



NU SKIN[®]
DISCOVER THE BEST YOU[™]



Safe Harbor Statement

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended that represent the company's current expectations and beliefs. All statements other than statements of historical fact are "forward-looking statements" for purposes of federal and state securities laws and include, but are not limited to, statements of management's expectations regarding the company's performance, opportunities, risks, initiatives, growth, strategies and priorities, product offerings, sales force, consumers and new product development; statements regarding shareholder value and projections regarding our future sales, expenses, margins, earnings per share, cash flows and sources and uses of cash, foreign currency fluctuations, dividends, inventory and other financial items; statements of management's expectations and beliefs regarding China and other markets; statements of belief; and statements of assumptions underlying any of the foregoing. In some cases, you can identify these statements by forward-looking words such as "believe," "expect," "project," "anticipate," "estimate," "intend," "plan," "targets," "likely," "will," "would," "could," "may," "might," the negative of these words and other similar words.

The forward-looking statements and related assumptions involve risks and uncertainties that could cause actual results and outcomes to differ materially from any forward-looking statements or views expressed herein. These risks and uncertainties include, but are not limited to, the following:

- any failure of current or planned initiatives or products to generate interest among our sales force and customers and generate sponsoring and selling activities on a sustained basis;
- risk of foreign currency fluctuations and the currency translation impact on the company's business associated with these fluctuations;
- risk that direct selling laws and regulations in any of our markets, including the United States and China, may be modified, interpreted or enforced in a manner that results in negative changes to our business model or negatively impacts our revenue, sales force or business, including through the interruption of sales activities, loss of licenses, imposition of fines, or any other adverse actions or events;
- risks related to accurately predicting, delivering or maintaining sufficient quantities of products to support our planned initiatives or launch strategies, and increased risk of inventory write-offs if we over-forecast demand for a product or change our planned initiatives or launch strategies;
- regulatory risks associated with the company's products, which could require the company to modify its claims or inhibit the company's ability to import or continue selling a product in a market if it is determined to be a medical device or if it is unable to register the product in a timely manner under applicable regulatory requirements;
- adverse publicity related to the company's business, products, industry or any legal actions or complaints by the company's sales force or others;
- Risk that litigation, investigations or other legal matters could result in settlements, assessments or damages that significantly affect financial results;
- unpredictable economic conditions and events globally;
- any determination by our board of directors to discontinue the declaration of dividends, based on our net earnings, financial condition, cash requirements, future prospects or other relevant factors;
- any prospective or retrospective increases in duties on the company's products imported into the company's markets outside of the United States and any adverse results of tax audits or unfavorable changes to tax laws in the company's various markets; and
- continued competitive pressures in the company's markets.

The company's financial performance and the forward-looking statements contained herein are further qualified by a detailed discussion of associated risks set forth in the documents filed by the company with the Securities and Exchange Commission. The forward-looking statements set forth the company's beliefs as of the date that such information was first provided and the company assumes no duty to update the forward-looking statements contained herein to reflect any change except as required by law.



TRUMAN HUNT
CHIEF EXECUTIVE OFFICER

TODAY'S AGENDA: FOCUS ON THE FUTURE

TRUMAN HUNT

+ The Big Picture

RYAN NAPIERSKI

+ Opportunity Renewal

Global Business Review

JOE CHANG

+ Product Innovation

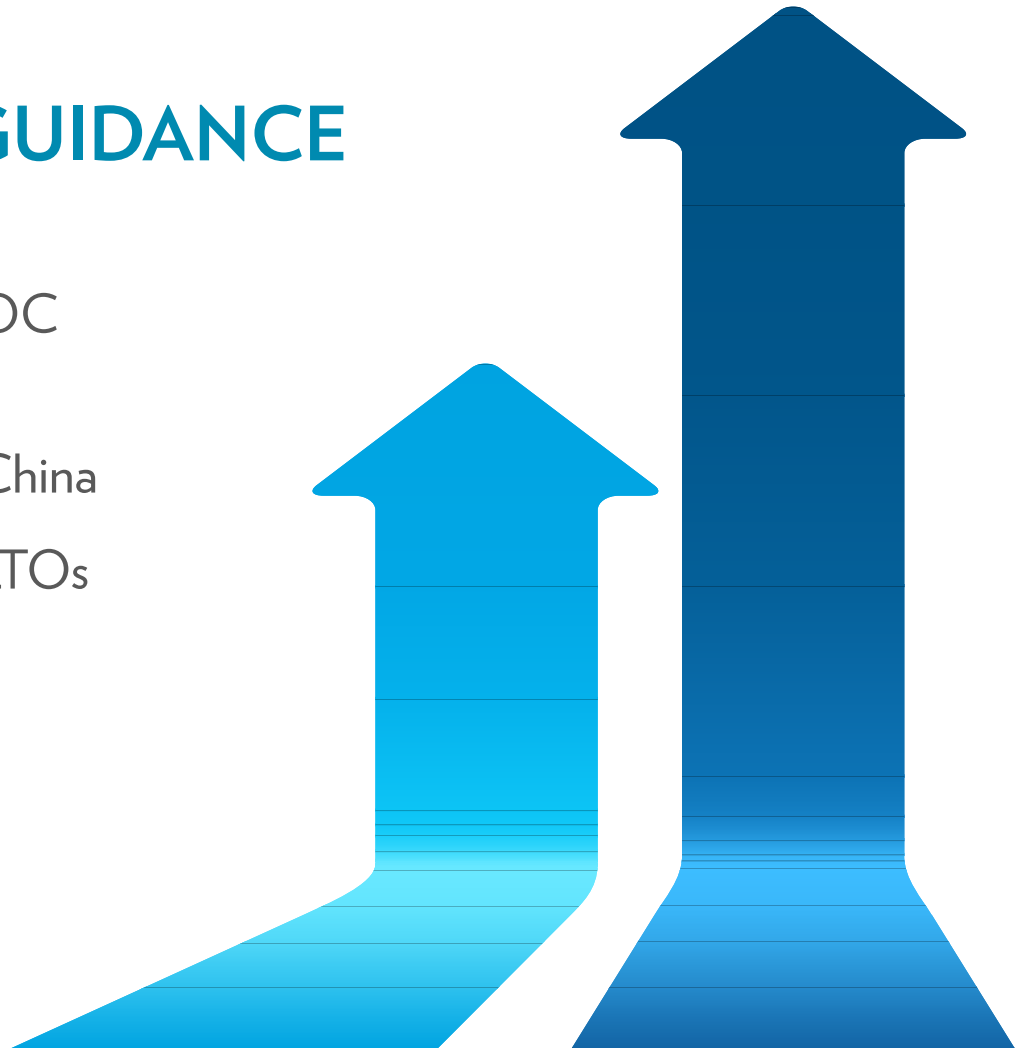
RITCH WOOD

+ Financial Review

Q&A

REITERATING Q4 GUIDANCE

- Strong U.S. LTO of ageLOC Youth in November
- Solid November expo in China
- December ageLOC Me LTOs in Japan and South Korea



OUR MISSION STATEMENT

Our mission is to be a **FORCE FOR GOOD**
in the world by **EMPOWERING PEOPLE**
TO IMPROVE LIVES with a rewarding
business opportunity, innovative products, and
an enriching, uplifting culture.





Our **FORCE FOR GOOD CULTURE**
is focused on improving the lives of the world's
most vulnerable citizens – its children.



NOURISH THE CHILDREN AT A GLANCE

Company matches donations, pays commissions, leverages profits



Nu Skin Manufactures
VitaMeal



Distributors/Customers
Buy and Donate

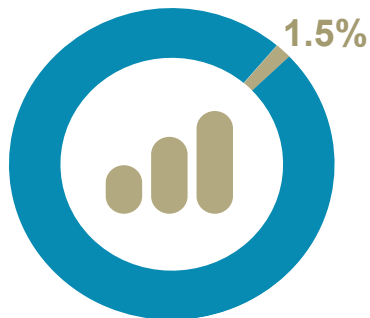


Charities Transport
and Distribute



Food Given to
Children in Need

2012-2015 VITAMEAL AS % OF REVENUE & PROFIT



VitaMeal represents **1.5%** of global sales revenue and less than 1.5% of operating profit.

U.S. VitaMeal sales represent 16% of global VitaMeal sales.

2015 VITAMEAL DISTRIBUTION



In 2015, **75%** of VitaMeal distribution was in countries where Nu Skin does not do business.

- Malawi - 52.6%
- Philippines - 11.3%
- Haiti - 9.5%
- China - 3.7%
- Central/South Am. - 14.0%
- Other - 9.5%

VITAMEAL DONOR PROFILE

The majority of those who purchased and donated VitaMeal in 2015:

- Live outside the United States
- Purchase and donate 2.3 bags or less per month
- Purchase primarily nutrition and skin care products

IMPACT ON CHILDREN

In 2015, the Nourish The Children initiative provided more than **56 million meals**, helping nourish **187,000 children** every day, in more than **20 countries**.



WE FOSTER A CULTURE THAT **EMPOWERS PERSONAL SUCCESS**
AND EXPANDS PEOPLE'S ABILITY TO **POSITIVELY IMPACT**
THE LIVES OF OTHERS.





ACCOUNTABILITY REPORT

2015 ACCOUNTABILITY REPORT

2015 GUIDANCE (Dec. 2014)

2015 PROJECTED

Annual Revenue

\$2.50 B - \$2.56 B
4-6% local currency growth,
with a -6% foreign currency impact

\$2.245 B - \$2.265 B
-8% foreign currency impact
China rebound slower than expected

Operating Margin

14.9% - 15.2%

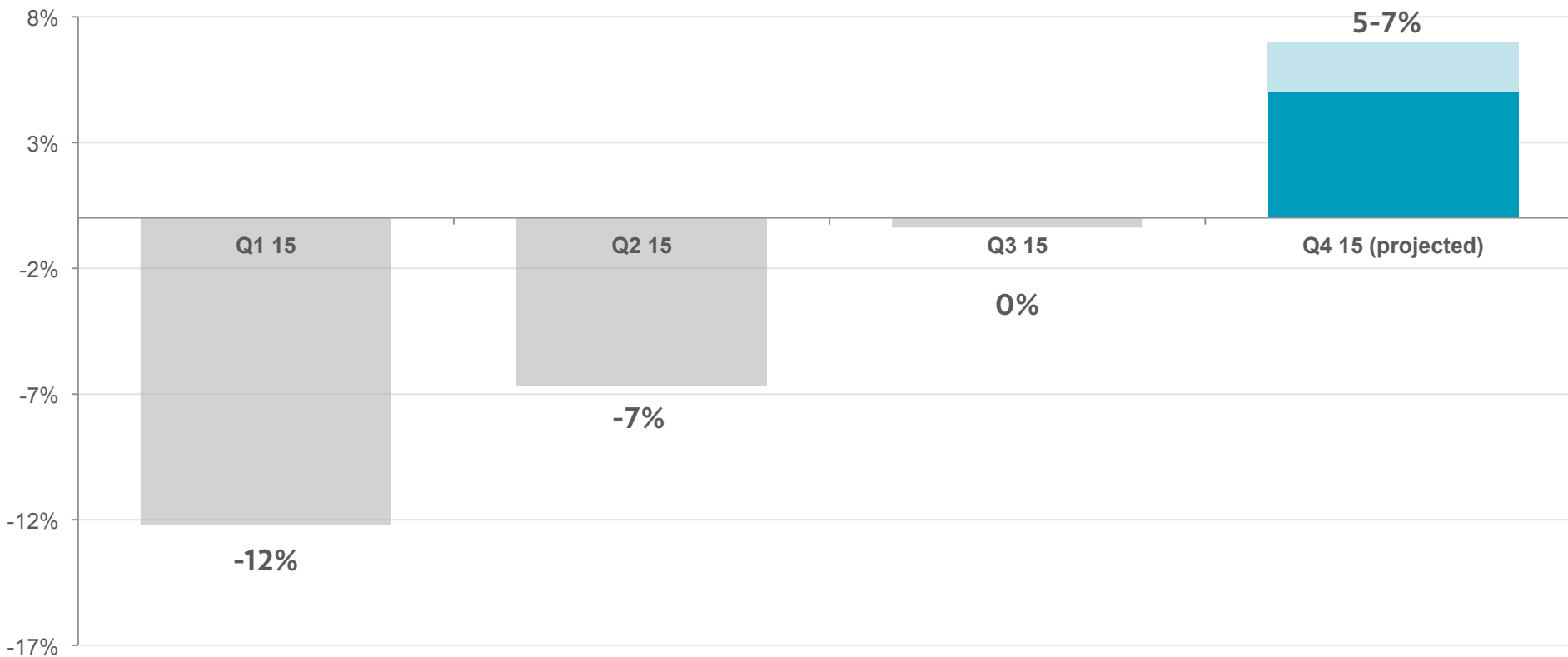
~ 11%

EPS

\$3.80 - \$4.00

\$2.32 - \$2.35

2015 YEAR-OVER-YEAR CONSTANT CURRENCY REVENUE GROWTH RATE



FOCUS ON THE FUTURE

Nu Skin's 31-year track record of sound business principles, proven products and an unmatched business opportunity provides a **SOLID FOUNDATION FOR FUTURE SUCCESS.**



2016 GUIDANCE

Annual Revenue

\$2.29 B - \$2.33 B

5-7% local currency growth,
with a -4% foreign currency impact

Operating Margin

12.8% - 13.0%

EPS

\$3.25 - \$3.40

A light blue world map is visible in the background of the slide, showing the outlines of continents and countries.

ENVISION 3.0

Refine our strategy, processes, and organization to support
GROWTH TO \$10 BILLION IN REVENUE
while maintaining our **FORCE FOR GOOD** culture.

ENVISION 3.0 PROCESS

Outside In

Positioning &
Competitive Work

Competitive
Work
Design

Functional
Process
Design

Transition &
Implementation
Plan

ENVISION 3.0 – OUTSIDE IN

Outside In

Positioning &
Competitive Work

Competitive
Work
Design

Functional
Process
Design

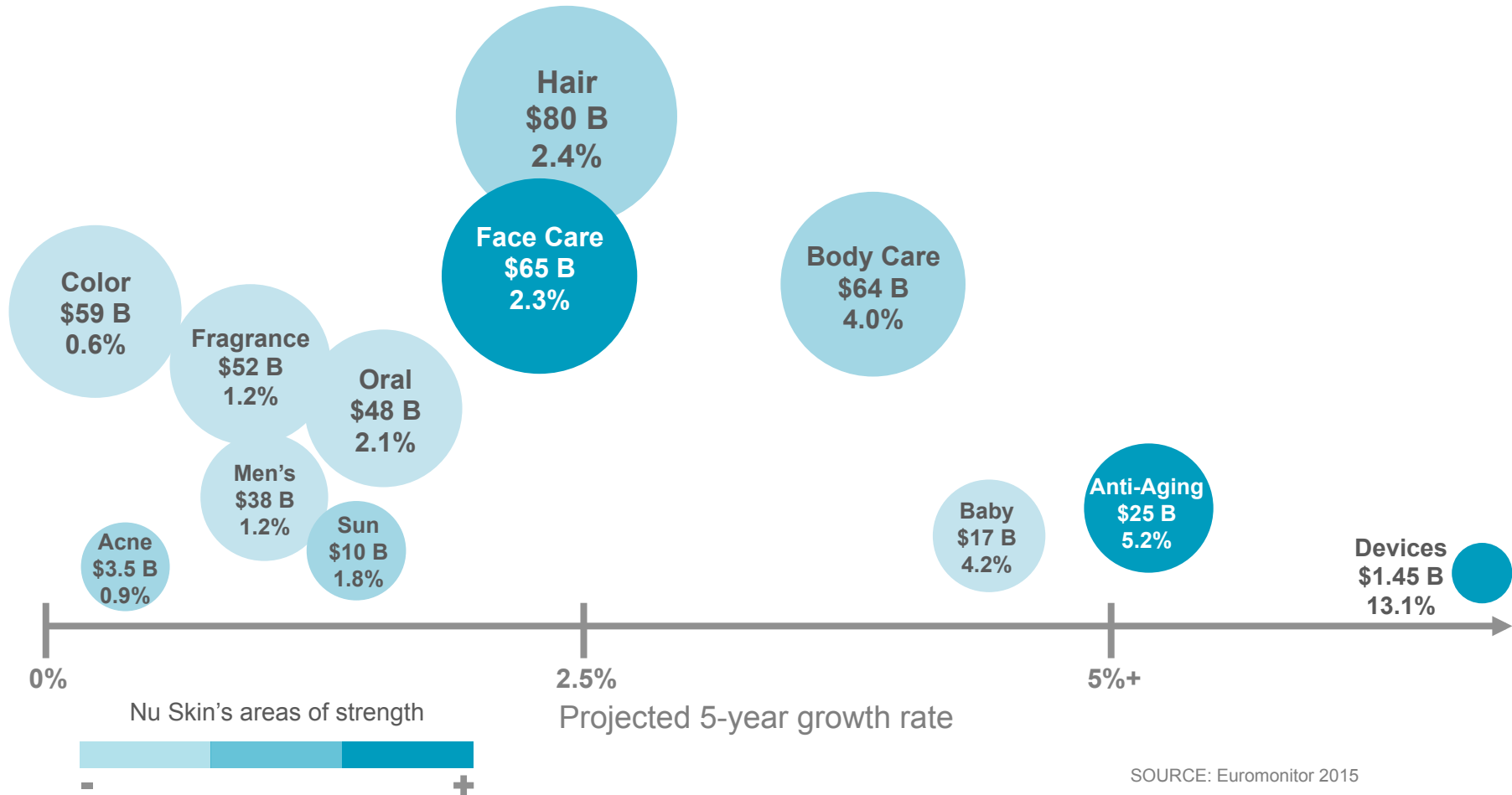
Transition &
Implementation
Plan

Personal care and nutritional product trends
Digital trends
Strategic framing

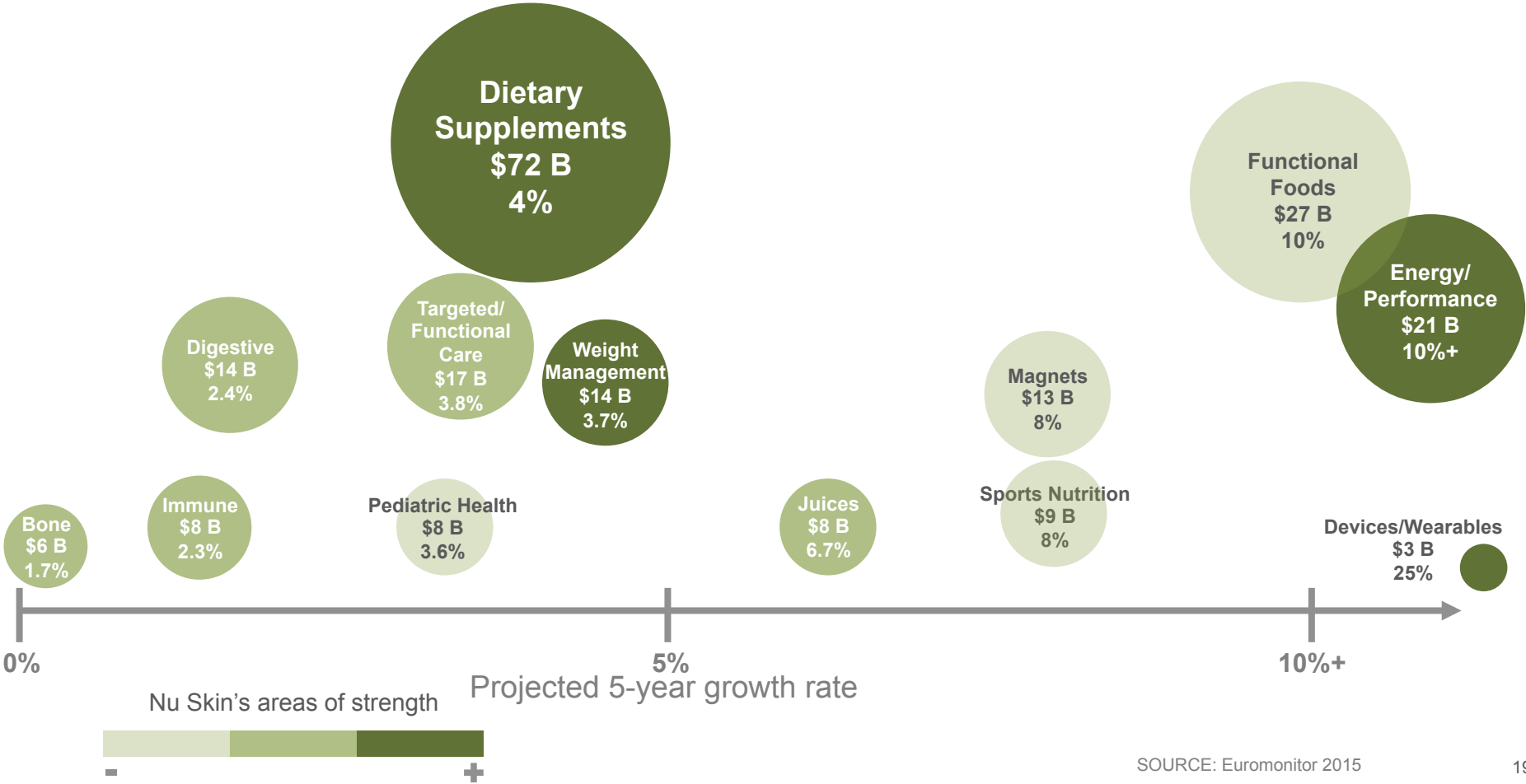
Key Question:

- Do we need to fundamentally change our business to achieve the \$10B goal?

