

# NU SKIN

## At a Glance

Nu Skin Enterprises, Inc. (NYSE: NUS) is a global integrated beauty and wellness company, powered by a dynamic affiliate opportunity platform. The company helps people look, feel and live their best with products that combine the latest insights of science, technology and nature. Backed by nearly 40 years of scientific research, Nu Skin develops innovative products for personal care, nutrition and anti-aging.

**\$1.97B**

2023 revenue

**~50**

global markets

**20+**

premium brands globally

**55M**

products sold in 2023

**~3,700**

employees

## Our Three Master Brands



**NUTRICENTIALS  
PERSONAL CARE**

Nu Skin product lines combine nature and science for skincare benefits you can see and feel.



**PHARMANEX  
PRODUCTS**

Pharmanex products take care of your body from the inside out.



**ageLOC®**

**AGELOC  
ANTI-AGING**

Nu Skin's ageLOC products target the sources of the visible signs of skin aging to help preserve the look of youth.

The World's #1 At-Home Beauty and Wellness Device System Company in 2023\*



\*Source Euromonitor International Limited; At-Home Beauty and Wellness Device Systems on a total retail level in RSP, excluding salon services that may offer packages; research conducted April - May 2024.

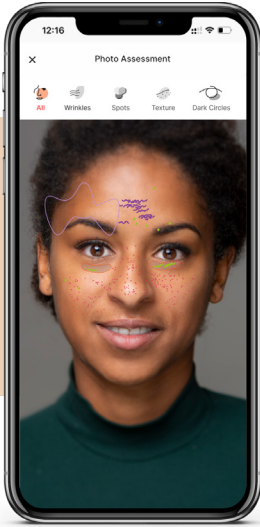


# Beauty and Wellness

A holistic beauty and wellness brand that empowers consumers through personalised, integrated solutions.

## Personalised

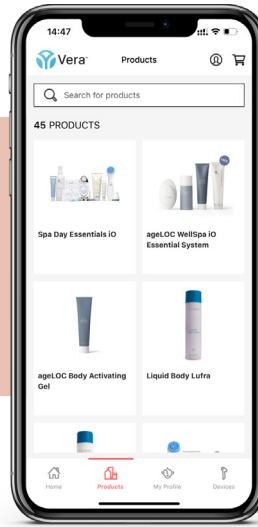
The Nu Skin Vera app helps you to create your own beauty profile and get regimen and product recommendations made just for you.



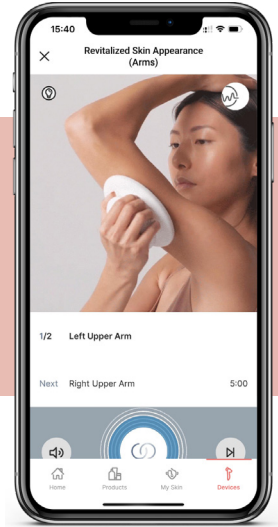
Snap a selfie and answer a few quick skin care questions, then see how the app analyses your skin care needs to give you personalised product recommendations..



Share and review your selfies, then track your skin care progress over time.



Browse and shop the digital catalog whenever, wherever the mood strikes.



Provides a step-by-step guide to get the best out of the Nu Skin iO devices together with their consumables.

## Integrated



A balanced portfolio of beauty and wellness products with a holistic, inside-outside approach. Beauty devices combined with topical products for extraordinary skin appearance benefits and efficacy. Our ageLOC LumiSpa iO beauty device connects to IoT Technology to provide an immersive, personalised experience.

## Science-Based

Nu Skin stays at the forefront of innovation and scientific discovery and ensures the highest quality control:

- 11 state-of-the-art labs in the U.S. and China
- More than 75 in-house scientists
- Nu Skin's Six-step quality assurance program





# Force for Good

A fundamental aspect of Nu Skin's mission is to be a force for good throughout the world.

## Social Impact

**\$6.8M+**

in charitable assistance in 2023

**50+**

countries impacted by charitable projects

**850M+**

meals purchased and donated\* since 2002

**~70K+**

children fed per day\*



### Nu Skin Charitable Funding Highlights

- 30,000+ heart surgeries performed since 1999 (600+ in 2023)
- ~11,000 farmers in Malawi trained on agricultural practices and self-reliance since 2007
- 171 water wells drilled impacting 18,000 households in Malawi since 2016
- 7 projects to protect island habitats in 2023 with Nu Skin's help
- 250,000 units of products to support families leaving refugees camps in Eastern Europe



## Sustainability

2019

Developed an internal environmental impact scoring system

2020

Improved the environmental impact of top 20 products



2023

Assessed, scored and made plans to improve the environmental impact of 100% of our products

2030

Goal: Change all packaging to be recycled, recyclable, reusable, reduced or renewable



Nutricentials Bioadaptive Skin Care line features sustainably improved packaging\*\*

Member of the EcoBeautyScore Consortium to drive industry standards for sustainable beauty products



\*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 brand affiliates 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, brand affiliates are paid commissions and Nu Skin earns a profit margin from each sale of VitaMeal.

\*\*All bottles in our new-look Nutricentials are made from 100% post-consumer recycled (PCR) plastic. Likewise, most tubes contain 34-35% PCR plastic, apart from Eye Love Bright Eyes which contains 40% and Complexion Protection which contains 61%. All these values exclude the cap. The carton used in our packaging is FSC certified (FSC™ C107989).

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