



Financial Highlights

Q2 2018

August 2, 2018

Important information regarding forward-looking statements: This presentation contains forward-looking statements within the meaning of federal and state securities laws that represent the company's current expectations and beliefs. All statements other than statements of historical fact are "forward-looking statements" and include, but are not limited to, statements of management's expectations regarding the company's performance, sales force and customer base, growth, initiatives and areas of focus, acquisitions, strategy and new product introductions; projections regarding revenue, earnings per share, foreign currency fluctuations, tax rates, and other financial items; 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," "outlook," "project," "anticipate," "estimate," "intend," "plan," "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:

- 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 direct selling laws and regulations in any of our markets, including the United States and Mainland 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;
- any failure of current or planned initiatives or products to generate interest among the company's 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;
- uncertainties regarding the future financial performance of the company's recent acquisitions;
- 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 the company over-forecasts demand for a product or changes its 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;
- unpredictable economic conditions and events globally;
- uncertainties related to the trade disputes between the U.S. and Mainland China, and associated risks if the trade disputes are prolonged or worsen, or additional changes or actions are taken by the two countries with respect to trade policies, that could further adversely impact exchange rates, the economies of both markets and consumer sentiment;
- uncertainties related to interpretation of, and forthcoming regulations under, the recently enacted U.S. tax reform legislation; the company's future tax-planning initiatives; 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 in this presentation to reflect any change except as required by law.

Q2 Takeaways



Healthy revenue growth



Strong customer and sales leader improvement

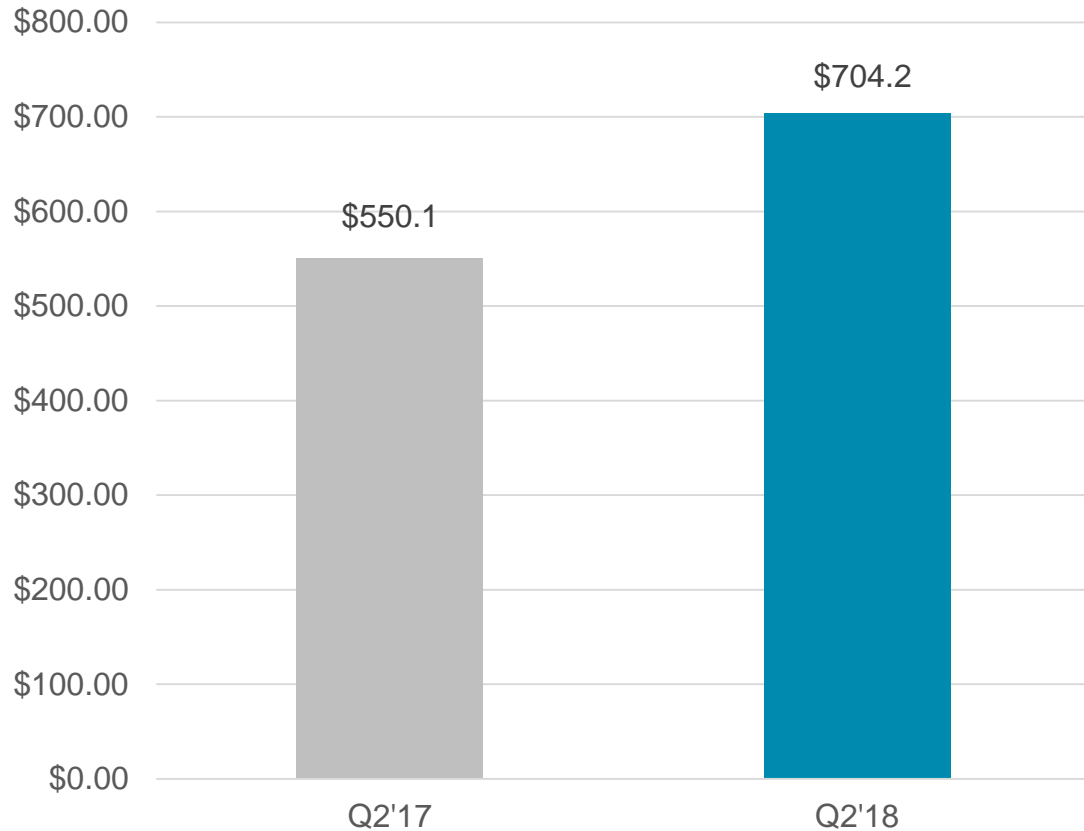


Growth strategy execution

(Platforms, Products, Programs)

