

Melaleuca's Heritage—Built on Solid Principles



Founded in 1985 with Frank L. VanderSloot as President and CEO.

Frank's modest upbringing influenced his vision of:

- Redistributing the opportunity for personal wealth away from corporations to the average family
- Helping people reach their goals with exceptional products and a way to prosper financially by sharing these products with others
- Consumer Direct Marketing, a unique business model that allows anyone to succeed without financial risk
- An organization that is truly focused on its mission statement

Melaleuca's Mission

“Enhancing the Lives of Those We Touch by Helping People Reach Their GoalsSM”

Melaleuca's Innovation: Consumer Direct Marketing

Our Competitive Advantage:

Traditional Distribution



Melaleuca



Benefit to the Customer:

- Better quality
- Safer ingredients
- More economical
- Convenient ordering
- More value for the money

Benefit to the Business Builder:

- No large investment
- No inventory
- No repeat sales presentations
- No order taking
- No deliveries
- No financial risk

Consumer Direct Marketing benefits customers by redirecting advertising and distribution dollars into higher quality ingredients and product innovation. Customers enjoy the savings and a share of the revenues.

Melaleuca's Credentials

Melaleuca —The Company

- *Inc.* 500 (America's fastest growing companies) for five consecutive years
- U.S. Chamber of Commerce Blue Chip Enterprise Award
- Inducted into the *Inc.* 500 Hall of Fame (2001)
- IACI Environmental Excellence Award (2003)

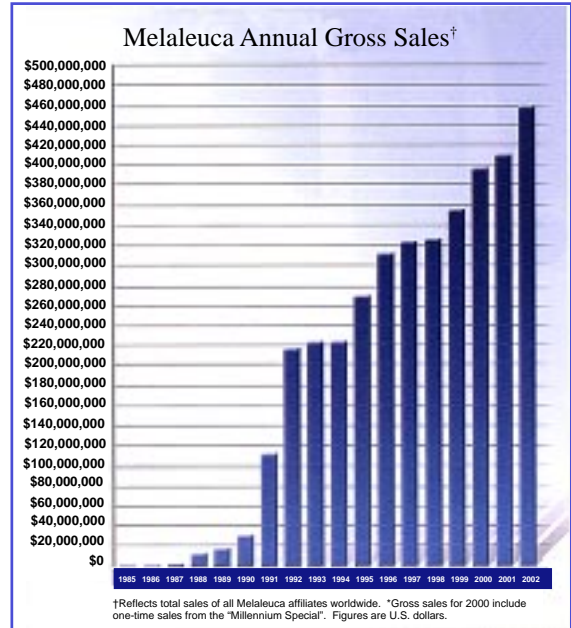
Frank L. VanderSloot—CEO/President

- Idaho Business Leader of the Year (1998)
- U.S. Northwest Entrepreneur of the Year awarded by CNN, *USA Today*, and Ernst & Young (2001)
- Inducted into Entrepreneur of the Year Hall of Fame (2002)
- Board of Directors, U.S. Chamber of Commerce (Serves as Regional Vice Chairman)



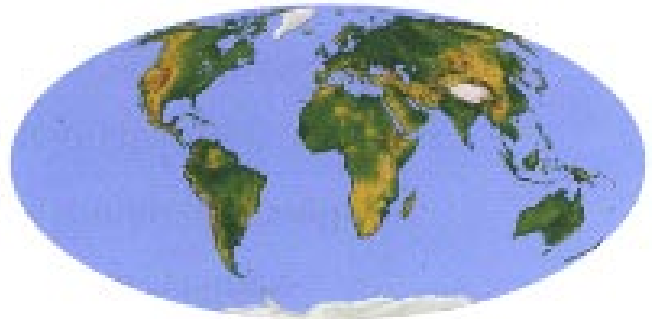
Melaleuca's Legacy of Consistent Growth

Melaleuca's pattern of consistent growth has continued even through tough economic times.



Melaleuca—A Global Company

- U.S.A. (1985)
- Canada (1994)
- Taiwan (1997)
- Japan (1998)
- Hong Kong (2000)
- Australia (2001)
- Korea (2002)
- New Zealand (2003)
- United Kingdom (2003)



The Wellness Concept

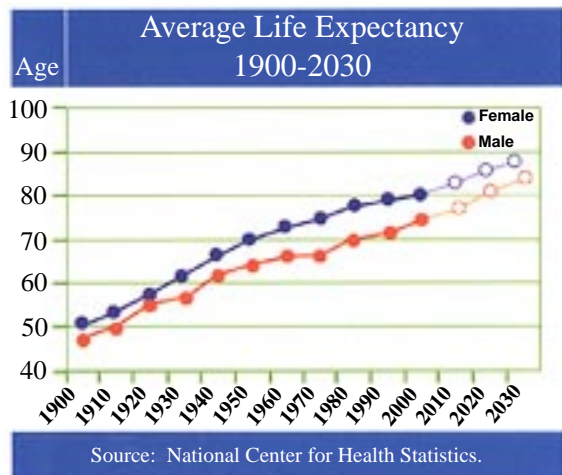
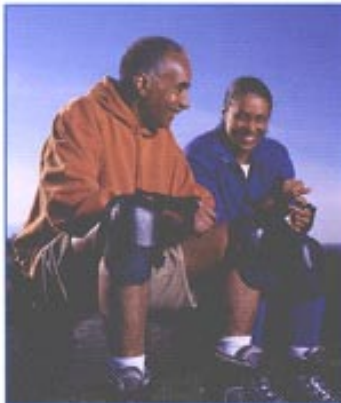
The four key factors that drive Melaleuca's success:

1. **Physical Wellness**
2. **Environmental Wellness**
3. **Personal/Family Wellness**
4. **Financial Wellness**

People everywhere are looking to lead healthier, balanced, financially secure lives.

Physical Wellness

As we live longer, our health and financial concerns increase.



Today's Health Concerns

How many of these health concerns affect you or people you know?

Arthritis	Depression	Macular Degeneration
Heart Disease	Menopause	Weight Management
Diabetes	Allergies	Alzheimer's
Cancer	Asthma	Prostate Problems
Stroke	Hypertension	Fibromyalgia
High Cholesterol	Chronic Fatigue	Excessive Stress
Parkinson's Disease	Osteoporosis	Multiple Sclerosis

Compelling Facts—Physical Wellness

- The leading causes of death in 2000 were heart disease (36%), cancer (27%), and respiratory diseases (5.1%). (The year 2000 is the most recent year statistics available.)
- More than 2,600 Americans die of cardiovascular disease each day—that's an average of 1 death every 33 seconds. (American Heart Association, 2003)
- By 2020, nearly half of all people over age 50 will be affected by arthritis. More than 60 million women will suffer from osteoporosis. (Centers for Disease Control)
- The average obese person will die 13 years earlier than a person of normal weight. 62% of Americans are overweight—34% of them are clinically obese. (New England Journal of Medicine, 2003)
- 90% of all men will have some form of prostate cancer or disease by age 85. (Journal of Urology, 1997)
- There is nothing more powerful than your body's inherent ability to heal itself as long as you provide it with proper nutrition.