



An Overview



YOUR FAMILY'S WELLNESS HAS NEVER MATTERED MORE.

The products you bring into your home and use every day play a role in your family's wellness.

THAT'S WHY, FOR NEARLY 40 YEARS...

We've been developing
and manufacturing a wide
range of highly effective
wellness products.

We make homes safer
and families healthier with
our products.

We offer more than 400
innovative products to our
growing community of online
shoppers.

OUR PRODUCT LINEUP INCLUDES:



Home Cleaning & Laundry



Personal Care



Vitamins & Supplements

AS WELL AS:



Medicines & Treatments



Healthy Foods & Drinks



Premium Skin Care, Hair Care, & Cosmetics

A person wearing a blue and orange plaid shirt is holding a tablet computer. The background is a field of green plants under a warm, orange sunset sky. The text is overlaid on the image.

We approach the development
of every product knowing...

**NATURE HOLDS
THE SOLUTIONS
TO LIVING A
HEALTHIER LIFE.
AND SCIENCE
UNLOCKS ITS
SECRETS.**

WE TEST OUR PRODUCTS AGAINST THE COMPETITION.

**We ensure they're safer, higher
quality, and more effective than
other brands.**



CUSTOMER ORDERS ARE SHIPPED QUICKLY THROUGHOUT NORTH AMERICA.

All from our US-based
distribution centers.

Like Amazon or Walmart.com
but with some major advantages!



OUR BIGGEST ADVANTAGE IS VERTICAL INTEGRATION!

We develop, manufacture,
and sell our own products—
not somebody else's.



We maintain top-to-bottom control.

Vertical integration means we have complete control over every step in the life of our products— allowing us to provide innovative, high-quality products you can't find anywhere else.



Ingredients



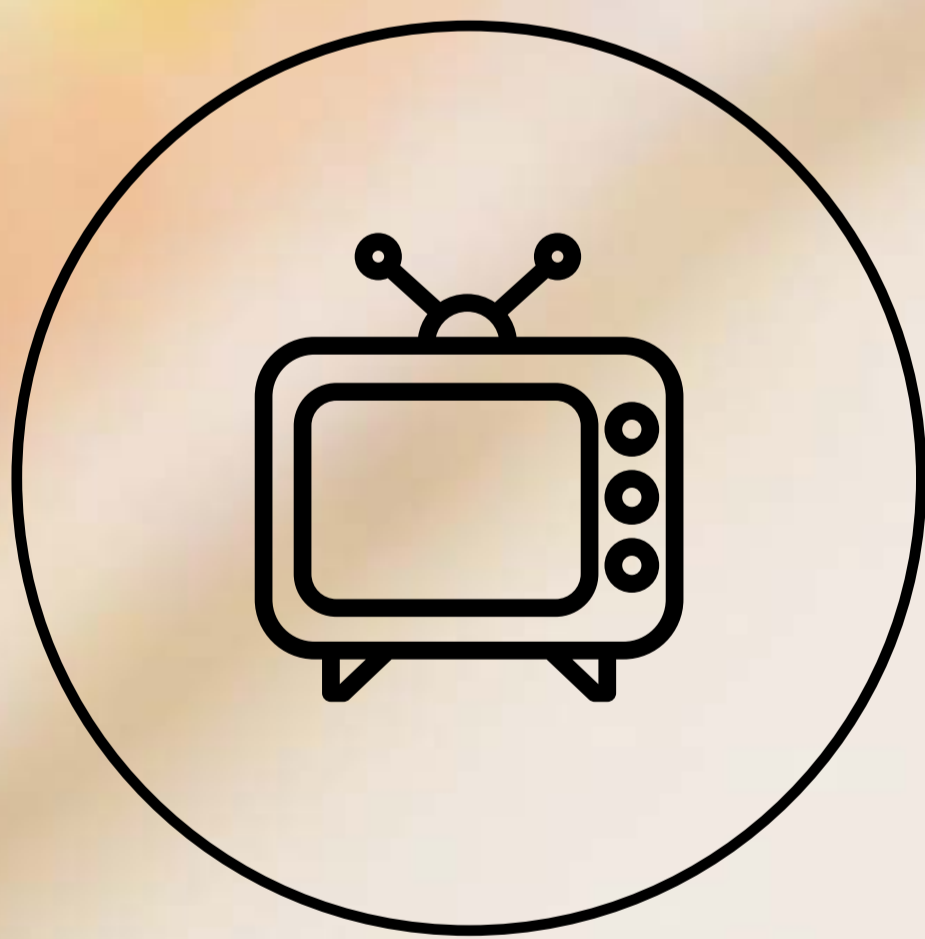
Manufacturing



Packaging & Shipping

DID YOU KNOW? ON AVERAGE, 63% OF WHAT YOU PAY FOR NATIONAL BRAND PRODUCTS IS A WASTE!