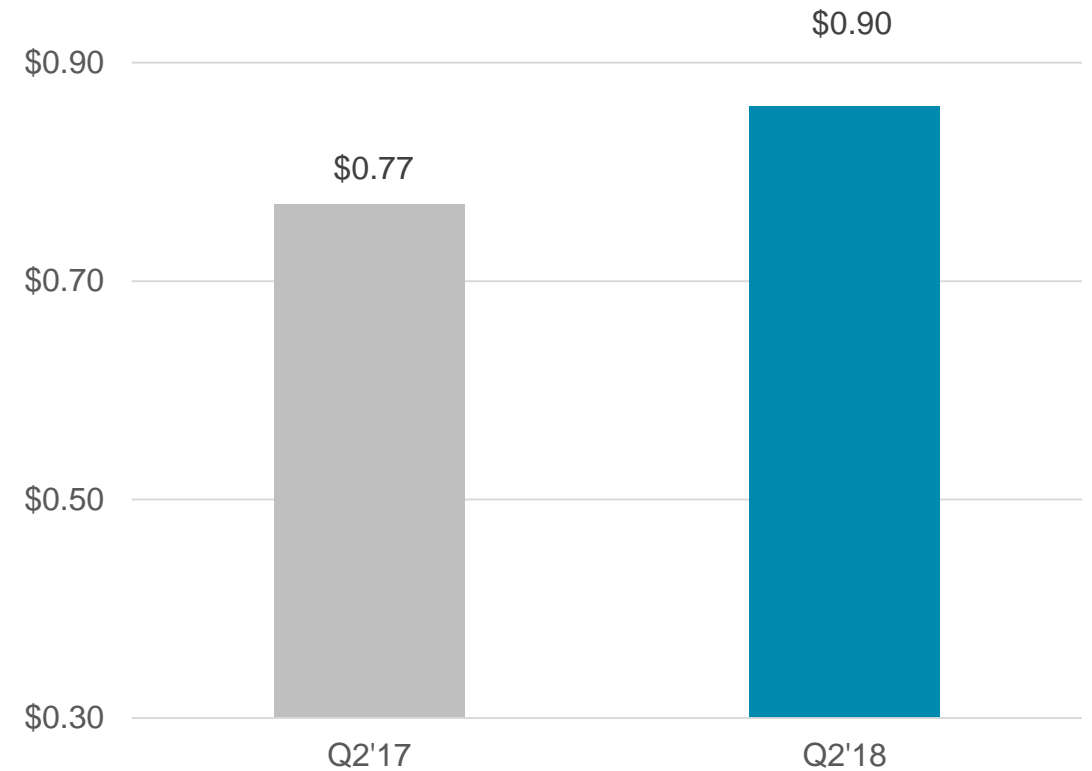
Q2 Results

Revenue (M)



Increase of 28%, positively impacted by ageLOC LumiSpa, recently acquired companies and a 4% FX benefit.