BEAUTY & PERSONAL CARE \$465 BILLION



CONSUMER HEALTH \$216 BILLION



SOURCE: Euromonitor 2015

DIRECT SELLING MARKETS

	2014 USD (billions)	1 yr Growth	3 yr CAGR
Asia/Pacific	81.5	9.1%	8.4%
North America	36.3	5.1%	4.4%
South America	31.1	4.6%	7.8%
Western Europe	24.6	4.0%	3.7%
Central & Eastern Europe	8.0	1.8%	2.8%
Global Total	182.8	6.4%	6.5%

DIRECT SELLING MARKETS

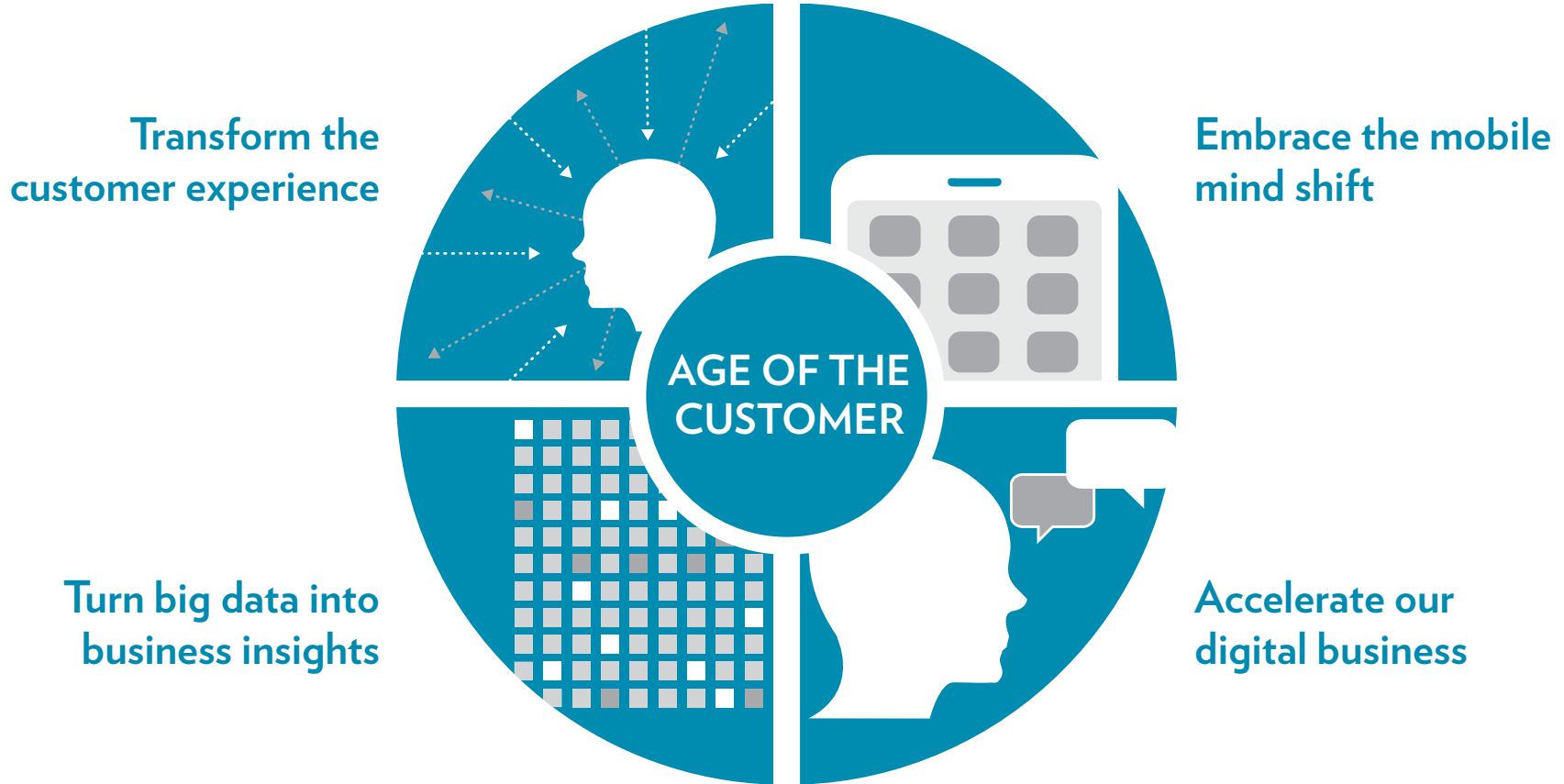
> \$3 BILLION IN REVENUE

	2014 USD (billions)	1 yr Growth	3 yr CAGR
U.S.	34.5	5.5%	4.9%
China	30.2	18.6%	18.7%
Japan	16.8	1.7%	-2.3%
S. Korea	16.3	8.7%	8.1%
Brazil	13.0	0.2%	6.7%
Germany	8.9	4.8%	5.7%
Mexico	8.0	2.1%	5.9%
France	5.3	0.0%	2.6%
Malaysia	5.3	5.0%	8.0%
U.K.	3.9	10.9%	8.2%
Russia	3.6	0.3%	1.6%
Taiwan	3.2	2.8%	4.0%
Italy	3.2	3.7%	-0.1%
Colombia	3.1	10.4%	7.5%

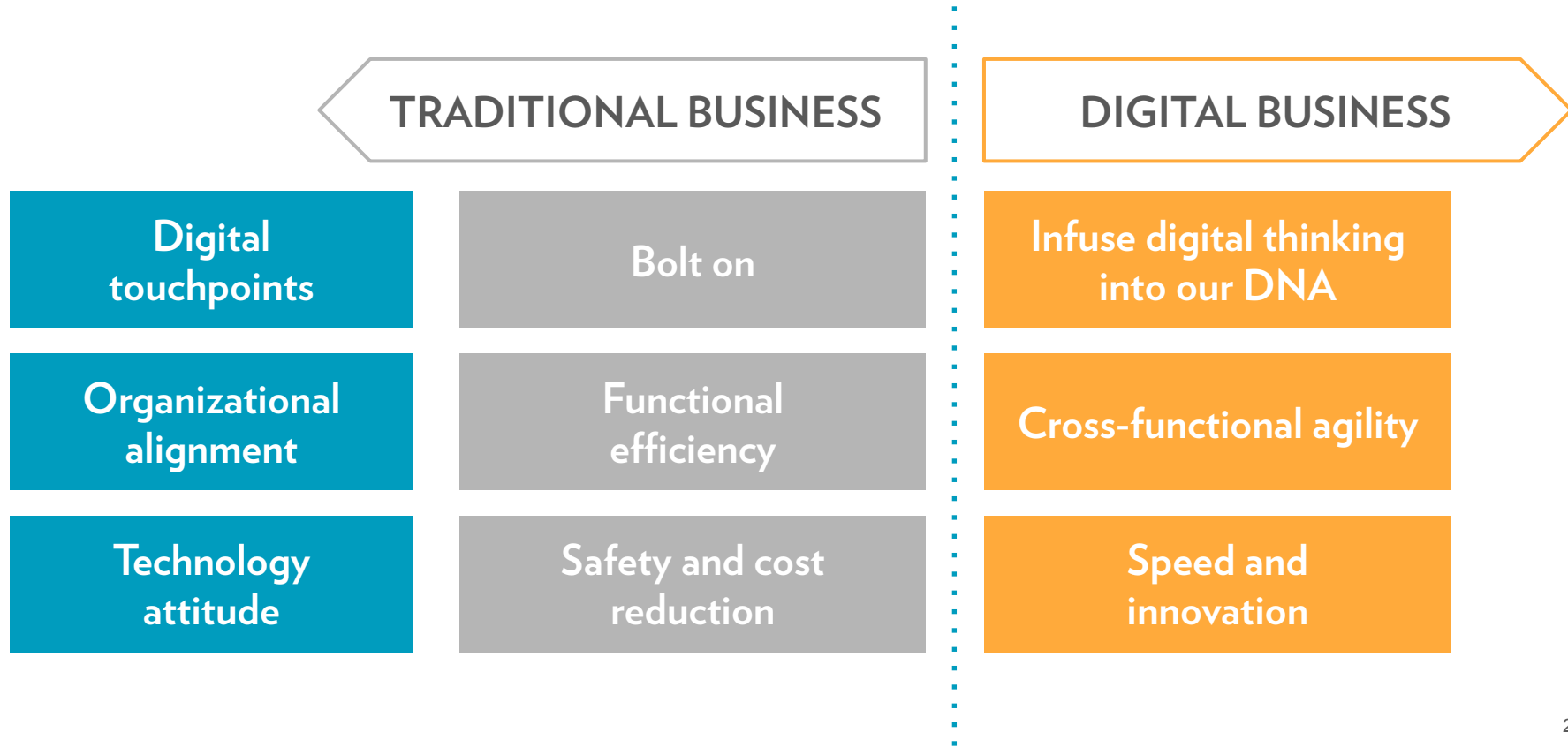
We live in an increasingly
DIGITAL WORLD



FOUR CRITICAL BUSINESS IMPERATIVES



DIGITAL BUSINESS IS DIFFERENT



DIGITIZING THE BUSINESS

Providing sales leaders with an integrated platform of digital solutions across key activities to increase the likelihood of their success



Modules of the Distributor Digital Solution

Onboarding and Support

Establish Your Digital Toolkit

Prospecting and Targeted Messaging

Build Sales Platform

Manage Customers and Teams

PROSPECTING AND TARGETED MESSAGING



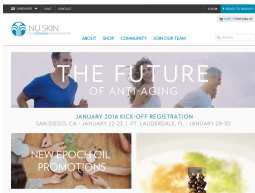
What is the value?

With the right campaign management tools, sales leaders can focus on work that is truly meaningful for their business, including **driving sales growth, building awareness, developing their sales network, and maximizing consumer volume**

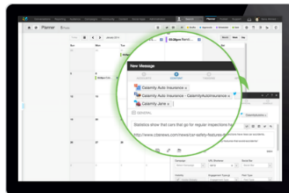
A campaign creation site that enables workflow of:



Search, retrieve, and upload content from a centralized content repository



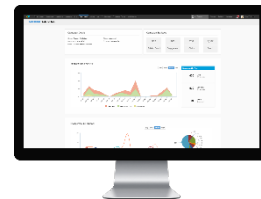
Personalize content for specific audiences



Target customers with relevant content



Schedule, plan, and deploy targeted messaging across channels, platforms, markets, and segments



Adjust based upon success and emerging trends

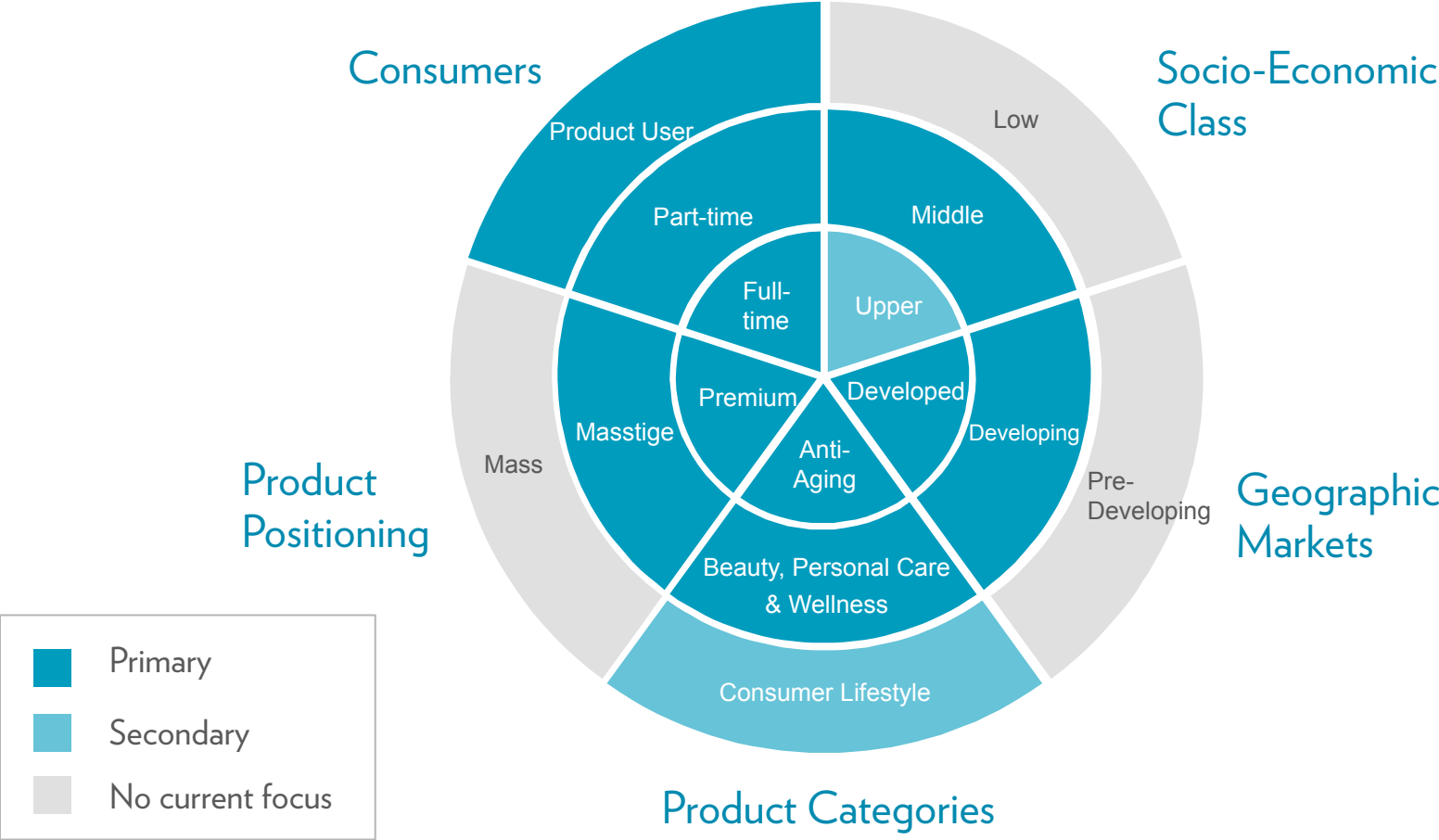
ENVISION 3.0 – POSITIONING & COMPETITIVE WORK



Key Questions:

- What is our winning aspiration?
- Where do we play?
- How do we win?

MARKETPLACE POSITIONING



ENVISION 3.0 – COMPETITIVE WORK DESIGN



Key Question:

- What is our strategy to win in the marketplace?

OUR COMPETITIVE INTENT

Our competitive intent is to
**SYSTEMATICALLY RENEW THE
BUSINESS OPPORTUNITY,**
empowering sales leaders to
**ATTRACT AND DEVELOP ASPIRING
ENTREPRENEURS and GENERATE
LOYAL CONSUMERS.**



ENVISION 3.0 – WHERE WE ARE TODAY



Key Question:

Do our processes and organizational structure support our competitive work?

