



POLICIES &
PROCEDURES
INDONESIA



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Chapter 1 Your Brand Affiliate Account

1 Becoming a Brand Affiliate

1.1 Applying to Become a Brand Affiliate

You may apply to become a Brand Affiliate by completing, signing, and returning a hardcopy Brand Affiliate Agreement to the Company or through online registration on the Company's website.

The requirement to become a Nu Skin Indonesia Affiliate Brand is to register Rp. 300,000, - and get a Business Portfolio (Starter Kit) for free.

1.2 One Individual per Brand Affiliate Account

Only one individual may apply for a Brand Affiliate Account and submit a Brand Affiliate Agreement to the Company. If the individual also wants to include a spouse on the Brand Affiliate Agreement, then the spouse may also be included on the Brand Affiliate Agreement. Except for the addition of spouses as otherwise provided in a specific Authorized Market, if more than one Person wants to participate in a Brand Affiliate Account, then the Persons must apply either as a Business Entity or as a Brand Affiliate Account with joint participation as set forth in Sections 1.10 and 1.10A of this Chapter 1 respectively.

1.3 Age Requirements

You must be at least 18 years old to become a Brand Affiliate.

1.4 Minors

(Not Applicable)

1.5 Legal Residency

Your Brand Affiliate Agreement must be filed and your Brand Affiliate Account maintained in the market where you are a legal resident or citizen and where you have a legal right to do the business. If you are unable to prove your legal residency, citizenship, or legal right to do business in the market where you have filed your Brand Affiliate Agreement, Nu Skin may declare your Brand Affiliate Agreement void from its inception. You may only file to be a Brand Affiliate in an Authorized Market.

1.6 Former Brand Affiliates

If you have been a Brand Affiliate you may only apply to become a new Brand Affiliate under your original Sponsor unless you meet the criteria in Section 3.3 of this Chapter 1 for signing up under a new Sponsor.

1.7 Spouses

If the spouse of a Brand Affiliate wants to become a Brand Affiliate, the spouse must be added to the Brand Affiliate Account previously formed by the other spouse. If the spouse of a former Brand Affiliate wants to become a Brand Affiliate, then the spouse must apply to become a Brand Affiliate under the Sponsor of the spouse's former Brand Affiliate Account unless the applicable inactive period regarding Business Activity of the former Brand Affiliate has lapsed as set forth in Section 3.3 of this Chapter 1.

1.8 Acceptance of your Brand Affiliate Agreement

The Company reserves the right to reject any application for a Brand Affiliate Account at its own discretion. You become an approved Brand Affiliate upon the acceptance and processing of your Brand Affiliate Agreement by the Company. In the event the Company gets more than one Brand Affiliate Agreement from an applicant, the first Brand Affiliate Agreement received by the Company is the one that determines who your Sponsor is.

1.9 Tax Payer Identification Number

You will be required to provide Nu Skin with your Indonesia Taxpayer Registration Number (NPWP) before you are eligible to receive a Bonus, or when otherwise required by Nu Skin for tax or other purposes. This requirement also applies to spouses who sign the Brand Affiliate Agreement. In the event you sign up using a Business Entity, you must provide the NPWP of the Business Entity and NPWP of each Participant in the Business Entity. Nu Skin may also place a sales order or Bonus hold on your account until you provide your NPWP and your NPWP has been verified.

1.10 Business Entities

A Business Entity may apply to become a Brand Affiliate by completing, signing, and returning a Business Entity Form, signed by all the Participants, together with a Brand Affiliate Agreement. In addition, the following other requirements apply to Business Entities:

- (a) Each Participant must be a citizen or legal resident and have the legal right to do business in the market where the Business Entity's Brand Affiliate Agreement has been filed, and must be able to provide proof of such. If the Business Entity is unable to provide this proof upon the Company's request, the Company may declare the Brand Affiliate Agreement void from its inception. You should be aware that merely being listed as a member of a Business Entity does not necessarily grant you any legal right to do business;
- (b) Bonuses will be issued in the name of the Business Entity. The Company will not have any liability to you if the Business Entity or any Participant in the Business Entity fails to allocate and pay any portion of the Bonuses received by the Business Entity among the multiple Participants in the Business Entity, or for any incorrect allocation and payment; and
- (c) One Participant will be designated as the Authorized Representative of the Business Entity and the Company may rely and act on any information provided by the Authorized Representative.

1.10 A Brand Affiliate Account with Joint Participation

You may apply to add some other individual(s) as Additional Participant(s) to jointly participate in your Brand Affiliate Account by completing, signing, and returning a Joint Participation Form, signed by you as the Principal Brand Affiliate and each of the Additional Participants, together with a Brand Affiliate Agreement. In addition, the following other requirements apply to a Brand Affiliate Account with joint participation:

- (a) Each of the Additional Participants must be a citizen or legal resident and has the legal right to do business in the market where the Principal Brand Affiliate has filed his Brand Affiliate Agreement, and must be able to provide proof of such. Each of the Participants should be aware that merely being listed as an Additional Participant in your Brand Affiliate Account does not necessarily grant any legal right for that Participant to do business;
- (b) The Principal Brand Affiliate is the sole individual authorized to take any action on behalf of the Brand Affiliate Account with respect to the Brand Affiliate Agreement (including the execution of any such agreements) or any other matter relating to the Company, and that the Company shall be entitled to rely on the authority and instructions of the Principal Brand Affiliate with respect to all matters pertaining to the Brand Affiliate Agreement (including amounts payable as Bonuses thereunder) or the Company;
- (c) Each of the Additional Participants is jointly liable for the acts and omissions of any of the Participants in connection with the Brand Affiliate Account, and the Company may take action against the Brand Affiliate Account for a violation of the Policies and Procedures by any of the Participants; and
- (d) All Bonuses and other benefits generated by or attributable to the Brand Affiliate Account (including through the efforts of the Additional Participants) shall be paid or provided directly to the Principal Brand Affiliate and none of the Additional Participants, whether individually or collectively, shall have any claim against the Company with respect to such Bonuses or other benefits.

1.11 Changing to a Business Entity

If you want to change the form of your Brand Affiliate Account from an individual to a Business Entity, you may do so at any time. This change is subject to any applicable legal requirements and requires the completion and delivery of a Business Entity Form to the Company.

1.12 Temporary Accounts

When you apply by fax or online a temporary account will be established. You may operate a temporary account for up to 60 days. When you have set up a temporary account you are bound by all the provisions of the Contract. You may apply to make a temporary account permanent by submitting a copy of identity card (KTP) to the Company. If any temporary account is not made permanent within 60 days, sales order and Bonus holds may be placed on the account. If any temporary account is not made permanent within 90 days, it may be terminated.

2 Personal Information

2.1 Collection of Personal Information

Nu Skin is aware of and responsive to your concerns regarding how information about you is collected, used and shared as a result of your becoming a Brand Affiliate. Nu Skin respects your privacy and is committed to protecting the privacy of Brand Affiliates. Nu Skin collects from you and holds certain personal information about you in order to provide you with support, the benefits of being a Brand Affiliate, and communicating with you regarding (i) Products and promotional offers, (ii) your Brand Affiliate Account and Teams, (iii) Bonuses, and (iv) other relevant business issues. All information submitted by you will be held by Nu Skin at its corporate headquarters in the United States, its regional headquarters, and/or its local affiliated companies in your Resident Market. You have the right to access and verify your personal information held by Nu Skin by contacting the call center for your Resident Market.

2.2 Authorization to Use Your Personal Information

You authorize Nu Skin to:

- (a) transfer and disclose personal and/or confidential information, (a) which you have provided to Nu Skin in connection with your Brand Affiliate Account and Team, or (b) that has been developed as a result of your activity as a Brand Affiliate, to (i) its parent and affiliated companies wherever located, (ii) your upline Brand Affiliates when Nu Skin determines it is appropriate, and (iii) applicable government agencies or regulatory bodies if required by law. You will have the option to block the transfer of certain information that may be provided to your upline Brand Affiliates.
- (b) use your personal information for Brand Affiliate recognition and Nu Skin's Business Support Materials and Services unless you request in writing that Nu Skin not to do so.
- (c) use your personal information described above, and you further agree that any other disclosure of your personal information will be governed by Nu Skin's Privacy Policy, as it may be published and modified from time to time.

3 Maintaining Your Brand Affiliate Account

3.1 Keeping your Brand Affiliate Agreement, Business Entity Form and Joint Participation Form Current

- (a) As a Brand Affiliate, it is your duty to keep the information contained in your Brand Affiliate Agreement, Business Entity Form or Joint Participation Form current and accurate. You must immediately inform the Company of any changes affecting the accuracy of information contained in these documents. The Company may terminate a Brand Affiliate Account or declare a Brand Affiliate Agreement void from its inception if the Company determines false or inaccurate information was provided.

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If you fail to update your Brand Affiliate Agreement, Business Entity Form or Joint Participation Form, holds may be placed on your account or other disciplinary action may be taken, including termination.

- (b) You must submit a new Brand Affiliate Agreement, Business Entity Form or Joint Participation Form with “Amended” written across the top to change your Brand Affiliate Account information. Any amended Brand Affiliate Agreement must be signed by you. A Business Entity’s amended Brand Affiliate Agreement must be signed by the Authorized Representative of the Business Entity. An amended Business Entity Form must be signed by the Authorized Representative and all new Participants of the Business Entity. The amended Brand Affiliate Agreement of a Brand Affiliate Account with joint participation must be signed by the Principal Brand Affiliate. An amended Joint Participation Form must be signed by all Participants in the Brand Affiliate Account. The Company may charge a fee for processing changes to the Brand Affiliate Agreement, Business Entity Form or Joint Participation Form. The Company may refuse to accept any amendments.

3.2 Adding a New Participant

You may not allow a Person to engage in any Business Activity for, or have a Beneficial Interest in, your Brand Affiliate Account, unless your Brand Affiliate Account is a Business Entity or is a Brand Affiliate Account with joint participation and that Person has applied to become a Participant and such application has been accepted by the Company. The Company may reject any such application in its sole discretion. If the Company rejects the application, the Person may not participate in the Brand Affiliate Account.

3.3 Starting a Brand Affiliate Account under a New Sponsor

If you are a former Brand Affiliate, you may establish a new Brand Affiliate Account under a new Sponsor only if you have not engaged in any Business Activity (whether for your Brand Affiliate Account or the Brand Affiliate Account of another Person) for the indicated inactive period:

Account type during the 24 months preceding the most recent Business Activity	Inactive Period
If you ever achieved Brand Representative or higher	12 months
Brand Affiliate only	6 months

When Nu Skin concludes that an inappropriate Sponsor change has occurred or has been solicited, the second-in-time Brand Affiliate Account may be returned to and be merged with the first-in-time Brand Affiliate Account and Nu Skin may pursue other remedies listed in Chapter 6.

3.4 One Brand Affiliate Account per Individual

You are not allowed to have a Beneficial Interest in more than one Brand Affiliate Account except as follows: (i) marriage of two Brand Affiliates who each had a Brand Affiliate Account prior to the marriage, (ii) inheritance of a Brand Affiliate Account by an existing Brand Affiliate, or (iii) as otherwise approved in writing by Nu Skin.

3.5 Acquisition of Beneficial Interest in and Merger of Brand Affiliate Accounts

- (a) Overview. Occasionally, a Brand Affiliate wishes to form a partnership with another existing Brand Affiliate and merge the two Brand Affiliate Accounts or acquire a Beneficial Interest in a Brand Affiliate Account. Except as provided in this Section 3.5, the formation of a partnership between Brand Affiliates, the merger of Brand Affiliate Accounts, or the acquisition of a Beneficial Interest in a Brand Affiliate Account by a Brand Affiliate who has engaged in any Business Activity, is prohibited.
- (b) Acquisition of Beneficial Interest. Except for those circumstances that may be approved by Nu Skin in its sole discretion, if you have engaged in any Business Activity, you may not, at any time, acquire a Beneficial Interest in a pre-existing Brand Affiliate Account under a different Sponsor (whether by purchase, merger, partnership, or otherwise) unless (i) you have terminated your Brand Affiliate Account and had no Business Activity for the applicable inactive period described in Section 3.3 of this Chapter 1, and (ii) the Brand Affiliate Agreement for the Brand Affiliate Account in which you want to acquire a Beneficial Interest was submitted to Nu Skin after the applicable inactive period for your Business Activity as described in (i) above. The prohibitions of this Subsection (b) supersede the provisions of subsection (c) of this Section 3.5.
- (c) Merger. Nu Skin may, in its sole discretion, consider mergers of Brand Affiliate Accounts in the following limited cases: (a) vertical mergers with (i) your immediate upline sponsor, or (ii) a Brand Affiliate that is on your first level; and (b) any other merger as may be approved by Nu Skin in its sole discretion.
- (d) Company Review and Additional Requirements. In any case involving the proposed formation of a partnership, mergers, or acquisitions of a Beneficial Interest, Nu Skin will, in its sole discretion, decide whether to approve a requested exception to these Policies and Procedures. During its review Nu Skin may impose additional requirements that it deems necessary, including upline notifications and/or approvals.

4 Transferring and Terminating your Brand Affiliate Account

4.1 Transferring Brand Affiliate Accounts

You may not transfer your Brand Affiliate Account or any rights therein, unless you have received the prior written consent of Nu Skin, which will not be unreasonably withheld. Nu Skin will not consent to any proposed transfer if it determines that the proposed transfer is not substantive and is being done to avoid the requirements of these Policies and Procedures. Nu Skin will not recognize any assignment, and the transferee will have no rights until the transfer has been approved by Nu Skin. Any exceptions and waivers Nu Skin has made to the Contract for the benefit of a Brand Affiliate Account will terminate upon the transfer unless otherwise provided in a written agreement by Nu Skin.

4.2 Transfers Upon Death

- (a) Individuals. If you are an individual, upon your death, your Brand Affiliate Account may be passed on to your heirs, or other beneficiaries whether by will, intestate succession, or otherwise. The

transfer will be recognized by Nu Skin when a court order or proper legal document addressing the transfer to a qualified transferee is submitted to Nu Skin. Nu Skin encourages you to make appropriate arrangements in consultation with an estate-planning attorney for the transfer of your Brand Affiliate Account.

- (b) Participant in a Business Entity. If you are a Participant in a Business Entity, upon your death your interest in the Brand Affiliate Account will be transferred according to the Business Entity's legal documents and applicable law governing the transfer, provided that all Persons of the transferee are qualified to hold an interest in a Brand Affiliate Account under these Policies and Procedures. The transfer of your interest will be recognized by Nu Skin when a court order or proper legal documents addressing the transfer to a qualified transferee are submitted to Nu Skin.
- (c) During any time that a Brand Affiliate Account may be temporarily without an owner, or a gap in ownership occurs due to probate or other court procedures, the upline Executive Brand Director or above will be responsible for operating this Brand Affiliate Account. As payment for their services, the upline Executive Brand Director or above will be entitled to a service fee. This fee will be an amount equal to 15 percent of the Brand Affiliate Account's net Bonuses, which the Company will deduct from the Brand Affiliate Account's net Bonuses.

4.3 Divorce

In the event of a divorce, Nu Skin will neither determine the division of nor divide a Brand Affiliate Account or a Team. Generally, Nu Skin will not divide Bonuses or other rewards. Nu Skin may, however, in its sole discretion, on a case-by-case basis, divide Bonuses on a simple, fixed-percentage basis, pursuant to a court order or the written consent of both parties. IF NUSKIN AGREES TO DIVIDE BONUSES ON A SIMPLE, FIXED PERCENTAGE BASIS, THE PARTIES TO THE BRAND AFFILIATE ACCOUNT AGREE TO HOLD NUSKIN HARMLESS FROM ANY AND ALL LIABILITIES, LOSSES, COSTS, DAMAGES, JUDGMENTS, OR EXPENSES, INCLUDING REASONABLE ATTORNEY'S FEES, RESULTING OR ARISING FROM, DIRECTLY OR INDIRECTLY, ANY ACTS OR OMISSIONS BY NUSKIN IN DIVIDING THE BONUSES. Nu Skin has the right to withhold Bonuses in the event of a dispute among spouses regarding a Brand Affiliate Account. Nu Skin may charge a fee to Brand Affiliates each month as payment for its services in dividing Bonus payments.