EPS

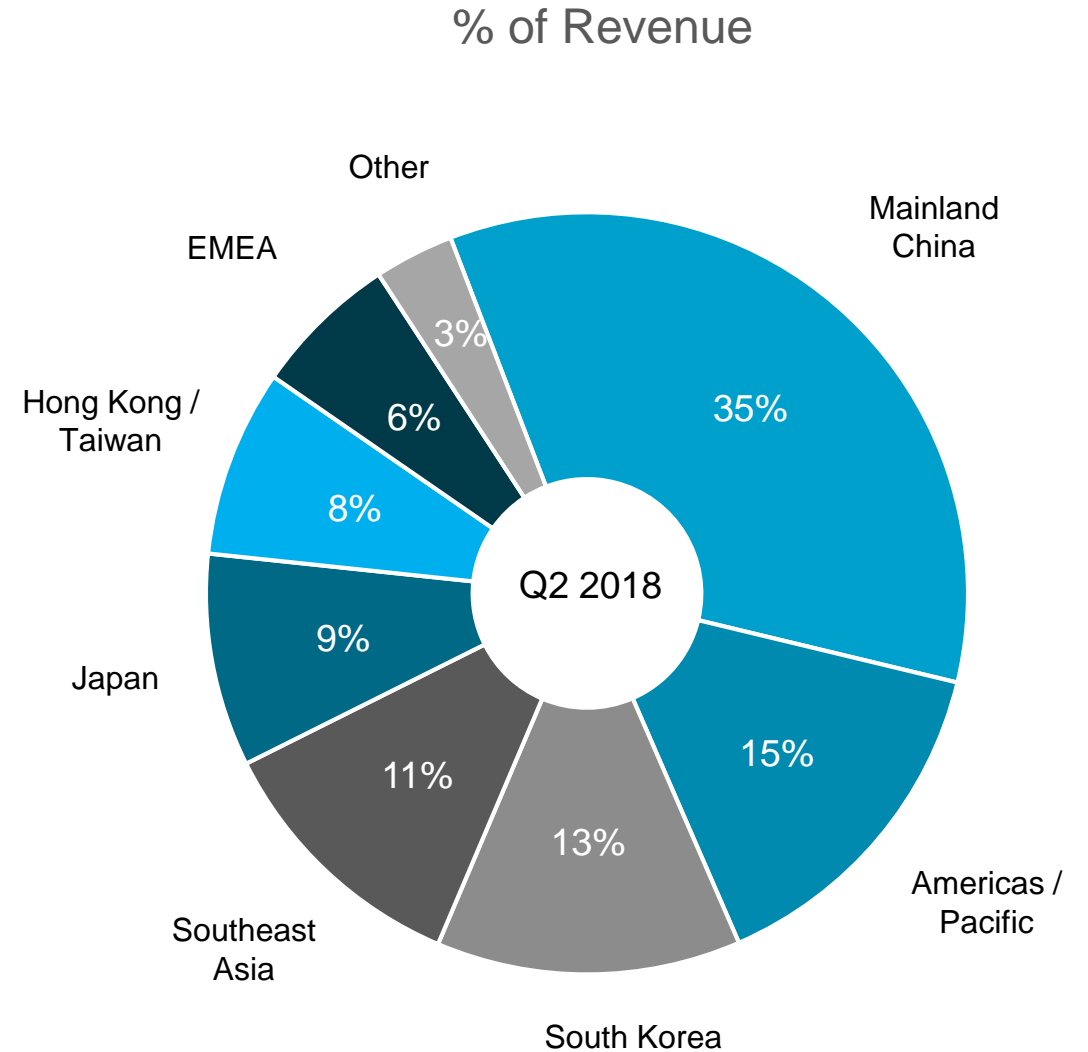


Increased 17% to \$0.90. Earnings were negatively impacted by a foreign currency translation loss of \$0.13 and a \$0.05 purchase accounting charge

Q2 Revenue Results

Highlights

- 28% YOY revenue growth
- Strong customer and sales leader growth
- Encouraging response to LumiSpa (14% of Q2 revs.)
- Execution of growth strategy (Platforms, Products & Programs)



