

Establishing Connectivity for Strategic Vision and Priorities

January 8, 2007

Building A Great Company



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NW Strategic Vision - *On Your Side Service*
Financial Discipline
Strategic Planning
Shared Business Model
Imaginationwide
—Building A Great Company Model

NW Mission - To create value by helping US consumers and small businesses protect their autos, homes and businesses while building a secure financial future.
—New Board Member Orientation Packet



Establishing Connectivity for Strategic Vision and Priorities *cont'd*

Business Priorities - PCIO
Nationwide Financial
Scottsdale
Health & Productivity

NW Priorities - Focus on the customer
Strengthen the Core
Build for Growth
Manage capital and risk
—2007 Operating Plan

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Establishing Connectivity for Strategic Vision and Priorities *cont'd*

OCLO Objectives - Currently being identified by OCLO Leadership Team

OCLO Priorities - Strategy
Risk Management
People

OCLO Strategic Vision - Deliver exceptional service and risk management to the Nationwide businesses and their customers.



Establishing Connectivity for Strategic Vision and Priorities *conclusion*



VISION

Partner with and deliver exceptional service to the Nationwide businesses and their customers.

PRIORITIES



OCLO 2007 Strategy



Nationwide[®]
On Your Side