4.4 Right to Terminate

You may terminate your Brand Affiliate Account at any time. Please see Section 3.9 of Chapter 6 for details.

Chapter 2 Operating Your Business

1 Business Ethics

1.1 DSA Code of Ethics

Nu Skin is part of the network of NSI, while NSI is a member of the Direct Selling Association (DSA) in the United States and in many markets around the world and abides by the DSA Code of Ethics. Along with the ethical guidelines of this Section, you are strongly encouraged to read the DSA Code of Ethics and adopt its principles in your business operations. The DSA Code of Ethics can be found at www.dsa.org.

1.2 Purpose of Your Business

The primary purpose of your business and Nu Skin is to sell high quality Products to retail customers. As part of this process you may sponsor other Brand Affiliates in the business to build your sales organization. However, the recruitment of other Brand Affiliates is not your primary focus, but rather an integral part of your fundamental obligation to sell Products and increase the sales of Products to retail customers by your Team.

1.3 General Ethics

You must operate your Brand Affiliate Account in an ethical, professional, and courteous manner. This means, among other things, the following:

- You must comply with the Contract and with applicable law.
- You must operate your Brand Affiliate Account honestly.
- You should indicate to prospective customers and Brand Affiliates who you are, why you have contacted them, and what Products you are selling.
- You may not make false or misleading claims about potential earnings under the Sales Compensation Plan or about the benefits of using the Products.
- You may not pressure any Brand Affiliates or prospective Brand Affiliates to operate in a financially irresponsible way, including, but not limited to, pressuring them to buy more Products or Business Support Materials and Services than they can reasonably use or sell, or to maintain specific inventory requirements.
- You must not encourage or recommend that Brand Affiliates or prospective Brand Affiliates incur debt in order to participate in the business.
- You must explain how to return Products or cancel an order.
- You must not represent to prospective Brand Affiliates that they are required to purchase Products or Product packages to become Brand Affiliates or to become Brand Representatives. Prospective Brand Affiliates must be informed that they may purchase Products individually and not in Product packages.

1.4 Non Disparagement

You may not make any misleading, unfair, inaccurate, or disparaging comparisons, claims, representations, or statements about:

- Nu Skin;
- its Products, or commercial activities;
- other Persons;
- other companies (including competitors); or
- other companies' products, services, or commercial activities.

1.5 Harassment

You must operate your Brand Affiliate Account in a manner that is free of harassment, intimidation, threats, and abuse. Harassment of any kind will not be tolerated, including, but not limited to, race, religion, physical and verbal abuse, or soliciting, encouraging, or consummating any inappropriate or unwelcome written, verbal, electronic or physical relationships, sexual advances, requests for sexual favors, or other physical, verbal, or visual behavior of a sexual nature, with another Brand Affiliate, Nu Skin employee or customer.

1.6 No Contact of Vendors or Scientific Advisory Board Members

You may not contact, either directly or indirectly, Nu Skin's vendors, suppliers, scientific advisory board members, basic research partners, Universities, or any other advisors or consultants of Nu Skin without the prior written consent of Nu Skin.

1.7 Anti-Corruption

You must comply with all anti-corruption laws, including the Foreign Corrupt Practices Act ("FCPA"), in the markets in which Nu Skin does business. The FCPA requires that you never directly or indirectly (i.e. through an agent) make a payment or gift with the purpose of influencing the acts or decisions of foreign officials. There are some limited exceptions to this rule. Because the rules and exceptions relating to anti-corruption are complex, you should consult with your own legal counsel regarding questions relating to compliance with the FCPA or anti-corruption laws. For additional information please refer to Nu Skin's Anti-Corruption Policy in the Corporate Governance section of the Investors link on the Nu Skin Enterprises, Inc. website at www.nuskinenterprises.com/

1.8 Maintaining the Nu Skin's Reputation

You will not act in any way, including your actions outside the scope of your Brand Affiliate Account, which could be considered detrimental to the business or reputation of Nu Skin or its Brand Affiliates. Nu Skin has the right to, in its sole discretion, determine what actions may be considered detrimental and take action against you according to Chapter 6.

1.9 Records Review

As a condition to participating as a Brand Affiliate, you grant Nu Skin the right to review any records related to your Brand Affiliate Account in order to investigate whether you have been operating your Brand Affiliate Account in compliance with these Policies and Procedures. Nu Skin may request to review your Brand Affiliate Account

records at any time and for any reason. You must comply with any request to review your Brand Affiliate Account records by promptly and completely making your true records available for review by Nu Skin.

2 Independent Contractor

2.1 Brand Affiliates are Independent Contractors

You are an independent contractor. You are not an agent, employee, officer, partner, member, or joint-venturer with Nu Skin, and you may not represent yourself as such. You agree that as an independent contractor, you:

- are responsible for your own business decisions and must determine in your sole discretion, when you will work and the number of hours you will work;
- will be paid Bonuses based on sales and not the number of hours you work;
- are subject to entrepreneurial risk and responsible for all losses that you incur as a Brand Affiliate;
- must pay your own license fees and any insurance premiums or the like (if applicable);
- are responsible for all costs of your business including, but not limited to, travel, entertainment, office, clerical, legal, equipment, accounting, and general expenses without advances, reimbursement, or guarantee from Nu Skin; and
- will not be treated as an employee for tax purposes. If you meet a certain Bonus threshold, the Company shall notify the tax authority the Bonuses paid to you in such fiscal year in accordance with the applicable tax return requirements (if any).

2.2 Taxes

You must pay any self-employment taxes required by the relevant tax authority under local laws and regulations.

2.3 No Authority to Act on Behalf of Nu Skin

You have no authority to act on behalf of the Company. This includes, but is not limited to, any attempt to:

- register or reserve Nu Skin names, trademarks, trade names or Products;
- register URLs using Nu Skin names, trademarks or trade names;
- register or secure approval for Products or business practices; or
- establish business or governmental contacts of any kind on Nu Skin's behalf.

You must indemnify Nu Skin for all costs and attorneys' fees incurred by Nu Skin for any remedial action needed to exonerate Nu Skin in the event that you improperly act on behalf of Nu Skin. You must immediately assign to Nu Skin any registration of Nu Skin names, trademarks, trade names, Products, or URLs registered or reserved in violation of this Section without Nu Skin's reimbursement of any costs you incurred.

2.4 Designation as Employer Prohibited

You may not identify Nu Skin as your employer on loan applications, government forms, employment verification requests, applications for unemployment compensation or any other form or document.

3 Ordering Products or Services

3.1 Ordering

You may order Products directly from the Company or its Product centers. There is no minimum order; however, shipping and handling costs may vary depending on the amount of Products ordered.

3.2 Transfer of Title

Title to and risk of loss for any Products you order transfers to you when the Products are shipped or collected.

3.3 Inventory and the 80 Percent Rule

As a Brand Affiliate you have no specific inventory requirements. You must use your own judgment in determining inventory needs based upon reasonably projected retail sales and personal use. You are prohibited from ordering more than a reasonable amount of inventory. By placing an order, you certify that you have sold or consumed at least 80 percent of your total inventory from previous orders.

3.4 Methods of Ordering

The Company does not accept orders on credit. Orders will not be shipped or allowed to be collected until they are paid in full. Payment must be made by cash, credit card, wire transfer or such other method as may be accepted by the Company.

3.5 Issuing Credits

A Company credit may be issued in instances of overpayment, Product exchanges, or in other circumstances when an order cannot be completely filled. The Commissionable Sales Value of the Company credit will be used for Bonus calculations when the credit is used.

3.6 Pricing Changes

The Company maintains the right to change Product prices without prior notice.

3.7 Submitting Orders in the Name of Another Brand Affiliate

You are prohibited from submitting orders in the name of another Brand Affiliate without the other Brand Affiliate's prior written approval. You must provide a copy of written approvals to the Company upon request.

3.8 Payments without Sufficient Funds

If any check or any similar form of payment is returned for insufficient funds or if any credit card payment is reversed, you must immediately make payment to the Company for the full amount of the returned check or reversed credit card payment. If you fail to promptly make such payment you are in

breach of the Contract.

3.9 Use of another Individual's Credit Card

You should not use another individual's credit card to order Products or the Company's Business Support Materials and Services without the individual's prior written approval. You must provide a copy of written approvals to the Company upon request.

3.10 Automatic Re-Ordering Program

(Not Applicable)

3.11 Retailing of Products

- (a) You may only resell Products in your Resident Market. The Products you resell must also be purchased from the Company in your Resident Market, and you may not resell Products in your Resident Market that you acquire from the Company in a Non-Resident Market.
- (b) When you execute your Brand Affiliate Agreement incorporated with an International Sponsor Agreement, you are granted the right to purchase Products in a Non-Resident Market. You may only purchase Products in a Non-Resident Market for personal use or to demonstrate the Products for potential new Brand Affiliates. You cannot resell Products in a Non-Resident Market. You may be subject to additional requirements for a specific market.

4 Product Refunds and Exchanges

4.1 Refund Policy

- (a) Unless otherwise required by applicable law, the Company will:
 - (i) refund ninety percent (90%) of the price, less value added tax and applicable Bonuses (plus applicable tax if prepaid) on unopened and resalable Business Support Materials sold by the Company that are returned within 30 days of the order date by the Brand Affiliate who purchased the Business Support Materials from the Company; or
 - (ii) after deducting an administrative fee equivalent to 10% of the purchase price, refund ninety percent (90%) of the price, less value added tax and applicable Bonuses (plus applicable tax if prepaid) on unopened and resalable Products (except Business Support Materials) sold by the Company that are returned within twelve (12) months of the order date by the Brand Affiliate who purchased the Products from the Company.

The Company does not refund the original shipping costs on Products that you return. In order for the Company to correctly back out the applicable Bonuses on returned Products, you must keep the sales order number from the invoice. You must provide the sales order number to the Company at the time you request a refund. You may also return individual Products that are purchased as part of a kit or package. The form of the refund will be based on the original form of payment such as a bank transfer or a credit card charge. Instead of a refund, the Company may choose other alternatives such as a Product credit. The return of Products may affect your

eligibility to receive Bonuses and your pin level, and if Bonuses have already been paid on the returned Products, then the Company will recoup your Bonuses as set forth below in Section 6.9 of this Chapter 2. The Company does not provide refunds for Products or Business Support Materials and Services purchased from another Brand Affiliate. You must seek a refund directly from the Brand Affiliate who sold you such Products or Business Support Materials and Services.

- (b) (Not Applicable)

4.2 Exchange Policy for Products Purchased Directly from the Company

Unless otherwise required by applicable law, the Company will exchange Products purchased directly from the Company that were incorrectly sent, or are defective, if you notify the Company within 30 days of the date of purchase. If an exchange is not feasible, the Company may issue (i) a Company credit for the amount of the exchanged Products, which may be used to purchase other Products, or (ii) a full refund of the purchase price.

4.3 Procedures for Obtaining a Refund or Exchange

You must comply with the following procedures to obtain a refund or exchange:

- (a) You must receive approval for the return in the form of a Return Merchandise Authorization (“RMA”) number before you ship the return to the Company. This approval must be obtained either by telephone or in writing, and the actual return shipment must be accompanied by the RMA number (Shipping Inquiries at +62-21-30030088);
- (b) The Company will provide you with the correct procedures and location for returning the Products. The Company will not refund the original shipping costs on Products that you return. All return shipping costs must be paid by you;
- (c) Products sent to the Company without an RMA number will not qualify for a refund or exchange and will be returned to you at your expense; and
- (d) Procedures may vary in jurisdictions where different requirements are imposed by law.

4.4 Policy for Uncollected Products

You acknowledge that administrative time and costs will be incurred by the Company to retain Products and/or Business Support Materials purchased but remain uncollected by and/or undelivered to you. Accordingly, you agree that IN THE EVENT THAT:-

- 1) when collection is to be made by you and you fail or neglect to collect any Products and/or Business Support Materials purchased from the Company within seven (7) days from the date of purchase, the Company will deliver the purchased Products and/or Business Support Materials to the address as provided by you at reasonable delivery charges and if such Products and/or Business Support Materials cannot be successfully delivered to you and you fail or neglect for whatsoever reason to collect the Products and/or Business Support Materials from the Company within three (3) months from the date of purchase; or
- 2) where you have requested the Company and the Company has agreed to deliver any Products and/or Business Support Materials to you but the Company is unable to deliver such Products and/or Business Support Materials to you due to an incorrect or incomplete delivery address or the unavailability of the named recipient at the address as provided by you, and you fail or neglect to collect the Products and/or Business Support Materials from the Company within three (3) months from the date of purchase,

THEN upon the expiry of the aforesaid period of three (3) months, the Company shall, without further reference, notice or account to you, cancel your order of such Products and/or Business Support Materials and refund to you the amount paid for such Products and/or Business Support Materials in accordance with Section 4.1 of Chapter 2. If Bonuses have already been paid on such Products, then the Company will recoup your Bonuses as set forth in Section 6.9 of Chapter 2.

5 Retail Sales and Customer Returns

5.1 Retail Sales

Products purchased from the Company may only be sold to retail customers, used for Product demonstrations, or for your own personal use. You are authorized to resell Products you purchase from the Company to retail customers. Subject to the provisions hereinbelow, you may establish your own retail prices for Products and may keep all of the profits you earn from retailing the Products to your retail customers.

The Company has established suggested retail prices for Products based on competitive pricing in each market. Maintaining retail pricing for non-Brand Affiliates helps to preserve the value of the Company's Products and business opportunity. The Company may take disciplinary measures, including possible termination of a Brand Affiliate Account, in the event the Company determines that a Brand Affiliate Account resells Products at price levels that impair the viability of bona fide retail pricing for other Brand Affiliate Accounts. The selling of the Company's Products in the market below the Company's Brand Affiliate member price in that market is strictly prohibited.

5.2 No Wholesaling of Products

You may not sell or distribute Products to Persons who intend to resell the Products, or have resold Products in the past. You are prohibited from selling to Persons, either directly or indirectly, who ultimately (i) resell the Products through a retail store, (ii) resell the Products over the Internet, regardless of the form of Internet distribution channel, unless it has been approved by the Company in writing, (iii) import the Products into an Unopened Market, or (iv) use any other method of distribution that violates the primary purpose of your direct selling business and that of the Company. You must take reasonable steps to ensure that Persons who purchase Products from you do not intend to violate this Section 5.2.

5.3 Retail Sales Receipts

You must provide Retail Sales Receipts to your customers in accordance with the following requirements:

- (a) You must provide the customer with two copies of the completed Retail Sales Receipt at the time of the sale. All blanks in the section referring to the seven-day refund policy on the back of the receipt must be completed. The Retail Sales Receipt should be completed and include the items ordered, the amount of the sale, and the customer's name, address, telephone number, the date of the sale, the date of the third business day after sale, your name, business address, and business telephone number.
- (b) You must keep a copy of the Retail Sales Receipt for your records. You must keep copies of all Retail Sales Receipts on file for at least four years.

5.4 Money-back Guarantees, Customer Refunds, and Exchanges for your Retail Customers

- (a) You must offer a seven-day money-back guarantee to your retail customers. This means that you must, for any reason and upon request, give a full refund of the purchase price to the customer. The only requirement is that the customer must request the refund within seven business days of purchase and return the unused portion of Product. You must make a refund for returned Products within 10 days of the customer's request.
- (b) (Not Applicable)
- (c) If your retail customer purchases a Product directly from you, and your retail customer returns the Product to you for a refund, then you are responsible for, and must provide the retail customer with, a refund without any reimbursement from the Company. The Company encourages you to honor your retail customer's request for refunds even if made more than seven business days after the date of sale.
- (d) If your retail customer purchases a Product directly from you, and your retail customer returns the Product to you for a Product exchange, then you are responsible for the Product exchange, and the Company will only replace the exchanged Product if returned within 30 days from the date of the retail sale and the Product is defective.