Mainland China

Q2 Highlights

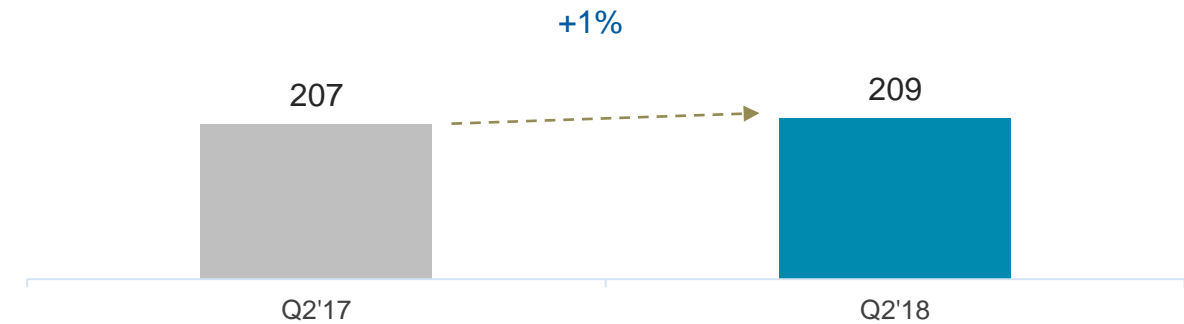
Strong sales leader growth

Steady sequential customer improvement

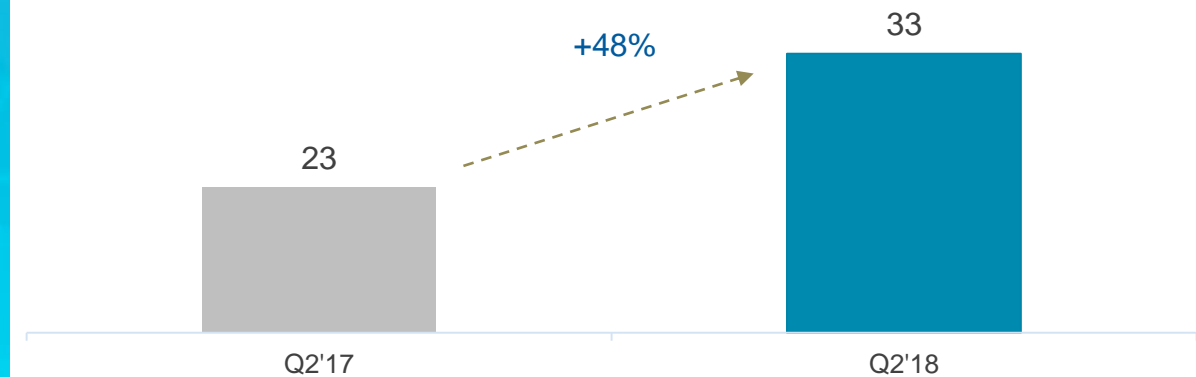
Strong interest in products and opportunity

Strong response to LumiSpa introduction

Mainland China Customers (000's)



Mainland China Sales Leaders (000's)



