

# Product portfolio optimisation Product discontinuation overview Q3 (July 2020 – September 2020)

Product SKU	Product Description	Estimated discontinuation date (subject to stock availability)	Concerned countries	Product Visual
86999145	Nu Colour Kabuki Brush	July 2020	EU	Nu Colour

<sup>\*</sup>Europe means European countries excluding Russia, Ukraine, South Africa and Israel.



## Wordtrack EMEA

NSE Products Europe
Nu Colour Kabuki Brush

### Why is the Kabuki Brush being discontinued?

We felt that restocking this product was not feasible in the long-term. With a more affordable and perfectly suitable alternative in the Nu Colour Brush N°2, removing a branded product with the same functionality also helps us meet our sustainability goals by limiting production and storage.

#### When will this discontinuation happen?

The Kabuki Brush will be discontinued as of 29 July 2020, as soon as the remaining stock is sold.

## Will this discontinuation take place in all markets?

This discontinuation will take place in all EMEA markets except Russia as soon as the stock is sold.

## Why was I not given 30 days notice that my ADR would be cancelled?

Unfortunately, this sudden increase in demand was incredibly unexpected and could not be foreseen. As the last of our stock will go very quickly, and restocking will take up to 6 months, it would not be possible for us to meet future ADR orders. We felt the best course of action was to announce the discontinuation of the Kabuki Brush as soon as possible. We sincerely apologise for the inconvenience.

#### Are there any alternative products in the Nu Skin portfolio?

Yes – the Nu Colour Brush N°2 is a fantastic alternative! It will offer the same excellent function and benefits, with the added bonus of being more affordable than the Kabuki Brush. It also works brilliantly as part of a combination with the Nu Colour Bronzing Pearls.