

WHO WE ARE

Nu Skin is a **worldwide personal care and wellness company** that *helps people look and feel young* thanks to a large range of premium, *award-winning products* that blend the best of *science, nature, and technology*.

1984 Founded **4800+** Employees **≈50** Markets **1.4M+** Customers **64,000+** Sales Leaders

MISSION

Our Mission is to be **a global force for good** by *empowering people to improve lives* with innovative products, rewarding opportunities and an enriching culture.

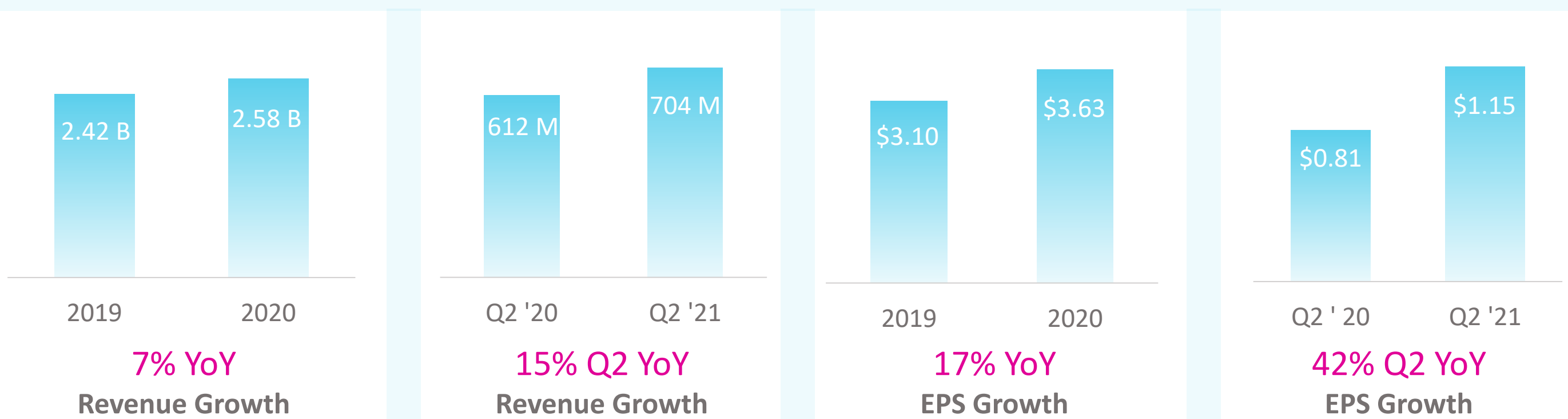
VISION

Our Vision is to become the **world's leading innovative beauty and wellness company**, powered by our dynamic *affiliate opportunity platform*.

More than **90%** of revenue from online transactions

20th year of increasing annual dividends

Operating margin increased 260 basis points to **12.1%** in Q2



RECENT COMPANY WINS



World's #1 brand for beauty device systems*



Launched **ageLOC Boost & Nutricentials Bioadaptives**



27% manufacturing YoY revenue growth in Q2



15% increase in global sales leaders in Q2



≈30% of revenue coming from beauty device systems



Double digit growth in West markets with adoption of social commerce business and digital tools

*Source Euromonitor International Limited; Retail Value RSP terms; all channels; 2017 to 2020. 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 January-March of 2021. 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.



Products & Services

- **Beauty Devices:** facial, body, and hair treatment devices and associated topical products
- **Wellness:** supplements, healthy foods and beverages, and biophotonic scanner
- **Beauty:** skin care, hair care, body care, and make up

Awards

- **World's #1** brand for beauty device systems 2017-2020*
- **Bronze winner** from the *Edison Awards* in the advance skin care category for ageLOC Boost.
- AgeLOC LumiSpa was named **Best Cleansing Device** in 2020 and 2021 by *New Beauty Magazine*
- **Best places to work** for the 6th straight year by *Direct Selling News*
- **Global Green Beauty Awards** recognized *Nutricentials* and *Epoch* products for sustainability
- **Bravo Global Good Award** 2021 from *Direct Selling News*

FORCE FOR GOOD



Force for Good Foundation **empowers children** around the world with hope for a brighter future



Nu Skin has donated more than **700 million meals** to malnourished children around the world.



Nu Skin is engaged in our own backyards. We actively **serve and improve the local communities** where we live and work.



Nu Skin is proud to be part of a global effort to **reduce packaging waste, preserve our fragile native environments**, and source and deliver responsibly.

forceforgood.org

KEY MANAGEMENT



Ritch Wood
CEO



Ryan Napierski
President & CEO Elect



Mark Lawrence
CFO

BOARD OF DIRECTORS

Steven J. Lund

Simon Shen

Ryan S. Napierski

Daniel W. Campbell

Emma Battle

Andrew D. Lipman

Laura Nathanson

Edwina D Woodbury

Thomas R. Pisano

WHY INVEST IN NU SKIN?

Nu Skin continues to advance our vision of becoming the world's leading beauty and wellness company, powered by our dynamic affiliate opportunity platform. We continue to be a leader in beauty device systems, as well as deliver a strong balance sheet, healthy cash production, growing affiliate and customer base, and increasing profitability.

IR CONTACT

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