair Value |
| 5804. Canada/Govt/Bd CDNS 3 1/2% Due 6/1/2020 JD1<br>Ontario .....        | B                       | Reinsurance .....          |  |                 | 1,963,707                            | 2,210,242       |
| 5805. Quebec Prov CDA Deb CDN \$ 4 1/2% Due 12/1/2016<br>JD1 Quebec ..... | B                       | Reinsurance .....          |  |                 | 7,208,280                            | 8,046,583       |
| 5806. US Treasury Nt 4 1/4% Due 11/15/2014 MN15<br>United States .....    | B                       | Workers compensation ..... |  |                 | 285,339                              | 316,439         |
| 5897. Summary of remaining write-ins for Line 58 from<br>overflow page    | XXX                     | XXX                        |  |                 | 9,457,326                            | 10,573,264      |

## ALPHABETICAL INDEX

### **ANNUAL STATEMENT BLANK**

|   |      |
|---|------|
| Assets .....  | 2    |
| Cash Flow .....   | 5    |
| Exhibit of Capital Gains (Losses) .....                 | 12   |
| Exhibit of Net Investment Income .....                  | 12   |
| Exhibit of Nonadmitted Assets .....                     | 13   |
| Exhibit of Premiums and Losses (State Page) .....       | 19   |
| Five-Year Historical Data .....                         | 17   |
| General Interrogatories .....                           | 15   |
| Jurat Page .....  | 1    |
| Liabilities, Surplus and Other Funds .....              | 3    |
| Notes To Financial Statements .....                     | 14   |
| Overflow Page For Write-ins .....                       | 98   |
| Schedule A - Part 1 .....                               | E01  |
| Schedule A - Part 2 .....                               | E02  |
| Schedule A - Part 3 .....                               | E03  |
| Schedule A - Verification Between Years .....           | SI02 |
| Schedule B - Part 1 .....                               | E04  |
| Schedule B - Part 2 .....                               | E05  |
| Schedule B - Part 3 .....                               | E06  |
| Schedule B - Verification Between Years .....           | SI02 |
| Schedule BA - Part 1 .....                              | E07  |
| Schedule BA - Part 2 .....                              | E08  |
| Schedule BA - Part 3 .....                              | E09  |
| Schedule BA - Verification Between Years .....          | SI03 |
| Schedule D - Part 1 .....                               | E10  |
| Schedule D - Part 1A - Section 1 .....                  | SI05 |
| Schedule D - Part 1A - Section 2 .....                  | SI08 |
| Schedule D - Part 2 - Section 1 .....                   | E11  |
| Schedule D - Part 2 - Section 2 .....                   | E12  |
| Schedule D - Part 3 .....                               | E13  |
| Schedule D - Part 4 .....                               | E14  |
| Schedule D - Part 5 .....                               | E15  |
| Schedule D - Part 6 - Section 1 .....                   | E16  |
| Schedule D - Part 6 - Section 2 .....                   | E16  |
| Schedule D - Summary By Country .....                   | SI04 |
| Schedule D - Verification Between Years .....           | SI03 |
| Schedule DA - Part 1 .....                              | E17  |
| Schedule DA - Verification Between Years .....          | SI10 |
| Schedule DB - Part A - Section 1 .....                  | E18  |
| Schedule DB - Part A - Section 2 .....                  | E19  |
| Schedule DB - Part A - Verification Between Years ..... | SI11 |
| Schedule DB - Part B - Section 1 .....                  | E20  |
| Schedule DB - Part B - Section 2 .....                  | E21  |
| Schedule DB - Part B - Verification Between Years ..... | SI11 |
| Schedule DB - Part C - Section 1 .....                  | E12  |
| Schedule DB - Part C - Section 2 .....                  | E13  |
| Schedule DB - Part D .....                              | E22  |
| Schedule DB - Verification .....                        | SI14 |
| Schedule DL - Part 1 .....                              | E23  |
| Schedule DL - Part 2 .....                              | E24  |
| Schedule E - Part 1 - Cash .....                        | E25  |
| Schedule E - Part 2 - Cash Equivalents .....            | E26  |
| Schedule E - Part 3 - Special Deposits .....            | E27  |
| Schedule E - Verification Between Years .....           | SI15 |
| Schedule F - Part 1 .....                               | 20   |
| Schedule F - Part 2 .....                               | 21   |
| Schedule F - Part 3 .....                               | 22   |
| Schedule F - Part 4 .....                               | 23   |
| Schedule F - Part 5 .....                               | 24   |
| Schedule F - Part 6 .....                               | 25   |
| Schedule F - Part 7 .....                               | 26   |
| Schedule F - Part 8 .....                               | 27   |