Expenses that don't make
the product work any better:



Advertising



Distribution



Celebrity
Endorsements



Retail Shelf
Space

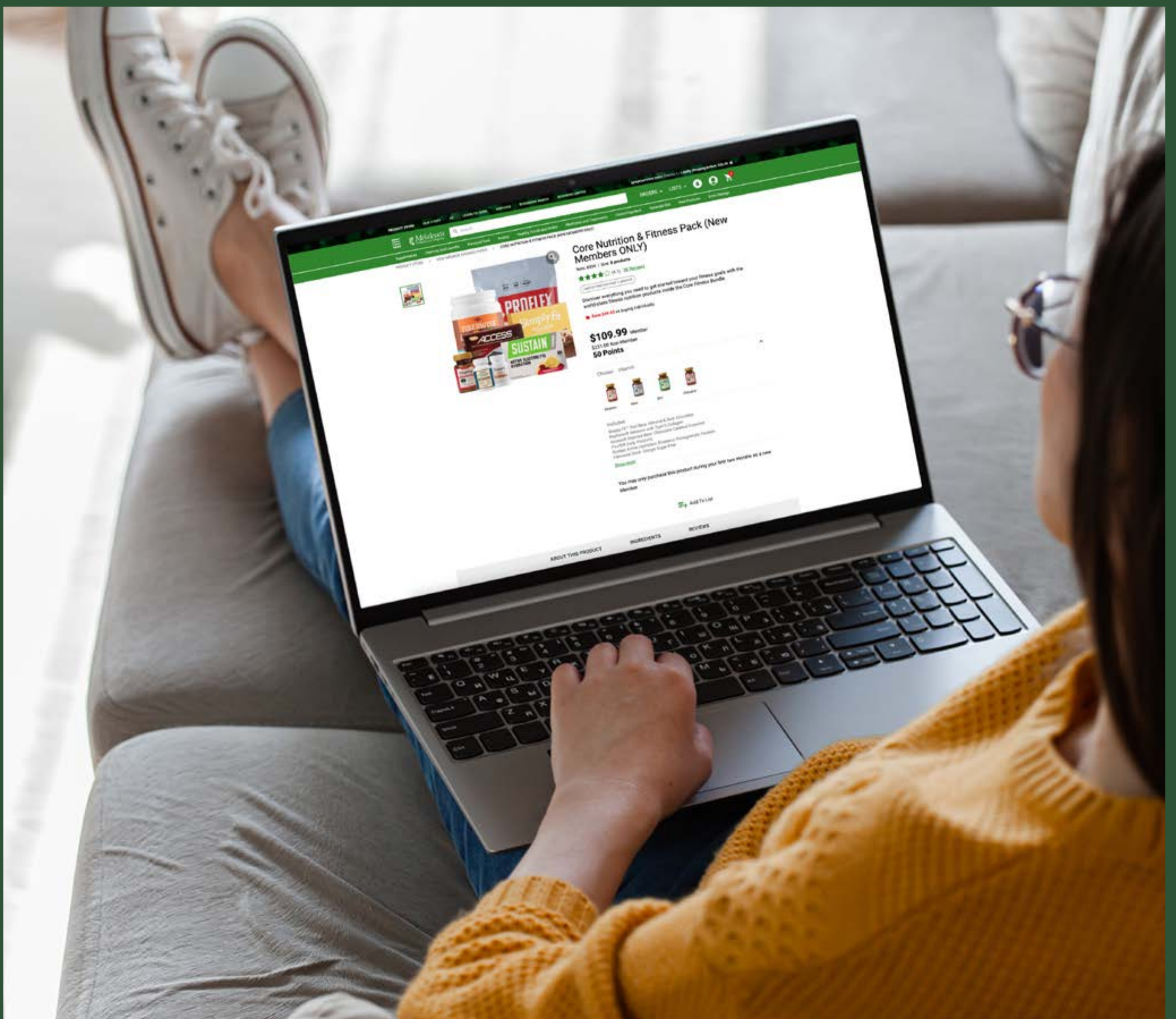
MELALEUCA DOES THINGS DIFFERENTLY.

We sell direct-to-consumer.
That allows us to redirect those
wasted dollars toward:

Higher-quality, safer ingredients.

Innovative formulas.

Better performance.



WE RELY 100% ON WORD- OF-MOUTH REFERRALS.

**Our unique business model
allows us to provide exceptional
products at reasonable prices.**



Millions of customers just like you have switched to shopping at Melaleuca because of our exceptional and affordable products!



400+ PRODUCTS

With such a wide range of daily-use products, making the switch to Melaleuca just makes sense.

