

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 2012 were \$648.7 million USD.

USANA operates in nineteen 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, Belgium and Colombia. USANA has also opened EU Preferred Customer markets in Germany, Austria, Spain, Italy, Luxembourg, and Ireland. The USANA worldwide corporate headquarters is located in Salt Lake City, Utah, US.

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 [USANA Products](#)

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 **\$2.0 Billion** in commissions to its Associates. **\$76,000 US, \$108,000 CA** is the average yearly income for an established, full-time USANA Associate. **\$25,000 US, \$35,000 CA** is the annual average of those who earned as little as one commission check each month. Total earnings include commissions, Leadership Bonus, Matching Bonus, contests, and incentive compensation. The number of full-time Associates who have maxed at least 1 Business Center during the year equals less than 1% of all Associates. Those Associates earning as little as one check a month and associated with USANA for more than six months equals 3% of all ordering Associates. If you include all 135,590 ordering Associates, which includes: Associates not actively building a business (acting as wholesale buyers), Associates who just joined (as little as one day), and those who are just beginning to build their customer base, the average yearly income is still \$616.72 with nearly one in three earning a check. **To date, USANA has had more than 200 global Associates become lifetime Million Dollar Club members.**

Achievements

USANA has been rated the #1 company in network marketing by MLM Insider Online for sixteen straight years, and has received numerous Awards and recognition for its [Scientific and Business Achievements over the years.](#)

Employees

In addition to 254,000 Independent Associates in nineteen 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.**

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