

NU SKIN

AT A GLANCE

Nu Skin Enterprises, Inc. (NYSE: NUS) is a global integrated beauty and wellness company, powered by a dynamic affiliate opportunity platform. The company helps people look, feel and live their best with products that combine the latest insights of science, technology and nature. Backed by nearly 40 years of scientific research, Nu Skin develops innovative products for personal care, nutrition and anti-aging.

\$2.23B

2022 revenue

~50

global markets

20+

premium brands

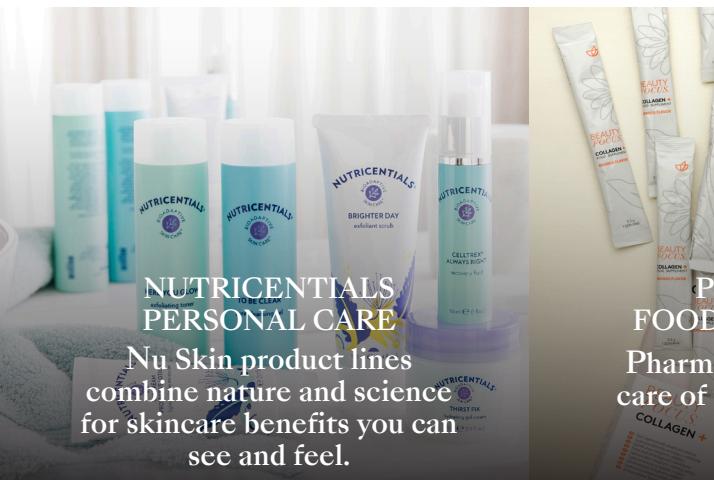
66M

products sold in 2022

~3,800

employees

OUR THREE MASTER BRANDS



**NUTRICENTIALS
PERSONAL CARE**
Nu Skin product lines
combine nature and science
for skincare benefits you can
see and feel.



**PHARMANEX
FOOD SUPPLEMENTS**
Pharmanex products take
care of your body from the
inside out.



**AGELOC
ANTI-AGING**
Nu Skin's ageLOC products
target the sources of aging
to help preserve the look of
youth.

The World's #1 brand for Beauty
Device Systems for 6 consecutive
years*



*Source Euromonitor International Limited; Retail Value RSP terms; all channels; 2017 to 2022. Beauty Systems are at-home Skin Care Beauty Devices that are exclusively paired or recommended to be used with a topical consumable of the same brand. Claim verification based on Euromonitor custom research and methodology conducted April -June of 2023. Sales of at-home skin care beauty devices includes sales of electric facial cleansers as defined in Passport database. This category does not include hair care/removal appliances, body shavers, and oral care appliances.

