

# USANA Fact Sheet

## Company Information

Founded in 1992, USANA Health Sciences, Inc. (USANA) is a direct sales/network marketing company. Independent Associates market USANA's scientifically-based nutritional, diet & energy, and personal care products.

Net sales for USANA in the year 2011 were \$581.9 million USD.

USANA operates in eighteen markets worldwide: The United States, Canada, Australia, New Zealand, The United Kingdom, The Netherlands, Hong Kong, Japan, Taiwan, Korea, Singapore, Mexico, Malaysia, The Caribbean Islands, The Philippines, China, Thailand, France and Belgium. USANA will soon be opening EU Preferred Customer markets in Germany, Austria, Spain, Italy, Luxembourg, and Ireland in the second quarter of 2012. The USANA worldwide corporate headquarters is located in Salt Lake City, UT, US.

More information can be found at [www.usanahealthsciences.com](http://www.usanahealthsciences.com)

## USANA's Mission Statement

*"To develop and provide the highest quality, science-based health products, distributed internationally through network marketing, creating a rewarding financial opportunity for our Independent Associates, shareholders, and employees."*

## Stock

USANA Health Sciences is publicly traded on the NYSE® Stock Exchange under the symbol "USNA." The company has been publicly traded since 1995 and has traded on the NASDAQ® since July, 1996, and on the NYSE since January, 2011.

## Products

USANA Health Sciences encompasses three product categories: *Nutritionals*, *Diet & Energy*, and *Personal Care*. More information can be found at [www.usanahealthsciences.com](http://www.usanahealthsciences.com) by clicking on the "Products" tab in the upper left corner of the page.

## Nutritionals

Comprised of USANA's *Essentials* and *Optimizers*, the high-quality *Nutritionals* are designed to provide the micronutrients (vitamins, minerals, antioxidants, and other compounds) your body needs for optimal, lifelong health by providing a complete and balanced spectrum of nutrients and antioxidants to help counteract poor nutrition and free-radical damage.\*

## Diet & Energy

USANA's great-tasting drinks, meal replacements and snacks help you lose weight and maintain energy.

## Personal Care

USANA's *Sensé Beautiful Science* patented self-preserving skin and personal care products provide the latest breakthroughs in the science of skin and personal care to cleanse, refine, and replenish your skin and hair at the cellular level.

## Income Opportunity Potential

USANA has paid out more than **\$1.8 Billion** in commissions to its Associates. **\$91,000** is the average yearly income for an established, full-time USANA Associate. **\$24,000** is the annual average of those who earned as little as one commission check each month. Total includes all earnings from the Compensation Plan, Leadership Bonus, Matching Bonus, contests, and incentives. Calculations based on earnings for fiscal year 2010. Figures should not be considered as guarantees or projections of actual earnings, which result only from consistent, successful sales efforts. To date, **USANA has more than 170 Associates who are lifetime Million Dollar Club members.**

## Achievements

**USANA has been rated the #1 company in network marketing for twelve straight years**, and has received numerous awards and recognition for its [scientific and business achievements](#) over the years.

## Employees

In addition to 200,000 Independent Associates in sixteen countries, USANA employs over 1,200 people worldwide, including approximately 600 people at the corporate offices in Salt Lake City, UT.

\*These statements have not been evaluated by the Food and Drug Administration. These products are not intended to diagnose, treat, cure or prevent any disease. Keep out of reach of children. Consult your physician if you are pregnant, nursing, taking a prescription drug, or have a medical condition.

**Questions? – Contact Pete Zdanis – Independent USANA Associate - Home Office: 610.458.7256;**

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