

Product SKU	Product Description	Estimated discontinuation date (subject to stock availability)	Concerned countries	Product Visual
97110805	Epoch Everglide Foaming Shave Gel (EU)	April 2021	Europe	
97111154	AP 24 Breath Spray 1oz (EU)	April 2021	Iceland	
97001508	AP 24 Smile Pop Lip Gloss (EUZA)	May 2021	Europe, Russia, Ukraine, ZA	
97101352	NS Clarifying Shampoo (EU)	May 2021	ZA	
40101352	NS Clarifying Shampoo (RU)	June 2021	Russia/Ukraine	
97137346	Epoch FFG Collection	June 2021	Iceland	

97138783 85004223 97138403 85884224 97138411 97138779 97138781 48003760 97138405 97138401 97138781 97138405 40103760 40103760	TR90 M-Bars chocolate flavour	March 2021	EMEA	
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*Europe means European countries excluding Russia, Ukraine, South Africa and Israel.

BUSINESS KITS				
97137740 97137740 97137741 97137741 97137741 97137743 97137750 97137750 97137843	250 PV ageLOC R ² FSP Kit	1-Jun-21	BE NL BE FR LU SE AT DE ES	 INTRODUCTORY PRODUCT PACKAGES WITH FSP
40140630 97138009	250PV ageLOC Body Trio FSP kit	1-Jun-21	UA DE	 FAST-START PRODUCT PACKAGES
97157608 97137665 97147608 97147608	ageLOC Beauty	1-Jun-21	IT FR AT DE	 INTRODUCTORY PRODUCT PACKAGES WITH FSP
97138159 97138162 97138163	ageLOC Business Builder Kit	1-Jun-21	DE ES FR	 INTRODUCTORY PRODUCT PACKAGES WITH FSP
97138813	ageLOC Galvanic Body	1-Jun-21	AT BE	

		CH CZ DE DK ES FI FR HU IE IS IT LU NL NO PL RO SE SK UK PT
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97138812	ageLOC Galvanic Face	AT BE CH CZ DE DK ES FI FR HU IE IS IT LU NL NO PL PT RO SE
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			SK UK	
97137396 - 97137400 - 97138361	ageLOC Package	1-Jun-21	AT DE LU ES LU PT NL	
40140808	Executive Start Kit	1-Jun-21	RU	
97138815	Face Collection	1-Jun-21	AT BE CH DE ES FR IS IT LU NL	
97139390	The Head Hands & Feet Collection	1-Jun-21	AT BE CH CZ DE DK ES FI FR HU IE IS IT	

			LU NL NO PL PT RO SE SK RU UA	
40139392 40139391				
97139306	Kit Business Starter	1-Jun-21	BE CH ES IT NL FR	 <p>INTRODUCTORY PRODUCT PACKAGES WITH FSP</p>
97138811 - 97138817	Nu Skin Experience	1-Jun-21	AT BE DE ES FR IT LU NL PT	 <p>INTRODUCTORY PRODUCT PACKAGES WITH FSP</p>
97139379 - 40139379 - 40139380	Nu Skin Must Haves	1-Jun-21	AT BE CH CZ DE DK ES FI FR HU IE IS IT LU	

			NL NO PL PT RO SE SK RU UA	
97139381 - 40139382 - 97139409	Nu Skin ShowCase Kit	1-Jun-21	AT BE CH CZ DE DK ES FI FR HU IS IT LU NL NO PL PT RO SE SK RU UA IE	 
97138823 - 97138824 - 97138828 - 97138833 - 97139210 - 97139212	Pharmanex Combo	1-Jun-21	AT DE BE CH FR LU ES NL	

48126198	Galvanic Introductory Kit & Demo (White)		SA	 <p>INTRODUCTORY PRODUCT PACKAGES WITH FSP</p>
48126223	280PV ageLOC Body Trio		SA	 <p>Quick Buy</p>
48126293	ageLOC Galvanic Face		SA	
48126294	ageLOC Galvanic Body IPP		SA	 <p>Quick Bu</p>
48126295	Face Collection IPP		SA	 <p>Quick</p>

	<p>Wordtrack EMEA NSE Products Europe Epoch Everglide Foaming Shave Gel</p>
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Why is Epoch Everglide being discontinued?

Products are never discontinued on impulse, but always with consideration for how we can best serve our customers with quality solutions now and in the future. In this case, a global decision was made to focus resources on products with higher demand, particularly with the Epoch packaging refresh coming later this year. You'll hear more about that soon!

When will Epoch Everglide be discontinued?

This depends on stock availability in your market. It will be discontinued as soon as it runs out of stock, so this may occur at different times across Europe and Russia.

Is it being discontinued everywhere?

Yes. This is a global discontinuation.

Are there any replacements in the Nu Skin portfolio?

We do not have a direct replacement for Epoch Everglide among the Epoch range, but Dividends Shave Cream is also suitable for use on the legs and body.

 <p>NU SKIN <small>DISCOVER THE BEST YOU™</small></p>	<p>Wordtrack EMEA NSE Products Europe Epoch FFG Collection</p>
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Why is the Epoch FFG Collection discontinued?