6 Sales Compensation Plan

6.1 Sales Compensation Plan

A complete copy of the Sales Compensation Plan has been provided to you. The Sales Compensation Plan is a part of the Contract, and you are bound to its terms. The Sales Compensation Plan may be changed by Nu Skin at any time with 30 days prior notice. A current copy of the Sales Compensation Plan may be found at www.nuskin.co.id.

6.2 Exceptions to Sales Compensation Plan

Nu Skin, in its sole discretion, has the right to hold, maintain, or promote a Brand Affiliate to any pin level in the Sales Compensation Plan without regard to fulfillment of pin level requirements, or waive any other obligation or requirement of the Sales Compensation Plan. Unless otherwise agreed in writing by Nu Skin, Nu Skin may terminate any exception granted pursuant to this Section 6.2 of this Chapter 2 at any time and for any reason.

6.3 No Compensation for Sponsoring

You do not receive any compensation for sponsoring other Brand Affiliates. Your level of compensation will be based on your hard work, your sale of Products, and the sales of your Team.

6.4 No Guaranteed Income

You are neither guaranteed a specific income nor assured any level of profit or success. Generating meaningful compensation as a Brand Affiliate requires considerable time, effort, and commitment to the business. You should operate your Brand Affiliate Account in a financially responsible and businesslike

manner—you should not (i) incur debt to purchase Products or Business Support Materials and Services, (ii) quit your current employment until you are confident that you can afford to do so, and (iii) incur expenses that exceed the amount of your Bonuses. This is not a “get rich quick” program. Your profit comes only through the successful sale of Products and the sales of other Brand Affiliates within your Team.

6.5 Manipulation of Sales Compensation Plan

Maintaining the integrity of the Sales Compensation Plan is of vital importance to Nu Skin. You must abide by the terms and conditions of the Sales Compensation Plan and you may not, in any form, use false identification numbers, false names, false Brand Affiliate Accounts, buy additional Product to maintain a pin level, warehouse Products, or use any other form of manipulation that violates the terms and conditions of the Sales Compensation Plan or its spirit and intent.

6.6 Bonuses

In addition to the retail profits you can earn from your resale of Products, you can also receive a Bonus under the Sales Compensation Plan, subject to the following:

- (a) You may not receive any Bonuses if you are in violation of the Contract;
- (b) The requirements for receiving a Bonus and the terms for determining the amount of the Bonus may be changed by Nu Skin at any time upon 30 days prior notice;
- (c) Bonuses will be paid by wire transfer, or any other method chosen by Nu Skin;
- (d) No interest accrues on Bonuses when the payment of such has been delayed by Nu Skin for any reason; and
- (e) Nu Skin will pay no Bonuses until the aggregate accrued monthly Bonuses are equal to 10 US dollars (or the equivalent amount in local currency). If your Brand Affiliate Account is terminated, any unpaid accrued Bonuses under the 10 US dollar minimum (or the equivalent amount in local currency) will be forfeited.

6.7 Required Retail Sales; Retail Sales Verification

You are not eligible to receive a Bonus in any month unless you have completed verified sales to five different customers and comply with our Policies and Procedures and guidelines. You must retain documentation of retail sales for at least four years to verify that you have met these retail sales requirements. You must make this documentation available to Nu Skin at Nu Skin’s request. If you cannot document the required retail sales you are in breach of the Contract. Nu Skin may recover all Bonuses paid for orders in any month for which you cannot provide retail sales documentation. Nu Skin regularly audits Brand Affiliate compliance with this Section.

6.8 Timing

An order for Products is included in the Bonus and Brand Representative qualification computations for a given period only if received by Nu Skin on or before the end of the applicable Bonus computation period.

6.9 Bonus Recovery

- (a) In addition to any other recovery rights provided in these Policies and Procedures, Nu Skin has the right to require you to repay any Bonuses paid to you:
 - (i) on Products returned under Nu Skin’s refund policy;

- (ii) on Products returned in relation to any incident of Brand Affiliate misconduct;
 - (iii) that were mistakenly paid by Nu Skin; or
 - (iv) in the event you violate the provisions of Section 6.5 of this Chapter 2, in addition to any other remedies available to the company, the Company shall have the right to adjust your pin level and recalculate your Bonuses for the period in which such activities occurred by disregarding the volume from Products that were returned, that were purchased in order to maintain Brand Representative pin levels, or any other activity that violate Section 6.5 of this Chapter 2. You must repay any Bonuses that were paid to you in excess of the adjusted Bonus that is calculated by the Company as set forth above.
- (b) If you are obligated to repay any Bonuses to the Company, the Company will have the right to recover such amount by (i) requiring a direct payment of the amount from you, or (ii) withholding the amount from your present or future Bonus payments.
- (c) Extension of Nu Skin's refund policy, whether required by applicable law, or instances in which Brand Affiliate misconduct, misrepresentation, or other extenuating circumstances necessitates a Nu Skin refund in excess of its stated refund policy, will be considered on a case-by-case basis. In the event Nu Skin is required to make a refund that exceeds the terms of its refund policy, Nu Skin may recoup Bonuses paid to you on those Products as well.

6.10 Payment Corrections

It is your duty to make sure that the Bonuses paid to you are correct. If you discover an error in your payment you must notify Nu Skin within 90 days after the receipt of your Bonus. If you fail to notify Nu Skin of any errors or disputes with respect to a Bonus payment within this 90 day period, you will be deemed to have accepted the payment as full and complete payment of any Bonuses earned during such Bonus period and you will have no further right to dispute the Bonus payment or seek payment of any additional Bonus.

7 Product Liability Claims and Indemnification

7.1 Indemnification

In the event of a product liability claim brought against you by a third party for a defective Product or for injury from use of a Product, Nu Skin will indemnify and defend you from such claims, subject to the limitations described in Section 7.2 of this Chapter 2.

7.2 Requirements for Indemnification

In order to be indemnified, you must notify Nu Skin of the claim in writing within 10 days of your receiving notice of the claim. Nu Skin has no obligation to indemnify you if you have (a) violated the Contract; (b) repackaged, altered or misused the Product, or made claims or given instructions about the Product's safety, uses or benefits which are not included in Nu Skin's current approved literature, warnings, or Product labels; or (c) settled or attempted to settle a claim without Nu Skin's written approval. In addition, indemnification is conditioned upon you allowing Nu Skin to assume the sole defense of the claim.

7.3 Indemnification by You

You agree to indemnify Nu Skin from any claim by a third party that arises directly or indirectly because you have (a) violated the Contract; or (b) repackaged, altered or misused the Product, or made claims or given instructions about the Product's safety, uses or benefits which are not included in Nu Skin's current approved literature, warnings, or Product labels.

8 Taxes

Nu Skin provides the service of collecting value added tax, as well as other taxes (as applicable) at the time of purchase and remitting it to the authorized government agency in Indonesia. The amount of value added tax is based upon the selling price of a product or service, calculated pursuant to the prevailing tax rate in Indonesia.

Any Bonus payable by Nu Skin to the Brand Affiliate shall be subject to any relevant deduction of withholding tax before the net amount is paid to the Brand Affiliate.

9 Associating Other Organizations with NuSkin

Nu Skin's business opportunity is not based on race, gender, beliefs, or political affiliations. When you are training your Team, selling Products or promoting the business opportunity, you may not promote, advocate, sell, or include literature, books, or other material that promotes any other organization or individual, whether religious, political, business, or social, or that implies any association between Nu Skin and any other organization. Nu Skin and Brand Affiliate meetings, calls or any other functions may not be used as a forum to promote or express personal beliefs, other organizations, companies, events, or individuals.

Chapter 3 Advertising

1 Business Support Materials and Trademark Use

1.1 Use of Business Support Materials

Subject to the exception in Section 4 of this Chapter regarding Executive Brand Director Business Support Materials, you may only use Business Support Materials that have been produced and distributed by Nu Skin for the promotion of the business, the Products and the Sales Compensation Plan, and you may not prepare or use your own Business Support Materials. In addition, because laws and regulations differ from market to market, you may only use Business Support Materials that have been specifically approved for use in that Authorized Market.

1.2 Use of Trademarks and Copyrights

- (a) Use of Company Trademarks and Copyrights. Nu Skin's trademarks and copyrights are valuable assets of Nu Skin and Nu Skin strictly regulates the use of these trademarks and copyrights to ensure that they do not lose their value to Nu Skin or its Brand Affiliates. You may not use Nu Skin's trademarks, copyrights and other intellectual property rights, registered or otherwise, in any form except as specifically authorized by these Policies and Procedures or as otherwise approved in writing by Nu Skin. Nu Skin may prohibit the use of Nu Skin's trademarks or copyrights in any Business Support Materials or other medium.
- (b) Damages. You are liable to Nu Skin for any damages arising out of your misuse of Nu Skin's trade names, trademarks, copyrights and other intellectual property rights, in any form except as specifically authorized by these Policies and Procedures or as otherwise approved in writing by Nu Skin.

2 Product Claims

2.1 General Limitation

You may only make the specific Product related claims and representations published in Nu Skin's Business Support Materials, and Nu Skin literature, and that have been approved by Nu Skin for use in Business Support Materials in the Authorized Market where you are making the claims.

2.2 No Medical Claims

You may not make medical claims, or state or imply that any Product is formulated, designed or approved by Nu Skin or any regulatory authority to treat any disease or medical condition. These representations imply that the Products are drugs rather than cosmetics or nutritionals. You also may not compare Products to drugs, or make drug or medical claims. Any such representations, claims or comparisons by you may result in your personal liability.

2.3 No FDA Approved Claims

(Not Applicable)

2.4 Before and After Photographs

Only those pictures and videos that have been approved by Nu Skin may be used to demonstrate Product benefits.

2.5 Modifications to Product Packaging

You may not modify any packaging, labels, literature or instructions for use for any Product. You may not give instructions to use a Product in any way not described in Nu Skin's current approved literature. Any such modifications or instructions by you may result in your personal liability.

3 Income Claims

3.1 No Misleading Income Claims

It is important that all Brand Affiliates are fully informed and have realistic expectations concerning the income opportunity associated with being a Brand Affiliate. To help make sure all Brand Affiliates have realistic expectations, you must comply with the provisions of this Section 3 in all aspects of your business activities. Most importantly, you may not make any claims, specific or implied, regarding the income opportunity that are false or misleading, including income guarantees of any kind. You may not exhibit actual or facsimile Bonus checks or other Bonus payment records.

3.2 Requirements for Lifestyle and Income Claims

You may only make lifestyle claims (e.g., my Nu Skin business allowed me to buy a boat, quit my job, purchase a new home, etc.) or claims regarding the level of Bonuses or income associated with your Nu Skin business if the following conditions are met:

- (a) The information must be accurate and not misleading;
- (b) The information must be based on your experience and actual compensation level, or the experience and income level of Brand Affiliates in your immediate upline or Brand Affiliates on your Team, or be consistent with information in Nu Skin or Executive Brand Director Business Support Materials;
- (c) The compensation claim must be stated in a monthly or annual amount and the actual percentage of Brand Affiliates earning that amount;
- (d) You must simultaneously disclose in immediate proximity to the compensation claim, the most recent Brand Affiliate Compensation Summary;
- (e) You may not make any claim regarding the amount of time required to reach specific compensation levels without prior written approval from NuSkin;
- (f) If you make claims regarding "income" or "profit" rather than "bonuses" or "compensation" you must either net out the expenses you incurred in generating such income or disclose the amount of expenses that you incurred in generating such income; and
- (g) If you make claims regarding Bonus levels you must note that such amounts are gross amounts before the deduction of expenses associated with doing the business.

4 Executive Brand Director Produced Business Support Materials

4.1 Executive Brand Director Business Support Materials

In order to protect the integrity of the Network and to ensure that Business Support Materials and Services are only produced, utilized and distributed by Brand Affiliates with significant experience and knowledge relating to Nu Skin and its Products, only Executive Brand Directors may produce, utilize and distribute their own Business Support Materials and Services. Executive Brand Directors may produce Business Support Materials and Services for their own use and for use by other Brand Affiliates only if they comply with the terms of these Policies and Procedures, including, without limitation, the provisions of Sections 2, 3, 4.3, and 4.4 of this Chapter 3 and Addendum B. Executive Brand Director Business Support Materials and Services may only be used in the specific Authorized Markets in which they have been registered. For purposes of this Chapter 3, Executive Brand Directors are those Brand Affiliates that: (i) currently enjoy active status as an Executive Brand Director, (ii) have been an Executive Brand Director for a minimum of three months, and (iii) are not in material breach of the Contract.

4.2 No Endorsement or Approval by Nu Skin

Although Nu Skin allows Executive Brand Directors to produce, utilize and distribute Executive Brand Director Business Support Materials and Services for use by other Brand Affiliates, you need to be aware that these Executive Brand Director Business Support Materials and Services are independently produced by Executive Brand Directors and are not produced, endorsed, recommended or approved by Nu Skin. If you elect to purchase or use Executive Brand Director Business Support Materials and Services, Nu Skin (i) has no responsibility or obligation to you regarding refunds and exchanges, and (ii) does not guarantee that the Executive Brand Director Business Support Materials and Services comply with all applicable laws and regulatory requirements. Moreover, the purchase of such materials is not required and there can be no guarantee that such Executive Brand Director Business Support Materials and Services will contribute meaningfully to your business. You should evaluate the purchase of Business Support Materials carefully. You should not spend more on such Executive Brand Director Business Support Materials and Services than can be supported by your current level of Bonuses under the Sales Compensation Plan.

4.3 License Agreement for Business Support Materials

An Executive Brand Director must execute and submit to Nu Skin a License Agreement prior to producing any Executive Brand Director Business Support Materials and Services. The License Agreement is for a term of two- years and must be renewed if you want to continue to produce and use your Executive Brand Director Business Support Materials and Services. The License Agreement grants you the right to use certain Nu Skin trademarks and trade names, and sets forth the terms and conditions you must agree to abide by in order to produce Business Support Materials and Services and utilize Nu Skin's trademarks.

4.4 Registration of Executive Brand Director Business Support Materials and Services

Prior to using or distributing any Executive Brand Director Business Support Materials and Services, an Executive Brand Director must register such Executive Brand Director Business Support Materials and Services with Nu Skin and receive a Notice of Registration from Nu Skin with respect to such Executive Brand Director Business Support Materials and Services as set forth in Addendum B to these Policies.

4.5 Sales by Executive Brand Directors; Purpose

Executive Brand Directors who sell Executive Brand Director Business Support Materials and Services to other Brand Affiliates must comply with these Policies and Procedures and the provisions of Addendum B to these Policies. Executive Brand Director Business Support Materials and Services may be sold only for the purpose of promoting Products and Nu Skin's business and for assisting, training, and motivating other Brand Affiliates in their promotion of the Products and Nu Skin's business.

4.6 Brand Affiliate Organizations

Brand Affiliate Organizations offering formal materials, training, website subscriptions, Business Support Materials and Services, or other business promotion tools may only be formed by Executive Brand Directors. Brand Affiliate Organizations must comply with Nu Skin's written guidelines governing the operation of a Brand Affiliate Organization. The Executive Brand Director, who is the primary organizer of the Brand Affiliate Organization, (i) must notify Nu Skin in writing of the formation of a Brand Affiliate Organization, and (ii) is responsible for ensuring the Brand Affiliate Organization's compliance with the guidelines.