CHINA OUTLOOK

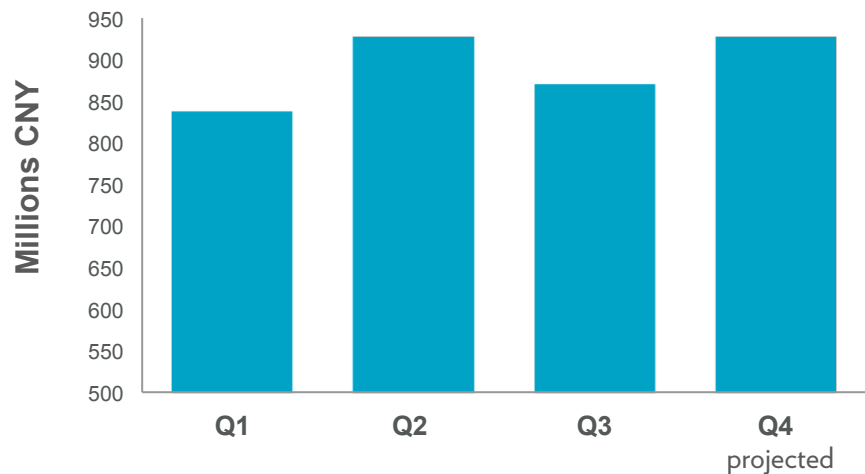


2015 NU SKIN CHINA FACTORS

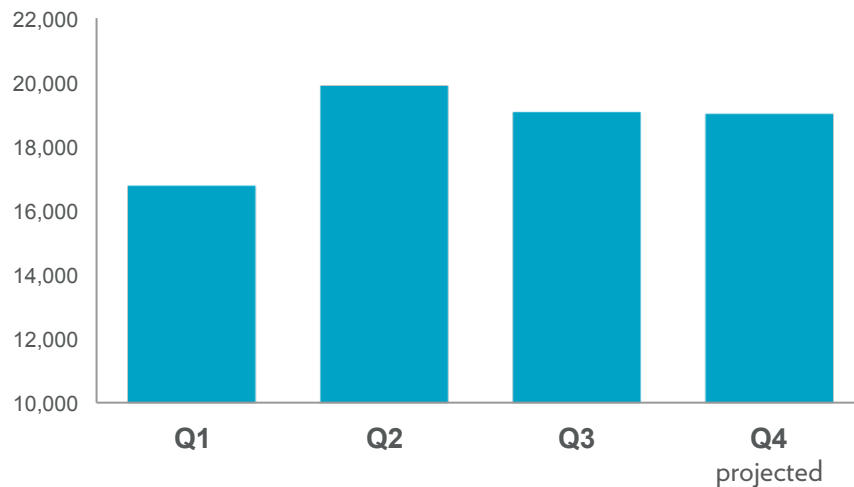
- Very rapid growth in 2010 – 2013
- Inventory build up for large anticipated launches in 2014
- Regulatory and media scrutiny in early 2014
- Voluntarily scaled back business activities
- Product promotions to manage inventory
- No major product launch in 2015
- Economic turbulence
- Q3 2015 strategic decision to focus on upcoming product launches and reduce product promotions

MAINLAND CHINA

2015 Mainland China Revenue



2015 Mainland China Sales Leaders

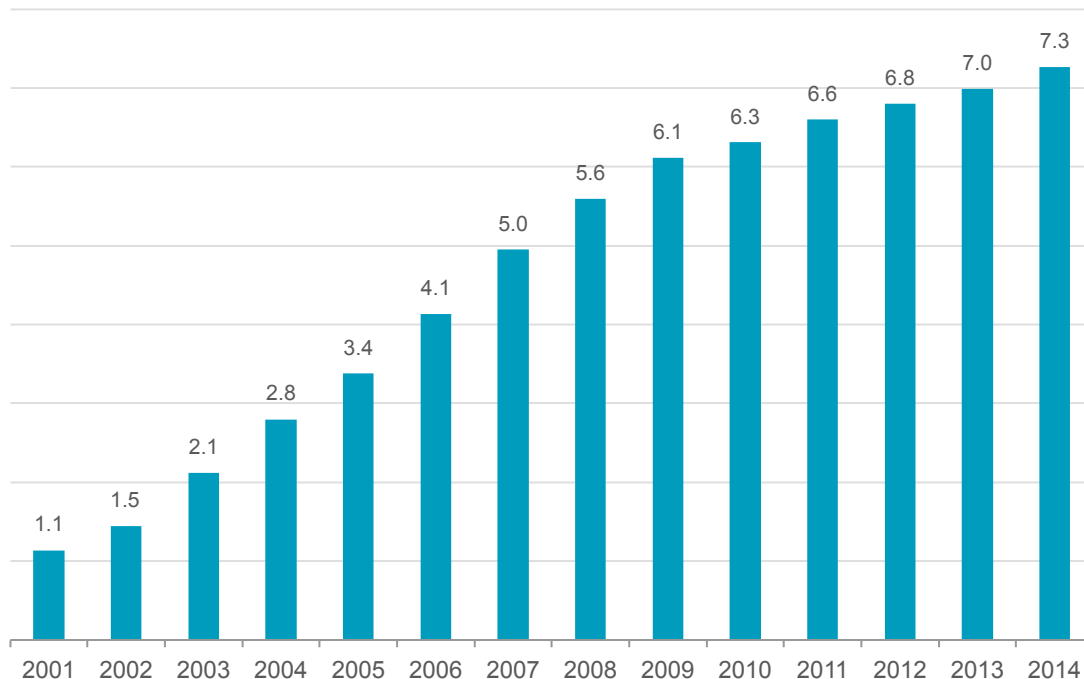


- Revenue and sales leaders steady through 2015
- Reduced promotions in Q3 to focus on core business
- ageLOC Me leader previews begin in Dec. 2015 with LTO in Jun. 2016
- 2016 will be first full business opportunity cycle since 2013
- Anticipate return to growth in 2016

HEALTHY APPETITE FOR BUSINESS OPPORTUNITY IN CHINA

- High number of factories closing while factory productivity increasing rapidly
- Rapidly increasing number of new college graduates entering the job market

COLLEGE GRADUATES ENTERING THE WORKFORCE
(in millions)



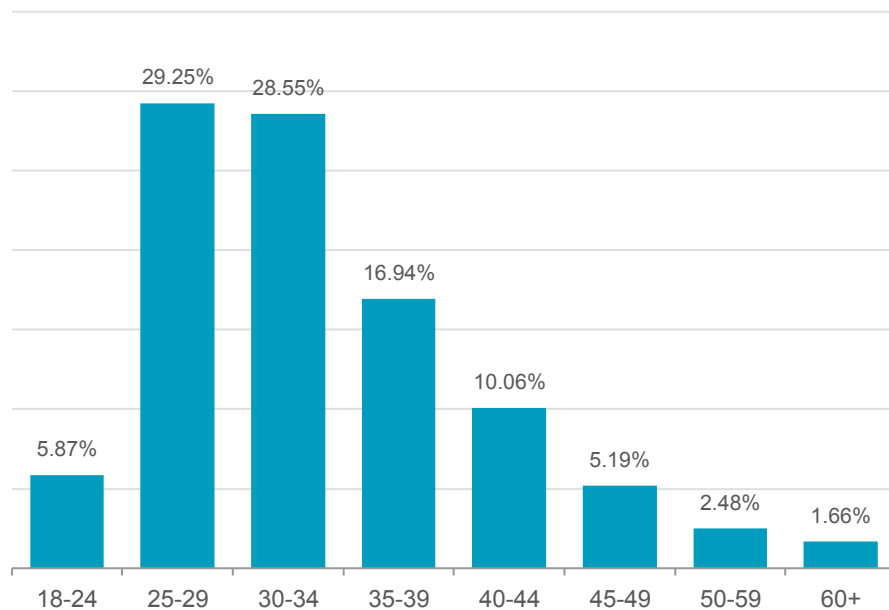
SOURCE: China National Bureau of Statistics

OPPORTUNITY CASE STUDY: DIDI DRIVERS

SINCE 2013

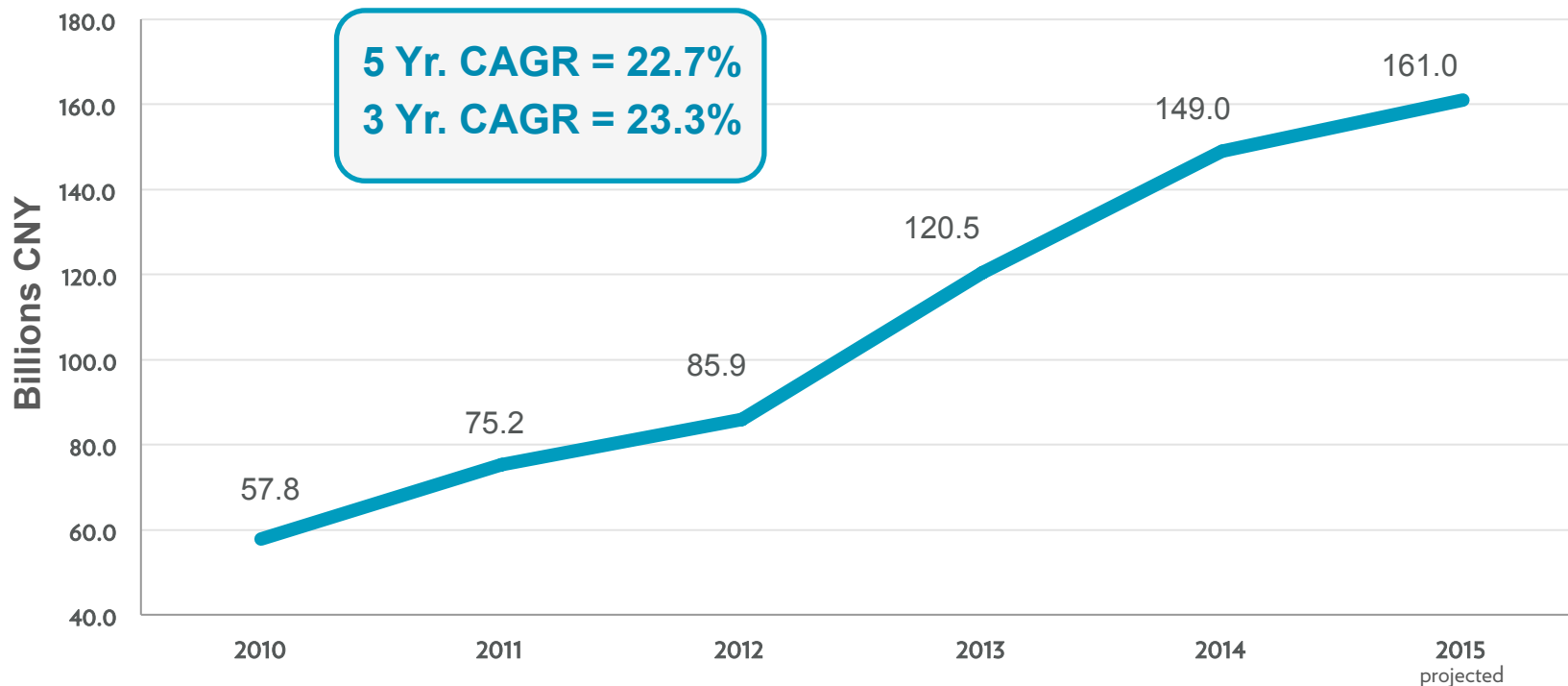
- DIDI is a service similar to UBER
- Approximately 730,000 DIDI drivers
- Most drivers invest around \$15,000
- Low barrier, immediate cash flow and flexible working hours

Age Distribution of DIDI Drivers
(as of Sept 2015)



TOP 22 DIRECT SELLERS IN CHINA

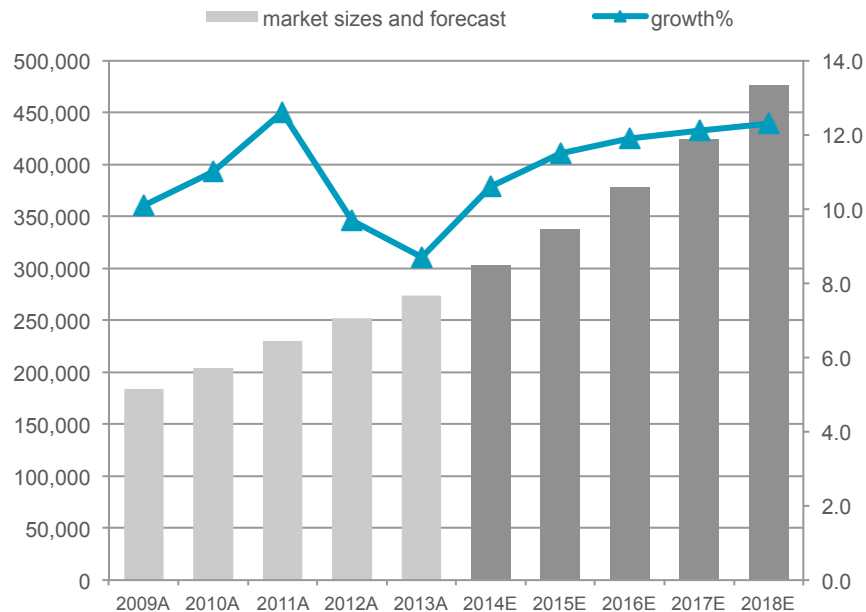
Revenue in CNY



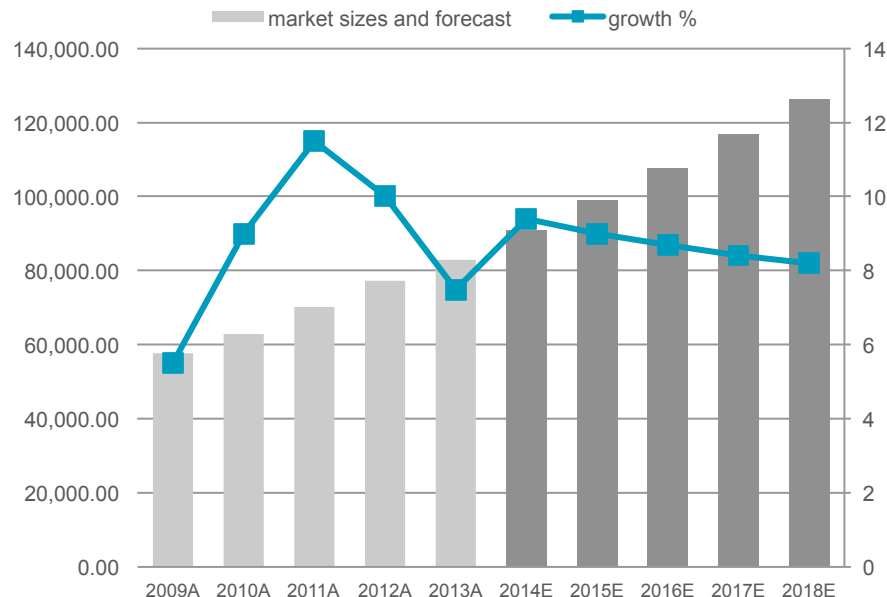
SOURCES: Industry data and company projections

PRODUCT CATEGORIES DOING WELL IN CHINA

Beauty & Personal Care



Vitamins & Dietary Supplements



CHINA SUMMARY

- Core business stable
- Long-term macros are positive
- Regulatory environment is stable
- Direct selling channel is flourishing

OUR FOCUS IN CHINA

- Success begins with sustainable growth objectives
- Refine our business cycle with the introduction of ageLOC Me in 2016 and Epsilon in 2017
- Strategic need for localized products
- Focus on proper balance of sales leader and customer acquisition to improve retention



RYAN NAPIERSKI

PRESIDENT, GLOBAL SALES AND OPERATIONS



OUR COMPETITIVE INTENT

We will achieve our Nu Skin 3.0 objective by creating thriving entrepreneurs...

SYSTEMATICALLY RENEW

the vibrancy of our
business opportunity

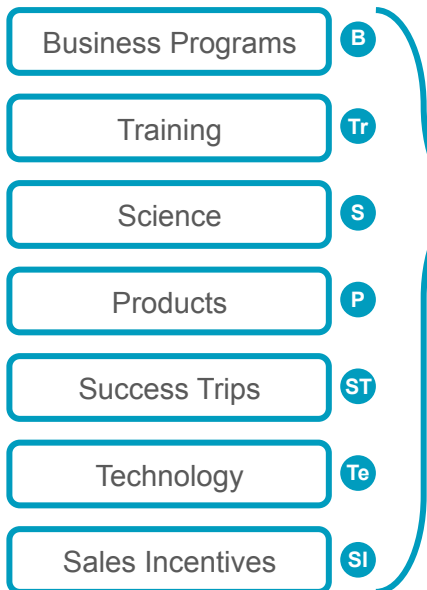
Empower sales leaders to **ATTRACT AND DEVELOP**

aspiring entrepreneurs

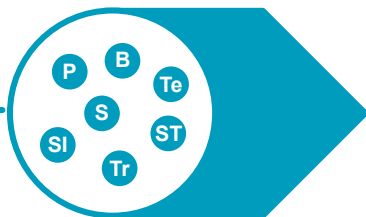
Partner with our entrepreneurs to **GENERATE LOYAL CONSUMERS**

HOW WE GROW

OPPORTUNITY ELEMENTS



RENEWED OPPORTUNITY



ATTRACT & DEVELOP ENTREPRENEURS



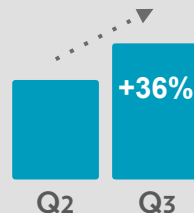
GENERATE LOYAL CONSUMERS



SOUTHEAST ASIA YOUTH LTO EXAMPLE



\$47 M
IN LTO
REVENUE



36%
GROWTH
IN SALES
LEADERS

3-6 MONTH
ANTICIPATED
GROWTH IN
ACTIVES

We **CONTINUALLY**
REFINE
our **OPPORTUNITY**
RENEWAL
STRATEGY



REFINING OUR PRODUCT LAUNCH PROCESS



- Leader preview enables sales leader training
- Optimize size of LTO to maximize likelihood of successful launch
- Consistent cadence of product launches

AGELOC PRODUCT LAUNCH HISTORY

CUMULATIVE REVENUE THROUGH Q3 2015

\$1.35 B

Facial Spa



\$900 M

R²



\$950 M

TR90



Youth



2009-10

2011-12

2013-14

2015-16



Transformation

\$950 M



Body Spa

\$600 M



TFEU restage

\$275 M



Me

2015-2016 PROJECTED LAUNCH SCHEDULE

	2015				2016											
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Korea																
Japan																
Greater China		HK 					HK 									
South Asia																
Americas																
EMEA																



Preview



LTO



Launch

ATTRACT AND DEVELOP SALES LEADERS THROUGH OPPORTUNITY RENEWAL



SYNCHRONIZED PRODUCT LAUNCH & BUSINESS CYCLES

Step 1:
Product
Preview

Step 2:
Product
LTO

Step 3:
Product
Launch

YEAR 1 BUSINESS CYCLE

YEAR 2 BUSINESS CYCLE



PREDICTABLE BUSINESS RHYTHM



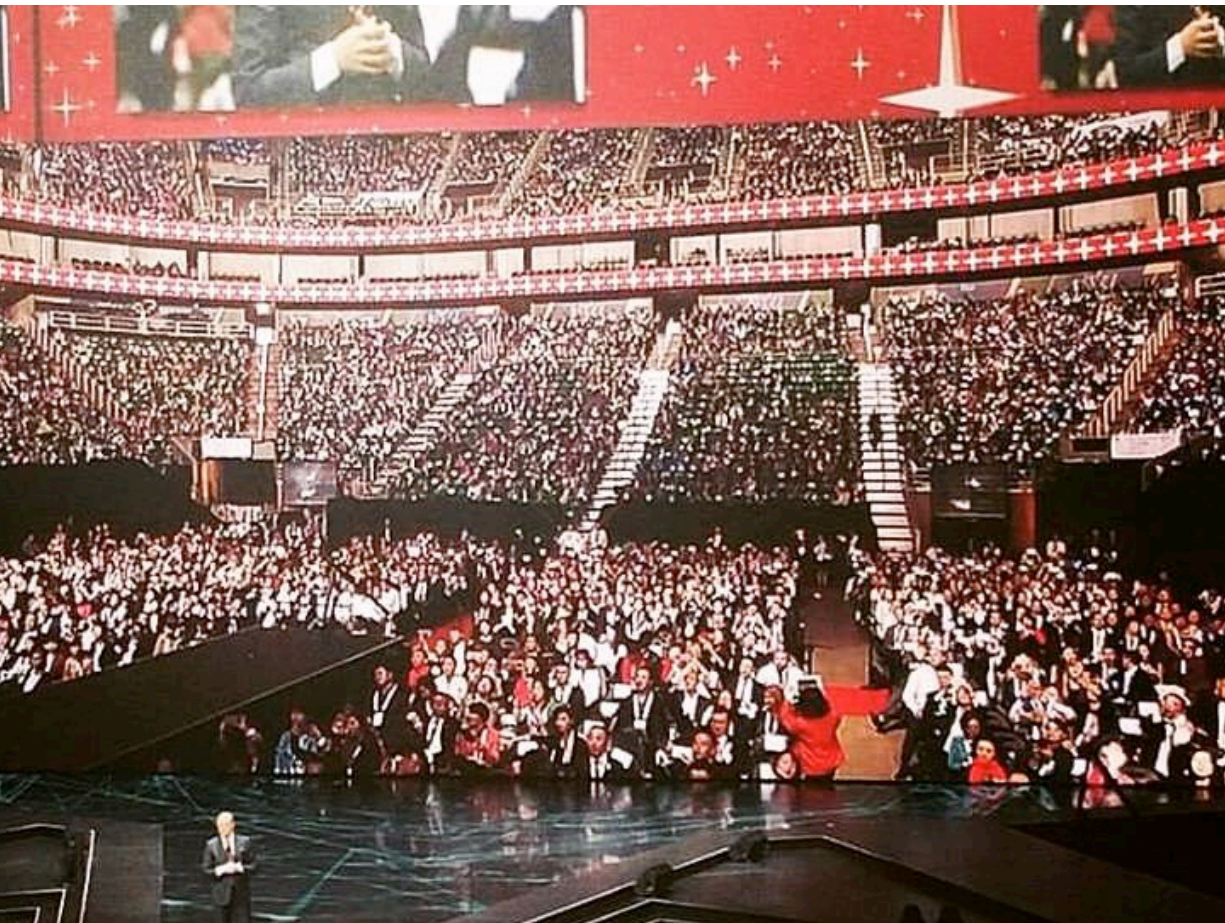
KICKOFF EVENTS



PRODUCT EXPOS



CONVENTIONS



RECOGNITION / INCENTIVE TRIPS



WE PARTNER WITH SALES LEADERS TO GENERATE LOYAL CONSUMERS



WE GENERATE LOYAL CONSUMERS BY...