## **ANNUAL STATEMENT BLANK (Continued)**

|  |    |
|--|----|
| Schedule H - Accident and Health Exhibit - Part 1 .....  | 28 |
| Schedule H - Part 2, Part 3 and 4 .....  | 29 |
| Schedule H - Part 5 - Health Claims .....  | 30 |
| Schedule P - Part 1 - Summary .....  | 31 |
| Schedule P - Part 1A - Homeowners/Farmowners .....   | 33 |
| Schedule P - Part 1B - Private Passenger Auto Liability/Medical .....  | 34 |
| Schedule P - Part 1C - Commercial Auto/Truck Liability/Medical .....   | 35 |
| Schedule P - Part 1D - Workers' Compensation (Excluding Excess Workers' Compensation) .....                        | 36 |
| Schedule P - Part 1E - Commercial Multiple Peril .....   | 37 |
| Schedule P - Part 1F - Section 1 - Medical Professional Liability - Occurrence .....                               | 38 |
| Schedule P - Part 1F - Section 2 - Medical Professional Liability - Claims-Made .....                              | 39 |
| Schedule P - Part 1G - Special Liability (Ocean, Marine, Aircraft (All Perils), Boiler and Machinery) .....        | 40 |
| Schedule P - Part 1H - Section 1 - Other Liability-Occurrence .....  | 41 |
| Schedule P - Part 1H - Section 2 - Other Liability - Claims-Made .....   | 42 |
| Schedule P - Part 1I - Special Property (Fire, Allied Lines, Inland Marine, Earthquake, Burglary & Theft) .....    | 43 |
| Schedule P - Part 1J - Auto Physical Damage .....  | 44 |
| Schedule P - Part 1K - Fidelity/Surety .....   | 45 |
| Schedule P - Part 1L - Other (Including Credit, Accident and Health) .....   | 46 |
| Schedule P - Part 1M - International .....   | 47 |
| Schedule P - Part 1N - Reinsurance - Nonproportional Assumed Property .....  | 48 |
| Schedule P - Part 1O - Reinsurance - Nonproportional Assumed Liability .....                                       | 49 |
| Schedule P - Part 1P - Reinsurance - Nonproportional Assumed Financial Lines .....                                 | 50 |
| Schedule P - Part 1R - Section 1 - Products Liability - Occurrence .....   | 51 |
| Schedule P - Part 1R - Section 2 - Products Liability - Claims-Made .....  | 52 |
| Schedule P - Part 1S - Financial Guaranty/Mortgage Guaranty .....  | 53 |
| Schedule P - Part 1T - Warranty .....  | 54 |
| Schedule P - Part 2, Part 3 and Part 4 - Summary .....   | 32 |
| Schedule P - Part 2A - Homeowners/Farmowners .....   | 55 |
| Schedule P - Part 2B - Private Passenger Auto Liability/Medical .....  | 55 |
| Schedule P - Part 2C - Commercial Auto/Truck Liability/Medical .....   | 55 |
| Schedule P - Part 2D - Workers' Compensation (Excluding Excess Workers' Compensation) .....                        | 55 |
| Schedule P - Part 2E - Commercial Multiple Peril .....   | 55 |
| Schedule P - Part 2F - Section 1 - Medical Professional Liability - Occurrence .....                               | 56 |
| Schedule P - Part 2F - Section 2 - Medical Professional Liability - Claims-Made .....                              | 56 |
| Schedule P - Part 2G - Special Liability (Ocean Marine, Aircraft (All Perils), Boiler and Machinery) .....         | 56 |