5 Mass Media; General Advertising

5.1 Promotions Utilizing Mass Media Prohibited

You may not use any form of media or other mass communication advertising to promote the Products, including mass communication advertising on the Internet. This includes news stories or promotional pieces on TV shows, newscasts, entertainment shows, internet ads, etc. Products may be promoted only by personal contact or by literature produced and distributed by Nu Skin or by Brand Affiliates in accordance with these Policies and Procedures. You may place generic opportunity advertisements in jurisdictions allowing that type of advertisement, but only in accordance with the Policies and Procedures of Nu Skin.

5.2 Media Interviews

You may not promote the Products or opportunity through interviews with the media, articles in publications, news reports, or any other public information, trade, or industry information source, unless specifically authorized, in writing, by Nu Skin. This includes private, paid membership, or "closed group" publications. You may not speak to the media on Nu Skin's behalf, and may not represent that you have been authorized by Nu Skin to speak on its behalf. All media contacts or inquiries should be immediately referred to the Company by calling +62-21-30030066.

5.3 Phone Book Advertising

In order to advertise in the yellow pages or list your name in any locally circulated directory in your area or via an internet telephone directory, you must have previously attained and currently enjoy active status as an Executive Brand Partner-level or above, at the time the agreement for that listing is signed.

- The advertisement is to be limited to two lines containing the words "Pharmanex (or "Nu Skin") Independent Brand Affiliate, John Doe (your name)," and a telephone number. Neither boldprint nor display advertisements are allowed. The advertisement must be in the Brand Affiliate's name only.

The advertisement must be placed under the category of “Nutrition” or “Cosmetic” or another Nu Skin approved category.

5.4 Distributing Promotional Materials

All promotional materials, including, but not limited to, flyers, business cards, and Executive Brand Director Business Support Materials registered in accordance with Addendum B of these Policies and Procedures, may be distributed through personal contact only. Promotional material may not be posted in public places, mass mailed or faxed, placed on parked cars, put in mail boxes, or disseminated by any other non-personal contact means.

6 Retail Store, Trade Show, and Service Establishment Sales Policy

6.1 Retail Stores

You may not sell Products and/or promote Nu Skin’s business opportunity through retail stores such as health food stores, grocery stores, and other such establishments. You are also prohibited from selling to any Person who will ultimately sell the Products through retail stores as set forth in Section 5.2 of Chapter 2. You may, with the prior consent of a retail establishment, place Nu Skin-produced Advertising Material and/or Personalized Advertising Material within the establishment. However, all Advertising Material must be contained within one Nu Skin-produced brochure holder. Furthermore, the brochure holder and Advertising Material must not be visible to the general public in a manner as to attract the general public into the retail establishment.

6.2 Trade Show Booths

You may not sell any Products of Nu Skin or promote Nu Skin’s opportunity at flea markets, swap meets, bazaars, supermarkets, exercise clubs, athletic leagues and games, malls or any other similar gatherings where the opportunity or Products may be displayed.

6.3 Service Establishments

If you own or are employed by a service-related establishment you may provide Nu Skin’s Products to customers through this establishment as long as you are providing proper prescreening and ongoing support to your customers as called for by the Contract. In any event, no Product banners, or other Advertising Material may be displayed visibly to the general public in a manner as to attract the general public into the establishment to purchase Products.

- (a) A service-related establishment is one whose revenue is earned primarily by providing personal service rather than by selling products and whose use by customers is controlled by membership or appointment.
- (b) Brand Affiliates may only sell Products through service-related establishment that provide services related to the Products. For example, Pharmanex Products may be sold through the offices of doctors and other healthcare professionals, health clubs, or gymnasiums. Nu Skin Products may be sold through barber shops, beauty salons, nail boutiques, or tanning centers.

6.4 Nu Skin’s Right of Final Determination

Nu Skin reserves the right, in its sole discretion, to make a final determination as to whether an establishment is service-related or is a proper place for the sale of the Products.

7 Internet

7.1 Use of the Internet in Brand Affiliate Business

You may use the Internet to promote Nu Skin, including its Products, only if such use is specifically authorized by Sections 7.2 or 7.3 of these Policies and Procedures and is in compliance with all of the provisions of these Policies and Procedures including Sections 2, 3, 4 and 5 of this Chapter 3, as well as the written guidelines for internet use established by Nu Skin. All other uses of the Internet to promote Nu Skin or its Products or its Sales Compensation Plan are prohibited.

7.2 Permitted Internet Activities

All Brand Affiliates may utilize the Internet as follows:

- (a) You are allowed to utilize Nu Skin produced Brand Affiliate websites.
- (b) You may use generic (i) business opportunity websites, (ii) splash pages, or (iii) social media with links to Nu Skin websites. These generic pages may not contain Nu Skin's trademarks or other copyrighted material and may not contain information on Nu Skin, its Products or its business, or pictures of Products or corporate facilities/personnel. They also must not contain any false or misleading information.
- (c) You may use the internet, including social networking sites, blogs, social media and applications, and other sites that have content that is based on user participation and user generated content, forums, message boards, blogs, wikis and podcasts (e.g., Facebook, Twitter, Flickr etc.) to (1) communicate preliminary information about Nu Skin or your involvement with Nu Skin, (2) direct users to a Nu Skin Internet Marketing Site or a registered Executive Brand Director Internet Marketing Site and (3) post Nu Skin produced Business Support Materials that have been approved by Nu Skin for posting on personal blogs or social networking sites; provided, however, that such communication and use must be (i) incidental to the primary use of such forum, site, blog, board, wiki or podcast or other form of internet use, and (ii) may not be an Internet Marketing Site. As set forth in Section 7.3 of this Chapter, only Executive Brand Directors may maintain an Internet Marketing Site. Nu Skin has the right to make the determination, in its sole discretion, whether your use of the Internet is permitted under this section or whether such use is a prohibited Internet Marketing Site. Additionally, you must comply with Nu Skin published guidelines governing use of the Internet. These guidelines may change from time to time and it is your responsibility to know the current guidelines and comply with them. In case of a violation, in addition to taking disciplinary action against you in accordance with Chapter 6 of these Policies and Procedures, Nu Skin may require you to immediately remove any information or marketing site that is in violation of Nu Skin policies.

Examples of Permitted Uses by Non-Executive Brand Directors

If you maintain a personal Facebook page where you post a variety of information, you could post information that that you are a Nu Skin Brand Affiliate, information about Nu Skin events you have participated in, and preliminary information about Nu Skin, and direct readers to a Nu Skin Internet Marketing Site or an approved Executive Brand

Director Internet Marketing Site for more information.

If you maintain a personal blog or social network site, you may blog in a particular post that you are a Nu Skin Brand Affiliate and that others can sign up as Brand Affiliates, and to contact you if they are interested in discussing the business with you.

Examples of Non-Permitted Uses by Non-Executive Brand Directors

A Facebook page that is primarily devoted to Nu Skin, that includes posted marketing materials such as videos or before and after photos, or if it is a fan page or similar page that utilizes Nu Skin's trademarks, would be considered an Internet Marketing Site, and would be a violation of policy for non-Executive Brand Directors.

A blog or social network site that is primarily about the Products or opportunity, i.e., that is the focus of your postings and discussions, that is titled with a Nu Skin trademark or slogan, or utilizes marketing content, would be an Internet Marketing Site, and would be a violation of policy for non-Executive Brand Directors.

The foregoing examples are provided for illustration purposes only, and are not intended as an exhaustive list of permitted or non-permitted uses of the Internet or the conditions or factors Nu Skin will consider in determining whether any particular use of the internet is an Internet Marketing Site.

7.3 Executive Brand Director Internet Marketing Site

In order to protect the integrity of the Network and to ensure that marketing content on the internet is only created and posted by Brand Affiliates with significant experience and knowledge relating to Nu Skin and its Products, only Executive Brand Directors (as defined in Section 4.1 of this Chapter 3) may create or maintain an Internet Marketing Site. Such Internet Marketing Sites shall be considered Business Support Materials and Services and shall be subject to Sections 4 and 5 of this Chapter 3. In addition to the requirements set forth in Section 4 of these Policies with respect to Executive Brand Director Business Support Materials and Services, Executive Brand Director Internet Marketing Sites are subject to the following rules:

- (a) You must have submitted an Application for Registration for the location of any Executive Brand Director Internet Marketing Site and received a Notice of Registration for such Executive Brand Director Internet Marketing Site;
- (b) You must notify Nu Skin immediately if posting any information on the Executive Brand Director Internet Marketing Site that relates to Nu Skin, its Products, or the opportunity/Sales Compensation Plan that has not been previously registered with Nu Skin;
- (c) Downloadable materials such as PDFs, videos, pictures, PowerPoint presentations and other files are considered separate Business Support Materials and you must register them with Nu Skin and receive a Notice of Registration before posting them on your Executive Brand Director Internet Marketing Site;
- (d) Any income claims posted on an Executive Brand Director Internet Marketing Site must include the most recent version of Nu Skin's Brand Affiliate compensation summary, and must comply with all rules regarding earning claims under Section 3 of this Chapter 3 of the Policies and Procedures;

- (e) Your Executive Brand Director Internet Marketing Sites may not contain more than fifty (50) pages, in the aggregate, without the written consent of Nu Skin. You must provide Nu Skin with any usernames or passwords as may be necessary to access all portions of the Executive Brand Director Internet Marketing Site; and
- (f) If Nu Skin notifies you to remove or delete any information from your Executive Brand Director Internet Marketing Site, or to make any modifications or add additional information such as income disclaimers, you must make the requested changes within 24 hours (or a shorter period as Nu Skin may require in its sole discretion) or shut down the Executive Brand Director Internet Marketing Site until such changes have been made.

7.4 Additional Restrictions on Internet Use

All Brand Affiliate websites, whether Executive Brand Director Internet Marketing Sites or Nu Skin produced Brand Affiliate websites, and any other form of internet use allowed by these Policies, including internet video and audio, social media, and other sites that have content based on user participation and user generated content must comply with the following rules:

- (a) You may not use or distribute replicating websites except Company produced replicating web sites such as NSE Dreams;
- (b) You may not include any Nu Skin or third party intellectual property or proprietary information in the unique domain names/URL or meta-tags of your websites, on or in any other form of internet use, including but not limited to, tags, links, blog names, social networking sites, social media and applications, and other sites that have content based on user participation and user generated content, forums, message boards, blogs, wikis and podcasts (e.g., Facebook, YouTube, Twitter, Wikipedia, Flickr), or as “wallpaper;”
- (c) You may not register your website(s) with search engines or web directories using any Nu Skin or third-party owned intellectual property or any proprietary information (e.g., trademarks, trade names, trade secrets, and copyrighted material) without written permission from the owner;
- (d) You may not use sponsored links or pay for placement advertising with internet search engines and web directories;
- (e) You may promote your websites or pages through one-on-one personal contact only; and
- (f) You may provide links to your website or pages only from other websites that have been registered with Nu Skin.

7.5 Internet Video and Audio

You are prohibited from posting any video or audio content created by, produced by, belonging to or relating to (i) Nu Skin, its Products, Sales Compensation Plan or Brand Affiliates, or (ii) you or any third party, on any website unless you have received prior written authorization from Nu Skin or such posting is specifically permitted by this Section 7.5 of this Chapter 3. This prohibition includes, but is not limited to, video or audio recordings of Nu Skin personnel or Nu Skin or Brand Affiliate sponsored events, meetings, training, or sales presentations. As an exception to this rule, Executive Brand Directors may post Nu Skin produced audio and video presentations, specifically authorized by Nu Skin for internet posting by Executive Brand Directors, on their Internet Marketing Sites as well as audio and video presentations that have been registered with Nu Skin and for which a Notice of Registration has been issued.

7.6 Internet Selling

You may sell Company Products on the internet, in accordance with the Social Selling Guidelines, to support person to person sharing and selling. You must follow the current Social Selling Guidelines (which may change from time to time) published by the Company when engaging in internet selling.

You must know and comply with all the current rules and conditions that the Company has published in the Social Selling Guidelines (found on your market's website at nuskin.co.id).

7.7 Spam

You must comply with all laws regarding the sending of email messages and it is your duty to become and remain informed about the requirements of these laws. You are prohibited from sending unsolicited email regarding your website or Brand Affiliate Account to individuals who have not specifically requested information regarding Nu Skin's business opportunity or Products. In the event an individual who has formerly agreed to receive email information concerning the business opportunity and/or Products later requests that you cease sending the individual email, you must honor this request immediately.

8 Lead Generation Services; No Speaking Fees

8.1 Lead Generation Services

Before you sell, purchase, or use any lead in the promotion of the business, you must verify that the lead has been properly obtained and is legal for use in the area where you are contacting the identified lead. This includes but is not limited to ensuring the lead's compliance with "Do Not Call" lists (if applicable) in the country, market, region, or state where the lead's address is located. Any violation of laws related to leads is the sole responsibility of the persons providing and contacting the leads. The person committing the violation must indemnify the Company for any costs or damages arising from regulatory or personal challenges to the use of the lead.

8.2 No Speaking Fees; Meetings

You may not charge a fee to speak at any Brand Affiliate meeting. However, you may be reimbursed for your reasonable out-of-pocket expenses (e.g., travel, hotel, meals) that you incur in attending and speaking at a meeting. In the event you are putting on a meeting or other function, you may charge a fee to Brand Affiliates attending the meeting or other function, but such fee must not be more than is necessary to cover the costs of such meeting or other function.

9 No Recording of Nu Skin Events or Employees

You may record any Nu Skin sponsored event, or any speech or other presentation made by an employee or other representative of Nu Skin at any meeting, event or otherwise if it is only for your own private use, and is not posted, distributed, copied or broadcast in any format or media, and is not shown to any other Brand Affiliates, prospective Brand Affiliates or customers regardless of the setting. Except for recordings for private use as described in this Section 9, you may not record any Nu Skin sponsored event, record any speech or other presentation made by an employee or other representative of Nu Skin at any meeting, event, or otherwise without the prior written consent of Nu Skin.

Chapter 4 Sponsoring

1 Becoming a Sponsor

1.1 Requirements

You may only act as a Sponsor if you meet all the requirements and accept all the responsibilities described in the Contract.

1.2 The Placement of New Brand Affiliates

You may refer Persons to become Brand Affiliates of Nu Skin by having them submit a Brand Affiliate Agreement to Nu Skin. Upon acceptance by Nu Skin of the Brand Affiliate Agreement form, applicants are placed directly below the Sponsor listed on the Brand Affiliate Agreement. Although a newly sponsored Brand Affiliate may be referred to as part of your Team, this does not create in you any form of ownership interest in that Brand Affiliate Account or with respect to any information regarding that Brand Affiliate Account. All Brand Affiliates are part of the Network, and the Network and any information regarding the Network are an asset that is owned solely by Nu Skin and not the Sponsor.

1.3 Business Portfolio

[Not Applicable]

1.4 Distribution of Nu Skin Leads

When Nu Skin receives inquiries from individuals concerning the Nu Skin's Products or business opportunity, Nu Skin refers these individuals to Brand Affiliates according to its discretion.

2 Responsibilities of a Sponsor

2.1 Training of Your Team

You must supervise, train, support, and have on-going communication with (i) any Brand Affiliate that you sponsor, and (ii) your Team in a manner consistent with the terms of the Contract.

Your responsibilities include, but are not limited to:

- (a) Provide regular retail sales and organizational training, guidance, and encouragement to your Team;
- (b) Exercise your best efforts to make sure that all Brand Affiliates in your Team properly understand and comply with the terms and conditions of the Contract and applicable national and local laws, ordinances, and regulations;
- (c) Intervene in any disputes arising between a customer and any of your Team and attempt to resolve the disputes promptly and amicably;
- (d) Maintain contact with your Team and be available to answer questions;
- (e) Provide training to ensure that the Product sales and opportunity meetings conducted by your

Team are conducted in accordance with the Contract, current Nu Skin literature, and in accordance with any applicable laws, ordinances, and regulations;

- (f) Monitor the activities of those you personally sponsor and those in your Team and work in good faith with Nu Skin to prevent the violation of these Policies and Procedures and manipulation of the Sales Compensation Plan;
- (g) Supervise and assist your Team's efforts to sell Nu Skin's Products to retail customers; and
- (h) Cooperate with Nu Skin regarding investigations of your Team, and, upon request from Nu Skin, provide all relevant information pertaining to any investigation.