LEVERAGING OUR PRODUCT PORTFOLIO



CORE SKIN CARE



CORE NUTRITION



WE GENERATE LOYAL CONSUMERS BY...

EXPANDING REPEAT PURCHASE INITIATIVES

- Product configurations designed to support monthly repeat consumption
- Effective subscription-based programs enable higher repeat purchasing
- Loyalty-based sales incentives



WE GENERATE LOYAL CONSUMERS BY...

OFFERING CUSTOMIZED PRODUCT SOLUTIONS

- Customized products provide unique solutions tailored to consumer wants and needs



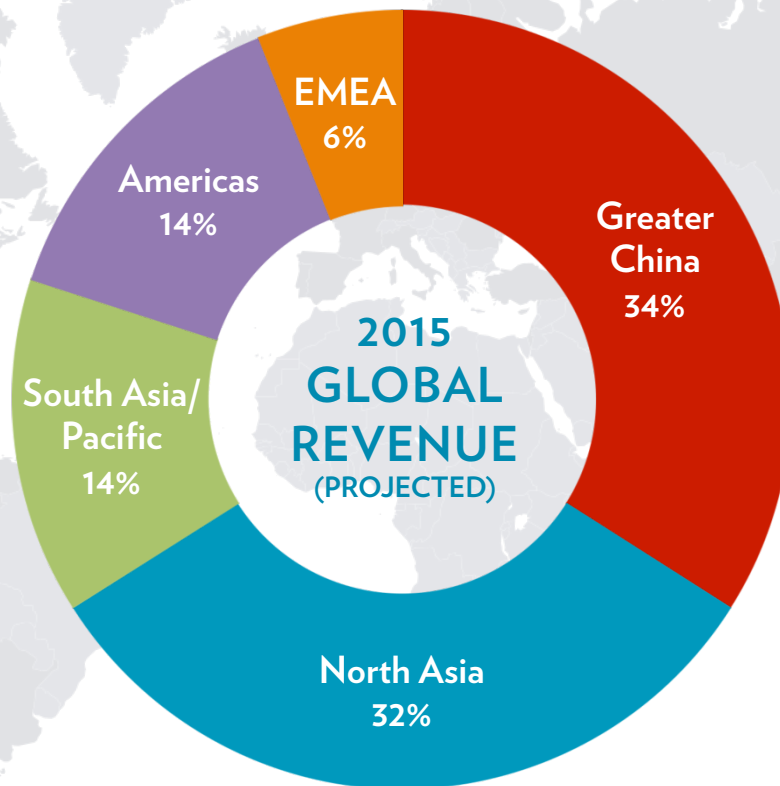
A faint, light blue world map is visible in the background of the slide, showing the outlines of continents and major landmasses.

54 MARKETS SUPPORTED BY **65,000 SALES LEADERS**
AND NEARLY **1,000,000 ACTIVE CONSUMERS**

NU SKIN GLOBAL MARKETS

AMERICAS	
Argentina	Guatemala
Canada	Honduras
Chile	Mexico
Colombia	United States
Costa Rica	Venezuela
El Salvador	

EMEA	
Austria	Norway
Belgium	Poland
Czech Republic	Portugal
Denmark	Romania
Finland	Russia
France	Slovakia
Germany	South Africa
Hungary	Spain
Iceland	Sweden
Ireland	Switzerland
Israel	Turkey
Italy	United Kingdom
Luxembourg	Ukraine
Netherlands	



GREATER CHINA	
China	Macau
Hong Kong	Taiwan

NORTH ASIA	
Japan	
South Korea	

SOUTH ASIA/PACIFIC	
Australia	New Zealand
Brunei	Philippines
Fiji	Singapore
Indonesia	Thailand
Malaysia	Vietnam

GREATER CHINA

- Focus on core business to generate growth in sales leaders and consumers
- ageLOC Me leader previews begin in Dec. 2015 with LTO in June 2016
- ageLOC Me launch represents first full product launch cycle since 2013
- Anticipate return to growth in 2016

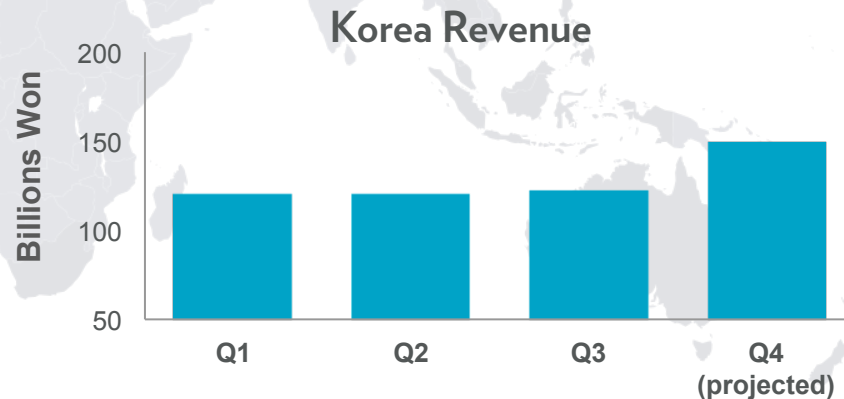
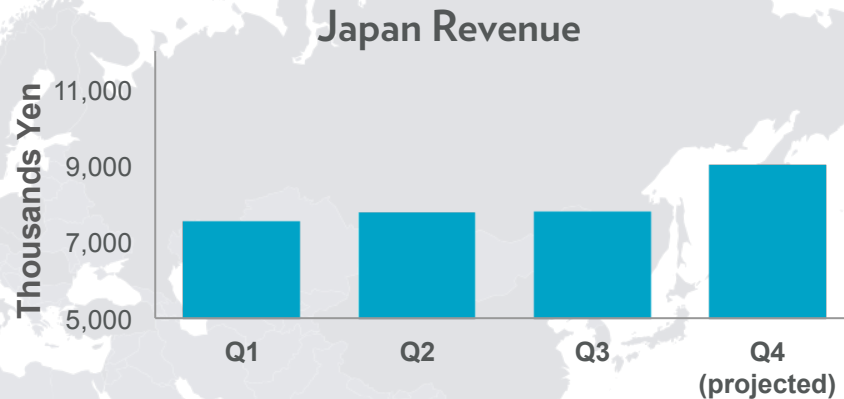
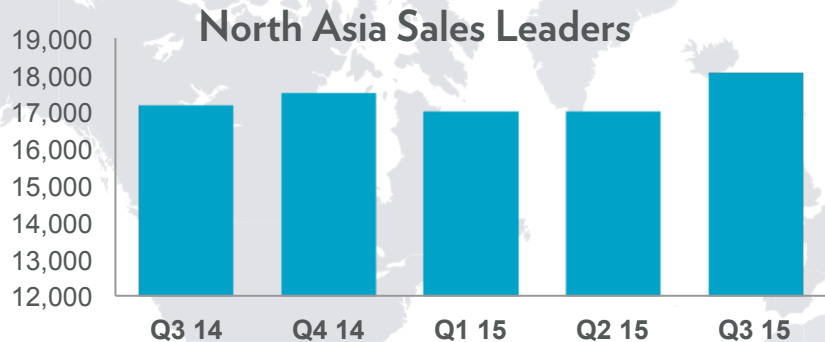
2015 Greater China Sales Leaders



2015 Greater China Revenue

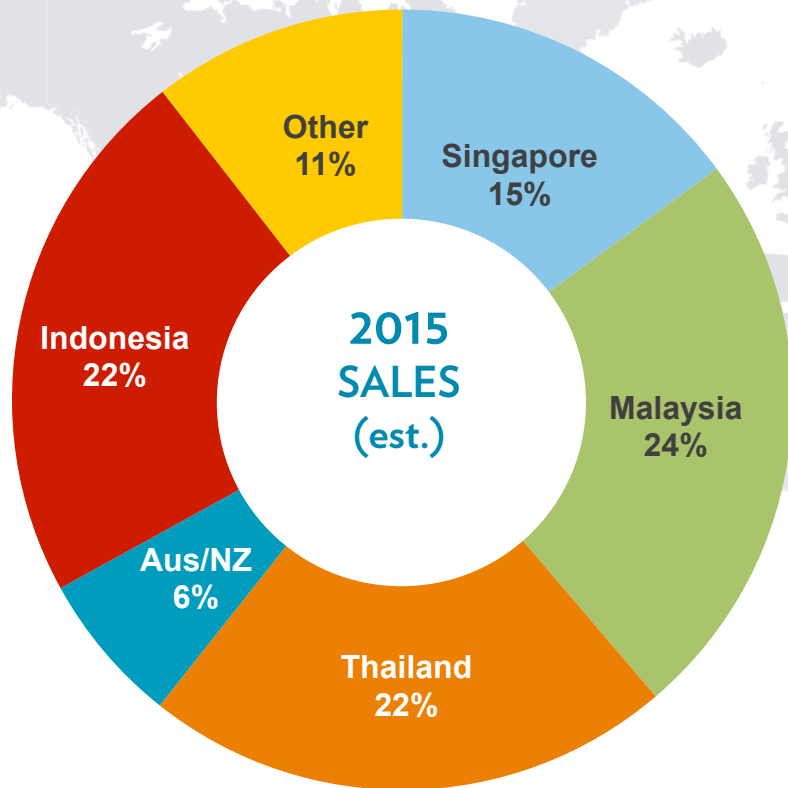


NORTH ASIA



- ageLOC Me represents first full product launch cycle since 2013
- LTOs of ageLOC Me in Dec. 2015
- ageLOC Me launch in H1 2016
- ageLOC Youth LTO in H2 2016

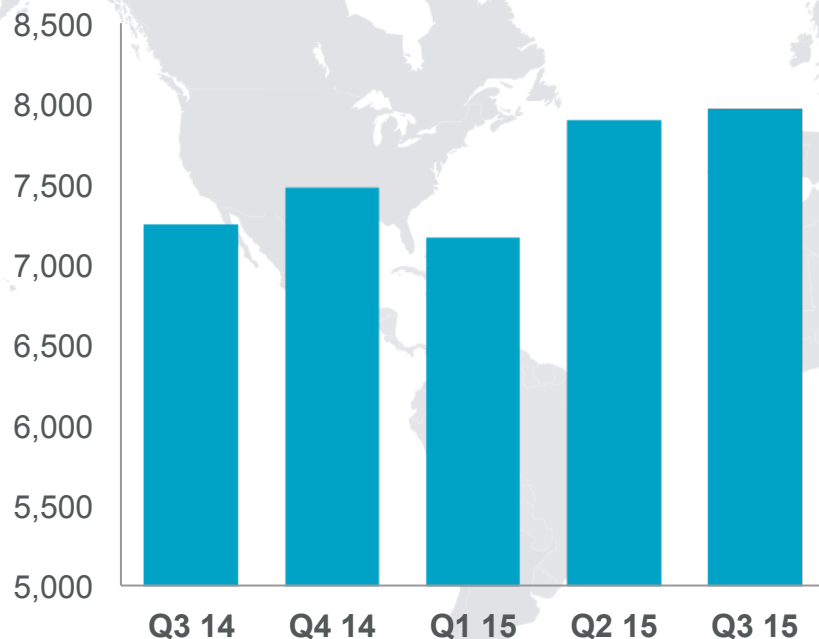
SOUTH ASIA/PACIFIC



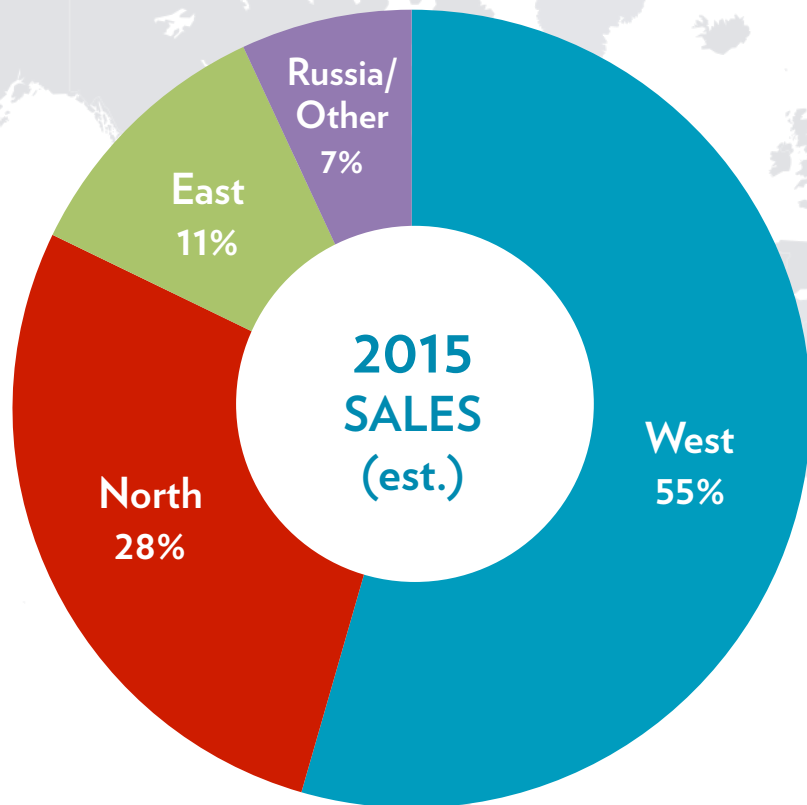
- Strong LTO in Q3 2015 – generating 36% sequential sales leader growth
- Anticipate 9% local currency growth in 2015 – with similar growth in 2016
- ageLOC Youth launch in H1 2016 with ageLOC Me LTO in H2 2016

AMERICAS

Americas Sales Leaders



- Strong Q4 2015 LTO of ageLOC Youth
- Latin America constant currency growth of approximately 40% in 2015
- ageLOC Youth to launch H1 2016
- ageLOC Me LTO in H2 2016
- 10% year-over-year sales leader growth in Q3 2015



- Represents approximately 6% of revenue
- Initiated new business cycle with leader preview of ageLOC Me in 2015
- Launch of ageLOC Me in H1 2016
- Significant growth in U.K. based on digital sales initiatives

A faint, light blue world map is visible in the background of the slide, showing the outlines of continents and major landmasses.

**OUR 2016 FORECAST ANTICIPATES
LOCAL CURRENCY GROWTH IN EVERY REGION**

JOE CHANG, Ph. D.
CHIEF SCIENTIFIC OFFICER



NU SKIN'S APPROACH TO ANTI-AGING



Proprietary technology identifies multiple age-related genes in different tissues

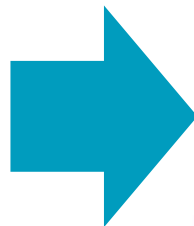
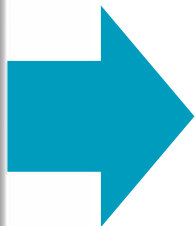
Proprietary formulas oppose age-related changes in gene expression of multiple genes in different tissues.

INTRODUCING ageLOC[®] me

Smart, simple and
customized skin care







CUSTOMIZED ANTI-AGING REGIMEN

Based on gene expression science



UNTREATED



TREATED

DOWN REGULATION

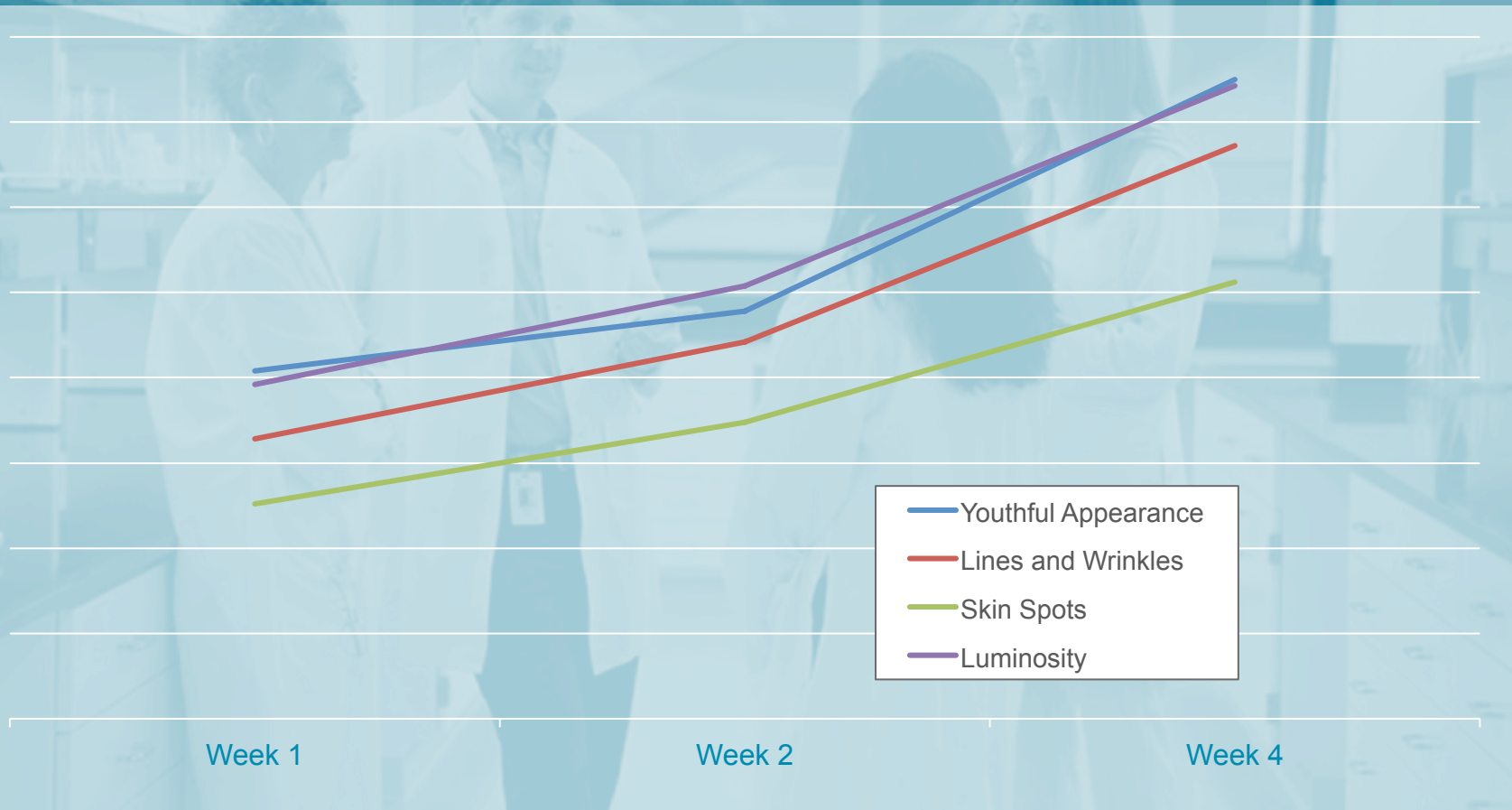


UP REGULATION

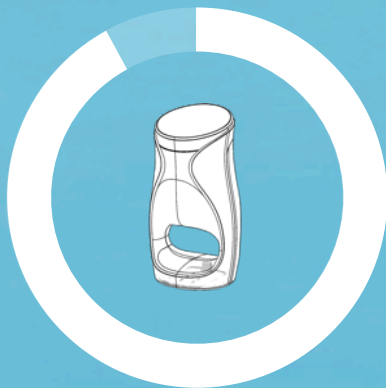


ANTI-AGING BENEFITS

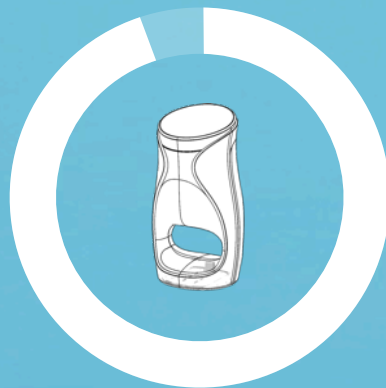
NOTED IMPROVEMENT



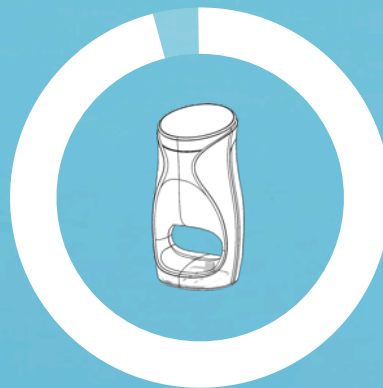
4,000 CONSUMERS TESTED



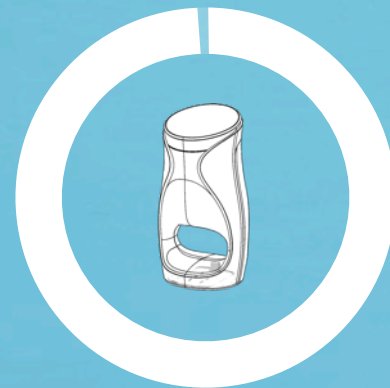
92%
BETTER WAY TO
DELIVER SKIN CARE



95%
REPLACE CURRENT
PRODUCTS



96%
MAKE SKIN CARE
EASIER



99%
DEVICE IS EASY
TO USE

RE-IMAGINING THE SKIN CARE EXPERIENCE

- Innovative smart device
- 12 patents pending
- Unique, customizable set of products
- Enables more complex formulations
- Hygienic hands-free delivery



