
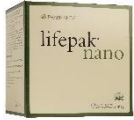


Product portfolio optimisation
Product discontinuation overview Q2 (March 2020 – June 2020)

Product SKU	Product Description	Estimated discontinuation date (subject to stock availability)	Concerned countries	Product Visual
97131809	CoQ10 Celltrex Complete	April 2020	ZA	
40160406	Pressed Powder II Natural Honey	May 2020	Russia	
40001486	Tri-Phasic White Radiance Mask 4pk (EU2)	May 2020	RU/UA	
97001486	Tri-Phasic White Radiance Mask 4pk (EU)	May 2020	EU	
97310052	ageLOC LumiSpa Accent TIP (EU)	May 2020	IS, ZA	
40310052	ageLOC LumiSpa Accent TIP (EU2)	May 2020	RU	

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48003320	Life Essentials (ZA)	June 2020	ZA	
48003610	LifePak Nano (ZA)	June 2020	ZA	
86998518	Nu Skin Bag (EU)	June 2020	EU	

*Europe means European countries excluding Russia, Ukraine, South Africa and Israel.

	<p>Wordtrack EMEA NSE Products Europe Nu Colour</p>
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Why are these products being discontinued? As part of a global effort to optimise our product portfolio, products are being added and removed on a regular basis. In order to align with this process and focus our attention on the best-selling products in the Nu Colour range, we have chosen to discontinue these products.

When is this happening? We will be discontinuing Nu Colour Lip Gloss Sweet Pink, Nu Colour Eyebrow Shaping Kit, the two Nu Colour Eye Liners, the four Nu Colour Pressed Powders, and the Nu Colour Compact Pressed Powder in October 2019. The three Nu Colour Eyeshadow Palettes will be discontinued in November 2019.

Are there any alternatives or replacements? While there is not necessarily a direct replacement for these products, we recommend trying out some of the other fantastic products in the Nu Colour range.

Will these products be available in any other markets? These products will be discontinued globally, so they will not be available beyond these dates.

We apologise for any inconvenience this may cause.

	<p>Wordtrack EMEA NSE Products Europe Tri-Phasic White Radiance Mask</p>
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Why was the Tri-Phasic White (Nu Skin) Radiance Mask discontinued?

We are always looking to optimise our product portfolio to help focus on products that really meet our customers' needs. As such, the decision was taken to remove this mask and allocate resources to other areas.

When will this product be discontinued?

Final dates are yet to be confirmed, but we expect this discontinuation to take place at the beginning of May 2020 for Russia and Ukraine, and at the end of May 2020 for the rest of EMEA. Until that time, you'll be able to pick it up at 45% off.

Are there any alternatives in the Nu Skin portfolio?

Yes! We recommend trying out products like the Nutricentials Creamy Hydrating Masque.

 <p>NU SKIN. DISCOVER THE BEST YOU™</p>	<p>Wordtrack EMEA NSE Products Europe LumiSpa Accent tip</p>
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Why was it discontinued?

Nu Skin will replace the current transparent silicone tips for the ageLOC LumiSpa Accent with a blue version in EMEA. A grey Accent silicone tip will also be available for consumers who purchased the black Accent device, though this is likely to be a temporary option, and will not be available everywhere in EMEA – CI, IS, ZA, UA, RU and IL will be excluded.

We have not received formal complaints from consumers, but as a high-standard company, it is our duty to provide the best quality products to our customers, and always seek to improve wherever possible. That’s why we are excited to offer this change and the benefits that come with it to our sales associates and customers. These include:

1. Improved consumer experience; the new coloured tips are more resilient to discolouration over time than the current transparent ones.
2. The coloured tips will be easier to find when misplaced or dropped before or after use (i.e. during cleaning).
3. Provide a more consistent colour between batches and throughout its three months of use
4. Looks aligned with ageLOC LumiSpa and provides a nice touch of colour to the Accent

This change is purely aesthetic. The silicone itself has not changed, meaning it provides the same hygienic experience and is just as easy to clean. Users should not notice any change in the ageLOC LumiSpa Accent’s unique massaging experience, or in the many benefits it brings.

The new coloured heads will launch with new SKUs, but the price will remain the same.

When will this product be discontinued?

It will be discontinued between now and May 2020, depending on the region.

Are there any alternatives in the Nu Skin portfolio?

This product will be replaced by the coloured silicone tip as of May. Timing will vary between markets.