2.2 Line Switching

You may not encourage, entice, or otherwise assist another Brand Affiliate to transfer to a different Sponsor. To do so constitutes an unwarranted and unreasonable interference with the contractual relationship between Nu Skin and its Brand Affiliates. This prohibition includes, but is not limited to, offering financial or other tangible incentives for another Brand Affiliate to terminate an existing Brand Affiliate Account and then re-sign under a different Sponsor. You agree that a violation of this rule inflicts irreparable harm on Nu Skin and agree that injunctive relief is an appropriate remedy to prevent that harm. Nu Skin may also impose penalties on any Brand Affiliate Account that solicits or entices an existing Brand Affiliate to change lines of sponsorship.

2.3 No Purchase of Products or Business Support Materials and Services Required

You may not require any Brand Affiliate or prospective Brand Affiliate to purchase any Products or any Business Support Materials and Services, or imply that any such purchase is required.

2.4 Correct Information on Nu Skin Forms

You may not encourage or assist any Brand Affiliate or prospective Brand Affiliate to provide false or inaccurate information in their Brand Affiliate Agreement or any other Nu Skin form.

2.5 Your Team's Communication with Nu Skin

You may not discourage, attempt to prevent or prevent, for any reason, any Brand Affiliate from directly contacting Nu Skin, or Nu Skin from directly contacting any Brand Affiliate. It is your duty to facilitate communication between any Brand Affiliate in your Team and Nu Skin at the request of a Brand Affiliate in your Team or at the request of Nu Skin.

3 International Business

3.1 International Business

Subject to the Contract, you may conduct business activity as a Brand Affiliate in any Authorized Market. If the market is an Unopened Market, then you are limited to providing business cards and conducting, organizing or participating in meetings where the number of attendees at any given meeting, including you, does not exceed five. You may not use flyers, cold calling, mass emailing, advertising or mass soliciting of any kind in order to promote attendance at these meetings. In Unopened Markets you may not:

- (a) Import or facilitate the importation of, sell, gift, or distribute in any manner, Nu Skin Products or Product samples;

- (b) Place any type of advertisement or distribute any promotional materials regarding Nu Skin, its Products or the opportunity, except for any Nu Skin Approved Business Support Materials that Nu Skin may have specifically authorized for distribution in a designated Unopened Market;
- (c) Solicit or negotiate any agreement for the purpose of committing a citizen or resident of an Unopened Market to the opportunity, a specific Sponsor or specific line of sponsorship. Furthermore, Brand Affiliates may not sign up citizens or residents of Unopened Markets in an Authorized Market or by using Brand Affiliate Agreement forms from an Authorized Market, unless the citizen or resident of the Unopened Market has, at the time of sign up, permanent residence and the legal authorization to work in the Authorized Market. It is the Sponsor's responsibility to ensure compliance with residency and work authorization requirements. Membership or participation in, or ownership of a corporation, partnership or other legal entity in an Authorized Market does not by itself fulfill the residency or legal authorization to work requirements. If a Participant in a Brand Affiliate Account fails to provide verification of residency and work authorization when requested by Nu Skin, Nu Skin may, at its election, declare a Brand Affiliate Agreement void from its inception;
- (d) Accept money or other consideration, or be involved in any financial transaction with any prospective Brand Affiliate either personally or through an agent, for purposes relating to Nu Skin's Products or the opportunity, including renting, leasing or purchasing facilities for the purpose of promoting or conducting Nu Skin-related business, or
- (e) Promote, facilitate or conduct any type of activity which exceeds the limitations set forth in these Policies and Procedures or which Nu Skin, in its sole discretion, deems to be contradictory to Nu Skin's business or ethical interests in international expansion.

3.2 Meetings in an Authorized Market with Attendees from an Unopened Market

If you have a meeting in an Authorized Market with people who are visiting from an Unopened Market, those people visiting from the Unopened Market are subject to all the restrictions that arise out of their residence or citizenship in an Unopened Market. This means, among other things, that they may not submit a Brand Affiliate Agreement to become Brand Affiliates or purchase Product for import (including for personal use).

3.3 The International Sponsor Agreement

If you wish to conduct business in an Authorized Market that is not your Resident Market, you must comply with all applicable laws of that specific Authorized Market, including but not limited to, all immigration, visa, and registration requirements. In addition, prior to conducting any Business Activity in an Authorized Market that is not your Resident Market, you must sign an International Sponsor Agreement if you did not already sign one when you submitted your Brand Affiliate Agreement. Nu Skin, in its sole discretion, reserves the right to reject or revoke your authorization as an International Sponsor in any Authorized Market. When you sign an International Sponsor Agreement; Nu Skin grants to you the right to sponsor new Brand Affiliates in an Authorized Market other than your Resident Market. The International Sponsor Agreement does not grant to you the right to market Products in any Authorized Market other than your Resident Market.

3.4 Mainland China

Nu Skin's business model in Mainland China is different from the business model used in any other market. Mainland China is not an Authorized Market and before conducting business there you must know and comply with all the current rules and conditions that Nu Skin has in place for operating in Mainland China.

3.5 Express Prohibition of Pre-Marketing in Certain Markets

Nu Skin reserves the right to designate certain markets wherein all pre-marketing conduct is expressly prohibited. It is your responsibility, prior to each instance of conducting pre-market opening activities in an Unopened Market, to verify through current contact with Nu Skin that the market in which you plan to conduct those activities is not a prohibited market.

3.6 Remedies

In addition to other remedies allowed by the Contract, if you fail to comply with any provision of Section 3 in this Chapter 4, you may be prohibited from participating in the affected international market for a period deemed appropriate by Nu Skin and may be subject to the remedies set forth in Chapter 6. This prohibition could include, but is not limited to the following: restricting your right to sponsor new Brand Affiliates in the affected international market; prohibiting the payment of Bonuses to you and your upline on volume you have generated by your Team in the respective international market. In all markets, for a period of up to one year, you may not be entitled to privileges traditionally afforded Brand Affiliates such as recognition at corporate events or in corporate literature.

3.7 Petition for Permission to Participate

If you have been unable to participate in a market because of non-compliance with Section 3 of this Chapter 4, you must petition Nu Skin in writing for written permission to participate in the market after the period of prohibition has passed.

3.8 No Waiver

The provisions of Section 3 of this Chapter 4 do not waive Nu Skin's rights as set forth elsewhere in these Policies and Procedures or in the Contract.

Chapter 5 Restrictive Covenants

1 Ownership of Network

You acknowledge and agree that: (i) the Network is protected as a valuable, proprietary, trade secret asset that is owned by Nu Skin; (ii) the Network has been developed for the exclusive benefit of Nu Skin and Brand Affiliates as they promote authorized business activities and Products of Nu Skin through the Network; (iii) the protection of the Network is fundamental to the ongoing success of both Nu Skin and its Brand Affiliates; and (iv) a violation of your obligations under this Chapter 5 inflicts irreparable harm to the Network, to Nu Skin and to fellow Brand Affiliates. Based on the foregoing, you agree that the breach of your obligations under Chapter 5 of these Policies and Procedures would constitute an unwarranted and unreasonable interference with the contractual relationship between Nu Skin, its Brand Affiliates and customers, and damage the competitive business interest and integrity of Nu Skin and Network.

2 Restrictive Covenants

2.1 Non-Solicitation

- (a) **Sale of Third-Party Products and Services.** You may not, in any manner, directly or indirectly, promote, market or sell the products or services of another Business Entity or Individual to the Network unless you have a pre-existing business relationship with that Brand Affiliate prior to one of you becoming a Brand Affiliate. For example, if you own a hair salon, and as a Brand Affiliate you sponsor one of your customers, who then becomes a Brand Affiliate, then you may continue selling your customer your services and hair products from your salon. Notwithstanding the foregoing, you may not offer third-party products, services or opportunities in conjunction with the sale of Products, or package third-party products, services or opportunities with Products, or offer or promote third-party products, services or opportunities at Nu Skin or Brand Affiliate meetings, calls or any other Nu Skin-related functions without the prior written consent of Nu Skin.
- (b) **Recruit to another Direct Sales Company.** You may not, in any manner, directly or indirectly, recruit, solicit, or sponsor any Brand Affiliate or customer, to (i) form a relationship with, (ii) promote, sell or purchase the products or services of, (iii) participate as a salesperson of, (iv) or otherwise associate with, a Direct Sales Company, or encourage any Brand Affiliate or customer to do so or to terminate their relationship with Nu Skin.
- (c) **Survival of Obligation.** Your obligations under this Subsection survive for a period of two years from the date of your resignation, termination, transfer or other change in ownership status of your Brand Affiliate Account.
- (d) **Injunctive Relief.** In addition to other compensatory damage awards to Nu Skin, temporary and permanent injunctive relief is an appropriate remedy to prevent further damage to the Network and Nu Skin.

2.2 Exclusivity

- (a) You acknowledge and agree that a Brand Affiliate or Brand Affiliate Account, and any Person who has a Beneficial Interest in the Brand Affiliate Account (including spouses), which has achieved the pin level of Executive Brand Partner or higher, is being compensated, publicly recognized and otherwise promoted by Nu Skin as a key Brand Representative. As a Brand Affiliate with an Executive Brand Partner or higher pin level, you are reasonably expected to exclusively sell Nu Skin Products, train Brand Affiliates on your Team, and promote Nu Skin's business. Therefore, as a condition to receiving ongoing Leading Bonus compensation on Brand Representative Levels 3 through 6 on your Team, and recognition as an Executive Brand Partner-level or higher at Nu Skin events, you may not be engaged in any Business Development Activity for any other Direct Sales Company.
- (b) If you engage in Business Development Activity for any other Direct Sales Company while you are a Brand Affiliate with a pin level of Executive Brand Partner or higher, then your Brand Affiliate Account will not be eligible to receive any Brand Representative Leading Bonus on levels 3 to 6 on your Team during any period in which you, your spouse or any Person with a Beneficial Interest in your Brand Affiliate Account, (i) engage in any Business Development Activity, or (ii) maintain a Beneficial Interest in any form with respect to such Direct Sales Company, regardless of the number of Brand Representatives on your first level or other qualifications for payment on levels 3 to 6.
- (c) Within 5 business days of the first engagement in any Business Development Activity for any other Direct Sales Company, you agree to notify Nu Skin that you, your spouse or any Person with a Beneficial Interest in your Brand Affiliate Account, is engaged in such Business Development Activity. You further agree that upon engaging in such Business Development Activity, you will no longer be eligible to receive Brand Representative Leading Bonuses on Brand Representative Levels 3 through 6 as set forth in the preceding paragraph. You further agree that you
- (i) will be liable to refund to Nu Skin any such Brand Representative Leading Bonuses paid to you during any period following your engagement in any such Business Development Activity whether or not you provide the notice to Nu Skin as required by this paragraph (c), and (ii) Nu Skin will have the right to recover any such amount by offsetting such liability against any other Bonuses, past, present or future, that may be payable to you under the Sales Compensation Plan. Failure to notify Nu Skin of your engagement in any Business Development Activity for any other Direct Sales Company will be considered a violation of these Policies and Procedures and may result in other action being taken by Nu Skin, including termination of your Brand Affiliate Account.

2.3 Confidential Information

As a result of your position as a Brand Affiliate, you have access to Confidential Information that you acknowledge to be proprietary, highly sensitive and valuable to Nu Skin's business, which information is available to you solely and exclusively for purposes of furthering the sale of Nu Skin Products and prospecting, training and sponsoring third parties who wish to become Brand Affiliates, and to further build and promote your business. You and Nu Skin agree and acknowledge that, but for your agreement of

confidentiality and nondisclosure, Nu Skin would not make Confidential Information available to you. During any term of the Brand Affiliate Agreement, and for a period of four years after the termination or expiration of the Brand Affiliate Agreement, you will not, for any reason, on your own behalf, or on behalf of any other Person:

- Disclose any Confidential Information related to or contained in the Network to any third party directly or indirectly;
- Disclose, directly or indirectly, the password or other access code to the Network;
- Use the Confidential Information to compete with Nu Skin, or for any purpose other than promoting Nu Skin;
- Solicit any Brand Affiliate or customer of Nu Skin or of the Network, or in any manner attempt to influence or induce any Brand Affiliate or customer of Nu Skin, to alter their business relationship with Nu Skin;
- Use or disclose to any Person any Confidential Information related to or contained in the Network that was obtained while your Brand Affiliate Agreement was in effect; or
- Recruit or attempt to recruit an existing Brand Affiliate for another Direct Sales Company.

Upon non-renewal, resignation or termination of your Brand Affiliate Account, you will promptly destroy or return to Nu Skin all Confidential Information. The obligations of this Section 2.3 will survive the termination or expiration of the Brand Affiliate Agreement.

2.4 Confidentiality of Brand Affiliate Account Information

As a result of your position as a Brand Affiliate, you may, at the sole discretion of Nu Skin, be provided access to information about other Brand Affiliate Accounts and their Team for the sole purpose of allowing you to provide business support to these Brand Affiliate Accounts and their Team. This information is highly confidential and you may not disclose information about a Brand Affiliate Account and his Team to other Brand Affiliates or to any other party. By accessing such information, you expressly agree to these restrictions and acknowledge that, but for your agreement of confidentiality and nondisclosure, Nu Skin would not make such information about other Brand Affiliate Accounts and their Teams available to you.

2.5 Non-Disparagement

In consideration of Nu Skin's recognition, Bonuses, and other compensation that you receive as a Brand Affiliate, you will not disparage Nu Skin, or any other company or person, including but not limited to other Brand Affiliates, Nu Skin's Products, the Sales Compensation Plan, the Policies and Procedures or Nu Skin employees. Disparagement may result in termination of your Brand Affiliate Account.

2.6 Remedies

You acknowledge that Nu Skin would suffer irreparable harm as a result of any unauthorized disclosure or use of Confidential Information, including the Network, or recruiting current Brand Affiliates for another Direct Sales Company in violation of Section 2.1 of this Chapter 5, and that monetary damages are insufficient to compensate Nu Skin for such harm. Therefore, if you are in breach of any of the requirements of this Chapter 5, Nu Skin is entitled to an injunction or temporary restraining order without prior notice to you, restraining any unauthorized disclosure or use of Confidential Information, which relief may be in addition to any other available legal remedy, including damages. In any such action, if Nu

Skin prevails, you agree that you will reimburse Nu Skin for its costs and reasonable attorneys' fees incurred in connection with taking the necessary legal action. As to Nu Skin, you waive all bonding requirements otherwise applicable to a temporary restraining order and/or Injunction.

2.7 Enforceability

In the event that any provision of this Chapter 5 should ever be deemed or adjudged by a court of competent jurisdiction or an arbitrator with proper jurisdiction, to exceed the limitations permitted by applicable law, then the remaining provisions will nevertheless be valid and enforceable to the maximum extent allowable as determined by such court or arbitrator, and such provisions will be reformed to the maximum allowable limitations as determined by such court or arbitrator. The remainder of the prohibitions and protections in this Chapter 5 will remain in full force and effect.

Chapter 6 Enforcement of Contract

1 The Contract

You agree that the relationship between you and Nu Skin is based entirely on the written Contract. The Contract may be amended by Nu Skin as provided in these Policies and Procedures. You may not amend the Contract unless the amendment is in writing and signed by you and Nu Skin. Neither you nor Nu Skin may claim that the Contract (i) has been altered or amended by any practice or course of dealing or course of action, (ii) has been modified or amended verbally by an officer or employee of Nu Skin, or (iii) that there is a quasi-contract or an implied in fact contract between you and Nu Skin.