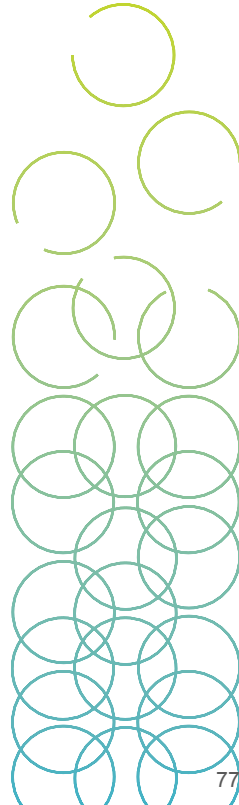
SKIN CARE
AS INDIVIDUAL AS
ME





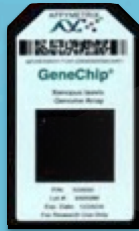
THE POWER TO DEFY YOUR AGE

- Positive influence on age-related genes
- Systemic anti-aging benefits
- Proprietary blend of ingredients difficult to obtain through any diet



YOUTH: DEVELOPMENT THROUGH GENOMICS

PATENTED TECHNOLOGY TO ASSESS AGE-RELATED GENE EXPRESSION



Thousands of genes
in a gene chip

Gene Expression Scale



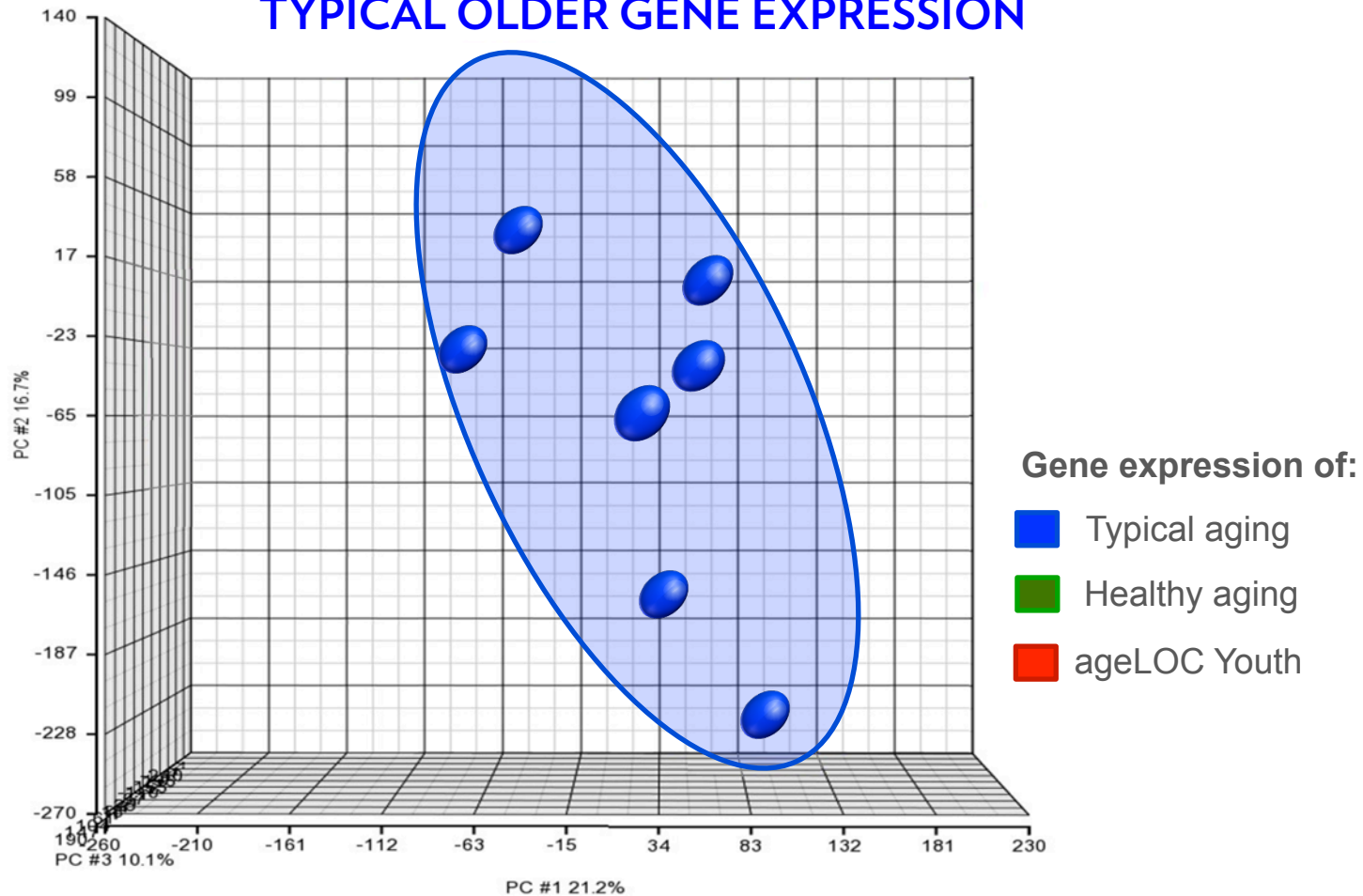
Low
Expression

High
Expression

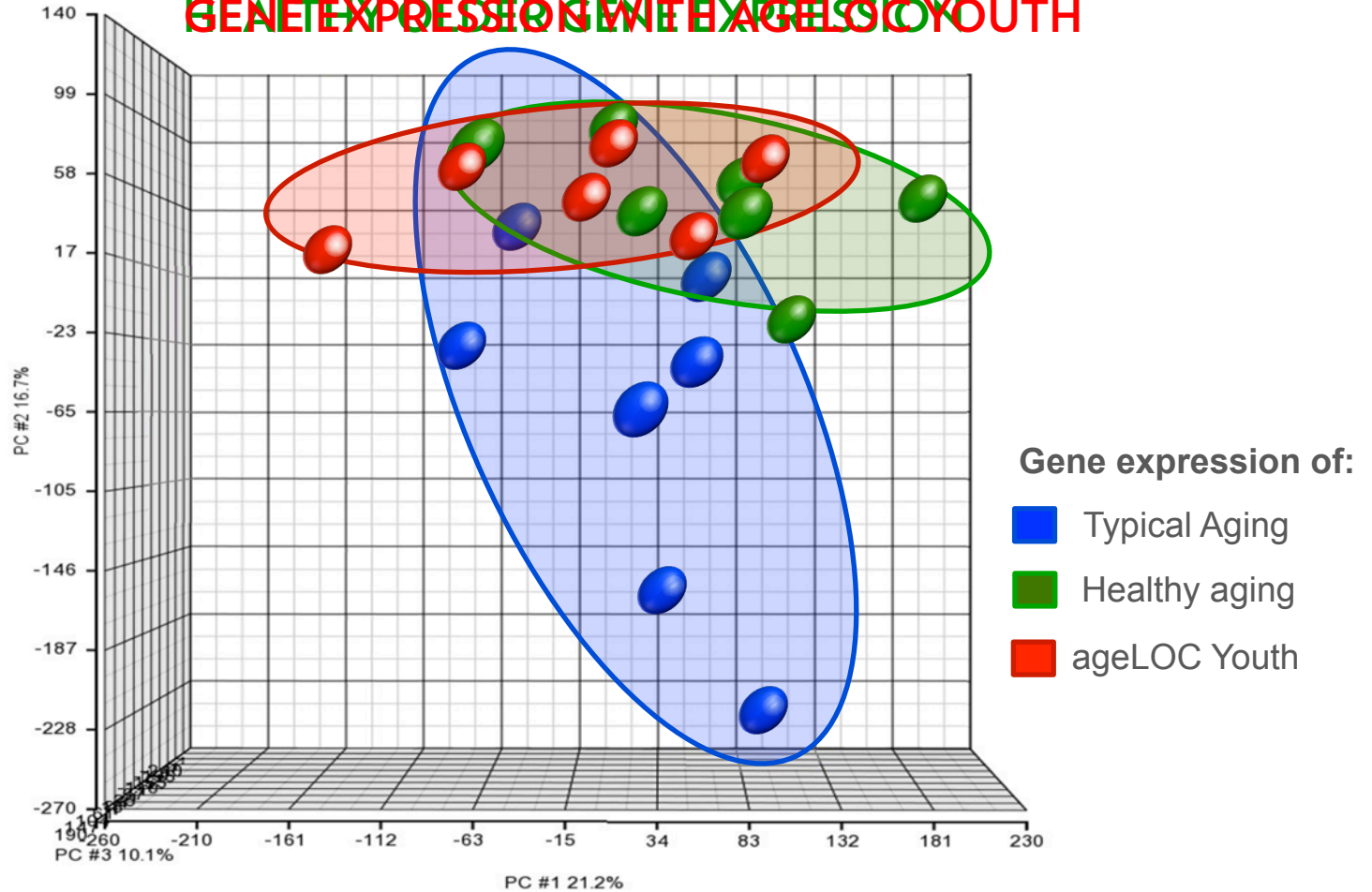


Gene expression profile

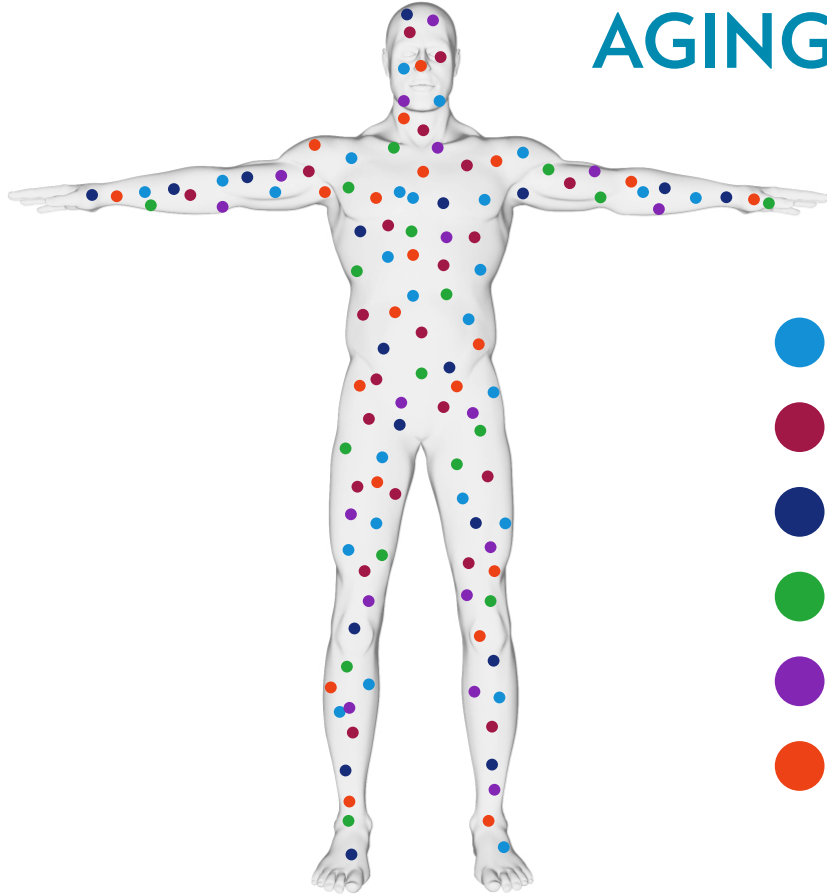
TYPICAL OLDER GENE EXPRESSION



GENE EXPRESSION WITH AGELOC YOUTH



AGING DEFENSE MECHANISMS



ANTIOXIDANT DEFENSE



DETOXIFICATION & STRESS RESPONSE



DNA PROTECTION & REPAIR



TISSUE RENEWAL



METABOLISM



INFLAMMATORY BALANCE

UNIQUE INGREDIENT BLEND

- Genetic research facilitates selection of ingredients that provide a synergistic effect on **aging defense mechanisms**.
- Nu Skin's proprietary research and development process produces consistent product with standardized ingredients

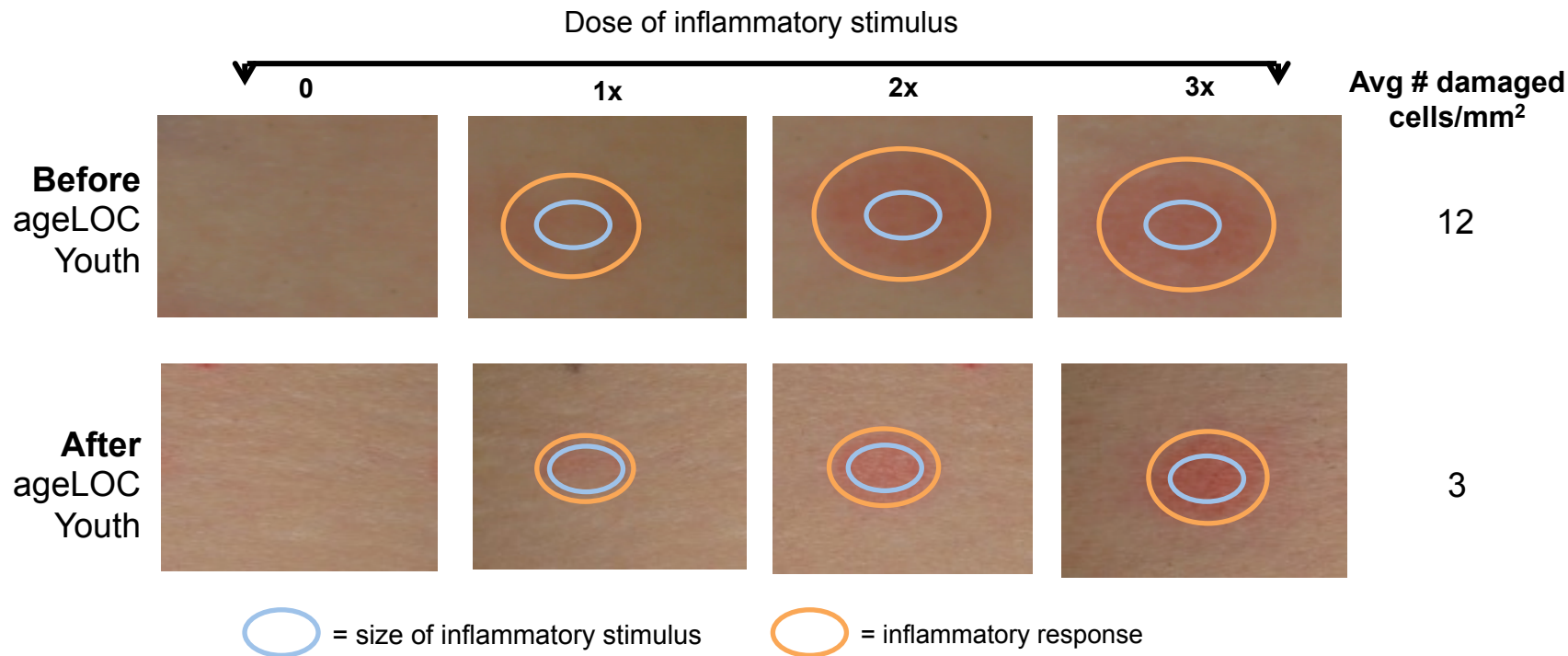


AGELOC YOUTH: HUMAN CLINICAL STUDIES

1. Effective dosage optimization
2. Aging defense mechanisms (cellular protection, inflammation, and DNA protection) using skin as a model
3. Aging defense mechanisms (tissue renewal and metabolism) using functional MRI brain imagery
4. Aging defense mechanisms (antioxidant protection) using Pharmanex BioPhotonic Scanner



YOUTH CLINICAL STUDY: EFFECT ON INFLAMMATORY BALANCE, DNA PROTECTION AND CELLULAR PROTECTION



Protocol: Healthy subjects undergoing skin testing before and after Youth for 2 months. Expert dermatologist noted all Youth subjects had significantly better overall appearance

YOUTH CLINICAL STUDY: EFFECT ON ANTIOXIDANT PROTECTION





ANTIOXIDANT PROTECTION

METABOLISM

DNA PROTECTION

IMMUNE FUNCTION

PHYSICAL PERFORMANCE

SKIN

BRAIN

EYES

HEART

JOINTS

BONES

 ageLOC[®]
YOUTH



 ageLOC® me



 ageLOC® YOUTH

AGELOC PRODUCT PIPELINE

CUMULATIVE REVENUE THROUGH Q3 2015

\$1.35 B

Facial Spa



\$900 M

R²



\$950 M

TR90



Youth



2009-10

2011-12

2013-14

2015-16

2017-18



Transformation

\$950 M



Body Spa

\$600 M



TFEU restage

\$275 M



Me



SPA SUCCESS

- Continues to be No. 1 product
- Nearly 4 M devices sold
- Nearly \$2.8 B revenue with devices and gels
- Approximately \$400 M in annual sales



PERSONAL CARE DEVICE OUTLOOK

- Global beauty devices was \$19.7 B in 2014
- Category CAGR from 2015-2020 is projected to be 18.9% fastest growing personal care category
- Projected to reach \$54 B in 2020
- High perceived value of at-home spa treatments



2017 EPSILON

- Breakthrough beauty and skin care device and accompanying solutions
- Designed for daily use
- Complementary to the ageLOC Facial Spa
- Developed in-house
- Proprietary technology



2018-2019 AGELOC KAPPA

- Protect the microbiome
- Compatible with Youth
- Building on the Youth platform