You're replacing products you already buy.

It's the same dollars, better spent on higher-quality products.



Our EcoSense® line is the perfect example of exceptional quality.

We've formulated these products to be as safe as or safer than so-called green cleaners. Yet our products outperform those and the chemical-laden national brands too!



Laundry



Dish



Cleaners



NO SAFETY CAPS REQUIRED.

We've sold nearly half a billion bottles—
and not one requires a safety cap.

We pioneered some of the very first
home care products made with plant-
derived ingredients.

And we continue to innovate to provide
the best products for our customers.



NO TOXIC OR CAUSTIC CHEMICALS.

NO Chlorine Bleach

NO Ammonia

NO Phosphates

NO Phthalates

NO Parabens

NO Formaldehyde

NO Abrasives



DID YOU KNOW? NATIONAL BRANDS ARE ALMOST ENTIRELY WATER.



94%
Water



93%
Water



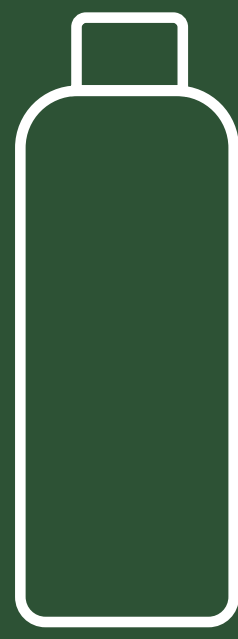
94%
Water



94%
Water

**BY CONTRAST,
MELALEUCA
HAS MASTERED
THE SCIENCE OF
CONCENTRATION.**

One of our concentrated
EcoSense[®] cleaners makes
96 fl. oz. That's six full-sized
spray bottles!



=



CONCENTRATED PRODUCTS.

That means money savings for you
and a lower cost per use.

And concentrated products are better
for the environment, with less plastic
packaging and less energy required for
manufacturing and transportation.