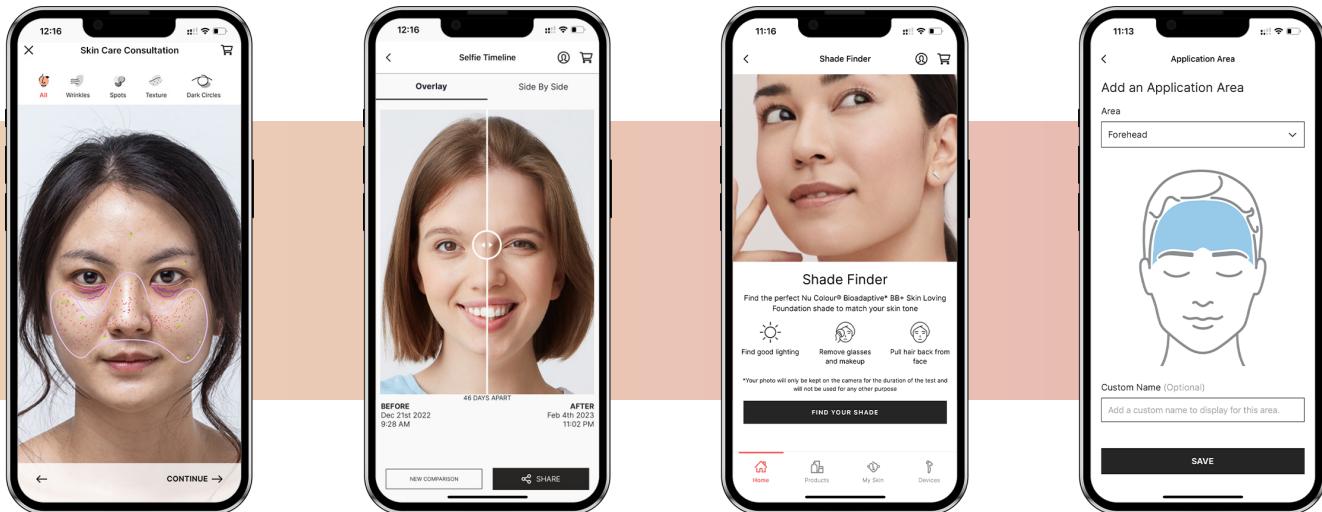


BEAUTY AND WELLNESS

A holistic beauty and wellness brand that empowers consumers through personalised, integrated solutions.

PERSONALISED

The Nu Skin Vera app helps consumers identify the right beauty products and guides them to get the most out of their skin care regimens.



Uses a lifestyle and skin questionnaire and smart facial scanning to provide personalised product recommendations.

Makes it easy to track and share results via a selfie timeline.

Helps find the best product match for your skin tone.

Provides a step-by-step guide for using products and customising skin care.

INTEGRATED



A balanced portfolio of beauty and wellness products with a holistic, inside-outside approach. Beauty devices combined with topical products for extraordinary skin appearance benefits and efficacy. Our ageLOC LumiSpa iO beauty device connects to IoT Technology to provide an immersive, personalised experience.

SCIENCE-BASED

Nu Skin stays at the forefront of innovation and scientific discovery and ensures the highest quality control:

- 11 state-of-the-art labs in the U.S. and China
- More than 75 in-house scientists
- Nu Skin's Six-step quality assurance program





FORCE FOR GOOD

A fundamental aspect of Nu Skin's mission is to be a force for good throughout the world.

Social impact

\$6.7M+

in charitable
assistance
in 2022

50+

countries impacted by
charitable projects

800M+

meals purchased
and donated*
since 2002

~120+

children fed per day*



Nu Skin Charitable Funding Highlights

- 29,000+ heart surgeries performed since 1999 (1,300+ in 2022)
- ~11,000 farmers in Malawi trained on agricultural practices and self-reliance since 2007
- 161 water wells drilled impacting 17,000 households in Malawi since 2016
- 9 projects to protect marine habitats in 2022 with Nu Skin's help



SUSTAINABILITY

2019

Developed an internal environmental impact scoring system

2020

Improved the environmental impact of top 20 products



2023

Goal: Assess, score and make plans to improve the environmental impact of 100% of our products

2030

Goal: Change all packaging to be recycled, recyclable, reusable, reduced or renewable



Nutricentials Bioadaptive Skin Care line features sustainably improved packaging**

Member of the EcoBeautyScore Consortium to drive industry standards for sustainable beauty products



*Nu Skin is a for-profit distributor of nutritional and skin care products and is traded on the New York Stock Exchange (NUS). Nourish the Children is an initiative of Nu Skin and is registered in some states as a commercial co-venture. The initiative enables Nu Skin's brand affiliates and customers to purchase VitaMeal from Nu Skin and donate it to charitable organizations to help solve the complex world problem of feeding malnourished children. The price of VitaMeal includes the cost of manufacturing, general overhead, distribution and sales. As is the case with other Nu Skin products, brand affiliates are paid commissions and Nu Skin earns a profit margin from each sale of VitaMeal.

**All bottles in our new-look Nutricentials are made from 100% post-consumer recycled (PCR) plastic. Likewise, most tubes contain 34-35% PCR plastic, apart from Eye Love Bright Eyes which contains 40% and Complexion Protection which contains 61%. All these values exclude the cap. The carton used in our packaging is FSC certified (FSC™ C107989).