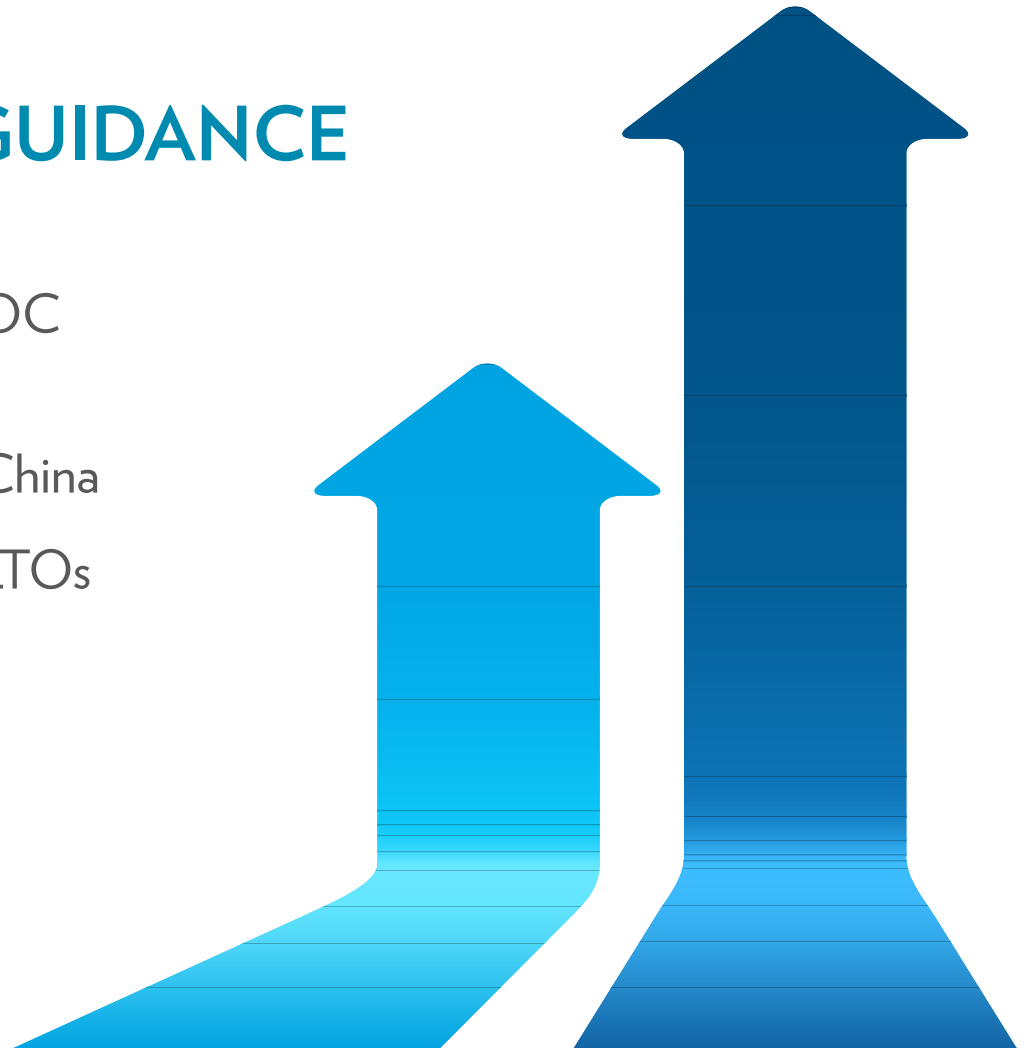




RITCH WOOD
CHIEF FINANCIAL OFFICER

REITERATING Q4 GUIDANCE

- Strong U.S. LTO of ageLOC Youth in November
- Solid November expo in China
- December ageLOC Me LTOs in Japan and South Korea



We create
SHAREHOLDER VALUE
by sustaining long-term growth



2016 GUIDANCE

Annual Revenue

\$2.29 B - \$2.33 B
5 to 7% local currency growth,
with a -4% foreign currency impact

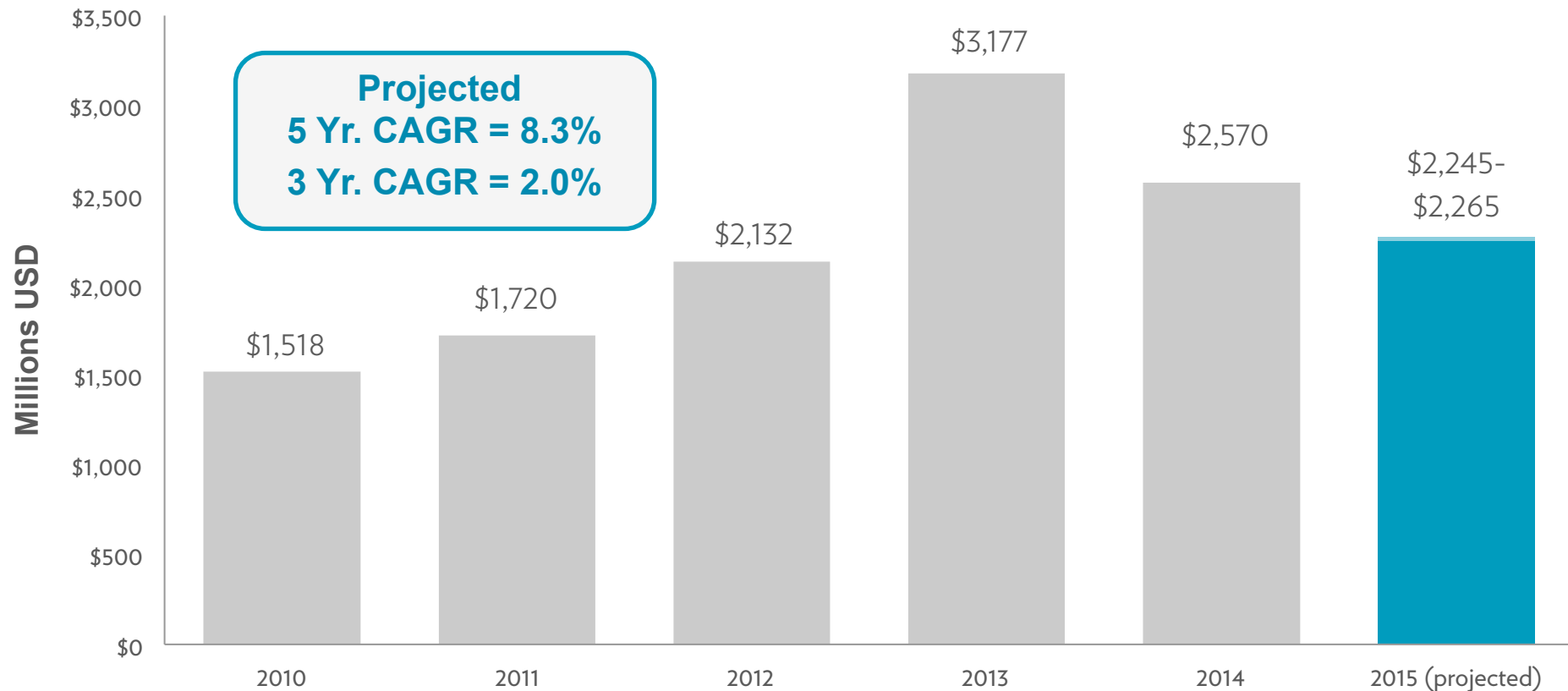
Operating Margin

12.8% - 13.0%

EPS

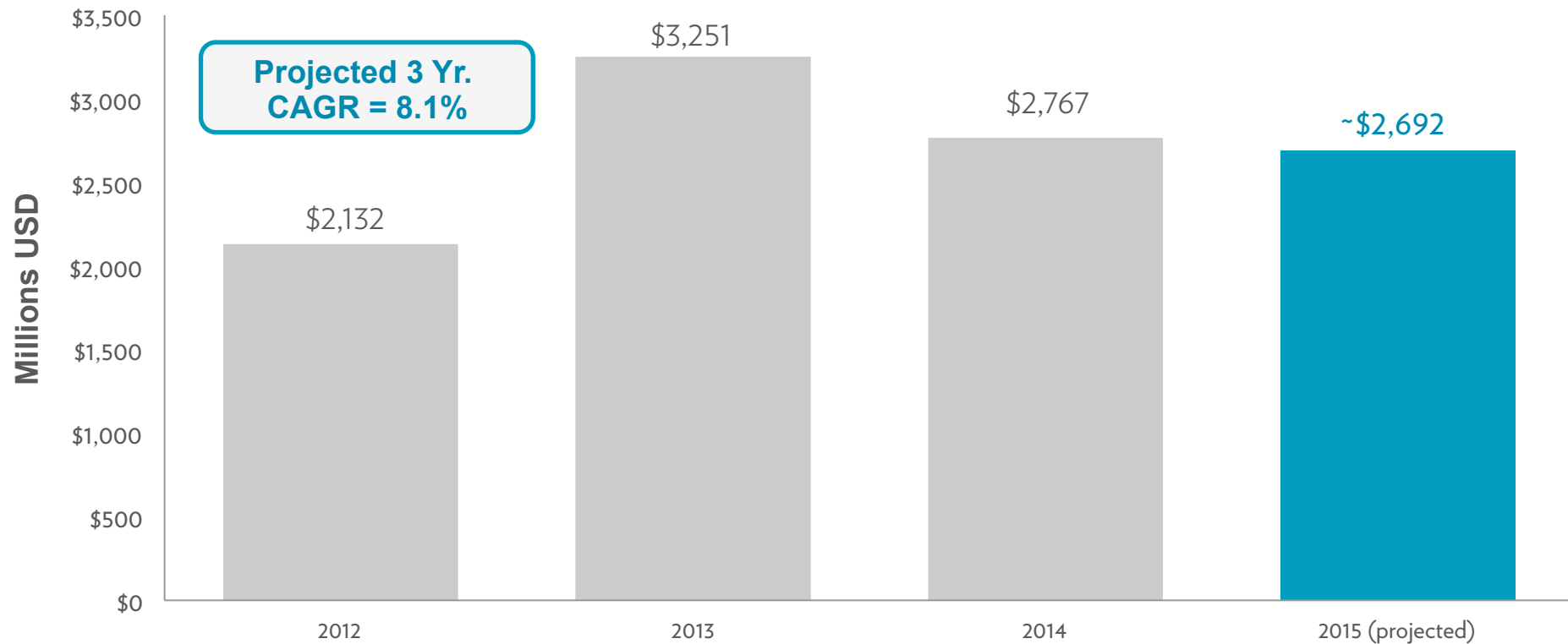
\$3.25 - \$3.40

ANNUAL REVENUE



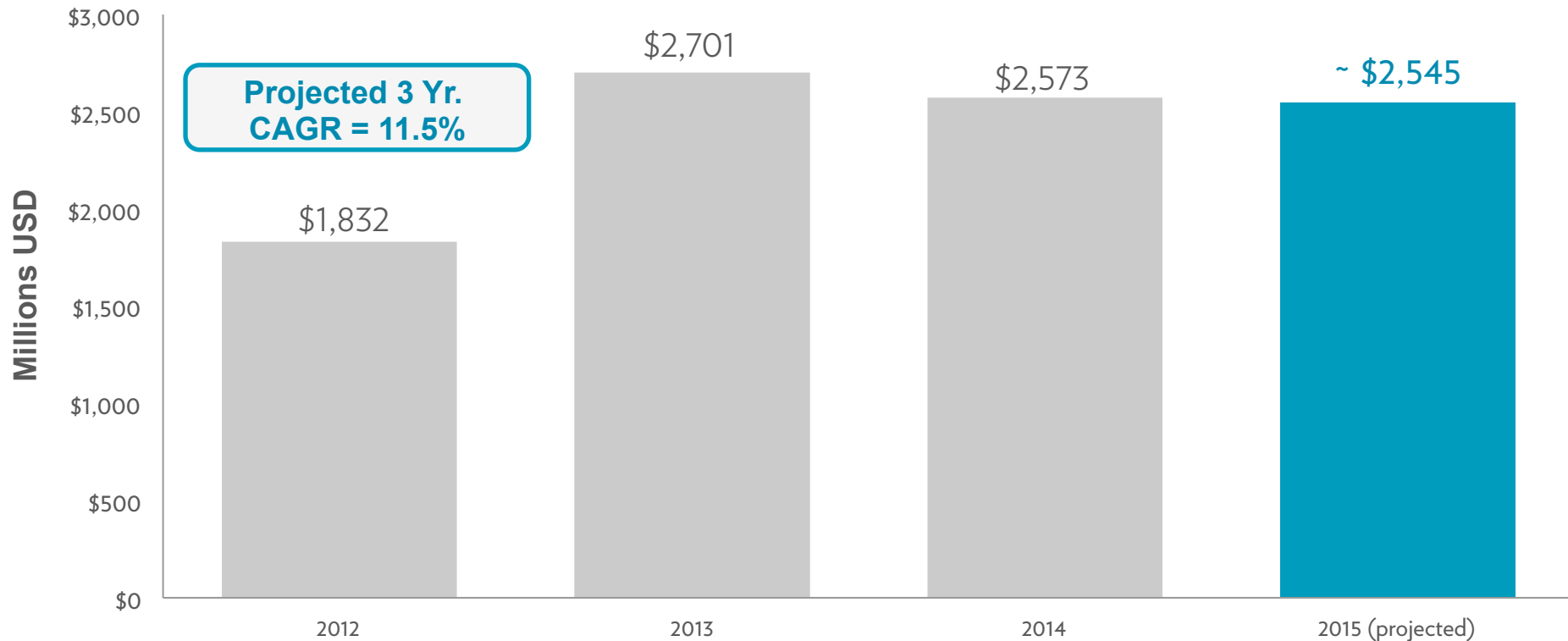
ANNUAL REVENUE

CONSTANT CURRENCY



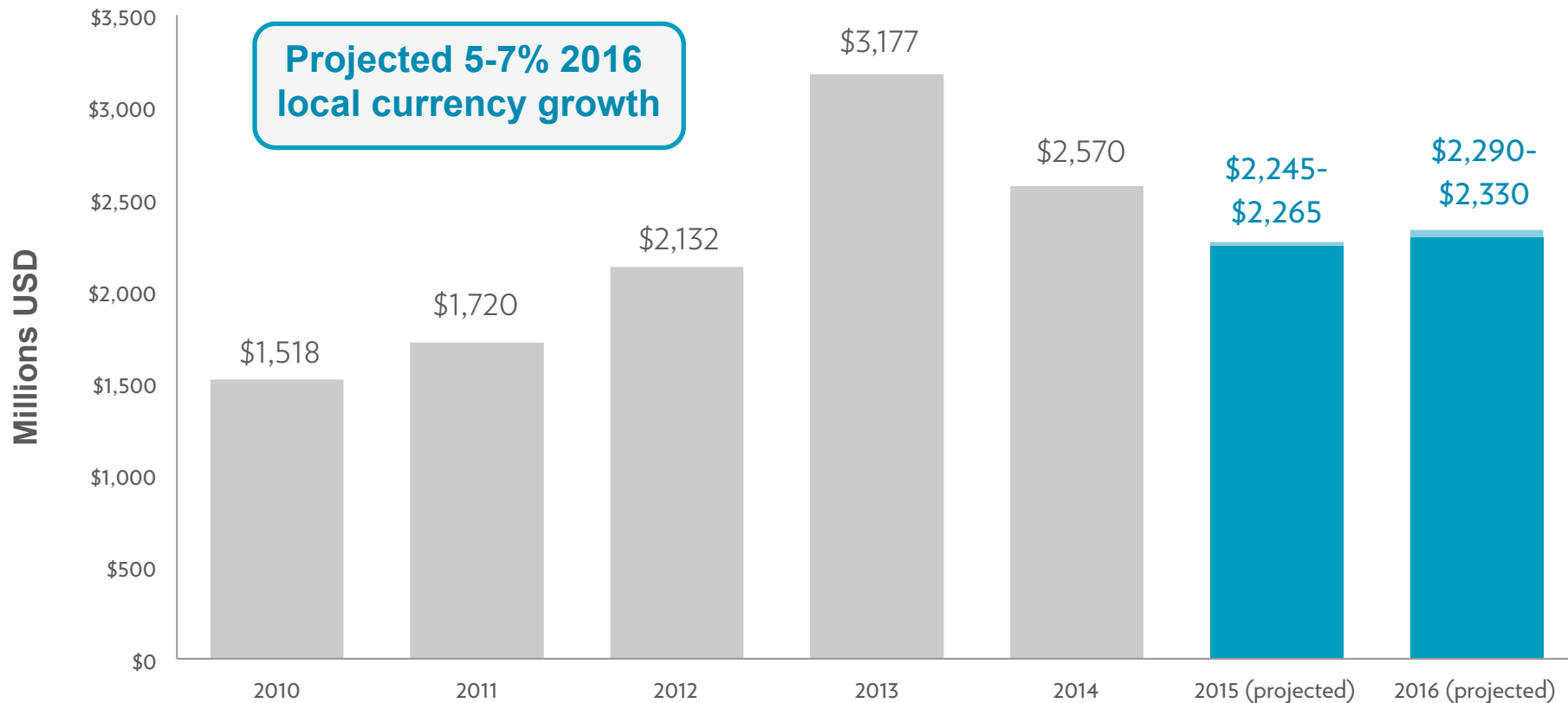
ANNUAL REVENUE

CONSTANT CURRENCY AND EXCLUDING LTOS

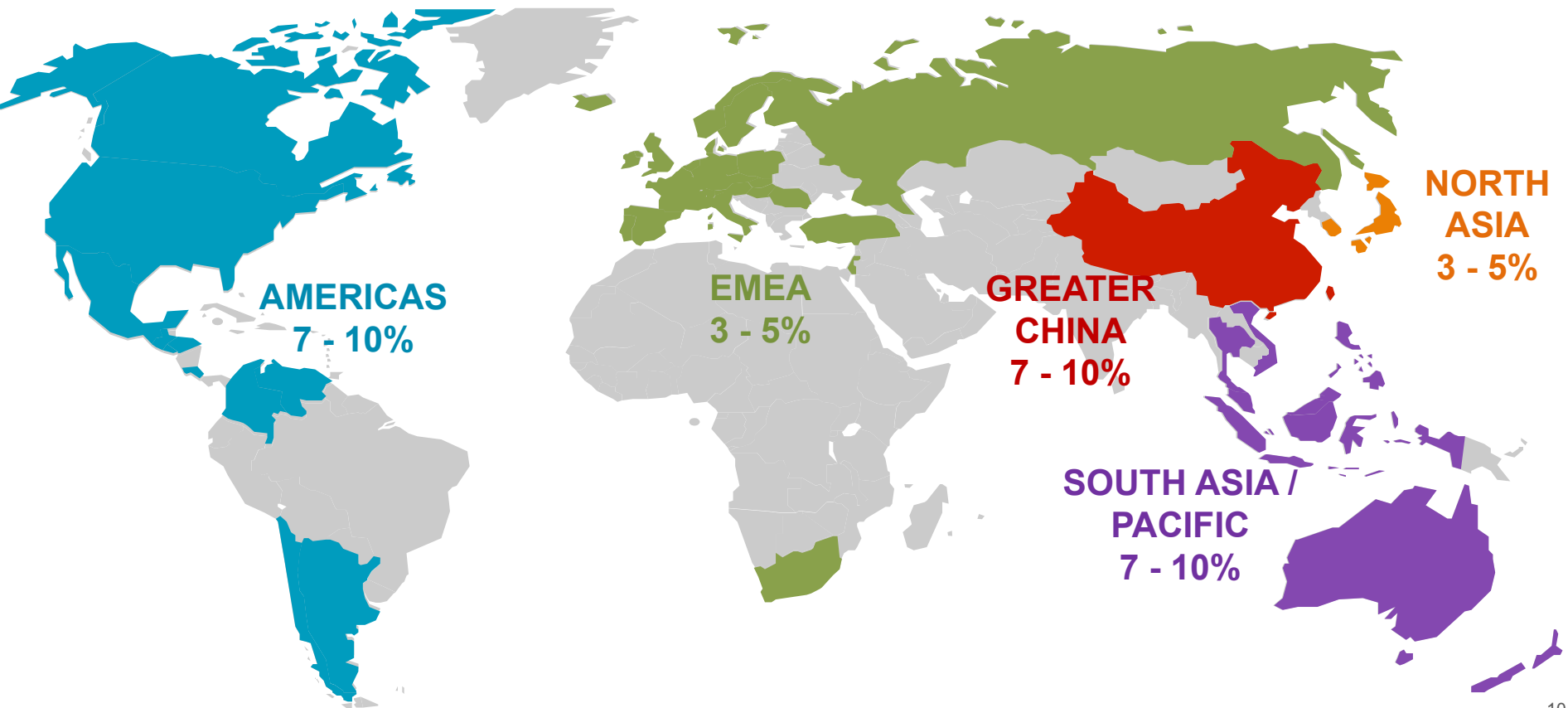


Excludes certain items – see GAAP reconciliation table.

