

# EUROPE AND AFRICA PHARMANEX® BIOPHOTONIC SCANNER

## PROGRAMME SUMMARY

### Scanner Qualification Requirements:

- Be a Brand Representative
- Have 2,000 Group Sales Volume (GSV) in one month
- Completed the Pharmanex Biophotonic Scanner Task in Volumes & Genealogy
- Submit the Scanner Qualification Request form<sup>1</sup> to your local Market Scanner Coordinator.

After your Market Scanner Coordinator has confirmed<sup>2</sup> your qualification for a Pharmanex® BioPhotonic S3 Scanner, your Scanner Lease Agreement will be sent shortly to you and you will have 30 days<sup>3</sup> to sign the Scanner Master Lease and License Agreement.

### Scanner Lease Setup Costs:

- Down payment<sup>4</sup>: 40,551 ISK
- Shipping fee: 3,935.74 ISK + VAT
- Monthly lease fee<sup>5</sup>: 12,165 ISK + VAT
- Loss & Damage waiver fee (Compulsory)<sup>6</sup>: 2,406 ISK + VAT
- Lease term: undetermined<sup>7</sup>

### Scanner Lease Details:

- The Scanner Lease Holder:
  - ✓ The Scanner is not delivered with a mobile device. Lease Holder shall bear responsibility for downloading the S3 Scanner Application and maintaining a functioning mobile device in order to operate the Scanner. <sup>8</sup>
  - ✓ **The lease of the Equipment and the license of the Pharmanex Scanner Application are subject to Lease Holder maintaining its Brand Representative title and have six (6) Scanner related ADR SUBSCRIPTION registered monthly or achieve minimum of 8 building blocks on a monthly basis** <sup>9</sup>
  - ✓ shall ensure that no scan is performed without having obtained first a signed Consent from the customer, whereby the customer authorises Nu Skin to process their scan results.
  - ✓ shall always focus on the right target: People who are 18+ with an open mindset towards supplementation and a healthy dietary lifestyle.
  - ✓ must purchase physical (via the Nu Skin website [www.nuskin.com](http://www.nuskin.com)) or digital Scan Cards<sup>10</sup> (only via the S3 Scanner Application).
  - ✓ shall ensure that the device has access to the internet at least once, every 14 days. It is recommended for Lease Holder to connect the Equipment to the internet while the Equipment is in use.

### Scanner Operator Bonuses:

The Scan Operator Bonus is an incentive paid on qualified Skin Carotenoid Score (SCS) certified product Automatic Delivery Rewards (ADR). The ADR must be linked to a valid new initial or re-scan scan number and the product must be fully paid and shipped to the customer<sup>11</sup>.

- Initial Scan Bonus<sup>12</sup>: €7.5
- Re-scan Bonus<sup>13</sup>: €7.5

### Free Scanner Programme:

The Free Scanner Programme is a promotion where the Scanner Lease Holders can benefit from having their monthly lease fees waived upon meeting the Requirements listed below. The first lease payment is mandatory. This will be collected on the 7th calendar day of the month after the month in which the Scanner was allocated. Qualification for the Free Programme must be achieved separately each calendar month<sup>14</sup>.

- **In total six (6) new or recurring Automatic Delivery Rewards ("ADR subscription")<sup>15</sup> orders with skin carotenoid score ("SCS") certified products, in any combination per month.**

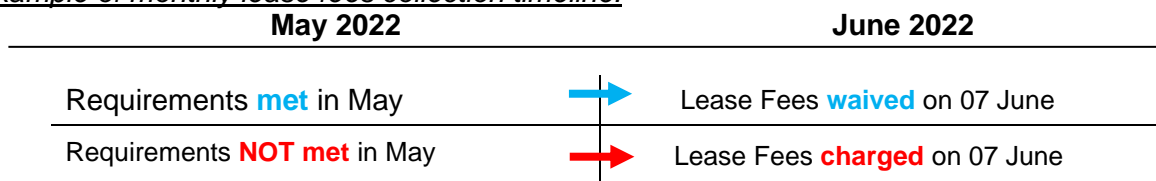
OR

- **20 initial or subsequent scans in any combination per month.**

AND

- **Is paid at least as Brand Representative for 100% lease fee discount**

Example of monthly lease fees collection timeline:



<sup>1</sup> The deadline for handing in the Scanner Qualification Request form is the last working day of the month when the qualification requirements are met. To be considered for the month requested, this form must be received by email or by fax by the last working day of the month.