Clear Power® 12x

vs

4.2 Bottles of Windex®

\$0.07

\$6.99

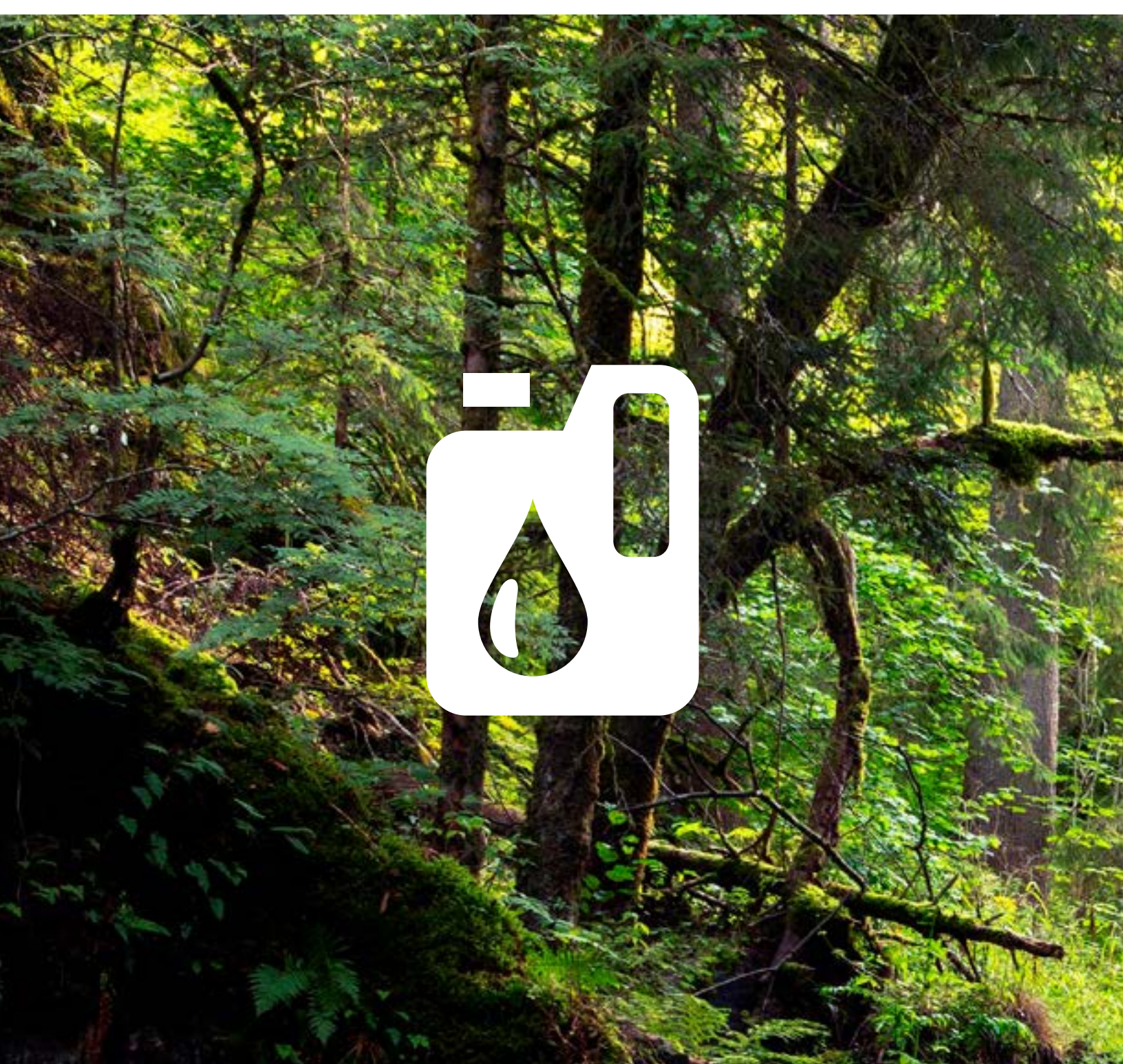
PRICE PER FL OZ

TOTAL COST

\$0.15

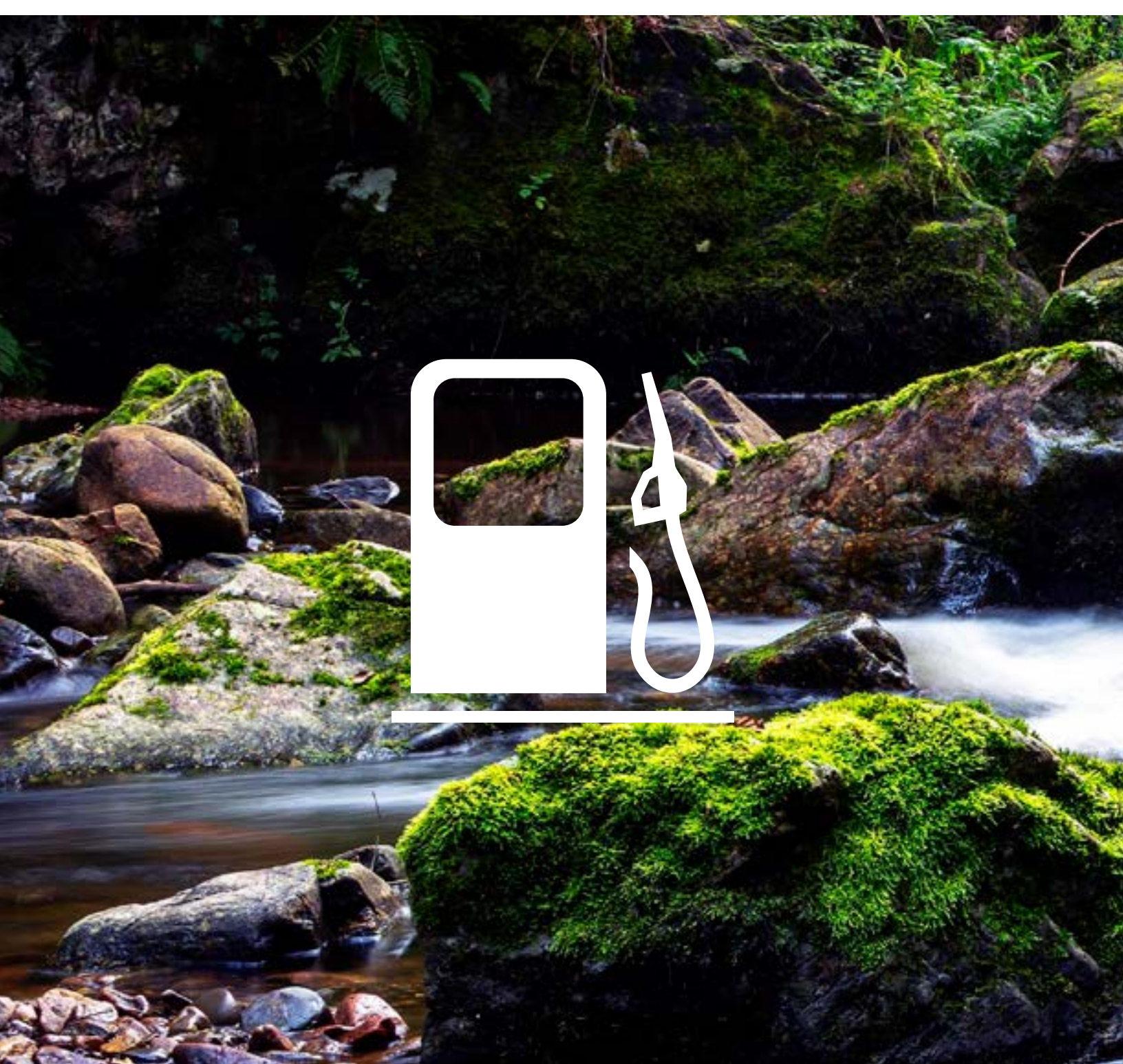
\$14.62

IN FACT, SINCE 1985, WE'VE SAVED:



