



NU SKIN.  
DISCOVER THE BEST YOU™



**GLOBAL  
QUARTERLY  
REPORT**

**CREATING SMILES / Q4.2017**

**MILLIONS RAISED TO HELP CHILDREN AROUND THE WORLD**

It was a night to remember! In October, sales leaders from around the world came to Salt Lake City to participate in Nu Skin LIVE! The first event of LIVE! was the much-anticipated Nu Skin Force for Good Foundation Gala and Benefit Concert with Maroon 5. The atmosphere was full of energy as we all worked together toward the common goal of providing a brighter future for children around the world. An elegant dinner and electrifying entertainment set the stage for a fun and competitive auction where sales leaders bid back and forth on items such as a chance to ring the New York Stock Exchange bell or a week at Pirates Cove. Through the extraordinary generosity of sales leaders, the Foundation raised from the dinner and auction, as well as other on-site fundraising initiatives, more than US\$2.2 million in donations for the company's global Force for Good projects that offer hope for a life free from disease, illiteracy and poverty. Also during the evening, Angela Liew received the Nu Skin Force for Good Lifetime Achievement Award. A natural leader, she exemplifies the Nu Skin Force for Good values and actively seeks to support those around her as well as the Foundation.



"It's impressive to see what happens when we come together to be a force for good," said Gary Garrett, vice president of the Nu Skin Force for Good Foundation. "Because of the generosity of the sales leaders, employees and customers, we have the ability to do more good around the world. Never underestimate the difference you can make in the lives of others."



# FORCE FOR GOOD

## FOUNDATION HIGHLIGHTS

Q4.2017

### PROJECT HIGHLIGHTS:



Nearly **450 children** with congenital heart disease received heart surgeries provided by the Greater China Children's Heart Fund and the Southeast Asia Children's Heart Fund.



Nu Skin Korea celebrated its **15<sup>th</sup> Epidermolysis Bullosa (EB) Patient Family Meeting** where more than 120 EB patients, their families, and distributors came together to celebrate the progress made toward treating EB. At the event a US\$12,000 donation was made to EB to continue the research.



More than **30 families** in Malawi started their first year at the School of Agriculture for Family Independence. At the school, the families will learn proper agricultural techniques and how to improve the quality of their lives by becoming more productive and self-reliant.



### A NEW PLACE TO LEARN FOR CHILDREN IN FIJI

In March of 2016, Cyclone Winston, the strongest storm ever recorded in the southern hemisphere, wreaked tremendous damage on the beautiful Fiji village of Nukubalavu. According to villagers, the storm destroyed most of the village, with waves higher than coconut trees destroying homes and washing away almost everything they owned. A school that was funded by the Nu Skin Force for Good Foundation and Seacology became one of the only places for families to take shelter as they struggled to recover from the devastating storm. The school itself was also badly damaged by the wind, waves and debris as parts of the ceiling, walls and windows were destroyed.

To help the people of Nukubalavu, the Nu Skin Force for Good Foundation helped to cover the costs to repair and expand the size of the school. By July of 2017, work on the school was completed and a grand reopening celebration was held. The school is once again an anchor in the community and is now used to further the education of the children throughout the village.



**NOURISH THE CHILDREN**  
 AN INITIATIVE OF NU SKIN ENTERPRISES  
**HIGHLIGHTS**

**Q4.2017**

## TAKING CARE OF OTHERS

Danny is 9 years old and lives in Nicaragua with his parents. He loves soccer and plays every day in his neighborhood. He also loves math! “I always like going to school and learning math and working with numbers,” Danny said.

Recently, Danny’s dad suffered a stroke that partially paralyzed him and caused him to lose his job. As his dad struggles to recover, Danny’s mom works tirelessly washing dishes and ironing clothes to try and support the family. It’s been a tough time for their family, and with mounting medical bills, Danny’s parents

have not been able to afford to send their children to school with lunch. Since he was only eating a small breakfast and dinner, Danny would often go hungry throughout the day. “At home, we have food, but not every day,” Danny said. He started to fall behind in school and didn’t have enough energy to play soccer with his friends. A teacher noticed his decreased performance and talked to Danny’s parents about providing him with VitaMeal at school.

After several weeks of eating VitaMeal each day, Danny’s performance improved at school and in soccer. “I’m thankful for the help because I now get more food, have more energy and am happier because I feel good,” Danny said. When he grows up, Danny wants to be a doctor so he can help take care of others. Because of you, many children just like Danny have bright hope for the future. Thank you for providing VitaMeal to thousands of



## NOURISH THE CHILDREN INITIATIVE

OCT - DEC 2017 / DISTRIBUTION TOTALS:

| DESTINATION   | MEALS             |
|---------------|-------------------|
| MALAWI        | 9,288,000         |
| LATIN AMERICA | 1,322,010         |
| CHINA         | 634,470           |
| ZAMBIA        | 360,000           |
| SOMALIA       | 180,000           |
| OTHER         | 540,000           |
| <b>TOTAL</b>  | <b>12,324,480</b> |

Nu Skin is a for-profit distributor of nutritional and skin care products and is traded on the New York Stock Exchange (NUS). Nourish the Children is an initiative of Nu Skin and is registered in some states as a commercial co-venture. The initiative enables Nu Skin’s 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.