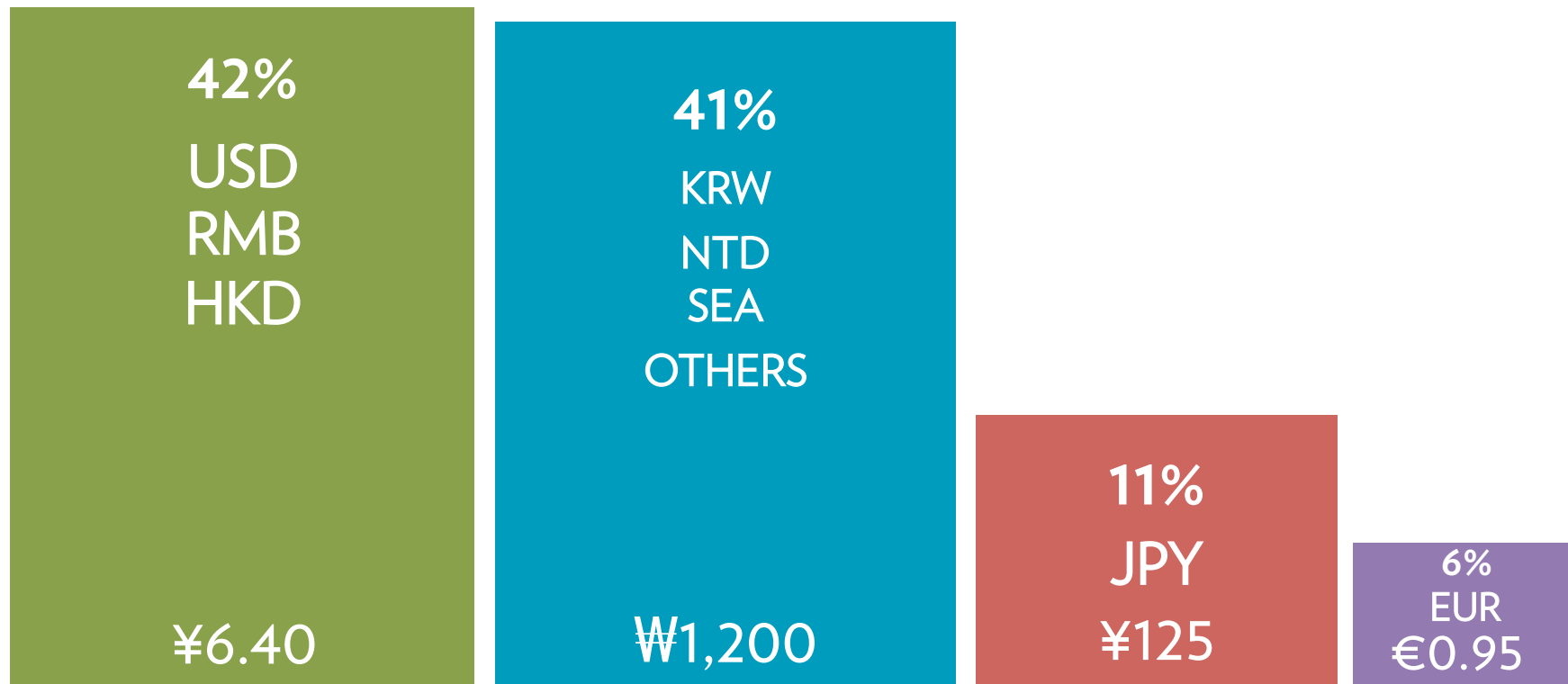
ANNUAL REVENUE



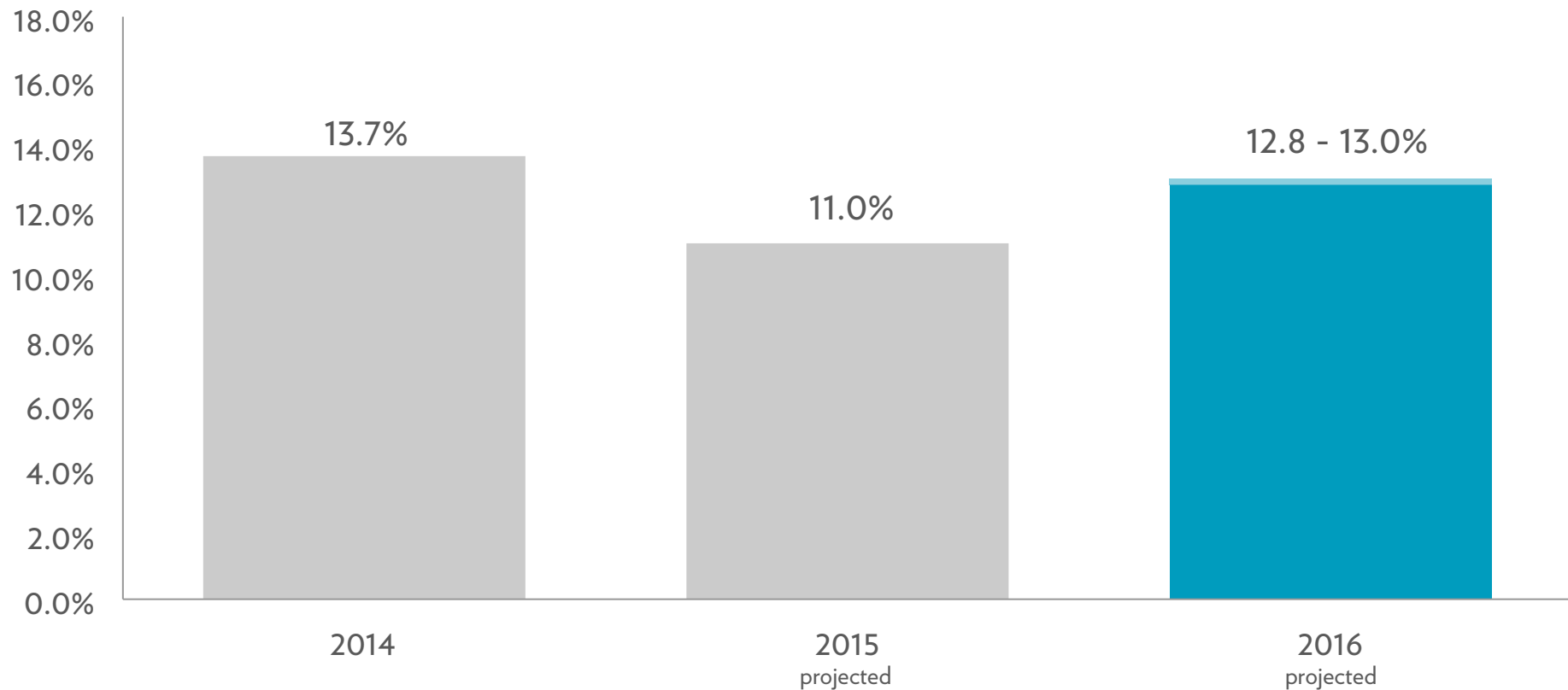
2016 PROJECTED LOCAL-CURRENCY REVENUE GROWTH