2 Acts of Participants in a Brand Affiliate Account

The acts of any Participant, spouse, partner or agent of a Brand Affiliate will be considered to be the acts of the Brand Affiliate Account and subject to the terms and conditions of the Contract.

3 Procedures for Investigation, Discipline and Termination

3.1 Reports of Alleged Violations

All reports of violations must be in writing and sent to the attention of Nu Skin's Compliance Review Committee (CRC) by an individual who has personal knowledge of the alleged violation. Nu Skin may also investigate an alleged violation of which it becomes aware of through its own independent resources or internal investigations. Nu Skin may take action on its internal investigations at any time and is not bound by the time limits set forth in Section 3.2 of this Chapter 6.

3.2 Time Limit for Reports of Violations

IN ORDER TO PREVENT STALE CLAIMS FROM DISRUPTING THE BUSINESS ACTIVITIES OF BRAND AFFILIATE ACCOUNTS AND NU SKIN, NU SKIN WILL NOT TAKE ACTION ON ANY ALLEGED VIOLATION OF THE TERMS AND CONDITIONS OF THE CONTRACT NOT SUBMITTED IN WRITING TO NU SKIN'S CRC, WITHIN TWO YEARS OF THE FIRST OCCURRENCE OF THE ALLEGED VIOLATION. ALLEGED VIOLATIONS WILL BE REFERRED TO AS "DISPUTES," WHICH IS FURTHER DEFINED IN THE GLOSSARY OF DEFINED TERMS IN ADDENDUM A.

3.3 Balance of Rights of Privacy

Nu Skin's investigative procedures and Dispute resolution process is intended to balance your rights of privacy and the rights of other Brand Affiliates and the rights of Nu Skin. Therefore, until the Dispute has been submitted to arbitration, all information and evidence received by Nu Skin will be released only to you and other Brand Affiliates involved in the Dispute as Nu Skin deems necessary. Before releasing any information, Nu Skin will consider (i) the complexity of the Dispute; (ii) the duty to balance privacy rights and disclosure obligations. If the Dispute is referred to arbitration, all information and evidence will be made available in accordance with the rules and procedures for arbitration of Disputes described in Chapter 7.

3.4 Procedure

Your rights under the Contract depend on you meeting all of your obligations under the Contract. If Nu Skin determines that you have breached the terms of the Contract, then based on the nature of the Dispute, Nu Skin, in its sole discretion, may proceed as follows: (i) immediately terminate your Brand Affiliate Account or take any other appropriate action as provided in Section 3.7 of this Chapter 6; (ii) proceed directly to arbitration in accordance with Chapter 7, or (iii) process the alleged Dispute according to the following procedures:

- (a) **Written Notice.** You will receive written notice from Nu Skin that you are or may be in violation of the Contract.
- (b) **Responses and Nu Skin Prohibitions.** You will have 10 business days from the date of the written notice during which you may present in writing all the information that you consider relevant to the alleged Dispute. You may provide information about individuals that have relevant information, together with their names and addresses, other appropriate contact information, and copies of all relevant documents. If you fail to respond to the written notice or fail to provide all relevant facts and information, Nu Skin may take action that it deems appropriate. Nu Skin has the right to prohibit the activities of your Brand Affiliate Account (placing Product orders, sponsoring, receiving Bonuses, etc.) from the time the written notice is sent to you until a final decision issued.
- (c) **CRC.** Nu Skin will review any information submitted by you within the 10-day period or by collateral sources and any information that Nu Skin has independently discovered. The CRC will make a final decision regarding the Dispute and the action that Nu Skin will take, if any, and will send you a copy of the decision of the CRC. Nu Skin may, at its sole option, send a copy of the decision of the CRC to other interested parties.

3.5 Appeals Committee(AC)

If Nu Skin takes immediate action as provided in Section 3.7 of this Chapter 6, or the CRC has issued a decision regarding the Dispute, then you will have 10 business days from the date of the written notice to submit in writing your appeal to the AC. Your written notice should include a description of your objection to Nu Skin's immediate action or the CRC decision. Within 90 days of receipt of your written notice, the AC will review your appeal and provide written notice (i) of its final decision, (ii) that its review will require additional time, or (iii) that the matter should proceed directly to arbitration under Chapter 7. If the AC has decided that the matter should proceed directly to arbitration, and you do not desire to participate in the arbitration, then you will still be bound by the decision in the arbitration. When the AC has made a final decision, it will send you written notice and you will have 60 days from the date of the AC decision to request arbitration of the AC decision.

3.6 Nu Skin Actions for Breach of Contract

Once Nu Skin determines that a breach of the Contract has occurred, Nu Skin may, in its sole discretion, terminate your Contract. In addition to, or in lieu of terminating your Contract, Nu Skin may take any other action it deems appropriate, including any or all of the following:

- (a) Notify you in writing of Nu Skin’s concerns and of Nu Skin’s intent to discontinue your rights under the Contract if your non-performance continues;
- (b) Suspend your rights under the Contract;
- (c) Monitor your future performance over a specified period of time;
- (d) Identify specific actions you must take to correct your non-performance and require you to provide Nu Skin with a written description of what you intend to do to meet your Contractual obligations;
- (e) Stop performing Nu Skin’s obligations under the Contract and suspend your privileges under the Contract, including, without limitation, terminating or suspending your right to receive awards, terminating your right to be recognized at corporate events or in corporate media (publications, videos, etc.), terminating your right to participate in Nu Skin sponsored events or Brand Affiliate sponsored events, terminating your right to place orders for Products, terminating your right to receive promotions within the Sales Compensation Plan, or terminating your right to participate as an International Sponsor; reducing your pin title and terminating your right to receive Bonuses on volumes on one or more levels of your Team; terminating your status or eligibility to be recognized and compensated as a “Brand Representative” under the Sales Compensation Plan;
- (f) Reduce the payment of all or any part of your Bonuses you have earned from sales made by you or all or any part of your Team;
- (g) Reassign all or part of your Team to a different Sponsor;
- (h) Recover from your Brand Affiliate Account any damages caused by the breach;
- (i) Take any action that Nu Skin deems appropriate to protect Nu Skin and its Network; and
- (j) Seek injunctive relief or any other remedies available by law.

3.7 Immediate Action

If Nu Skin determines, in its sole discretion, that a Dispute requires immediate action, or Nu Skin has previously notified you that it will take immediate action for violations or actions similar to those described in such notice, then Nu Skin may take any immediate action or remedy that it deems appropriate, including termination of your Brand Affiliate Account, or your right to receive any Bonuses. Nu Skin will provide you with written notice of its action. You will have 10 business days to appeal Nu Skin’s action as provided in this Chapter 6.

3.8 Remedies

Nu Skin reserves the right, at its sole discretion, to exercise any remedy available to it. Any failure or delay by Nu Skin in exercising such remedies will not operate as a waiver of such remedies.

3.9 Termination of Your Contract

- (a) Subject to the conditions of this Section 3.9 of Chapter 6, (i) you may terminate your Brand Affiliate Account at any time by providing Nu Skin with a signed written notice of termination; (ii) Nu Skin may terminate your Brand Affiliate Account as provided in this Chapter 6; and (c) Nu Skin may terminate your Brand Affiliate Account without notice if you have not engaged in any Business Activity on your account for a period of 12 or more consecutive months.
- (b) If you terminate your Brand Affiliate Account, then termination becomes effective on whichever is later:
 - (i) the date Nu Skin receives your written notice of termination, or (ii) the date specified in your written notice.
- (c) Termination of your Brand Affiliate Account results in the loss of all rights and benefits as a Brand Affiliate, including the permanent loss of your Team. After your Brand Affiliate Account has been terminated, whether by you or the Company, you may apply to become a Brand Affiliate again by submitting to the Company a new Brand Affiliate Agreement. The requirement that you must submit a new Brand Affiliate Agreement is mandatory regardless of whether you are applying to be a Brand Affiliate under your former Sponsor or a new Sponsor.
- (d) Upon termination of a Brand Affiliate Account for whatever reason, if there is any pending investigation of, and/or unresolved legal issue related to the Brand Affiliate Account, which includes any alleged breach or actual breach of the Contract, then the Team may not roll up until all pending investigations and/or legal issues have been resolved by Nu Skin and all penalties have been fully satisfied.
- (e) The obligations of the Contract described in Chapter 5 will survive the cancellation, termination or expiration of the Contract. Any other provisions, or parts thereof, which, by their nature, should survive cancellation, termination, or expiration, will also survive.

Chapter 7 Arbitration

1 What is Mandatory Arbitration

In order to expedite the resolution of all Disputes, Nu Skin has instituted a mandatory arbitration procedure. Arbitration is the referral of a Dispute to an impartial third party selected by you, Nu Skin and any other Brand Affiliates involved in the Dispute. An arbitrator acts as a judge, listens to the parties' evidence, and renders a binding decision. The arbitrator's decision is a judgment that is enforceable in a court of law. The object of arbitration is the final disposition of differences of the parties in a faster, less expensive, and perhaps less formal manner than is available in ordinary court proceedings.

2 Arbitration is Mandatory and Binding as to all Disputes

YOU AND NU SKIN AGREE THAT MANDATORY AND BINDING ARBITRATION IS THE SOLE MEANS TO RESOLVE ANY AND ALL DISPUTES. YOU WAIVE ALL RIGHTS TO JURY OR COURT TRIALS TO RESOLVE A DISPUTE. THE ARBITRATION IS FINAL AND THE DECISION CANNOT BE APPEALED.

3 Definition of a Dispute

A "Dispute" means "ANY AND ALL PAST, PRESENT OR FUTURE CLAIMS, DISPUTES, CAUSES OF ACTION OR COMPLAINTS, WHETHER BASED IN CONTRACT, TORT, STATUTE, LAW, PRODUCT LIABILITY, EQUITY, OR ANY OTHER CAUSE OF ACTION, (I) ARISING UNDER OR RELATED TO THIS CONTRACT, (II) BETWEEN YOU AND OTHER BRAND AFFILIATES ARISING OUT OF OR RELATED TO A BRAND AFFILIATE ACCOUNT, OR YOUR BUSINESS RELATIONSHIPS AS INDEPENDENT CONTRACTORS OF NU SKIN, (III) BETWEEN YOU AND NUSKIN, (IV) RELATED TO NUSKIN OR ITS PAST OR PRESENT AFFILIATED ENTITIES, THEIR OWNERS, DIRECTORS, OFFICERS, EMPLOYEES, INVESTORS, OR VENDORS, (V) RELATED TO THE PRODUCTS, (VI) REGARDING NU SKIN'S RESOLUTION OF ANY OTHER MATTER THAT IMPACTS YOUR BRAND AFFILIATE ACCOUNT, OR THAT ARISES OUT OF OR IS RELATED TO NU SKIN'S BUSINESS, INCLUDING YOUR DISAGREEMENT WITH NU SKIN'S DISCIPLINARY ACTIONS OR INTERPRETATION OF THE CONTRACT."

"Indonesia Dispute" shall mean any dispute involving Nu Skin and an Indonesian Brand Affiliate that is not an "International Dispute" as defined below.

"International Dispute" shall mean any dispute with a Brand Affiliate if:

(a) such Brand Affiliate has signed an International Sponsor Agreement, which permits a Brand Affiliate to conduct activities outside of Indonesia; or (b) the dispute involves activity occurring outside of Brand Affiliate's Resident Market.

4 Mediation

Mediation is a process whereby a neutral third party attempts to resolve a Dispute between contending parties. The object of the mediator is to increase the parties' mutual understanding of the Dispute and persuade them to adjust their positions towards each other and hopefully reconcile the Dispute. If all the parties that participated in the CRC proceeding agree to mediation, then Nu Skin will facilitate a mediation at the offices of Nu Skin's outside counsel. The mediation will be conducted in the English language. All fees and costs of the mediation will be borne equally by the parties in the mediation. If not

all the parties agree to the mediation, then the Dispute will be submitted to arbitration as provided in this Chapter 7.

5 Request for Arbitration

For easy reference, all parties that participated in the CAC proceeding, and that will participate in the arbitration, including Nu Skin, may be referred to as “Participants” in this Chapter 7. Within 60 days from the date of the CAC’ decision, any Participant, who is not satisfied with the CRC’ decision, will notify, in writing, all the other Participants in the CAC proceeding that the Participant requests that the Dispute be referred to arbitration before a neutral third party arbitrator (“Petition for Arbitration”).

Failure to submit a timely Petition for Arbitration will constitute acceptance of the CAC decision and the Participant agrees to abide by the terms of the decision. Within a reasonable time after receipt of the Petition for Arbitration, Nu Skin, through its outside counsel, will contact all the Participants regarding an arbitration date and provide a list of potential arbitrators.

6 Arbitration Procedure

6.1 Rules of Arbitration; Location

The arbitration will be conducted by a professional arbitrator that has been agreed to by the Participants.

If the Dispute is an International Dispute, the arbitration will be conducted in accordance with the Utah Uniform Arbitration Act. The arbitration will be held in Salt Lake City, Utah in the offices of Nu Skin’s outside counsel.

If the Dispute is an Indonesia Dispute, the arbitration will be conducted in accordance with the Law of Republic of Indonesia. The arbitration will be held in Jakarta, Indonesia in BANI.

6.2 Discovery

The arbitrator will have the discretion to order a pre-arbitration exchange of information by the Participants, including but not limited to, production of requested documents, exchange of summaries of testimony of proposed witnesses, and the depositions of witnesses and the Participants. Additionally, subject to the approval of the selected arbitrator, the Participants may submit a pre-arbitration brief outlining the legal causes of action and factual background.

6.3 Date of Arbitration

Unless all the Participants agree to extend the date of the arbitration, the arbitration will take place no later than six months after the date of the Petition for Arbitration.

The Participants agree to waive the applicability of Article 48.1 of the Law No. 30 of 1999 on Arbitration and Alternative Dispute Resolution (Indonesian Arbitration Law) so that the arbitration need not be completed within a specific time. During the period of the submission to arbitration and thereafter until the publication of the arbitral award, the Parties shall, except in the event of termination, continue to perform all their obligations hereunder.

6.4 Language

The arbitration will be conducted in the English language, but at the request and expense of the requesting Participant, documents and testimonies will be translated into the requesting Participant's preferred language.

6.5 No Class Actions

No Dispute will be adjudicated, in arbitration or any other judicial proceeding, as a class action.

6.6 Permitted Attendees

Each Participant in the arbitration is limited to the attendance of the Participant, those individuals appearing on the Participant's Brand Affiliate Agreement, and no more than two attorneys per Participant.

6.7 Fees and Expenses of Arbitrator

All fees and expenses of the arbitrator will be borne equally by the Participants in the arbitration.

6.8 Awards

- (a) The arbitration will be final and binding. It will be a full resolution of all claims and disputes between the Participants in the arbitration. Judgment upon the award rendered by the arbitrator may be entered in any court. All upline Brand Affiliates and Teams of the Participants will be bound by the final arbitration award.
- (b) Any award by the arbitrator will be in writing and based on the application of the strict rules of law to the facts before the arbitrator. The arbitrator is authorized to award a Participant any sums that are deemed proper for the time, expense, and trouble of arbitration including arbitration fees and attorney's fees. Punitive damages, however, will not be allowed in any Dispute. **NEITHER ANY PARTICIPANT NOR NU SKIN, NOR ANY OF NU SKIN'S RELATED ENTITIES, OFFICERS, DIRECTORS, EMPLOYEES, INVESTORS, OR VENDORS, WILL HAVE ANY LIABILITY FOR ANY PUNITIVE, INCIDENTAL, CONSEQUENTIAL, SPECIAL OR INDIRECT DAMAGES, INCLUDING LOSS OF FUTURE REVENUE OR INCOME, OR LOSS OF BUSINESS REPUTATION OR OPPORTUNITY RELATING TO THE BREACH OR ALLEGED BREACH OF THE CONTRACT OR FOR ANY ACT, COMMISSION, OR OTHER CONDUCT ARISING OUT OF THE PARTICIPANT'S STATUS AS AN INDEPENDENT CONTRACTOR AND DISTRIBUTOR OF NU SKIN'S PRODUCTS.**

6.9 Confidentiality

All arbitration proceedings will be closed to the public and confidential. Except as may be required by law and Nu Skin's use of an arbitrator's award as precedence for deciding future Disputes, neither a Participant nor the arbitrator may disclose the existence, content, or results of any arbitration without

the prior written consent of all the Participants.