Nu Skin has always believed in the importance of sustainability. It’s a key part of our story, and few products have told that story as well as those in our Epoch range. However, sustainability also means making difficult decisions at times, including the decision to discontinue the Epoch FFG Collection. We felt that restocking this collection was not feasible in the long-term. As all of the products are already available to purchase individually, removing the box, certificate and ribbon helps us meet our sustainability goals by limiting production and storage.

When will this discontinuation take place?

The Epoch FFG Collection will be discontinued as of February 2021.

Will all of the products in the Epoch FFG Collection still be available?

All of the products in the Epoch FFG Collection (Glacial Marine Mud, Sole Solution, Firewalker, IceDancer, Ava Puhi Moni Shampoo and Light Conditioner, and Baobab Body Butter) will remain available to purchase separately for the foreseeable future.

	Wordtrack EMEA NSE Products Europe TR90 M-Bars chocolate flavours discontinuation
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APPROVAL DATE: 22-02-2021

PRODUCT(S):

97138783	TR90 M-Bar Chocolate_10 box (EN/DK/PT)
85004223	TR90 M-Bar Chocolate 10pack (FR NL DE)
97138403	TR90 M-bars Chocolate 30 pack (CZ/PL/SK)
85884224	TR90 M-Bar Chocolate 30 pack FR NL DE
97138411	TR90 M-bars Chocolate 30 pack (IT)
97138779	TR90 M-Bar Chocolate_10 box (CZ/PL/SK)
97138781	TR90 M-Bar Chocolate_10 box (ES/IT/NO)
48003760	ageLOC TR90 M-Bar 10pk Chocolate (ZA)
97138405	TR90 M-bars Chocolate 30 pack (ES/NO)
97138401	TR90 M-bars Chocolate 30 pack (EN/DA/PT)
97138781	TR90 M-Bar Chocolate_10 box (ES/IT/NO)
97138405	TR90 M-bars Chocolate 30 pack (ES/NO)
40103760	ageLOC TR90 M-Bar 10pk Chocolate (RU/UA)
40103760	ageLOC TR90 M-Bar 10pk Chocolate (RU/UA)

SCOPE:

Discontinuation – Chocolate flavoured TR90 M-Bars in EMEA

They have been replaced by lemon-flavoured M-Bars in the TR90 90-Day Kit, TR90 30-Day kit and TR90 ADR month 1.

EXTERNAL	Communication towards customers & distributors	<p>I cannot find the chocolate M-Bars anywhere. We can confirm that the decision has been taken to discontinue the chocolate M-Bars. Their presence on nuskin.com has been updated. All related product pages have been removed.</p> <p>Why did you stop selling the chocolate flavoured TR90 M-Bars? Unfortunately, we experienced unforeseeable delays in the supply of the chocolate flavoured TR90 M-Bars in 2020, impacting continuity in product availability. After careful consideration and discussion with NS teams and our supplier, we decided to discontinue the chocolate flavour to provide clarity for everyone. To make sure you can continue to enjoy the TR90 experience, we have permanently updated the content of all TR90 kits with lemon-flavoured M-Bars.</p> <p>Why does the TR90 90-Day Kit / TR90 30-Day kit / TR90 ADR offer only contain lemon-flavoured TR90 M-Bars? Unfortunately, we experienced unforeseeable delays in the supply of the chocolate flavoured TR90 M-Bars in 2020, impacting continuity in product availability. After careful consideration and discussion with NS teams and our supplier, we decided to discontinue the chocolate flavour to provide clarity for everyone. To make sure you can continue to enjoy the TR90 experience, we have permanently updated the content of all TR90 kits with lemon-flavoured M-Bars.</p> <p>Will the chocolate M-Bars be back in stock? Or other flavours? Chocolate M-Bars won't be back in stock. We are currently investigating all options. This is a long-term process, so our customers and Brand Affiliates should not expect any changes in the near future.</p> <p>Is there a risk of all TR90 M-Bars going OOS? We are doing all we can with our supplier to avoid this situation. Today, the chocolate flavoured bars are discontinued, but lemon bars remain available for sale.</p> <p>I cannot find chocolate M-Bars in my ADR. What happened? Chocolate M-Bars have been OOS since 2020, and you should not have this SKU/product in your ADR following an update in May last year. Corresponding communication was sent accordingly. Only lemon flavoured TR90 M—Bars remain available for sale, individually or in our TR90 kits. If you wish to continue with the lemon versions of the kit, then you can simply carry on as normal, but please don't hesitate to contact Customer Service again should you need further information in the future.</p>
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Wordtrack EMEA

NSE Products Europe
IPP, FSP & START UP KITS

APPROVAL DATE: 01-06-2021

PRODUCT(S):

IPP, FSP NO FSP AND 4 START UP KITS

We are continuously looking into ways how to improve our efficiency and at the same time continue to offer a strong selection of business kits. As a result of our recent audit, together with our Business Kit Committee consisting of selected Blue Diamonds and Team Elites, we have identified a number of kits that will be discontinued from 01 June 2021 due to their sales not meeting the necessary criteria for maintenance. We believe this will be a good moment for us to make room for new opportunities that arise from our recent and upcoming product launches.