



**COMPANY OVERVIEW**

Natural Health Trends Corporation (NASDAQ: NHTC) is an international direct-selling and e-commerce company that markets premium quality personal care, wellness and “quality of life” products under the NHT Global brand. The Company is headquartered in Los Angeles, California and operates subsidiaries throughout Asia, the Americas, and Europe.

**EQUITY SNAPSHOT**

**NASDAQ Ticker:**  
NHTC

**Share price:**  
\$19.09

**52-week range:**  
\$18.05 – \$30.25

**Shares outstanding:**  
11,341,890

**Market Capitalization:**  
\$217 M

**Enterprise Value:**  
\$90 M

**ADTV (3 mos.):**  
89,250

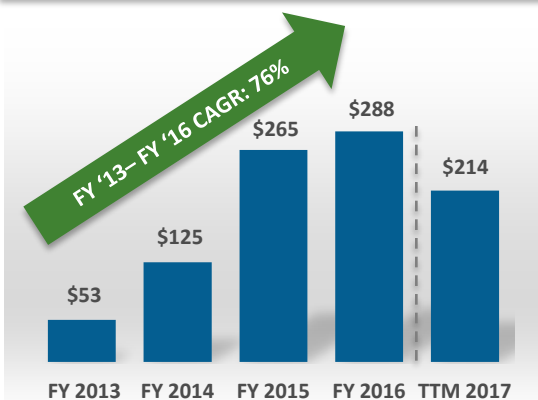
**ROE (TTM):**  
56.56%



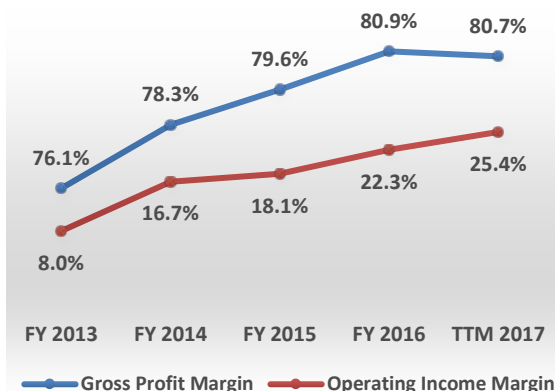
**INVESTMENT HIGHLIGHTS**

- ✓ Highly scalable business model with significant growth potential and robust active member base
- ✓ Longer-term expansion opportunities into Southeast Asia and the Americas
- ✓ Healthy balance sheet and consistent cash flow generation
  - Announced five special dividends and increased regular quarterly dividend 12 times in the past 13 quarters

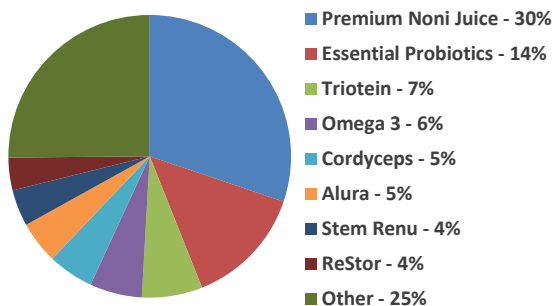
**ANNUAL NET SALES (\$ M)**



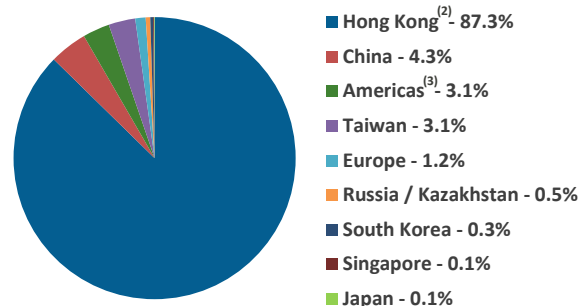
**STRONG MARGIN PROFILE**



**GROSS ORDERS BY PRODUCT (1)**



**NET SALES BY REGION (1)**



NOTE: EQUITY MARKET DATA AS OF NOVEMBER 1, 2017.  
 (1) FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2017.  
 (2) SUBSTANTIALLY ALL OF THE COMPANY'S HONG KONG REVENUES ARE DERIVED FROM THE SALE OF PRODUCTS THAT ARE DELIVERED TO MEMBERS IN CHINA.  
 (3) THE AMERICAS REGION CONSISTS OF THE UNITED STATES, CANADA, MEXICO, AND PERU.

	Three Months Ended September 30,		Year-over-Year (%) Change	Nine Months Ended September 30,		Year-over-Year (%) Change
	2017	2016		2017	2016	
Net Sales	\$ 40.1	\$ 70.7	(43%)	\$ 151.5	\$ 225.4	(33%)
Cost of Sales	\$ 8.2	\$ 13.6	(40%)	\$ 29.2	\$ 43.0	(32%)
Gross Profit	\$ 31.9	\$ 57.1	(44%)	\$ 122.3	\$ 182.5	(33%)
Gross Profit Margin	79.6%	80.7%		80.7%	80.9%	
Operating Income	\$ 8.5	\$ 15.2	(44%)	\$ 34.4	\$ 44.1	(22%)
Net Income	\$ 7.3	\$ 12.6	(42%)	\$ 28.1	\$ 36.0	(22%)
Diluted Earnings per Share	\$ 0.65	\$ 1.12	(42%)	\$ 2.49	\$ 3.14	(21%)
Cash Dividends per Common Share	\$ 0.36	\$ 0.07	414%	\$ 1.25	\$ 0.18	594%

Note: USD in millions, except for per share data.

## BALANCE SHEET & CASH FLOW <sup>(3)</sup>

▪ Cash & Cash Equivalents:	\$127.0 M
▪ Total Debt:	\$0.0 M
▪ Working Capital:	\$98.0 M
▪ Cash Flow from Operations (YTD):	\$15.3 M
▪ Capital Expenditures (YTD):	\$0.2 M
▪ Dividends Paid (YTD):	\$14.2 M

(3) AS OF SEPTEMBER 30, 2017.

## KEY PRODUCT CATEGORIES

### 1) WELLNESS



### 2) LIFESTYLE



### 3) HERBAL



### 4) BEAUTY



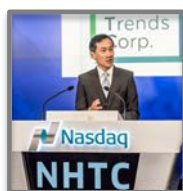
### 5) HOME



### 6) BABY

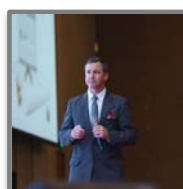


## EXPERIENCED MANAGEMENT TEAM



### Chris Sharng – President

Mr. Sharng previously served as Executive Vice President and CFO of NHTC from August 2004 to February 2007, and during that time he also performed functions of the principal executive officer. Prior to NHTC, Mr. Sharng held management positions at NorthPole Limited as CFO, Ultrak Inc. as Senior Vice President and CFO, and Mattel, Inc. as Vice President of International Finance. Mr. Sharng holds an MBA from Columbia University and received his bachelor's degree from National Taiwan University.



### Scott Davidson – Senior VP and CFO

Mr. Davidson previously served as NHTC's Chief Accounting Officer from September 2004 to February 2007. Before joining NHTC, Mr. Davidson was Manager of Financial Reporting for IP Communications, Inc. from February 2000 to February 2001; Corporate Controller for telecommunications company Celion Networks, Inc. from March 2001 to September 2004; and Audit Manager for Arthur Andersen, LLP December 1994 through January 2000. Mr. Davidson has a master's degree in professional accounting from the University of Texas at Austin and a bachelor's degree from Texas A&M University at Commerce.