Americas / Pacific

Q2 Highlights

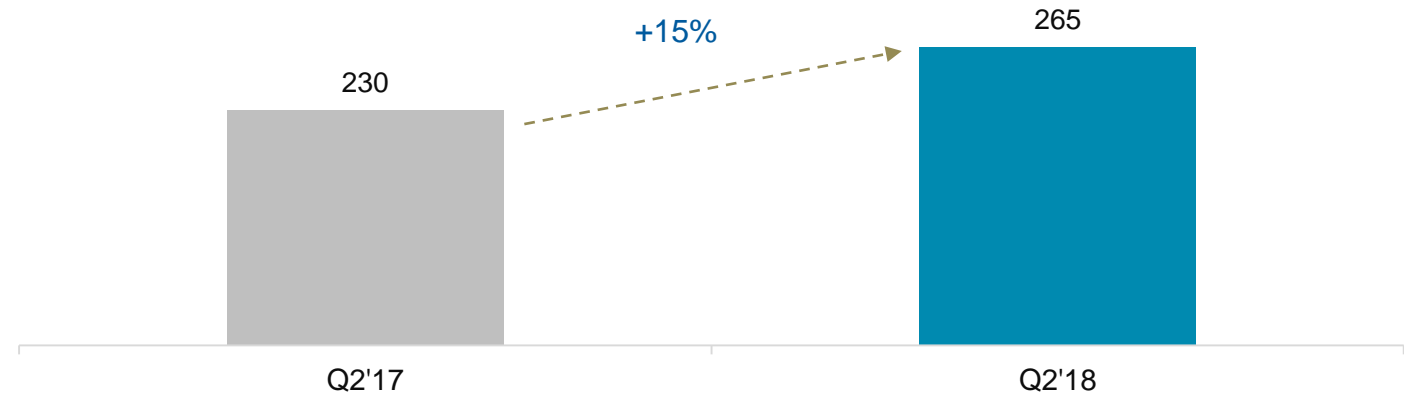
Continued success with social-selling

Favorable response to Velocity

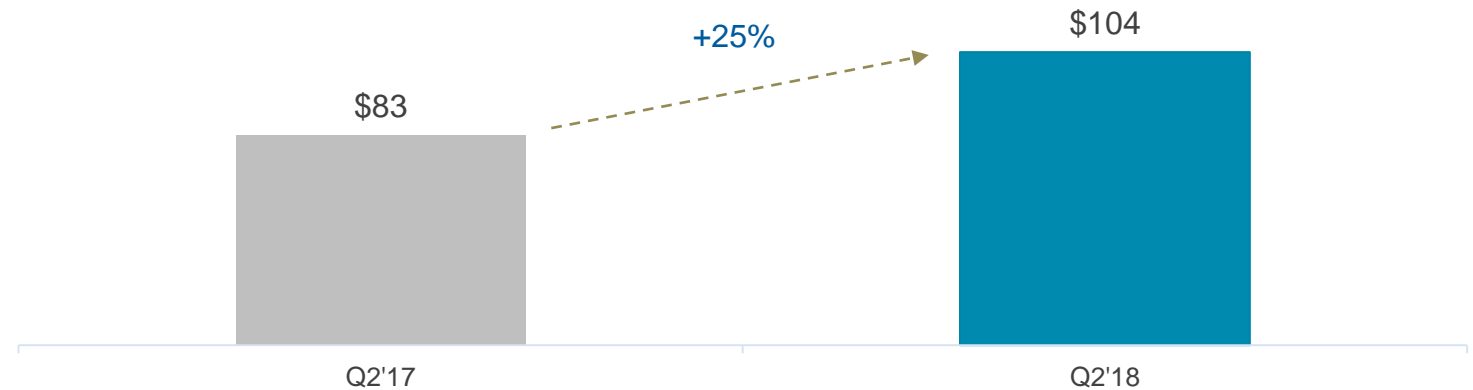
Strong growth in Latin America

Favorable response to strategy execution

Customers (000's)



YOY Revenue (000's)



EMEA

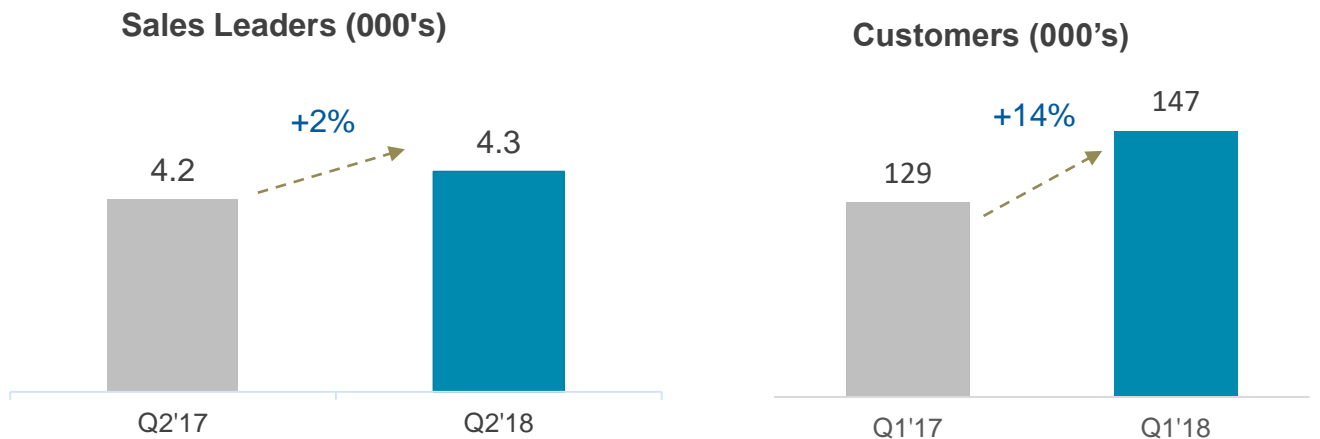
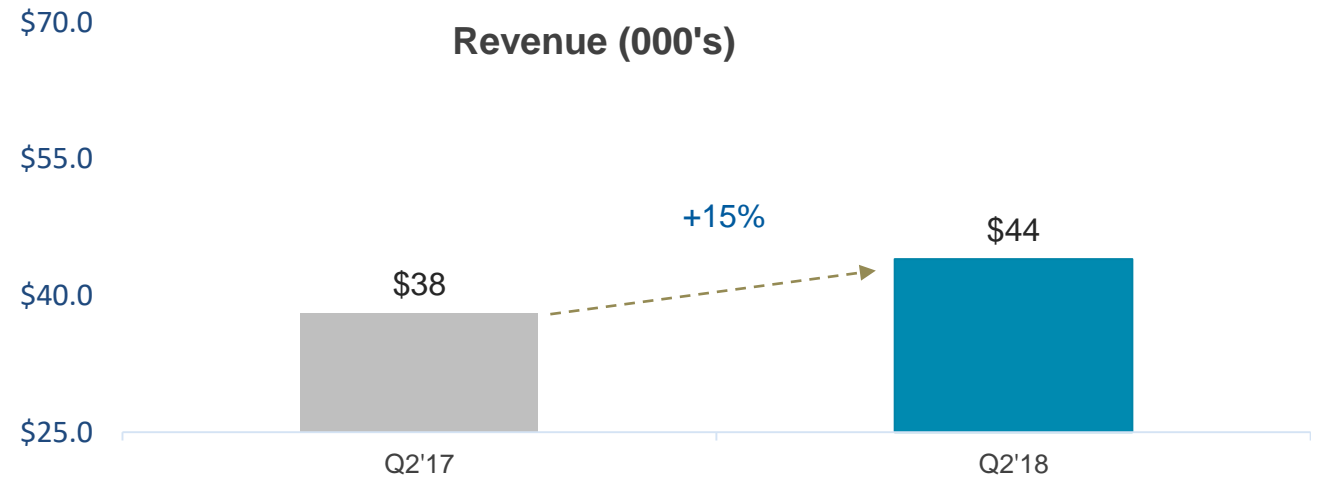
Q2 Highlights