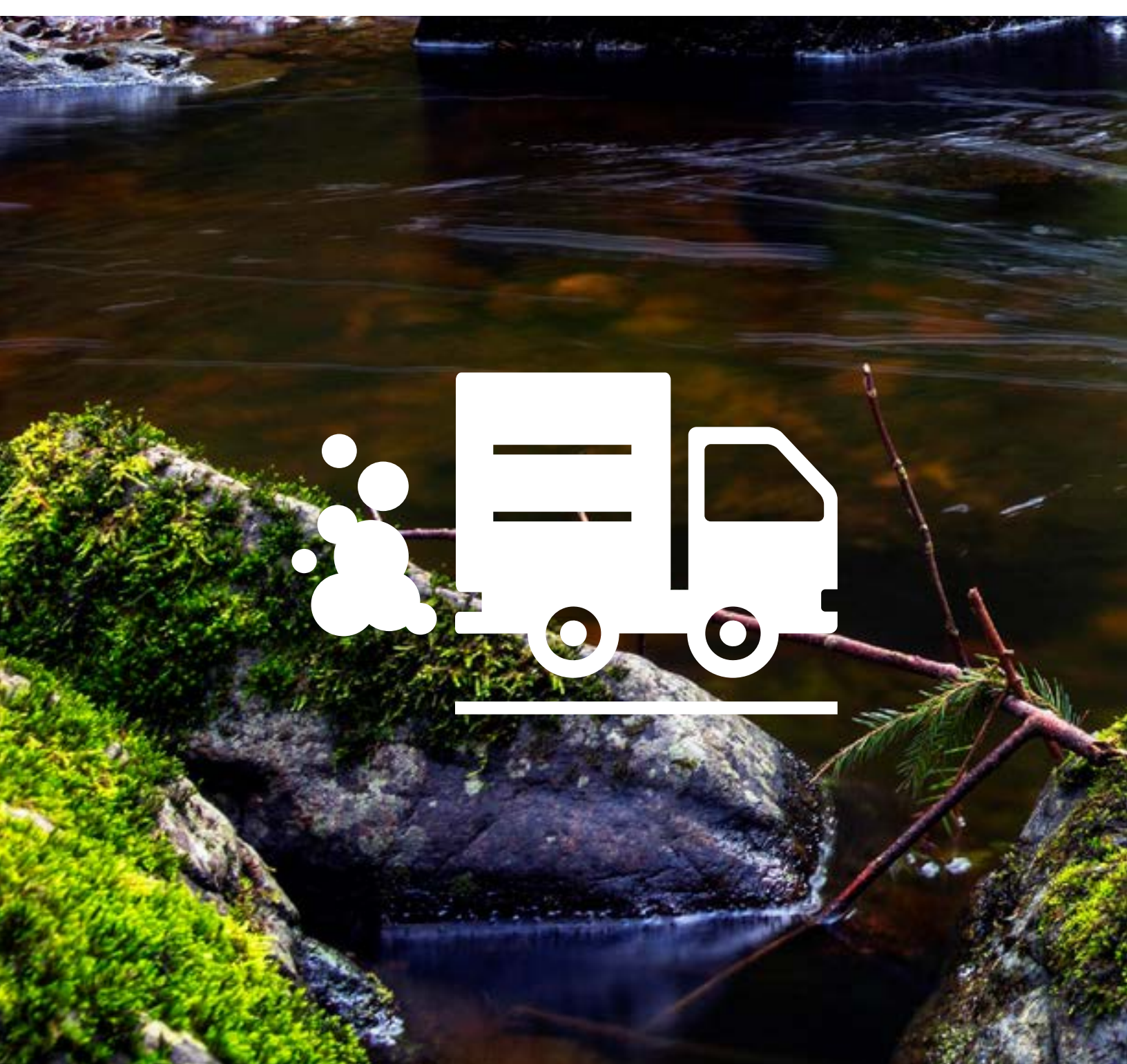
292

million pounds
of plastic



48

million gallons
of fossil fuels



1.53

billion pounds
of harmful
emissions

OUR INNOVATIVE APPROACH APPLIES TO OUR PERSONAL CARE PRODUCTS TOO.