| Schedule P - Part 2H - Section 1 - Other Liability - Occurrence .....  | 56 |
| Schedule P - Part 2H - Section 2 - Other Liability - Claims-Made .....   | 56 |
| Schedule P - Part 2I - Special Property (Fire, Allied Lines, Inland Marine, Earthquake, Burglary, and Theft) ..... | 57 |
| Schedule P - Part 2J - Auto Physical Damage .....  | 57 |
| Schedule P - Part 2K - Fidelity, Surety .....  | 57 |
| Schedule P - Part 2L - Other (Including Credit, Accident and Health) .....   | 57 |
| Schedule P - Part 2M - International .....   | 57 |
| Schedule P - Part 2N - Reinsurance - Nonproportional Assumed Property .....  | 58 |
| Schedule P - Part 2O - Reinsurance - Nonproportional Assumed Liability .....                                       | 58 |
| Schedule P - Part 2P - Reinsurance - Nonproportional Assumed Financial Lines .....                                 | 58 |
| Schedule P - Part 2R - Section 1 - Products Liability - Occurrence .....   | 59 |
| Schedule P - Part 2R - Section 2 - Products Liability - Claims-Made .....  | 59 |
| Schedule P - Part 2S - Financial Guaranty/Mortgage Guaranty .....  | 59 |
| Schedule P - Part 2T - Warranty .....  | 59 |
| Schedule P - Part 3A - Homeowners/Farmowners .....   | 60 |
| Schedule P - Part 3B - Private Passenger Auto Liability/Medical .....  | 60 |
| Schedule P - Part 3C - Commercial Auto/Truck Liability/Medical .....   | 60 |
| Schedule P - Part 3D - Workers' Compensation (Excluding Excess Workers' Compensation) .....                        | 60 |
| Schedule P - Part 3E - Commercial Multiple Peril .....   | 60 |
| Schedule P - Part 3F - Section 1 - Medical Professional Liability - Occurrence .....                               | 61 |
| Schedule P - Part 3F - Section 2 - Medical Professional Liability - Claims-Made .....                              | 61 |
| Schedule P - Part 3G - Special Liability (Ocean Marine, Aircraft (All Perils), Boiler and Machinery) .....         | 61 |
| Schedule P - Part 3H - Section 1 - Other Liability - Occurrence .....  | 61 |
| Schedule P - Part 3H - Section 2 - Other Liability - Claims-Made .....   | 61 |
| Schedule P - Part 3I - Special Property (Fire, Allied Lines, Inland Marine, Earthquake, Burglary, and Theft) ..... | 62 |
| Schedule P - Part 3J - Auto Physical Damage .....  | 62 |
| Schedule P - Part 3K - Fidelity/Surety .....   | 62 |
| Schedule P - Part 3L - Other (Including Credit, Accident and Health) .....   | 62 |
| Schedule P - Part 3M - International .....   | 62 |
| Schedule P - Part 3N - Reinsurance - Nonproportional Assumed Property .....  | 63 |
| Schedule P - Part 3O - Reinsurance - Nonproportional Assumed Liability .....                                       | 63 |
| Schedule P - Part 3P - Reinsurance - Nonproportional Assumed Financial Lines .....                                 | 63 |
| Schedule P - Part 3R - Section 1 - Products Liability - Occurrence .....   | 64 |
| Schedule P - Part 3R - Section 2 - Products Liability - Claims-Made .....  | 64 |
| Schedule P - Part 3S - Financial Guaranty/Mortgage Guaranty .....  | 64 |
| Schedule P - Part 3T - Warranty .....  | 64 |