YOY growth in revenue, sales leader and customers

Continued success of social-selling initiatives

Successful promotional initiatives

Positive response to new social-selling products



SEA

Q2 Highlights

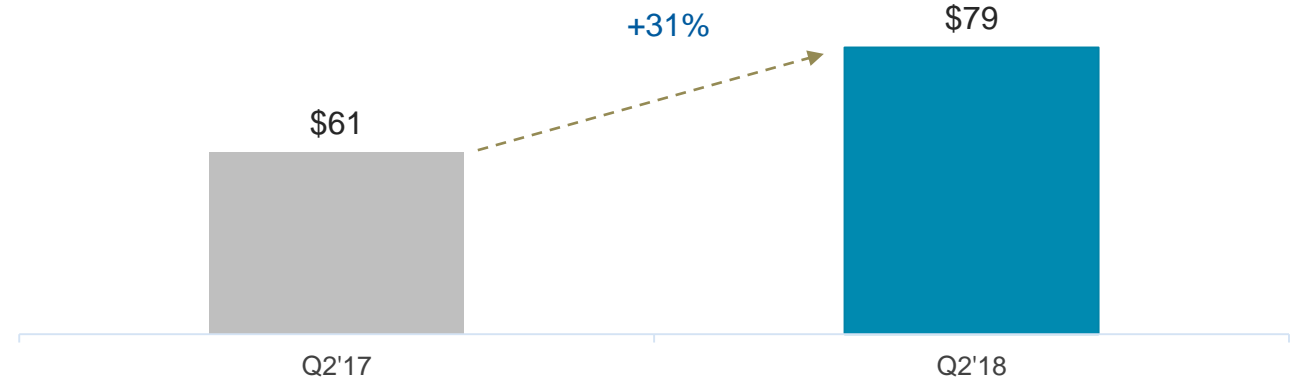
Positive growth in all markets

Successful social sharing initiatives

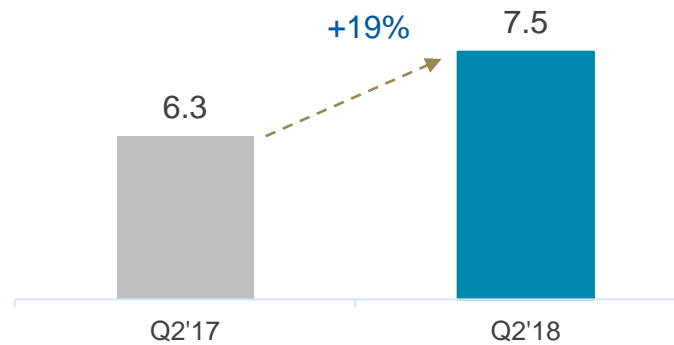
YOY revenue, customer and sales leader growth

Continued positive response to LumiSpa

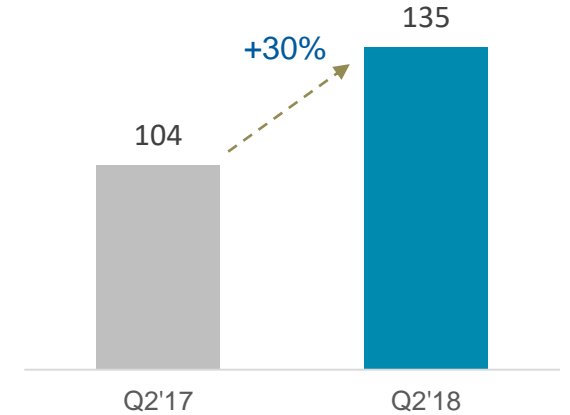
Revenue (000's)