6.10 Enforcement of Award; Injunctive Relief

Notwithstanding this arbitration policy, any Participant may apply to a court of competent jurisdiction or in any other jurisdiction as necessary (i) to enforce an arbitration award or the injunctive relief granted by an arbitrator, or (ii) to seek a temporary restraining order, preliminary injunction, or other injunctive relief before, during the pendency of, or after a decision in any arbitration proceeding. The institution of any action in a court for equitable relief, or to enforce an arbitration award or order, will not constitute a waiver of the obligation of any Participant to submit any Dispute to arbitration.

6.11 Survival

Your agreement to arbitrate will survive any termination or expiration of the Contract or any other agreements between you and Nu Skin.

7 Third Party Claims

In order to protect Nu Skin, its assets, and its reputation from claims or disputes created by outside (non-Brand Affiliate) third parties, Nu Skin requires the following: if any Brand Affiliate is charged with any infringement of any proprietary right of any outside third party (who is not a Brand Affiliate) arising from any of Nu Skin's proprietary assets, or if the Brand Affiliate becomes the subject of any claim or suit related to that Brand Affiliate's business-related conduct or any other action that directly or indirectly negatively affects or puts Nu Skin, its reputation, or any of its tangible or intangible assets at risk, the affected Brand Affiliate will immediately notify Nu Skin. Nu Skin may, at its own expense and upon reasonable notice, take whatever action it deems necessary (including, but not limited to, controlling any litigation or settlement discussion related thereto) to protect itself, its reputation, and its tangible and intangible property. The Brand Affiliate will take no action related to that claim and suit, unless Nu Skin consents, which consent will not unreasonably be withheld.

Chapter 8 General Terms

1 General Terms

1.1 Contract Changes

Nu Skin expressly reserves the right to make any modifications to the Contract upon 30 days notice by publication on Nu Skin's websites, normal channels of communication with Brand Affiliates, or as provided in Section 1.6 of this Chapter 8. You agree that 30 days after such notice, any modification becomes effective and is automatically incorporated into the Contract between you and Nu Skin as an effective and binding provision. By continuing to act as a Brand Affiliate, engaging in any Business Activity, or accepting any Bonus after the modifications have become effective, you acknowledge acceptance of the new Contract terms.

1.2 Waivers and Exceptions

Nu Skin reserves the right, in its sole discretion, to waive a breach of, or make an exception to, any provision of the Contract. Any waiver by Nu Skin of a breach of any provision of the Contract or any exception made by Nu Skin of any provision of the Contract must be in writing and will not be construed as a waiver of any subsequent or additional breach or an exception for any other Person. Any right or prerogative of Nu Skin under the Contract may be exercised at Nu Skin's sole discretion. Any exception made by Nu Skin, or any failure or delay by Nu Skin in exercising any right or prerogative under the Contract will not operate as a future exception or waiver of that right or prerogative.

1.3 Integrated Contract

The Contract is the final expression of the understanding and agreement between you and Nu Skin concerning all matters touched upon in the Contract and supersedes all prior and contemporaneous agreements of understanding (both oral and written) between the parties. The Contract invalidates all prior notes, memoranda, demonstrations, discussions and descriptions relating to the subject matter of the Contract. The Contract may not be altered or amended except as provided in these Policies and Procedures. The existence of the Contract may not be contradicted by evidence of any alleged prior contemporaneous oral or written agreement.

Should any discrepancy exist between the terms of the Contract and verbal representations made to you by Nu Skin employee or another Brand Affiliate, the express written terms and requirements of the Contract will prevail.

1.4 Severability

Any provision of the Contract that is prohibited, judicially invalidated, or otherwise rendered unenforceable in any jurisdiction is ineffective only to the extent of the prohibition, invalidation, or unenforceability in that jurisdiction, and only within that jurisdiction. Any prohibited, judicially invalidated or unenforceable provision of the Contract will not invalidate or render unenforceable any

other provision of the Contract, nor will that provision of the Contract be invalidated or rendered unenforceable in any other jurisdiction.

1.5 Governing Law/Jurisdiction

If the Dispute is an International Dispute, Utah will be the exclusive venue for arbitration or any other resolution of any International Disputes. The place of origin of the Contract is the State of Utah, USA, and the Contract will be governed by, construed in accordance with, and interpreted pursuant to the laws of the State of Utah, USA, without giving effect to its rules regarding choice of laws. The exclusive venue for any and all International Disputes, including the validity of provisions regarding arbitration, place of venue, and jurisdiction, will be in Salt Lake County, Utah. You consent to the personal jurisdiction of any court within the State of Utah and waive any objection to improper venue.

If the Dispute is an Indonesia Dispute, the Contract is to be construed, with respect to its validity and performance of obligations there under, in accordance with the laws of the Republic of Indonesia. With respect to any Indonesia Dispute, a Brand Affiliate agrees to submit to the binding arbitration with the Indonesian National Arbitration Board (BANI) for resolution of any conflict arising under or in connection with the interpretation of the Contract which cannot be solved by mutual negotiation and the internal conflict resolution procedures of Nu Skin. If there is any difference between the Indonesian and English language text of terms and conditions of the Contract, the Indonesian language shall prevail.

1.6 Notices

Unless otherwise provided in the Contract, any notice or other communications requested or permitted to be given under the Contract will be in writing and will be delivered personally, transmitted by facsimile or sent by first class, certified (or registered) or express mail, postage prepaid. Unless otherwise provided in the Contract, notices will be deemed given when delivered personally, or if transmitted by facsimile, one day after the date of that facsimile, or if mailed, five days after the date of mailing to the address of Nu Skin's headquarters at 75 West Center Street, Provo, Utah or to the Brand Affiliate's address as provided on the Brand Affiliate Agreement, unless notice of an address change has been received by Nu Skin.

1.7 Successors and Claims

The Contract will be binding upon and inure to the benefit of the parties hereto and their respective successors and assigns.

1.8 Headings

The headings in the Contract are for convenience of reference only and will not limit or otherwise affect any of the terms or provisions of the Contract.

1.9 Internal Reference

All references to Sections or Chapters herein refer to Sections or Chapters of these Policies and Procedures unless otherwise indicated.

1.10 Plurality and Gender

All words will be deemed to include the plural as well as the singular and to include all genders.

1.11 Translations

In the event that any discrepancies exist between the English and Indonesian version of the Contract and any translation thereof, the Indonesian version will be controlling.

Addendum A

Glossary of Defined Terms

Advertising Material

Any electronic, printed, oral presentation or other material used in the offer or sale of Products, recruitment of prospective Brand Affiliates, or training of Brand Affiliates, which makes reference to Nu Skin, the Products, the Sales Compensation Plan, or the trade names or logos, and may include Personalized Advertising Material.

Authorized Market

Any market or market designated in writing by NSI as officially opened for business for all Brand Affiliates.

Beneficial Interest

As to Brand Affiliate Accounts:

Any interest whatsoever, whether it is direct or indirect, including but not limited to any ownership interest, rights to present or future benefits, financial or otherwise, rights to go on Nu Skin sponsored trips and other events, rights to purchase Products at member prices, recognition of any type or other tangible or intangible benefits associated with a Brand Affiliate Account.

An individual has a Beneficial Interest in the Brand Affiliate Account of a spouse.

If a Person is or should be listed on the Business Entity Form of a Business Entity he is considered to have a Beneficial Interest in such Business Entity's Brand Affiliate Account. Any individual with a Beneficial Interest in a Business Entity will be deemed to have Beneficial Interest in the Brand Affiliate Account.

If a Person is or should be listed as an Additional Participant in a Joint Participation Form, he is considered to have a Beneficial Interest in such Brand Affiliate Account.

As to a Direct Sales Company:

Any interest whatsoever, whether it is direct or indirect, including but not limited to any ownership interest, rights to present or future benefits, financial or otherwise, rights to go on Direct Sales Company sponsored trips and other events, rights to purchase the products of a Direct Sales Company at wholesale prices, recognition of any type or other tangible or intangible benefits associated with a distributorship of a Direct Sales Company. An individual has a Beneficial Interest in a Direct Sales Company distributorship of (i) a spouse, or (ii) a Business Entity if the individual has a Beneficial Interest in the Business Entity; or (iii) any other person if the individual shares in the benefits (financial or otherwise) of the distributorship of such other person.

Bonus

Compensation paid by Nu Skin to a Brand Affiliate based on the volume of Products sold by a Brand Affiliate, his Team, and Brand Representatives upon meeting all requirements as set forth in the Sales Compensation Plan. Bonus pay periods are calculated on a calendar-month basis.

Brand Affiliate

An independent contractor authorized by Nu Skin under the Contract to purchase and retail Products, recruit other Brand Affiliates, and receive Bonuses in accordance with the requirements of the Sales Compensation Plan. A Brand Affiliate's relationship to Nu Skin is governed by the Contract.

Brand Affiliate Account

The Brand Affiliate account created when either an individual or a Business Entity enters into a contractual relationship with the Company.

Brand Affiliate Agreement

The Brand Affiliate application and agreement, and if applicable, the Business Entity Form or the Joint Participation Form, that must be completed and submitted to Nu Skin in order to apply to become a Brand Affiliate.

Brand Affiliate Organization

Any organization established by a Brand Affiliate that offers sales support, motivational or training material, website subscriptions, Business Support Materials and Services, training courses, recognition

events, leads or other business promotion tools to a specific group of affiliated Brand Affiliates.

Brand Representative

A Brand Affiliate who has completed the formal qualification process outlined in the Sales Compensation Plan to become a Brand Representative. Brand Representatives move from their Sponsor's Group and their sales volume does not count towards their Sponsor's volume totals or maintenance requirements but the Sponsor continues to receive Leading Bonuses on the Group as defined in the Sales Compensation Plan.

Business Activity

Any activity that benefits, promotes or assists the business of a Brand Affiliate Account, including signing a Brand Affiliate Agreement, purchasing Products from or returning Products to Nu Skin, sponsoring and/or recruiting new Brand Affiliates, use of credit cards, shipping services, or any other activities that Nu Skin, in its sole discretion, determines to be a material promotion of Nu Skin's business.

Business Development Activity

Any activity that benefits, promotes, assists, or supports in any way the business, development, sales, or sponsorship of another Direct Sales Company, including but not limited to, selling products or services, promoting the business opportunity, appearing on behalf of the Direct Sales Company or one of its representatives, allowing your name to be used to market the Direct Sales Company, its products, services or opportunity, sponsoring or recruiting on behalf of the Direct Sales Company, acting as a member of the board of directors, as an officer, or a representative or distributor of the Direct Sales Company, an ownership interest, or any other beneficial interest, whether the interest is direct or indirect.

Business Entity

Any business entity such as a corporation, partnership, limited liability company, trust, or other form of business organization legally formed under the laws of the jurisdiction in which it was organized.

Business Entity Form

A supplemental document considered part of the Brand Affiliate Agreement. The Business Entity Form must be completed and signed by a Business Entity applying to become a Brand Affiliate, as well as each

Participant in the Business Entity. The Business Entity Form must list all Persons who are partners, shareholders, principals, officers, directors, members or anyone else with a Beneficial Interest in the Business Entity.

Business Portfolio

The Business Portfolio contains the Policies and Procedures, the Sales Compensation Plan, a Brand Affiliate Agreement, a Business Entity Form, a Joint Participation Form and other sales and demonstration materials to assist a Brand Affiliate in starting and conducting their independent business.

Business Support Materials

Any electronic, printed, audio or video presentation or other material used in the offer or sale of Products, recruitment of prospective Brand Affiliates or training of Brand Affiliates, which makes reference to Nu Skin, its Products, the Sales Compensation Plan or its trade names.

Business Support Materials and Services

This term is used to refer to Business Support Materials and Business Support Services together.

Business Support Services

Any services or business tools supporting the offer or sale of Nu Skin's Products, recruitment of prospective Brand Affiliates, or the training of Brand Affiliates.

AC

Appeals Committee whose duties are described in Chapter 6.

CRC

Compliance Review Committee whose duties are described in Chapter 6.

Commissionable Sales Value (CSV)

Commissionable Sales Value is the commissionable value of Products purchased from the Company. CSV is the basis for calculating sales compensation and is based on the local currency of the market in which the Product is sold. CSV is equal to the Member Price of a Product minus any adjustments (which may

include applicable taxes, Sharing Bonus, or discounts).

Company

PT Nusa Selaras Indonesia, an Indonesian direct selling company appointed to sell and distribute Nu Skin Products by PT Nu Skin Distribution Indonesia (“**PT NSDI**”), an affiliated company of Nu Skin for Indonesia.

Nu Skin Approved Business Support Materials

Marketing materials designated in writing by Nu Skin as approved for use in specific markets.

Confidential Information

All private, confidential and/or proprietary information disclosed to or discovered by you regarding Nu Skin including, without limitation, intellectual property rights, trade secrets, the Network, personal information, sales volumes and genealogy, manuals, protocols, policies, procedures, marketing, and strategic information, computer software, training materials, nonpublic financial information, and any copies, notes or abstracts of any such information, or any other information that Nu Skin considers proprietary, highly sensitive, or valuable to its business.

Contract

The agreement between a Brand Affiliate and Nu Skin composed of the following: these Policies and Procedures, the Sales Compensation Plan, Brand Affiliate Agreement, Business Entity Form, Joint Participation Form, supplemental services, International Sponsor Agreement, Product Purchase Agreement, Arbitration Agreement, and other international agreements (collectively, the “Contract”). The Contract is the complete and only agreement between Nu Skin and a Brand Affiliate.

Direct Sales Company

A company that uses a sales force of independent contractors who sell products and services and that compensates the independent contractors through a single-level or multi-level compensation plan for (i) their own sales, and/or (ii) the sales of other independent contractors who have signed up under the independent contractors to distribute the same products and services.

Dispute

Defined in Section 3 of Chapter 7.

Executive Brand Director Internet Marketing Site

A website that is (i) owned, operated, or containing material provided by a Brand Affiliate whose current pin title is an Executive Brand Director or higher, and (ii) properly registered with Nu Skin and subject to a current Notice of Registration.

International Sponsor

A Brand Affiliate in good standing, authorized under an International Sponsor Agreement to act as a Sponsor in an Authorized Market outside the market, territory, or other political jurisdiction in which that Brand Affiliate first established a Brand Affiliate Account with Nu Skin.

Internet Marketing Site

An “Internet Marketing Site” is any a location on the Web that is (a) used primarily (or to which a significant portion is used) to post or communicate information about Nu Skin, its Products, or the Sales Compensation Plan/income opportunity, or (b) that contains “internet marketing materials.” Internet marketing materials shall mean marketing materials concerning Nu Skin, its Products, or the Sales Compensation Plan/income opportunity that have not been produced by Nu Skin and approved for posting on personal blogs, facebook pages and social networking sites.

Joint Participation Form

A supplemental document considered part of the Brand Affiliate Agreement. The Joint Participation Form must be completed and signed by the individual applying to become a Brand Affiliate, as well as each of the other individuals who wishes to join as Participant to the Brand Affiliate Account. The Joint Participation Form must list all Participants to the Brand Affiliate Account with joint participation.

License Agreement

The agreement between Nu Skin and an Executive Brand Director that governs the Executive Brand Director’s right to use certain Nu Skin trademarks and trade names in Executive Brand Director Business Support Materials and Services and on the internet.