High-quality ingredients and advanced technologies mean our personal care products simply work better!



NO Parabens
NO Formaldehyde
NO Dyes

RENEW[®] INTENSIVE SKIN THERAPY.

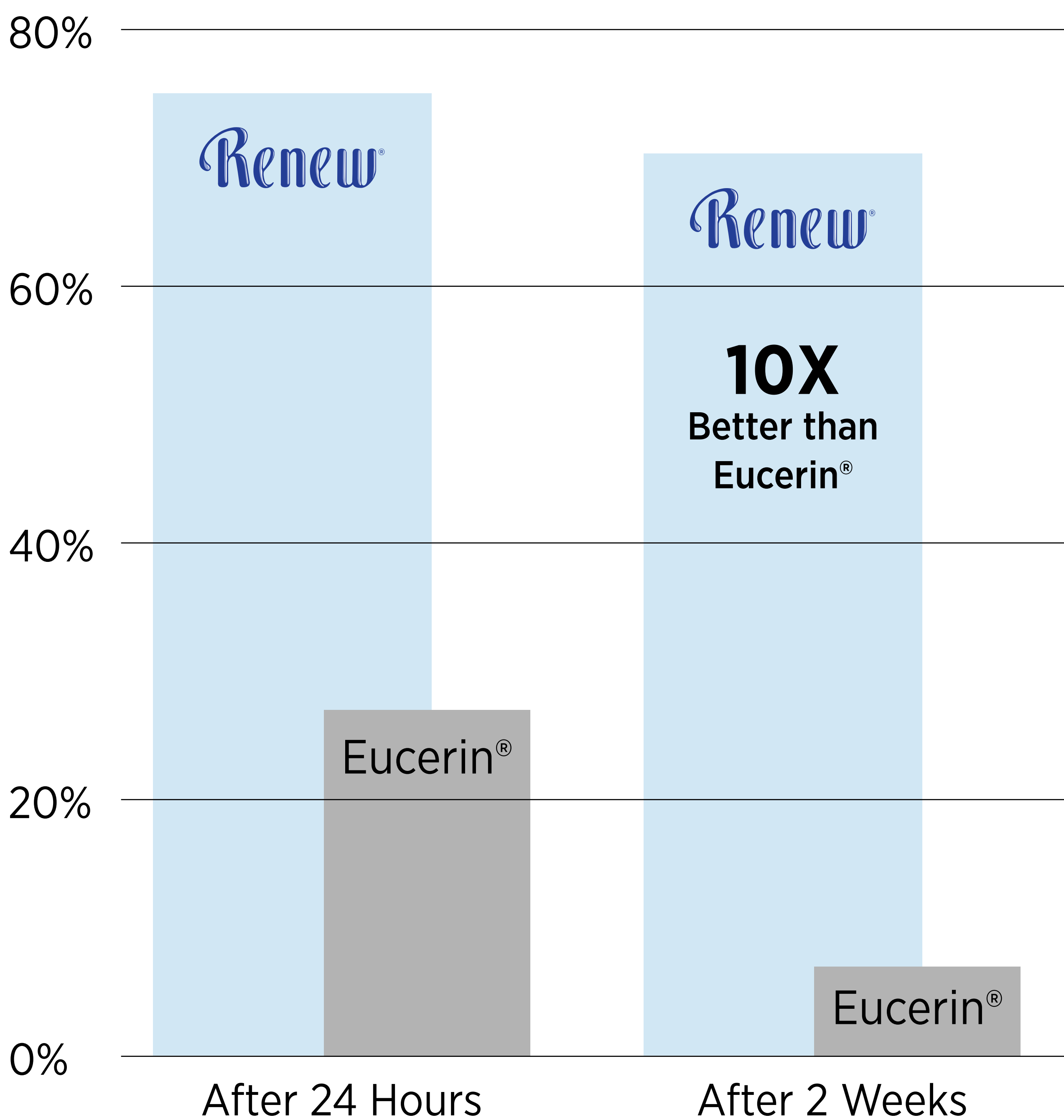
Renew is clinically proven to outperform the market-leading lotion.

Two studies were performed by Hill Top Research—one of the world's leading clinical research groups for personal care products—confirmed these results.



RENEW[®] WINS WITH ADVANCED SCIENCE AND EXCEPTIONALLY HIGH- QUALITY INGREDIENTS.

Hydration Improvement



seibella®
WELLNESS INSPIRED BEAUTY

**Discover our unique
approach to beauty care.**

World-class research, exceptional ingredients, and simple yet effective solutions combine to help you own your beauty on your terms.



With Sei Bella[®], we let nature
do the work.

And the results are incredible!