## **ANNUAL STATEMENT BLANK (Continued)**

|   |      |
|---|------|
| Schedule P - Part 4A - Homeowners/Farmowners  | 65   |
| Schedule P - Part 4B - Private Passenger Auto Liability/Medical   | 65   |
| Schedule P - Part 4C - Commercial Auto/Truck Liability/Medical  | 65   |
| Schedule P - Part 4D - Workers' Compensation (Excluding Excess Workers' Compensation)                       | 65   |
| Schedule P - Part 4E - Commercial Multiple Peril  | 65   |
| Schedule P - Part 4F - Section 1 - Medical Professional Liability - Occurrence                              | 66   |
| Schedule P - Part 4F - Section 2 - Medical Professional Liability - Claims-Made                             | 66   |
| Schedule P - Part 4G - Special Liability (Ocean Marine, Aircraft (All Perils), Boiler and Machinery)        | 66   |
| Schedule P - Part 4H - Section 1 - Other Liability - Occurrence   | 66   |
| Schedule P - Part 4H - Section 2 - Other Liability - Claims-Made  | 66   |
| Schedule P - Part 4I - Special Property (Fire, Allied Lines, Inland Marine, Earthquake, Burglary and Theft) | 67   |
| Schedule P - Part 4J - Auto Physical Damage   | 67   |
| Schedule P - Part 4K - Fidelity/Surety  | 67   |
| Schedule P - Part 4L - Other (Including Credit, Accident and Health)  | 67   |
| Schedule P - Part 4M - International  | 67   |
| Schedule P - Part 4N - Reinsurance - Nonproportional Assumed Property                                       | 68   |
| Schedule P - Part 4O - Reinsurance - Nonproportional Assumed Liability                                      | 68   |
| Schedule P - Part 4P - Reinsurance - Nonproportional Assumed Financial Lines                                | 68   |
| Schedule P - Part 4R - Section 1 - Products Liability - Occurrence  | 69   |
| Schedule P - Part 4R - Section 2 - Products Liability - Claims-Made   | 69   |
| Schedule P - Part 4S - Financial Guaranty/Mortgage Guaranty   | 69   |
| Schedule P - Part 4T - Warranty   | 69   |
| Schedule P - Part 5A - Homeowners/Farmowners  | 70   |
| Schedule P - Part 5B - Private Passenger Auto Liability/Medical   | 71   |
| Schedule P - Part 5C - Commercial Auto/Truck Liability/Medical  | 72   |
| Schedule P - Part 5D - Workers' Compensation (Excluding Excess Workers' Compensation)                       | 73   |
| Schedule P - Part 5E - Commercial Multiple Peril  | 74   |
| Schedule P - Part 5F - Medical Professional Liability - Claims-Made   | 76   |
| Schedule P - Part 5F - Medical Professional Liability - Occurrence  | 75   |
| Schedule P - Part 5H - Other Liability - Claims-Made  | 78   |
| Schedule P - Part 5H - Other Liability - Occurrence   | 77   |
| Schedule P - Part 5R - Products Liability - Claims-Made   | 80   |
| Schedule P - Part 5R - Products Liability - Occurrence  | 79   |
| Schedule P - Part 5T - Warranty   | 81   |
| Schedule P - Part 6C - Commercial Auto/Truck Liability/Medical  | 82   |
| Schedule P - Part 6D - Workers' Compensation (Excluding Excess Workers' Compensation)                       | 82   |
| Schedule P - Part 6E - Commercial Multiple Peril  | 83   |
| Schedule P - Part 6H - Other Liability - Claims-Made  | 84   |
| Schedule P - Part 6H - Other Liability - Occurrence   | 83   |
| Schedule P - Part 6M - International  | 84   |
| Schedule P - Part 6N - Reinsurance - Nonproportional Assumed Property                                       | 85   |
| Schedule P - Part 6O - Reinsurance - Nonproportional Assumed Liability                                      | 85   |
| Schedule P - Part 6R - Products Liability - Claims-Made   | 86   |
| Schedule P - Part 6R - Products Liability - Occurrence  | 86   |
| Schedule P - Part 7A - Primary Loss Sensitive Contracts   | 87   |
| Schedule P - Part 7B - Reinsurance Loss Sensitive Contracts   | 89   |
| Schedule P Interrogatories  | 91   |
| Schedule T - Exhibit of Premiums Written  | 92   |
| Schedule T - Part 2 - Interstate Compact  | 93   |
| Schedule Y - Information Concerning Activities of Insurer Members of a Holding Company Group                | 94   |
| Schedule Y - Part 1A - Detail of Insurance Holding Company System   | 95   |
| Schedule Y - Part 2 - Summary of Insurer's Transactions With Any Affiliates                                 | 96   |
| Statement of Income   | 4    |
| Summary Investment Schedule   | SI01 |
| Supplemental Exhibits and Schedules Interrogatories   | 97   |
| Underwriting and Investment Exhibit Part 1  | 6    |
| Underwriting and Investment Exhibit Part 1A   | 7    |
| Underwriting and Investment Exhibit Part 1B   | 8    |
| Underwriting and Investment Exhibit Part 2  | 9    |
| Underwriting and Investment Exhibit Part 2A   | 10   |
| Underwriting and Investment Exhibit Part 3  | 11   |