<sup>2</sup> Please note that your allocation will be confirmed based on stock availability. Applicants with ongoing compliance cases will not be considered.

<sup>3</sup> If you do not start your lease within this period, your Scanner allocation will be cancelled, and you will be required to qualify again.

<sup>4</sup> Please read the Scanner Master Lease Agreement carefully for terms and conditions regarding the return of down payment at contract termination.

<sup>5</sup> No lease payment will be collected in the month when the Scanner is allocated. Lease fees will be billed on the 7th calendar day of each month following performance month. Declined rental and loss & damage waiver payments result in Scanner deactivation on the 25th of the month of payment default.

<sup>6</sup> The Waiver will be valid only when the monthly payments are successfully completed. Please contact your local Market Scanner Coordinator for more information about the Loss and Damage Waiver and for the complete terms and conditions that apply.

<sup>7</sup> Lessor may terminate this Agreement at any time. Nu Skin considers your lease termination as effective as soon as your Scanner is returned to Nu Skin, not when your Lease Termination form is sent back. The equipment shall be properly packaged and fully insured at your expense in the same operating order, condition, and appearance as on the date you received it. If the Scanner is returned to Nu Skin latest 15<sup>th</sup> of the month, no rental payment/loss and damage waiver will be requested for the month of the return.

<sup>8</sup> The S3 Scanner Application 3.0 version is developed for OS 12 and above, iPhone and iPad. The S3 Scanner Application 2.0 version is developed for OS 11 and above, only iPad.

<sup>9</sup> In case of any loss of Brand Representative status for three (3) consecutive months and failing to create/register six (6) Scanner related ADR subscriptions per month or achieve the monthly 8 Building Blocks\* (equivalent to minimum 4,000 Sales Volume\* in your Consumer Group\*) according to the rules for three (3) consecutive months, the Lease Holder shall return the S3 Scanner to the Lessor

\*Please refer to point 1 – Definitions of the Master Lease and License Agreement

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<sup>10</sup> The physical Scan Cards can be purchased in packs of 20 (S3 Scan Cards 20-pack) for 3,345 ISK plus VAT while the digital Scan Cards can be purchased as single for 215 ISK plus VAT.

<sup>11</sup> The Scanner Bonuses are paid to the Lease Holder even if other Scanner Operators used his/her Scanner. Bonuses are paid along with the monthly commissions.

<sup>12</sup> A €7.5 Initial Scan Bonus is paid to the Scanner Lease Holder when a customer is scanned for the first time and signs up for a Skin Carotenoid Score (SCS) certified product ordered in a qualified ADR.

<sup>13</sup> A €7.5 Re-scan Bonus is paid to the Scanner Lease Holder when the customer on a qualified Scanner ADR is rescanned and his subsequent order is paid and shipped.

<sup>14</sup> Scanner Lease Holder with outstanding lease fees forfeits the right to qualify for the Free Programme until the outstanding payments are cleared.

<sup>15</sup> New Associated ADRs means SCS (Skin Carotenoid Score) certified product ADRs, which are linked to an initial Scan Card in a specified time range and which are fully paid and shipped. Recurring ADR means a SCS certified product ADR order, which is following an initial ADR with a Scan Card eligible for a free re-scan and which is fully paid and shipped.

**Please refer to the Scanner Master Lease agreement and License agreement for complete details.**