Premium Color Cosmetics



High-Performance Skin Care



Salon-Quality Hair Care

At the heart of Melaleuca's innovation is our best-in-class supplement line.



Whether it's gut health, sleep and stress management, weight control, sports nutrition, or daily supplementation, Melaleuca products work together to promote your complete wellness.

TODAY'S FOOD LACKS KEY NUTRIENTS.

More and more research is confirming that corporate industrial farming methods, artificial fertilizers, and a changing environment are all rapidly depleting the nutrients in our soil.

So even the “healthy” foods we eat are missing essential nutrients.



While a balanced, whole foods-based diet will always be the foundation of good health...

THE NEED FOR QUALITY SUPPLEMENTATION HAS NEVER BEEN GREATER!



**We developed our patented
Oligo[®] mineral-delivery
process to give you the
nutrients you can't get from
your diet alone.**

Oligo delivers nutrients
Just Like Nature[®], making
minerals 10x more absorbable
than national brand supplements.



POWERED by
Oligo[®]

Oligo[®] is the foundation of our life-changing Peak Performance Nutrition Pack.



Scientifically proven to improve 25 key health markers in four groundbreaking clinical studies. Learn more at PeakPerformanceStudies.com.

Peak Performance Provides the critical nutrients we're all missing right now!

Melaleuca offers you additional benefits to help you increase your wellness and add value to your membership.



That includes a FREE, innovative, proven, community-centered weight loss program, and other valuable services.



Another membership benefit is access to America's highest-quality, tastiest, ranch-to-table beef!

Never ever raised with antibiotics or hormones! USDA Prime and High Choice beef. A healthier, more delicious way to feed yourself and your family!



NEVER EVER
★
**NEVER RAISED
WITH HORMONES
OR ANTIBIOTICS**

HOW DO YOU BECOME A MEMBER OF THE MELALEUCA SHOPPING CLUB?

Just open an account with an annual membership fee, like you would with Costco.

But at Melaleuca, it's ONLY \$19 per year!



MONTHLY SHOPPING.

Melaleuca Members shop monthly for the products their households need. AND every product is backed by Melaleuca's 100% Satisfaction Guarantee! There's zero risk.

Monthly shopping allows us to manufacture in a more efficient way.

And that means better prices for you!

