



NU SKIN
DISCOVER THE BEST YOU™

GLOBAL

QUARTERLY

REPORT

CREATING SMILES / Q3.2017

NU SKIN REACHES NEW MILESTONE: 550 MILLION MEALS PURCHASED AND DONATED

Incredible! It's such an appropriate word to use when it comes to the generosity of Nu Skin sales leaders, customers and employees as they continue to purchase and donate VitaMeal® through Nu Skin's Nourish the Children (NTC) initiative. Since the initiative's inception in 2002, 550 million meals—that's more than one-half billion—have been purchased and donated to help feed hungry children in more than 50 countries.



AN INITIATIVE OF NU SKIN ENTERPRISES

"Together, the Nu Skin family continues to come together to improve the lives of malnourished children around the world," said Steven J. Lund, executive chairman of the board and executive director of Nourish the Children. "Achieving this milestone shows the fundamental compassion of people who, when confronted with human suffering, are willing to act."

VitaMeal is a nutrient-dense food scientifically formulated to meet the nutritional needs of malnourished children. Each bag is purchased and donated through NTC to third-party charitable organizations that focus on distributing relief to those suffering from malnutrition and famine. Those affected by natural disasters, such as recent hurricanes in Texas, Florida, and Puerto Rico and earthquakes in Mexico, have also received VitaMeal.



**For more information, visit
Nourish the Children.com**



FORCE FOR GOOD

FOUNDATION HIGHLIGHTS

Q3.2017



A NEW LIFE FOR LITTLE CAITLIN JE RANALAN

Nothing is more frightening for parents than to see their child suffering. Such was the case for the parents of 10-month-old Caitlin Je Ranalan of Cagayan De Oro City in the Philippines. Caitlin was suffering from patent ductus arteriosus (PDA), which greatly affected the quality of her life. Her parents, Ivy and Jayson, had very limited income—just Php 9,000 (US\$176) per month—making it nearly impossible to afford the procedure Caitlin needed to correct the problem.

Thanks to Dr. Josephine dela Cerna, who is familiar with the Southeast Asia Children's Heart Fund and its many years of support for children like Caitlin, Caitlin and her parents were able to travel to Philippine General Hospital in Manila so she could undergo the necessary treatment. On September 28, 2017, Caitlin had a transcatheter closure procedure to correct the PDA, and she is now well on her way to a full recovery. Her parents are grateful to Nu Skin's Force for Good efforts—and the many compassionate people who contribute—for giving their beautiful little girl a much healthier and happier life.

20TH NU HOPE LIBRARY OPENS

The 20th Nu Hope Library opening ceremony was held at Bomock Elementary School located in Jeju-do on Sep 12, 2017. The existing school library was remodeled and now has a new interior including bookshelves through the Nu Hope Library Project. Thanks to local contributions, the library was stocked with nearly **1,000 books** for elementary school students.





NOURISH THE CHILDREN®

AN INITIATIVE OF NU SKIN ENTERPRISES

HIGHLIGHTS



Q3.2017

VITAMEAL® PURCHASES AND DONATIONS CONTINUE TO HELP THOSE AFFECTED BY NATURAL DISASTERS

In September of 2017, the American states of Texas and Florida and the island of Puerto Rico, as well as much of the Caribbean, were devastated by three deadly hurricanes. In Texas, Hurricane Harvey affected hundreds of thousands of people and caused billions of dollars in property damage. Hurricane Irma struck Florida and caused massive damage throughout the state. The entire island of Puerto Rico was nearly destroyed by Hurricane

Maria, resulting in millions facing lost or damaged homes and living without electricity, food, water and other basic necessities. In addition to these hurricanes, thousands face grave hardship from recent earthquakes in Mexico and Japan and a volcano eruption on the island of Vanuatu in the South Pacific Ocean.

The Nourish the Children initiative has helped many through these natural disasters. Third-party charity partners have shipped tens of thousands bags of VitaMeal to many of these affected regions and are fulfilling requests for additional bags. Partnering with third-party charitable organizations such as World Vision, Convoy of Hope and Feed the Children, the NTC initiative is working to provide those in need with this nourishing food source. Nu Skin invites its sales leaders, customers and employees continue offering their support as people in these ravaged parts of the world continue to rebuild their lives.



NOURISH THE CHILDREN INITIATIVE

JULY - SEPT 2017 / DISTRIBUTION TOTALS:

DESTINATION	MEALS
MALAWI	9,288,000
DISASTER RELIEF	1,620,000
ZAMBIA	997,620
CHINA	604,680
PHILIPPINES	180,000
SOMALIA	180,000
TOTAL	12,870,300

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.