Network

The Brand Affiliate and customer network of Nu Skin and all compilations of various lists describing that

network or members thereof, including but not limited to, any and all contact or personal information collected by Nu Skin regarding the Brand Affiliates and customers.

Non-Resident Market

An Authorized Market other than your Resident Market.

Nu Skin International (“NSI”)

Nu Skin International, Inc., a Utah corporation whose principal place of business is located at 75 West Centre Street, Provo, Utah 84601, U.S.A.

Nu Skin

The Company, NSI, PT NSDI and their affiliated companies.

Participant

Any Person who has a Beneficial Interest in a Business Entity or Brand Affiliate Account.

Person

An individual or Business Entity.

Personalized Advertising Material

Business cards, letterhead, stationery, envelopes, note pads, self-stick labels, name badges or Direct Selling Association cards imprinted with Nu Skin names or logos and a Brand Affiliate’s name, address, telephone number and other personal contact information.

Personal Sales Volume

The point value of Products purchased by a Brand Affiliate in one calendar month, from any designated affiliate of Nu Skin, primarily for resale to customers.

Policies and Procedures

The policies governing how a Brand Affiliate is to conduct his business as set forth in this document (including Supplemental Policies) and defining the rights and relationships of the parties.

Products

The products and services of Nu Skin that are sold through local affiliates in the individual Authorized

Markets.

Resident Market

If you are an individual, then it is the market, territory, or other political jurisdiction in which you are a citizen or a lawful resident and whose market's Brand Affiliate Agreement you have executed. If you are a Business Entity, such as a corporation, partnership, limited liability company, or any other form of business organization, then it is the market, territory, or other political jurisdiction in which you are legally formed under the laws of your Resident Market, and each member of the Business Entity has proper legal authorization to conduct business in the Resident Market, and whose market's Brand Affiliate Agreement you have executed.

Sales Compensation Plan

The specific plan utilized by Nu Skin that outlines the details and requirements of the compensation structure for Brand Affiliates.

Sponsor

A Brand Affiliate Account under which another Brand Affiliate Account is originally placed after it has applied to become a Brand Affiliate.

Team

A group of Brand Affiliates either directly sponsored or linked in a direct chain of sponsorship in the sales organization of a particular Brand Affiliate.

Unopened Market

Any market that is not an Authorized Market.

URL

A Uniform Resource Locator or web address.

Addendum B

Policies for Executive Brand Director Business Support Materials and Services

1 Executive Brand Director Business Support Materials

1.1 Compliance with Law and Policies and Procedures

Executive Brand Director Business Support Materials must comply with these Policies and Procedures and with all applicable laws and regulations, including any intellectual property rights of other Persons. You bear full responsibility for the content of your Executive Brand Director Business Support Materials. The registration of your Executive Brand Director Business Support Materials is for tracking purposes only, and Nu Skin has no obligation for ensuring that your Executive Brand Director Business Support Materials comply with applicable laws and regulations. The registration process is not legal advice from Nu Skin and you are strongly advised to seek the advice of independent legal counsel with regard to the legality and regulatory compliance of your Executive Brand Director Business Support Materials.

1.2 Identification of Publisher

Executive Brand Director Business Support Materials must prominently indicate (a) that the materials are “Independent Brand Affiliate Produced,” and such other designation as may be required by Nu Skin to identify the materials as Brand Affiliate-produced, and (b) the name and address of the Executive Brand Director publishing the Executive Brand Director Business Support Material. For example: “This was produced by John Doe, an independent Brand Affiliate of PT Nusa Selaras Indonesia at [address]”. You may not state, suggest, or imply that the Executive Brand Director Business Support Materials were produced, approved, endorsed, offered, or recommended by Nu Skin.

1.3 Use of Nu Skin-Produced Content

Executive Brand Director Business Support Materials may use Nu Skin-produced contents such as pictures, videos, and descriptions of Products and the Sales Compensation Plan that have been designated by Nu

Skin as available for use in (i) Executive Brand Director Business Support Materials, and (ii) the Authorized Market you intend to use such materials. The use of any Nu Skin trademarks, trade names, slogans, or copyrighted materials and any Nu Skin-produced content in Executive Brand Director Business Support Materials must comply with the terms set forth in the Business Support Materials Authorization Agreement. If you use Nu Skin-produced content, you must not alter the content and must clearly designate Nu Skin's copyright in such content. Nu Skin reserves the right to revoke the right to use any Nu Skin-produced materials at any time in its sole discretion.

2 Sale of Executive Brand Director Produced Business Support Materials and Services

2.1 Registration Required Prior to Sale

You must register the Executive Brand Director Business Support Materials and Services with Nu Skin and receive a Notice of Registration in accordance with the provisions of Section 6 of this Chapter 3 prior to selling them to other Brand Affiliates.

2.2 Primary Focus is Selling Products

Your principal business focus must always be on the sale of Products for consumption. The sale of Business Support Materials and Services must not become a material profit center for you. Nu Skin recommends that Executive Brand Director Business Support Materials and Services generally should be sold at cost, and must, in any event, be sold at reasonable prices. Consistent with this principal, you also may not offer any incentives to other Brand Affiliates in connection with any sale of Executive Brand Director Business Support Materials and Services to other Brand Affiliates and customers. For example, you cannot offer to pay a Bonus, directly or indirectly, to a Brand Affiliate for selling Executive Brand Director Business Support Materials and Services to other Brand Affiliates or customers or for referring a potential purchaser of Executive Brand Director Support Materials and Services to you.

2.3 No Required Purchases; No Sale to Prospective Brand Affiliates

You may not require any prospective Brand Affiliate to purchase Business Support Materials and Services as a precondition to signing up as a Brand Affiliate. You also may not state, suggest, or imply that

- Nu Skin or Executive Brand Director Business Support Materials and Services are required or

necessary to join or succeed in the business;

- Nu Skin or Executive Brand Director Business Support Materials and Services are required or necessary to receive upline support and training;
- the Executive Brand Director Business Support Materials and Services were produced by Nu Skin or are being offered or sold by Nu Skin; or
- Nu Skin approves, endorses, or recommends the Executive Brand Director Business Support Materials and Services.

You may not sell any Nu Skin or Executive Brand Director Business Support Materials and Services to a prospective Brand Affiliate before the prospective Brand Affiliate has submitted an application to become a Brand Affiliate to Nu Skin.

2.4 Return Policy

In connection with the sale of Executive Brand Director Business Support Materials and Services, you must offer the same return policy that is offered by Nu Skin for its Business Support Materials. You must refund 90 percent of the purchase price less any value added tax of any unopened and resalable Executive Brand Director Business Support Materials and Services for a period of 30 days.

2.5 Disclosure Statement

You must provide a Business Support Materials Disclosure Statement to a Brand Affiliate before the first sale of Executive Brand Director Business Support Materials and Services to that Brand Affiliate. You may obtain a copy of the required Disclosure Statement from the My Office website. You should regularly check the website to ensure you have the most recent version of the Disclosure Statement. Delivery of a receipt in compliance with Section 2.6 below will satisfy the obligation set forth in this Section 2.5 if such receipt is delivered simultaneously with the purchase of the Executive Brand Director Business Support Materials and Services.

2.6 Receipt

You must provide a receipt for all purchases of Executive Brand Director Business Support Materials and Services. The receipt must comply with Section 6.3 of Chapter 2 and also include the following disclosure:

You are not required to purchase any business support materials or services in order to become

a Nu Skin Brand Affiliate.

“These business support materials or services are produced and distributed by an independent Brand Affiliate of PT Nusa Selaras Indonesia and not by PT Nusa Selaras Indonesia. Although some Brand Affiliates may have found these products and services to be helpful in their Nu Skin business, they are not required in order to be a Brand Affiliate and no success is guaranteed because you purchase them. Your refusal to purchase these items will not affect your upline’s responsibility to provide you with training and support. PT Nusa Selaras Indonesia does not approve, endorse, recommend or support these materials and services. Your expenditures on these items should be reasonable and the amount you spend should be in relation to your business and sales volume.

In the event you desire to return the business support materials or services, you may obtain a refund only from the independent Brand Affiliate who sold you the business support materials or services. You are entitled to a refund of 90 percent of the purchase price less value added tax if you return any unopened and resalable business support materials or services to the seller at the address listed on this receipt within 30 days of the date of purchase.”

In the event that you provide Executive Brand Director Business Support Materials and Services on a subscription basis or other method in which the Brand Affiliate does not have to affirmatively request each purchase (e.g., a monthly web access fee), then you must include the following sentence in the receipt described above for the initial subscription or order and any subsequent receipts: “You may terminate your [order/subscription, etc.] at any time by providing written or electronic notice to [insert name and contact information(including e-mail)].”

2.7 Compliance with Laws

The sale of Executive Brand Director Business Support Materials and Services and the performance of any Executive Brand Director Business Support Services must comply with these Policies and Procedures and with all applicable laws and regulations, including but not limited to laws related to consumer privacy, data protection, do not call regulations, anti-spam regulations, and any related consumer protection laws. You bear full responsibility for ensuring that you comply with all applicable laws and you will be liable to

Nu Skin in the event the Nu Skin incurs any liability as a result of your non-compliance. You are encouraged to consult with your own legal counsel regarding your compliance with these laws and regulations. While Nu Skin may review Executive Brand Director Business Support Materials and Services and may request modifications to such materials, Nu Skin's review of, and its permission to sell, such Executive Brand Director Business Support Materials and Services are neither legal advice from Nu Skin nor a representation in any form that the materials comply with all applicable laws.

2.8 Affordability

You must ensure that the quantity and cost of any Executive Brand Director Business Support Materials and Services that you sell to another Brand Affiliate is reasonably related to the sales volume and Bonus level of that Brand Affiliate. You may not encourage a Brand Affiliate to go into debt to purchase either Nu Skin or Executive Brand Director Business Support Materials and Services.

2.9 No Selling Activity at Corporate Events

You may not display, promote, or sell any Executive Brand Director Business Support Materials and Services at meetings or events sponsored and conducted, in whole or in part, by Nu Skin.

2.10 Web Sites

Although you may allow other Brand Affiliates to use your website and assess a reasonable charge to cover your costs for providing the service; you may not sell replicating or template websites to other Brand Affiliates without the prior written approval of Nu Skin.

2.11 Nu Skin Retained Rights; Restrictive Covenants

- (a) Your right to sell Executive Brand Director Business Support Materials and Services to other Brand Affiliates is conditioned upon your agreement that all information relating to Brand Affiliates who purchase the Executive Brand Director Business Support Materials and Services remains the property of Nu Skin, including their contact information. You agree that in the event you terminate your Brand Affiliate Account that you will: (i) immediately return to Nu Skin, or destroy, all such information and any copies thereof; and (ii) not utilize this information for any purpose.

- (b) In consideration of Nu Skin allowing you to market and sell Executive Brand Director Business Support Materials and Services to its Brand Affiliates you hereby agree that during the period in which you are a Brand Affiliate and for a period of two years thereafter, you will not, in any

manner, directly or indirectly, recruit, solicit, or sponsor any Brand Affiliate (including any who purchase Blue Diamond Business Support Materials and Services from you), to (i) form a relationship with, (ii) promote, sell or purchase the products or services of, (iii) participate as a salesperson of, (iv) or otherwise associate with, a Direct Sales Company, or encourage any Brand Affiliate or customer to do so or to terminate their relationship with Nu Skin. This obligation survives the termination of the Contract.

2.12 Records

You must maintain accurate and complete records with respect to any sales of Executive Brand Director Business Support Materials and Services, including financial records documenting production costs and profits generated from the sale of the Executive Brand Director Business Support Materials and Services. At the request of Nu Skin, you must make these records available for review by Nu Skin to confirm whether you have been complying with these Policies and Procedures with respect to the sale of any Executive Brand Director Business Support Materials and Services. You must comply with any request to review your Brand Affiliate Account records promptly and completely.

3 Registration of Executive Brand Director Business Support Materials and Services

3.1 Application for Registration

- (a) In order to register Executive Brand Director Business Support Materials and Services, you must file an Application for Registration with Nu Skin together with a copy of the proposed Executive Brand Director Business Support Materials and Services with supporting documentation. The Application for Registration contains additional terms and conditions that governs your production and distribution of your Executive Brand Director Business Support Materials and Services. A Notice of Registration issued pursuant to an Application for Registration will expire two years from the date of issuance. Until its expiration, any additional proposed Executive Brand Director Business Support Materials and Services will be treated as an addendum to the current Application of Registration on file with Nu Skin. Upon expiration of a Notice of Registration, you must submit a new Application for Registration for the continued use of any previously submitted Executive Brand Director Business Support Materials and Services or with the submission of any

new Executive Brand Director Business Support Materials and Services.

- (b) The Application for Registration may be obtained from the My Office website or by calling Brand Affiliate Compliance or your Account Manager. Nu Skin could require you to make changes to your proposed Executive Brand Director Business Support Materials and Services, so you should not produce multiple copies of the materials or incur other significant costs until you have received a Notice of Registration from Nu Skin. Failure to do so may require you to destroy such copies, pay for the reprint the Executive Brand Director Business Support Materials, or otherwise incur unnecessary or duplicative expenses which will not be reimbursed by Nu Skin.

3.2 Additional Documentation; Right of Review; Modifications

Upon receipt of an Application for Registration, Nu Skin will review the application and related submissions and provide you with any required modifications to the Executive Brand Director Business Support Materials and Services that it deems appropriate in its sole discretion. Nu Skin may ask for additional documentation, support, and legal opinions as it determines to be appropriate. Nu Skin also has the right to review your Executive Brand Director Business Support Materials and Services at any time, including additional reviews after the issuance of a Notice of Registration. You must provide Nu Skin with any passwords or IDs as may be necessary for Nu Skin to review the Executive Brand Director Business Support Materials and Services. Based upon any such review, Nu Skin may require you to make modifications to the Executive Brand Director Business Support Material and Services as Nu Skin determines appropriate in its sole discretion. If Nu Skin notifies you of any required modifications, you must promptly make such changes to the Executive Brand Director Business Support Materials and Services and may no longer use, offer, sell or perform any Executive Brand Director Business Support Materials and Services that have not been modified in accordance with the instructions of Nu Skin.

3.3 Application Fees

Nu Skin may impose a reasonable fee for registering Executive Brand Director Business Support Materials and Services.

3.4 Notice of Registration

Following a review of the Application for Registration, Nu Skin will decide whether to issue a Notice of Registration with respect to the Brand Affiliate Business Support Materials and Services covered by the application. Nu Skin has the right to make this decision in its sole discretion and has no obligation to issue

a Notice of Registration for an Application for Registration and may refuse to issue a Notice of Registration in its sole discretion. In such event, you may not use, offer, sell, or perform the Executive Brand Director Business Support Materials and Services covered by the Application for Registration. In the event Nu Skin decides to issue a Notice of Registration, it will deliver the Notice of Registration to you at the address indicated on the application.

3.5 Renewal of Registration; Revocation

- (a) The Notice of Registration will indicate the date on which such Notice of Registration expires. You may not continue to use, offer, sell or perform any Business Support Materials and Services for which the Notice of Registration has expired unless you have re-submitted the materials for registration with Nu Skin and have received a new Notice of Registration from Nu Skin for such Executive Brand Director Business Support Materials and Services. The materials you wish to renew will be submitted as part of your current Application for Registration that is on file with Nu Skin and handled in accordance with the same procedure. If your Application of Registration has expired, then you must file a new Application for Registration together with any Executive Brand Director Business Support Materials and Services that you wish to renew.
- (b) Notwithstanding anything to the contrary in these Policies and Procedures, Nu Skin reserves the right to terminate and revoke any Notice of Registration at any time in its sole discretion. If the Notice of Registration is revoked, then you must immediately cease using or distributing the specified Executive Brand Director Business Support Materials and Services. Nu Skin is not liable for and will not reimburse you for any costs incurred by you for the production of your Executive Brand Director Business Support Materials and Services that are the subject of the revoked Notice of Registration.