



NU SKIN.
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CREATING SMILES Q3.2016

GLOBAL QUARTERLY REPORT

500 MILLION MEALS FEEDING MALNOURISHED CHILDREN

Since 2002, Nu Skin and its sales leaders, customers and employees have **donated more than 500 million meals** to malnourished children around the world. Each meal provides much-needed nutrition to help children develop.

“I’ve seen first-hand the difference that VitaMeal has made in my country,” said Madam Callista Mutharika, former first lady of Malawi. “Its impact has been life-changing for thousands of kids. Children who were once very hungry are now healthy, strong and are able to go to school. Mothers who had no food can now provide their loved ones with a warm and nutritious meal.”

The initiative first began in 2002 as an innovative way to alleviate hunger in a sustainable manner. Today, it helps facilitate food donations to more than 130,000 malnourished children every day in 50 countries.

“It is heartwarming to think of the impact of providing 500 million meals to malnourished children,” said Steve Lund, executive chairman of the board and executive director of Nourish the Children. “**Reaching such a significant milestone is a testament to the compassion and generosity of Nu Skin’s sales leaders, customers and employees and to the collective good we can do.** We are a powerful family. Not only do the contributions feed hungry children, but they increase opportunities for learning and bring hope to those individuals and nations in need.”

With your help and donations to The Nourish the Children initiative, we look forward to continuing to provide a consistent supply of nourishing food to the world’s most needy children.

To learn more about the 500 Million Meals celebration visit NourishTheChildren.com



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NU SKIN FORCE FOR GOOD FOUNDATION HIGHLIGHTS

WORKING TOGETHER TO AID SRI LANKAN FAMILIES



More than twenty years ago, the Nu Skin Force for Good Foundation partnered with the non-profit organization Seacology to improve the lives of children and their families in island communities, and at the same time, help protect fragile island environments where they live. To date, Seacology has completed more than 250 projects in 55 countries, helping to protect more than a million acres of some of the world's most vulnerable ecosystems. The partnership recently culminated in Seacology's largest project yet – the Sri Lanka Mangrove Conservation Project.

With the assistance of this project, Sri Lanka will be the world's first nation to comprehensively protect all its mangrove forests, which will provide a cleaner atmosphere and protection from the storm surges and rising sea levels. This effort will be accomplished by offering training and microloans to Sri Lankan women to start sustainable businesses as an alternative income

to cutting down mangroves. Many of these microloans have been donated by the Nu Skin Force for Good Foundation and the company's sales leaders in Europe. As part of the program, women who receive the microloans will also attend three-day training sessions on mangrove conservation, business management and livelihood development. Ultimately, they will be better able to provide for their families and improve the future economic opportunities for their children.

"It was a powerful experience to work alongside the wonderful people in Sri Lanka in a project that has both environmental and economic impact," said Sandie Tillotson, Nu Skin founder. "We worked together to plant and protect mangroves that are extremely important to sustaining the local ecosystem and empowered women with microloans and business training that would help them support their families and contribute to their local economy."

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NU SKIN FORCE FOR GOOD FOUNDATION HIGHLIGHTS

A FULL HEART FOR JAMES



James Chemari from Pasay City, National Capital Region, Philippines was born with a hole in his heart. Known as Ventricular Septal Defect, this hole caused James to have trouble breathing and he would tire easily. His young and impoverished parents could only afford medicine that would temporarily control the symptoms. As they searched for a permanent solution, they found help from Nu Skin's Southeast Asia Children's Heart Fund and local partner, the CHILD Foundation. Last August, at 10 years old, James was finally able to undergo open-heart surgery and can now live his life to its fullest.

PROJECT HIGHLIGHTS: JULY - SEPTEMBER 2016

1,200

Nu Skin Japan started a new leadership program called, **The Leader in Me**, a three-year program for 1,200 elementary school students in Sakai-machi, Sashima-gun. This educational program is designed to develop and nurture the skills that are needed to be a leader.

18

The **18th Nu Hope Library** was built in Chungcheong-do, Korea, at the UnShin Elementary School. The new library will be stocked with more than 780 books to encourage reading and learning among the students.

390

The Nu Skin Greater China Children's Heart Fund provided **302 heart surgeries** and the Southeast Asia Children's Heart Fund provided **88 heart surgeries** to children with congenital heart disease, in the past quarter.





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NOURISH THE CHILDREN HIGHLIGHTS



NOURISHING AN RUOYA'S BODY AND MIND

For most of her life, An Ruoya's parents have struggled to make ends meet while living in China. Ruoya had to live with her grandparents who also struggled financially. Sadly, because of the low income of her hard-working parents and the poor health of her grandparents, Ruoya didn't receive nutritional meals and would often go hungry. With the lack of nourishment, Ruoya was shorter and thinner than most of her peers and looked ill most of the time. As she went to school, she fell behind in her studies.

Recently, VitaMeal became available to the Sunshine Primary School, providing sufficient nutrition for Ruoya and other children in need. After having VitaMeal for several months, Ruoya has grown taller and looks healthier and more radiant. Not only is she looking better but she has improved in her academic performance and is getting nearly full marks in each subject. Recently, she placed first in Zanhuan County for academia.

Thanks to all those who have donated VitaMeal that offers ample nutrition to children like Ruoya.

NOURISH THE CHILDREN INITIATIVE DISTRIBUTION TOTALS: JULY – SEPTEMBER 2016

| DESTINATION | MEALS |
|--------------------|-------------------|
| MALAWI | 7,338,000 |
| HAITI | 1,500,000 |
| GUATEMALA | 780,000 |
| USA | 540,000 |
| HONDURAS | 420,000 |
| NICARAGUA | 360,000 |
| EL SALVADOR | 180,000 |
| JAMAICA | 180,000 |
| DOMINICAN REPUBLIC | 180,000 |
| ZAMBIA | 180,000 |
| COLOMBIA | 119,760 |
| ZIMBABWE | 54,000 |
| TOTAL | 11,831,760 |



Nu Skin is a for-profit distributor of nutritional and skin care products in more than 50 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.