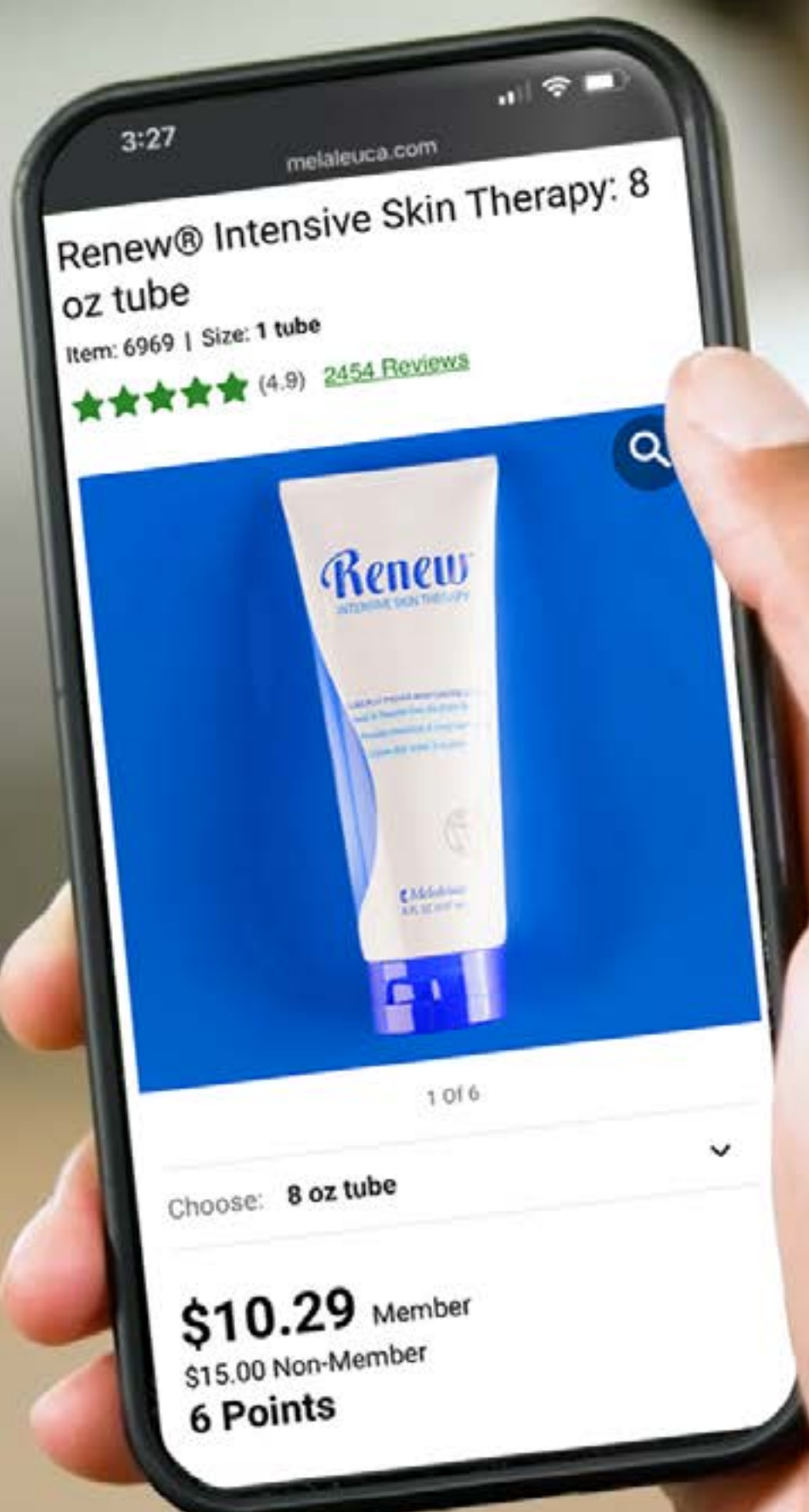


MEMBERS SHOP FOR AT LEAST 35 PRODUCT POINTS A MONTH.

Every Melaleuca product is assigned a Product Point value.

Product Points play an important role in how we share our revenue with our customers who tell others about Melaleuca.

Members order at least 35 Product Points a month, which comes out to about \$75.



**Order what your family
needs every month.**

The average Melaleuca Member
shops monthly for more than 50
Product Points.



Customers maintain their membership by selecting a Backup Order filled with the products they can't live without.

A Backup Order is just that—a backup. It's **ONLY** sent if a Member goes an entire month without placing an active order. Backup Orders ensure that your membership—and all the benefits that come with it, like loyalty rewards—continues, uninterrupted.



YOU CAN SUSPEND YOUR MEMBERSHIP AT ANY TIME, FOR ANY REASON.

**It's super easy to do. But
Melaleuca products quickly
become staples that our
customers rely on day-to-day
and month-to-month!**



Our prices compared to Whole Foods.

Melaleuca products outperform these competitors across the board. Yet Melaleuca Members still pay less!



\$20.99

\$19.49



\$8.29

\$6.49



\$7.99

\$4.59



\$16.49

\$10.29



\$53.76

\$40.86

How about us versus Target?

Melaleuca wins on safety, quality, performance, and—as you can see—value!



\$29.99

\$26.49



\$10.99

\$7.89



\$34.99

\$29.00



\$19.99

\$15.50



\$95.96

\$78.88

**REMEMBER,
THIS IS MONEY
YOU'RE ALREADY
SPENDING TODAY.**

**You're simply
switching stores.**



As a brand-new member, you've never tried our products before.

To help, we've collected some of our most highly rated products into convenient product packs. They're completely optional. But the value is so remarkable, they're hard to pass up!



Home Conversion Pack



Value Pack

NEW MEMBERS WILL RECEIVE \$100 IN FREE PRODUCTS.

These products are gifted over the first five months of your membership. You can try more products and experience firsthand the difference they can make.



If you're asking yourself, "Why haven't I seen Melaleuca ads before?" The answer is something we've known since our beginning.

The most authentic way to market any product is by word of mouth. And Melaleuca is a 100% word-of-mouth company.



YOU MIGHT START TALKING ABOUT US TOO!

For many, when they find products as safe and effective as ours (and offered at such reasonable prices), they can't help but talk about them.

If you have friends and family who brush their teeth, do laundry, and value high-quality, safer, more effective wellness products—you can simply refer them to us.



WE'LL PAY YOU FOR HELPING US SPREAD THE WORD!

Sharing is completely optional.

We're generous with our
"Thank you" checks.

And those checks are more than
one-time payments.



Our shoppers love our products!



OVER 96%

of our customers who shopped with Melaleuca last month will shop again this month. That can create a reliable repeat income for you—just for sharing something you love.

**SINCE 1985,
MELALEUCA HAS
PAID MORE THAN
\$7.3 BILLION TO
FAMILIES LIKE
YOURS.**

**For those interested, it's a reliable
opportunity that can make a big
difference in your family's budget.**



Do you see yourself as:



A Melaleuca shopper



Earning supplemental income



Or significant income?

**LET'S GET
STARTED!**



Melaleuca
The Wellness Company®

To enhance the lives of those we touch
by helping people reach their goalsSM