Sales Leaders (000's)

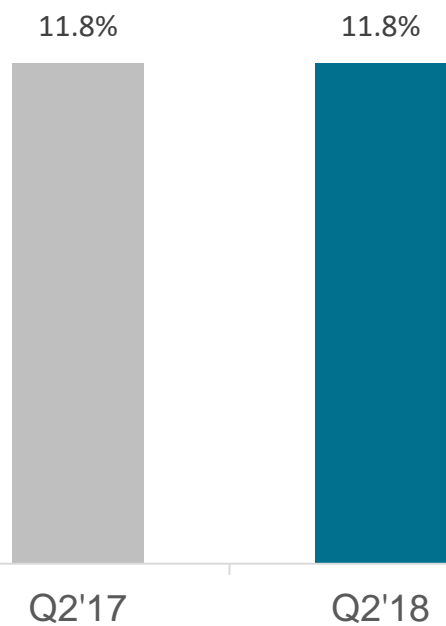


Customers (000's)

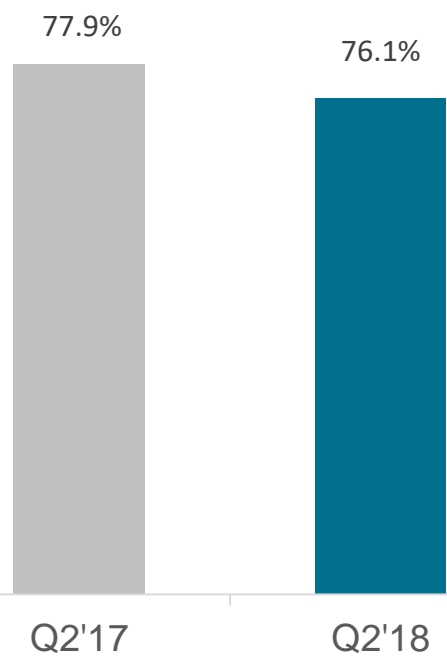


Operational Performance

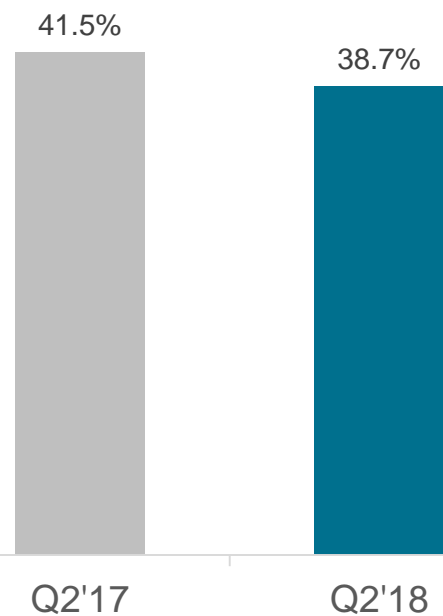
Operating Margin



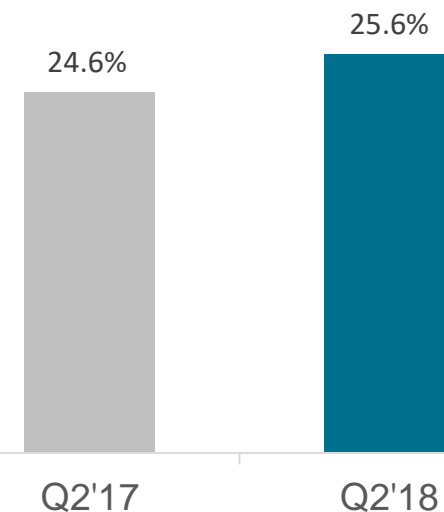
Gross Margin



Selling Expense



G&A Expense



Shareholder Value

Annual Dividend



Cash Usage

Q2 Dividend Payment

- \$20.3 million

Q2 Stock Repurchases

- \$18.4 million
- \$500 million with new authorization



Q3 and 2018 Outlook

Q3 Revenue:	\$650 to \$670 million (15-19% growth) and includes an approx. (3%) fx impact
Q3 EPS:	\$0.93 to \$0.98 which includes an estimated (\$0.04) purchase accounting charge
Full-Year Revenue:	\$2.63 to \$2.67 billion, includes a +1% fx impact
Full-Year EPS:	\$3.50 to \$3.65, including (\$0.13) fx and (\$0.16) purchase accounting charges

