

**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, North America, and Europe. In most markets, products are sold to a network of members referred to the Company by other members.

**EQUITY SNAPSHOT**

**NASDAQ Ticker:**  
NHTC

**Share price:**  
\$34.30

**52-week range:**  
\$15.90 – \$55.45

**Shares outstanding:**  
11,418,851 <sup>(2)</sup>

**Market Capitalization:**  
\$392 M

**Enterprise Value:**  
\$292 M

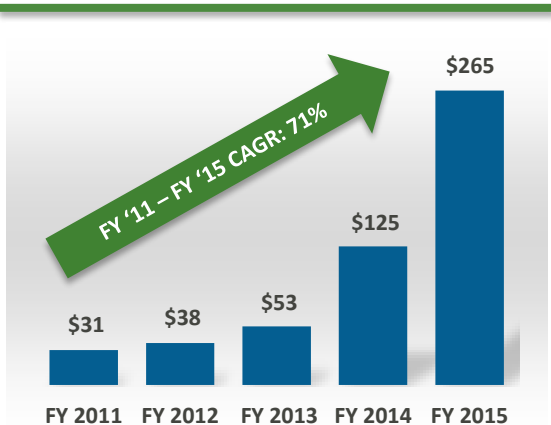
**ADTV (3 mos.):**  
342,773



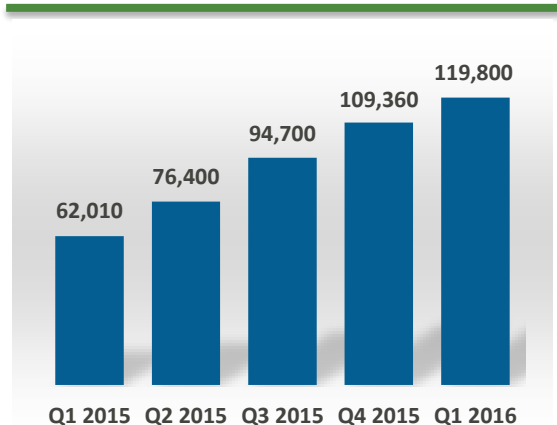
**INVESTMENT HIGHLIGHTS**

- ✓ Highly scalable business model with significant top-line growth potential
- ✓ Robust active member base
- ✓ Healthy balance sheet
- ✓ Highly experienced management team
- ✓ Longer-term expansion opportunities into Southeast Asia and North America

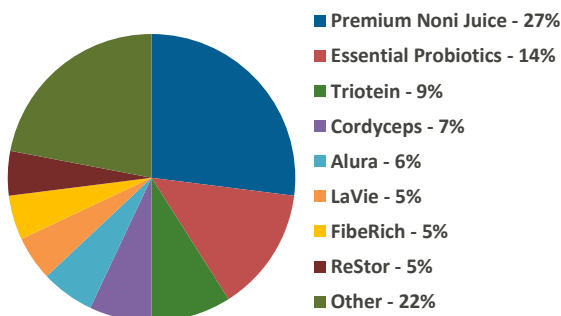
**ANNUAL NET SALES (\$ M)**



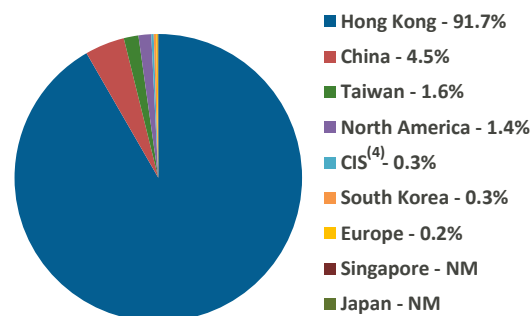
**ACTIVE MEMBERS <sup>(1)</sup>**



**NET SALES BY PRODUCT <sup>(3)</sup>**



**NET SALES BY REGION <sup>(3)</sup>**



NOTE: EQUITY MARKET DATA AS OF APRIL 25, 2016.  
<sup>(1)</sup> DEFINED AS THOSE THAT HAVE PLACED AT LEAST ONE PRODUCT ORDER WITH THE COMPANY DURING THE PRECEDING TWELVE MONTH PERIOD.  
<sup>(2)</sup> AS OF THE FIRST FISCAL QUARTER ENDED MARCH 31, 2016.  
<sup>(3)</sup> YEAR-TO-DATE AS OF MARCH 31, 2016.  
<sup>(4)</sup> "CIS" DENOTES COMMONWEALTH OF INDEPENDENT STATES.

## FINANCIAL SUMMARY

	Three Months Ended March 31,		Year-over-Year (%) Change	Twelve Months Ended December 31,		Year-over-Year (%) Change
	2016	2015		2015	2014	
Net Sales	\$ 74.3	\$ 40.7	83%	\$ 264.9	\$ 124.6	113%
Cost of Sales	\$ 14.3	\$ 8.9	60%	\$ 54.1	\$ 27.0	101%
Gross Profit	\$ 60.1	\$ 31.8	89%	\$ 210.8	\$ 97.6	116%
Gross Profit Margin	80.8%	78.1%		79.6%	78.3%	
Operating Income	\$ 14.0	\$ 6.9	102%	\$ 47.9	\$ 20.8	130%
Net Income	\$ 11.3	\$ 6.7	67%	\$ 47.2	\$ 20.4	132%
Diluted Earnings per Share	\$ 0.95	\$ 0.54	76%	\$ 3.82	\$ 1.61	137%
Cash Dividends per Common Share	\$ 0.05	\$ 0.02	150%	\$ 0.14	\$ 0.03	367%

Note: In millions, except for per share data.

## BALANCE SHEET & CASH FLOW <sup>(1)</sup>

▪ Cash & Cash Equivalents:	\$99.6 M
▪ Total Debt:	\$0.0 M
▪ Cash Flow from Operations (YTD):	\$13.8 M
▪ Capital Expenditures (YTD):	\$0.2 M
▪ Share Repurchases (YTD):	\$18.3 M
▪ Dividends Paid (YTD):	\$0.6 M

(1) AS OF MARCH 31, 2016.

## KEY PRODUCT CATEGORIES

### 1) WELLNESS



### 2) LIFESTYLE



### 3) HERBAL



### 4) BEAUTY



### 5) HOME



## 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.