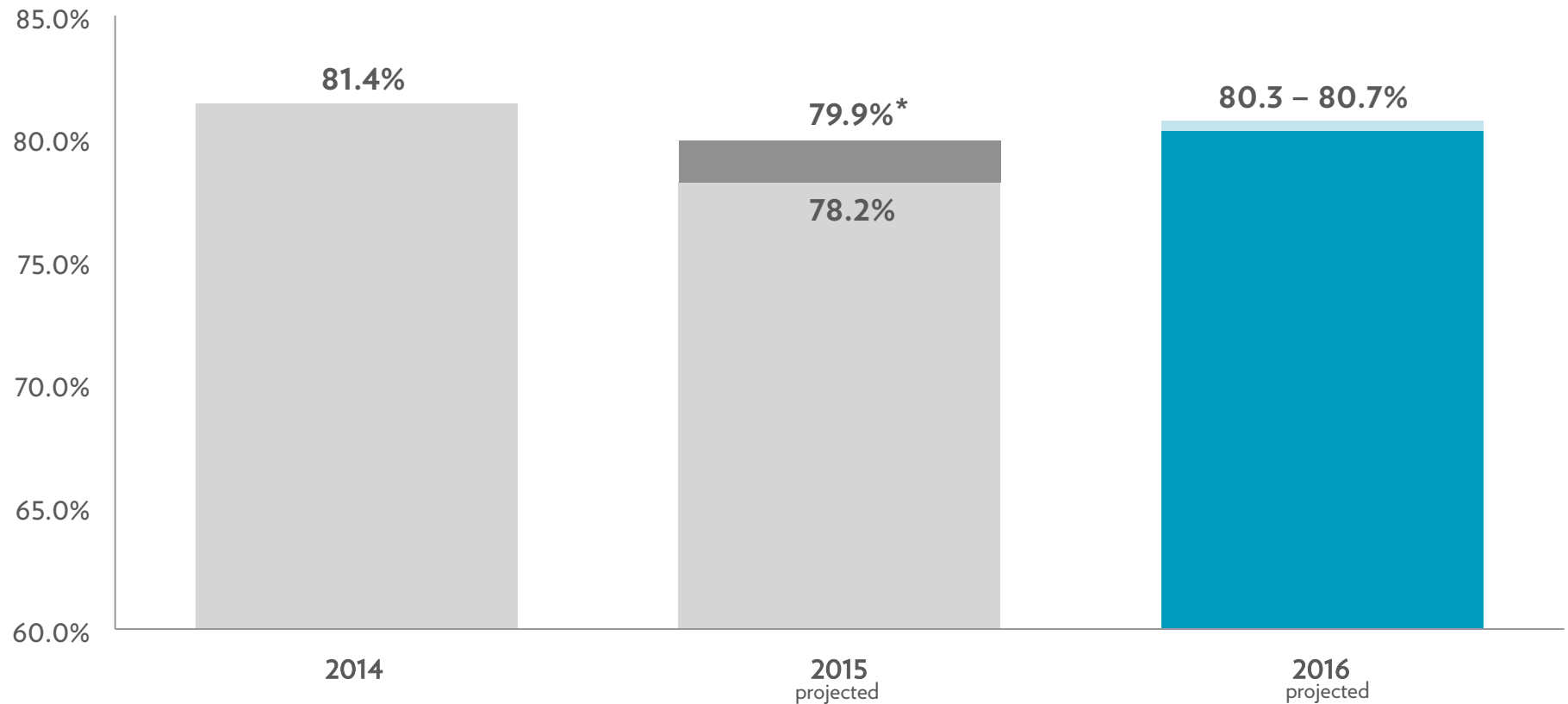
2016 CURRENCY ASSUMPTIONS



OPERATING MARGIN



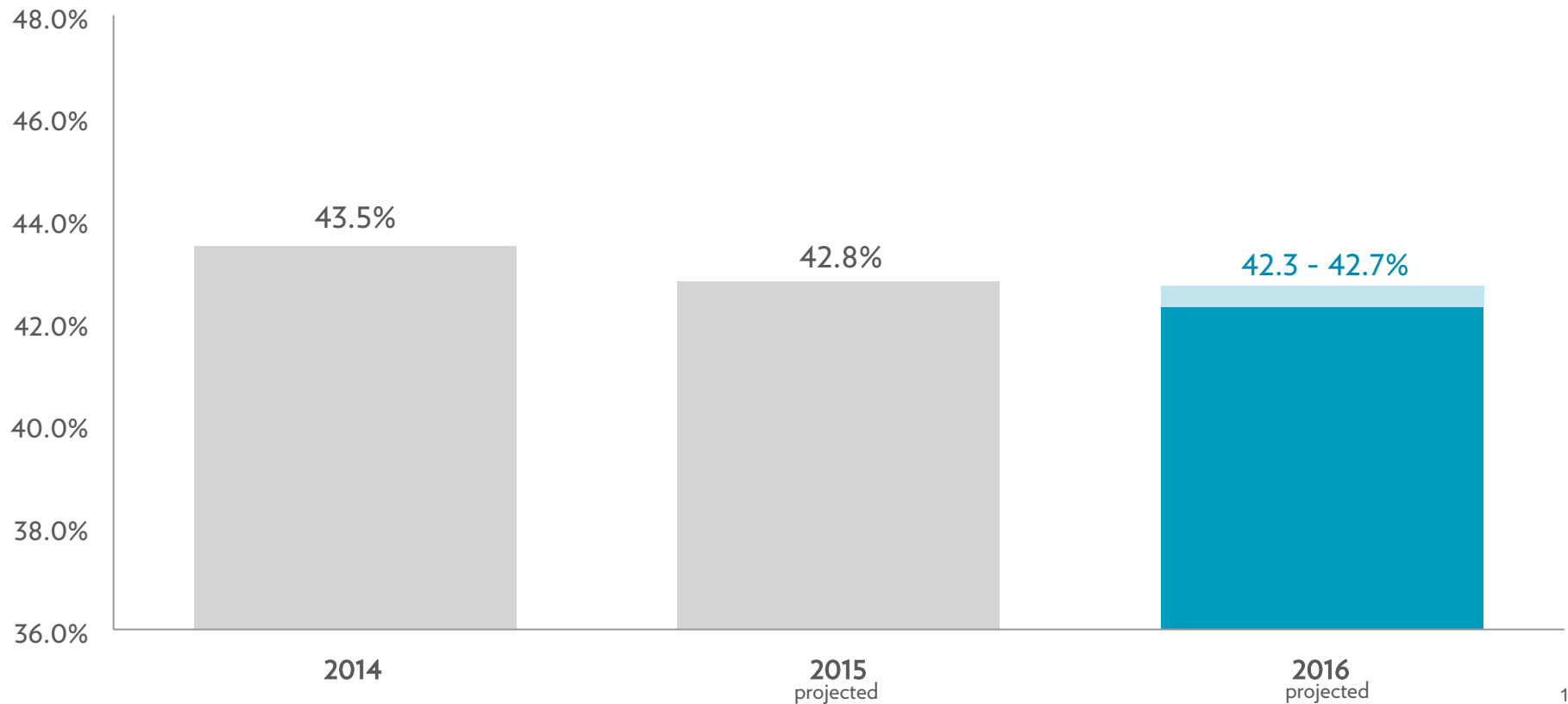
GROSS MARGIN



*Excluding inventory write down

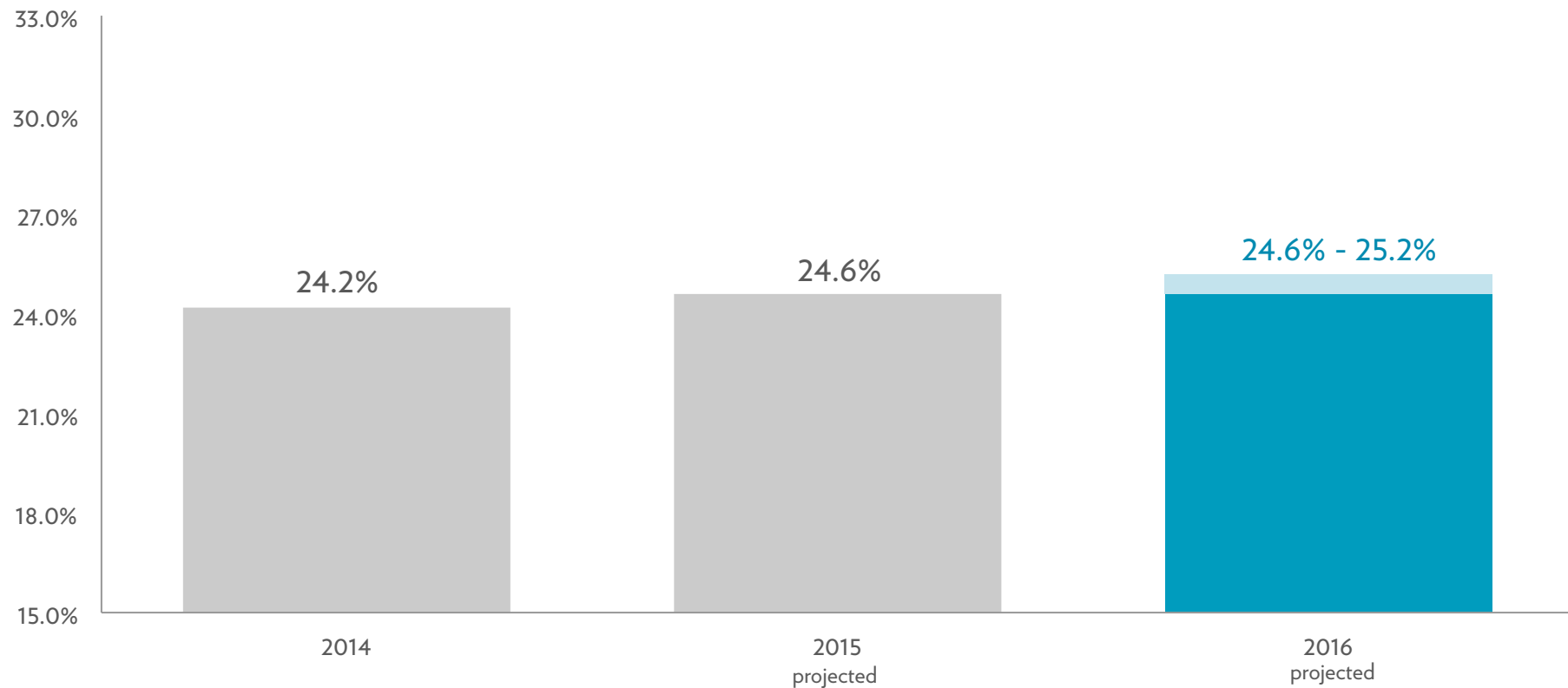
SELLING EXPENSE

AS A PERCENT OF REVENUE



G&A EXPENSE

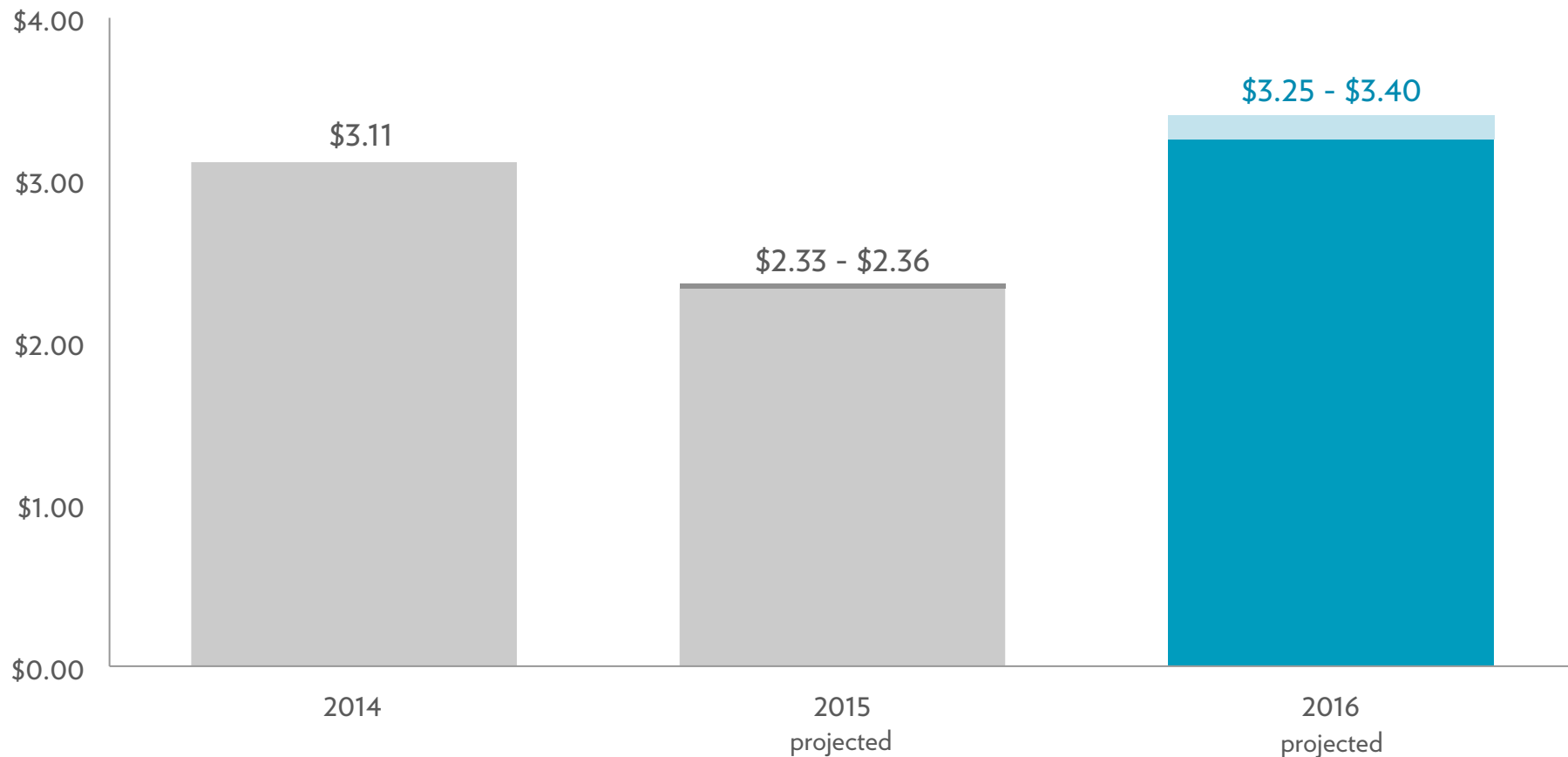
AS A PERCENT OF REVENUE



OTHER INCOME STATEMENT FACTORS

- 2016 regional convention expense of approximately \$10 million in Q3 vs. \$8 million in Q4 2015
- LTO revenue for 2016 of approximately \$200 million vs. approximately \$150 million in 2015
- Net interest expense modeled at \$1 M per quarter
- Weighted average shares outstanding modeled at 56.5 million
- No projected foreign currency impact on other income/expense
- Expected income tax rate of 36.0% in 2016

EARNINGS PER SHARE



A photograph of a modern, multi-story building with a large glass facade. The building is partially obscured by trees in the foreground. The sky is blue with some clouds. The text is overlaid on a semi-transparent white banner across the middle of the image.

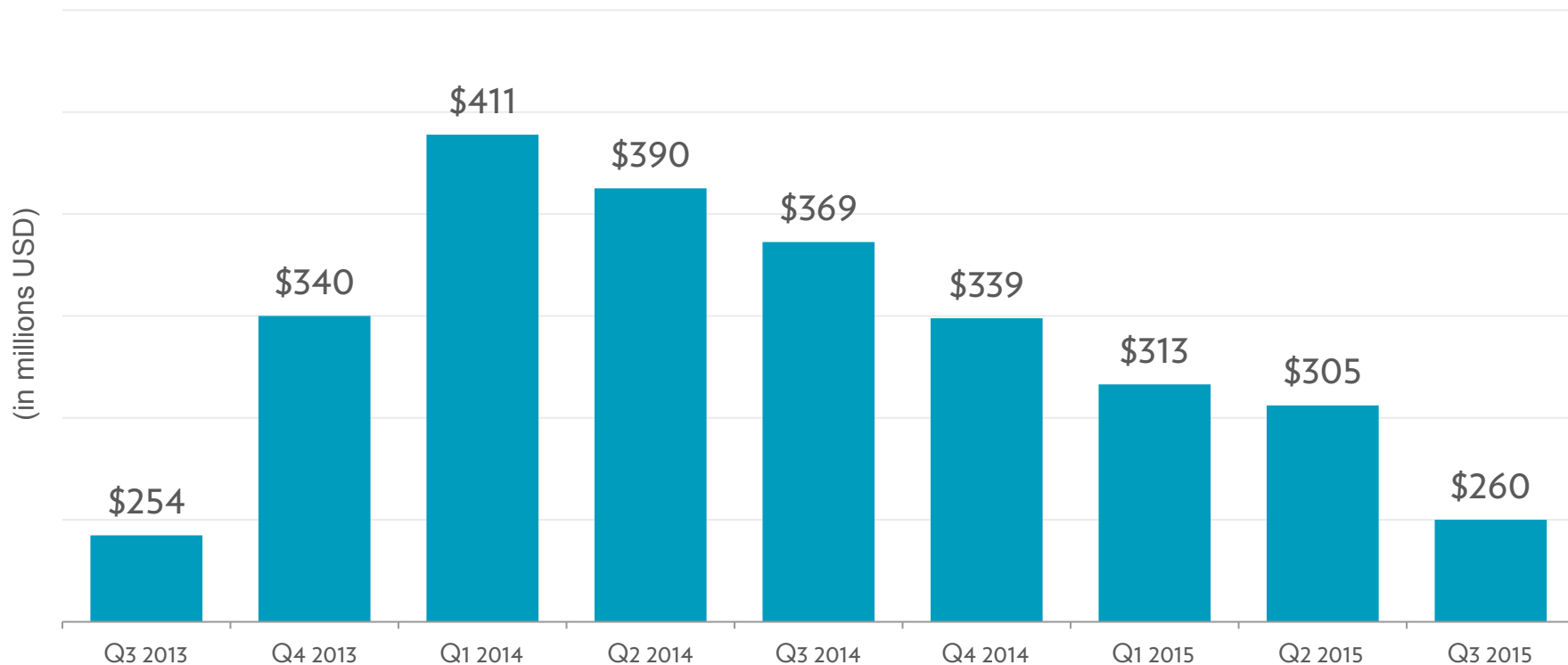
We invest to **SUSTAIN GROWTH**
and to create **SHAREHOLDER VALUE**

PRIORITIES FOR CASH USE

- Invest to grow the business
- Protect a strong balance sheet
- Pay a healthy dividend
- Repurchase stock

INVENTORY BALANCE

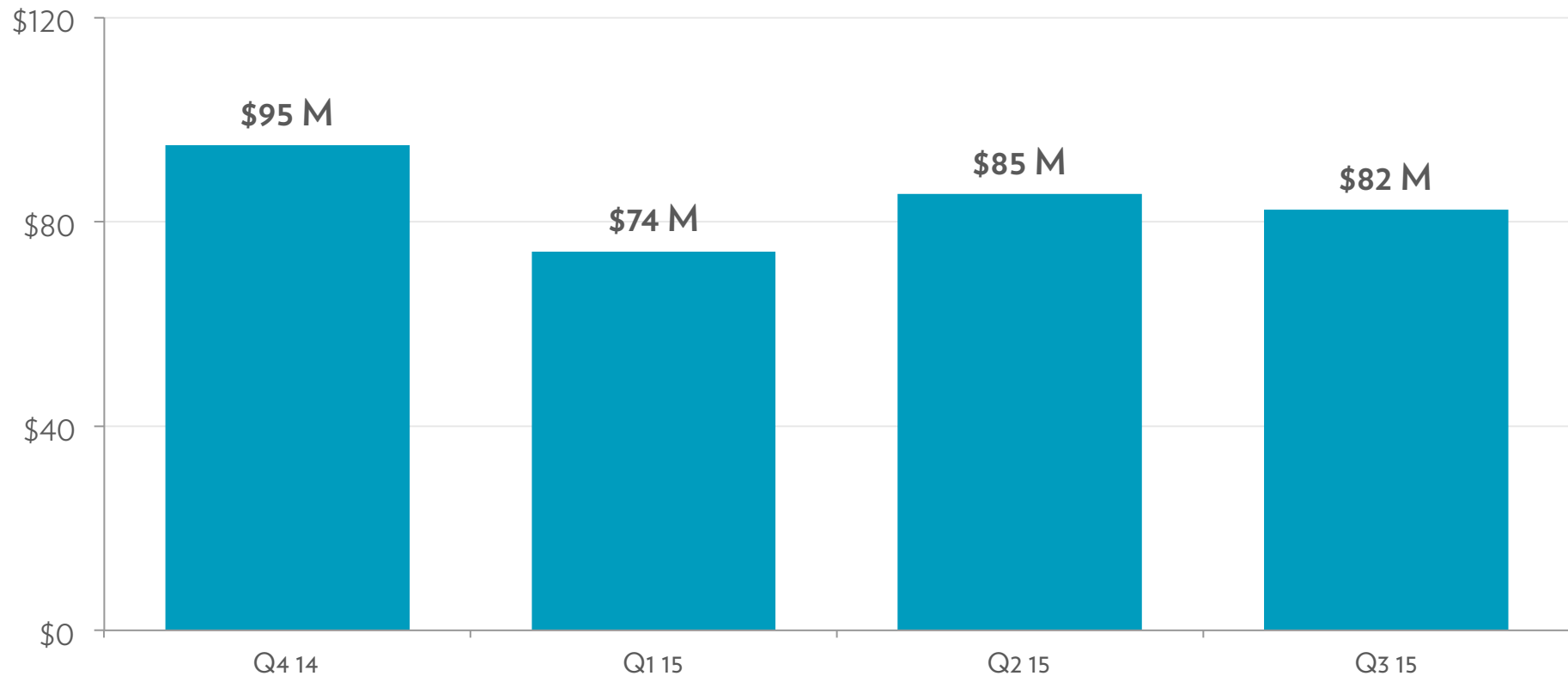
PROGRESS WITH RIGHT-SIZING INVENTORY LEVELS



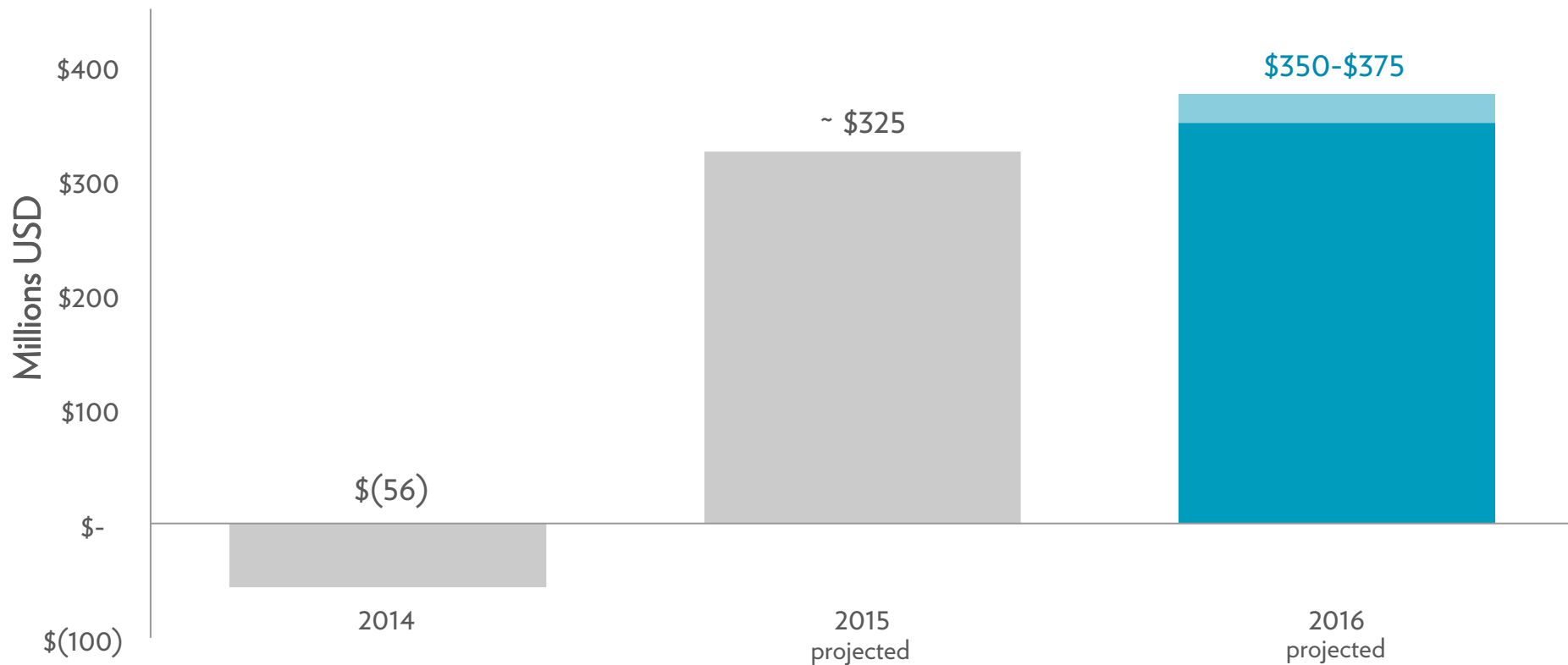
2016 CASH FLOW MODELING

	2015 projected	2016 projected
D&A	\$70 M	~\$75 M
Stock option expense	\$9 M	~\$20 M
Capital expense	\$57 M	~\$60 M
Debt payments	\$50 M	~\$20 M
Dividend payments	\$85 M	TBD

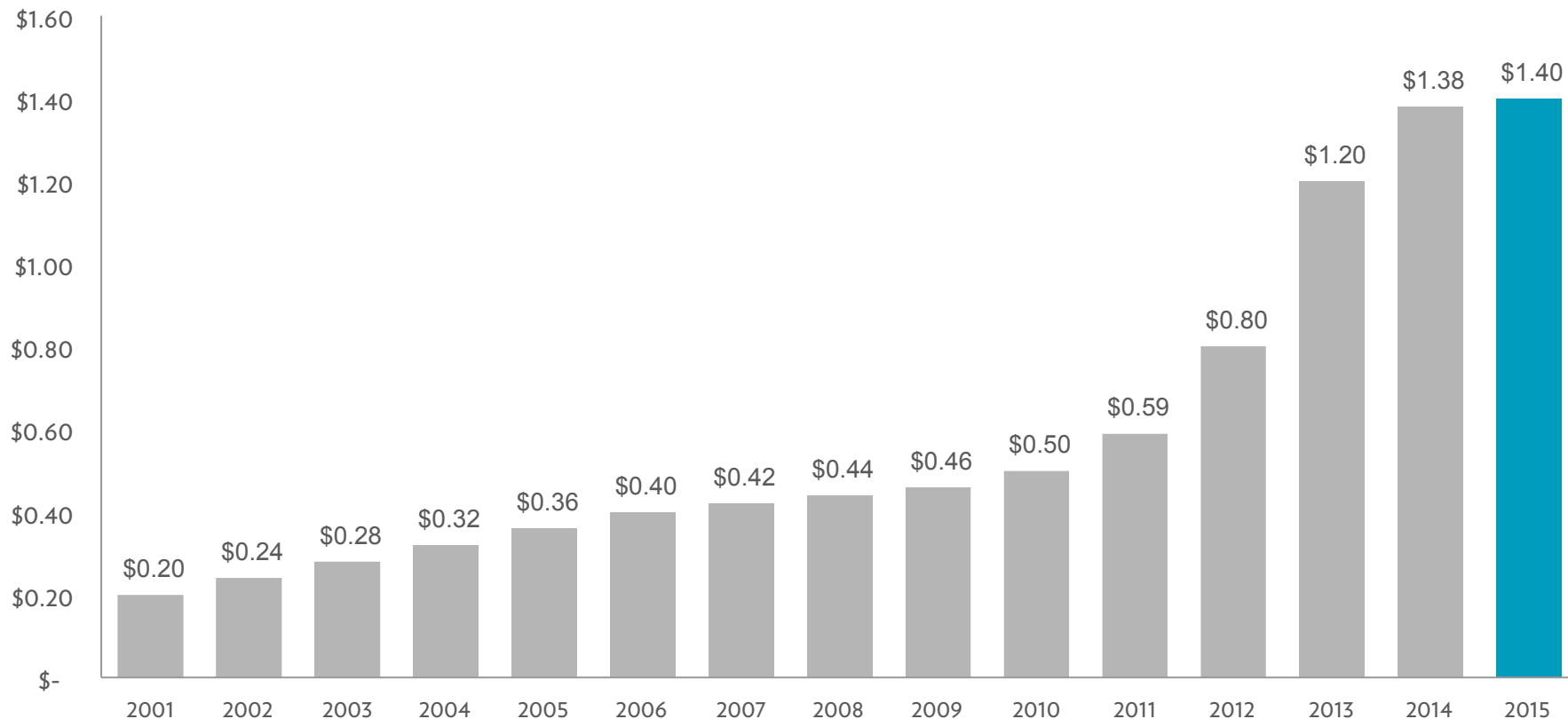
CASH FROM OPERATIONS



CASH FROM OPERATIONS



INCREASING DIVIDEND HISTORY



STOCK REPURCHASE ACTIVITY

1998 – 2015 (through Q3, 2015)

\$61.2 M

Average purchase amount per year

2.55 M

Average shares purchased per year

\$24.03

Average share purchase price

Share count: 88 M (1999) to 59 M (2015 projected)
3.5% reduction per year

2016 PRIORITIES

- Renew growth in China
- Envision 3.0 Strategy and Organization Refinement
- Successful launches of ageLOC Me and ageLOC Youth
- Finalize development of Epsilon and Kappa
- Digitize the business





Our history of **CONSISTENTLY
RENEWING GROWTH** has
prepared us for this moment
in time and our sights are
FIXED ON THE FUTURE.

Financial Information in this Presentation

This presentation contains non-GAAP financial information. Management believes these non-GAAP financial measures assist management and investors in evaluating, and comparing from period to period, results from ongoing operations in a more meaningful and consistent manner while also highlighting more meaningful trends in the results of operations. A reconciliation of non-GAAP measures presented in this presentation is provided on the GAAP reconciliation slide that follows.

GAAP Reconciliation

	Projected Revenue Range	
	2016	2016
GAAP Revenue Growth	1.00%	3.00%
FX Impact	-4.00%	-4.00%
Revenue Growth - Local Currency	5.00%	7.00%

	Projected			
Constant Currency with a base of 2012	2012	2013	2014	2015
GAAP Revenue	2,132	3,177	2,570	2,265
FX Impact		74	197	430
Revenue- Constant Currency	2,132	3,251	2,767	2,695
Impacts from LTO	(300)	(550)	(194)	(150)
Revenue- Constant Currency - Less LTO	1,832	2,701	2,573	2,545

	Projected			
	Q1 2015	Q2 2015	Q3 2015	Q4 2015
GAAP Revenue Growth	-19%	-14%	-11%	-1%
FX Impact	7%	7%	10%	8%
Revenue Growth - Local Currency	-12%	-7%	0%	7%

*Percentages may be impacted by rounding