

# GLOBAL QUARTERLY REPORT



## CELEBRATING 20 YEARS OF BEING A FORCE FOR GOOD

This year marks the 20-year anniversary of Nu Skin's force for good efforts as we celebrate our efforts to improve the lives of children by offering hope for a life free from disease, illiteracy and poverty.

"Every day, thousands of children are smiling because of the efforts we have collectively made, and we are deeply grateful that we are able to be a true force for good throughout the world," said Nu Skin's founder and chairman of the board, Steven J. Lund.

Since Nu Skin's inception, the founders have always been focused on improving lives – particularly those in need. As the company grew, it launched a formal campaign 20 years ago with the introduction of the Epoch line, where a portion of every Epoch product sale is donated to various charitable organizations. The success of the campaign soon led to the establishment of the Nu Skin Force for Good Foundation.

Today, the efforts of the Nu Skin family reach children in need all around the world. Here are just a few examples of Nu Skin's force for good efforts so far:

- More than **11,000 lifesaving heart surgeries** in Greater China and Southeast Asia
- **16 libraries** built and stocked for rural elementary schools in South Korea
- Through the School of Agriculture for Family Independence and Children's Brighter Future, more than **2,000 Malawians** have benefited from agricultural training in order to provide for their families
- Ongoing partnership with Seacology to **improve the education and environment** of young islanders
- **Annual grants** to the Epidermolysis Bullosa Medical Research Foundation supporting research to find a cure for epidermolysis bullosa (EB)
- More than **750 scholarships awarded** through Educate the Children to provide the funds for children to continue their education
- Relief efforts in **Nepal, Malawi, Haiti, Indonesia, Thailand, Japan** and other disaster affected areas

Thanks for all you do and continue to do – together we are making a difference for children around the world.



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## NU SKIN FORCE FOR GOOD FOUNDATION HIGHLIGHTS

### ONE-YEAR-OLD FILIPINO GIRL RECEIVES LIFESAVING SURGERY



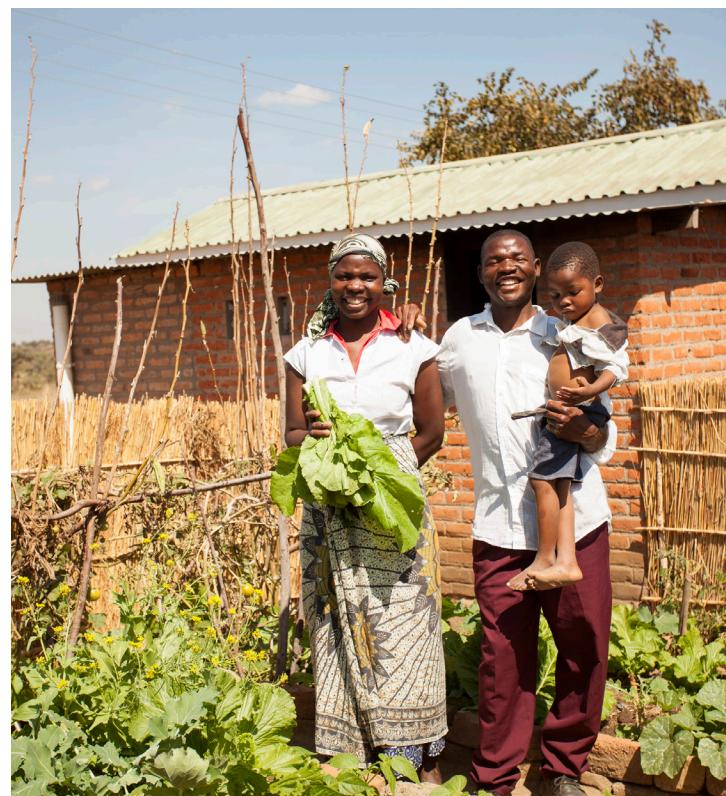
Jernia Nimo from Benguet, Philippines, was diagnosed at birth with a congenital heart disease called Patent Ductus Arteriosus, and she needed surgery to close the hole in her heart. Her parents, Nelly and Melvin Nimo, were troubled because they live on a monthly income of US\$100, barely enough to get by, and couldn't afford immediate surgery.

After a few months of trying to cope with her heart disease and meeting with their doctor to go over every option, the Nimo family was told the Philippine General Hospital might be able to provide a sponsored surgery. Nelly and Melvin took Jernia to Philippine General Hospital, and the staff put her in contact with the Southeast Asia Children's Heart Fund. Through the fund, Jernia was able to undergo the heart surgery on January 11, 2016.

Today, Jernia is making a quick recovery and is expected to grow up free from the heart disease that once threatened her life.

### PROJECT HIGHLIGHTS (JAN. - MAR. 2016)

- Nu Skin Korea donated **18,000,000 KRW** (15,600 USD) to the Meal Box Sharing Project, and sales leaders and employees assembled meal boxes for families in need
- Nu Skin Greater China provided **228 heart surgeries** to children with congenital heart disease through the Greater China Children's Heart Fund during the first quarter of 2016.
- The Quiero Ver (I Want To See) program continued to provide **free screenings and prescription glasses** to children in Bogota with plans to expand in other areas of Colombia.
- SAFI hosted an **agricultural field day** where nearly 120 guests that included agricultural extension workers, SAFI students and community members, visited the home of a second-year SAFI family to see the results of their agricultural learning and efforts.





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## NOURISH THE CHILDREN HIGHLIGHTS

### CHILDREN AT ZHANGZHENG MIDDLE SCHOOL NOURISHED WITH VITAMEAL



More than two-hundred students are nourished daily by VitaMeal at the Zhangzheng Middle School in China. Recently, the children showed their appreciation during a ceremony at the school. One student said, "We like eating VitaMeal because it is delicious and nutritious. We can feel the love from good people as well."

Along with the 200 children, 20 sales leaders from Greater China attended the ceremony and spent several hours playing games and interacting with the children who have benefited from VitaMeal.

### THE NOURISH THE CHILDREN INITIATIVE DISTRIBUTION TOTALS: (JAN. – MAR. 2016)

DESTINATION	MEALS
MALAWI	8,388,000
CHINA	2,475,000
HAITI	1,080,000
MEXICO	720,000
HONDURAS	540,000
EL SALVADOR	540,000
GUATEMALA	360,000
JAMAICA	360,000
NICARAGUA	180,000
PHILIPPINES	180,000
DOMINICAN REPUBLIC	180,000
COLOMBIA	22,500
OTHER	540,000
<b>TOTAL</b>	<b>15,565,500</b>



Nu Skin is a for-profit distributor of nutritional and skin care products in 54 markets and is traded on the New York Stock Exchange (NUS). Nourish the Children is an initiative of Nu Skin and is registered in some states as a commercial co-venture. The initiative enables Nu Skin's distributors and customers to purchase VitaMeal from Nu Skin and donate it to charitable organizations to help solve the complex world problem of feeding malnourished children. The price of VitaMeal includes the cost of manufacturing, general overhead, distribution and sales. As is the case with other Nu Skin products, distributors are paid commissions and Nu Skin earns a profit margin from each sale of VitaMeal, which is lower than the profit margin on virtually all of Nu Skin's other products.