

ADDITIONAL INFORMATION

The Securities and Exchange Commission requires the Company to provide you with certain additional information as part of this Annual Report, including information on the market for the Company’s Class A common stock and certain information concerning the Company’s revenue. The following information is being provided pursuant to such requirements.

MARKET FOR REGISTRANT’S COMMON EQUITY AND RELATED STOCKHOLDER MATTERS

COMMON STOCK: The Company’s Class A common stock is listed on the New York Stock Exchange (“NYSE”) and trades under the symbol “NUS.” The Company’s Class B common stock has no established trading market. The following table is based upon information available to the Company and sets forth the range of the high and low sales prices for the Company’s Class A common stock for the quarterly periods during 1999 and 2000 based upon quotations on the NYSE.

Quarter Ended	High	Low
March 31, 1999	\$ 25.25	\$ 17.75
June 30, 1999	22.88	15.50
September 30, 1999	22.00	10.69
December 31, 1999	14.63	8.50

Quarter Ended	High	Low
March 31, 2000	\$ 10.38	\$ 7.88
June 30, 2000	8.25	5.75
September 30, 2000	7.50	5.50
December 31, 2000	6.75	4.25

The market price of the Company’s Class A common stock is subject to significant fluctuations in response to variations in the Company’s quarterly operating results, general trends in the market for the Company’s products and product candidates, economic and currency exchange issues in the foreign markets in which the Company operates and other factors, many of which are not within the control of the Company. In addi-

tion, broad market fluctuations, as well as general economic, business and political conditions, may adversely affect the market for the Company’s Class A common stock, regardless of the Company’s actual or projected performance.

The closing price of the Company’s Class A common stock on March 9, 2001 was \$8.01. The approximate number of holders of record of the Company’s Class A common stock and Class B common stock as of March 9, 2001 was 896 and 57, respectively. This number of record holders does not represent the actual number of beneficial owners of shares of the Company’s Class A common stock because shares are frequently held in “street name” by securities dealers and others for the benefit of individual owners who have the right to vote their shares.

In February 2001, the board of directors authorized the Company to declare a quarterly cash dividend of \$0.05 per share for all classes of common stock. This initial quarterly cash dividend will be paid on March 28, 2001, to stockholders of record on March 12, 2001. Management believes that cash flows from operations will be sufficient to fund this and future dividend payments.

FOREIGN AND DOMESTIC REVENUE

Information on the Company’s foreign and domestic revenue is contained in Note 19 to the Financial Statements.

REVENUE BY PRODUCT CLASS

The following table sets forth the percentage of revenue for each of the last three years for the two classes of similar products (personal care and related products and nutritional supplements and related products) that accounted for more than 10% of revenue during 2000.

Class of Product	Year Ended December 31,	1998	1999	2000
Personal Care		61.4%	56.3%	50.7%
Nutritional Supplements		38.6	42.4	44.1

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