

Introduction

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### **About this Report**

We provide a high-level view of how USANA operates and manages its environmental, social, and governance (ESG) priorities and other issues important to our business and stakeholders within and outside of our company.

This report describes our progress for the 2022 fiscal year ending December 31, 2022. Content is based on ESG issues deemed important through our comprehensive stakeholder assessment. All business operations worldwide are in scope of our governance, management approach, and performance disclosures. Financial figures are in U.S. dollars, unless otherwise stated.

In preparing this report, we have increased our alignment with relevant reporting frameworks including the Global Reporting Initiative (GRI) Standards, the Sustainable Accounting Standards Board (SASB) Standards<sup>1</sup>, and the United Nations Sustainable Development Goals (SDGs).

Throughout this report, we guide readers to additional information on our website. We value and welcome feedback from all stakeholders. Please send comments or questions about this report to: <a href="mailto:sustainability@USANAinc.com">sustainability@USANAinc.com</a>.



## Letter from the CEO and Chairman

We're excited to report on the progress we've made in sustainability as we continue to prioritize responsible business practices that drive positive change and make a meaningful impact on our planet and communities.

### **PEOPLE**

We have made great strides in creating a supportive work environment where our employees can thrive. We are thrilled to report an 85% workforce engagement rate\*, reflecting our commitment to create a culture where

our employees feel valued and supported.
We were once again voted as one of the
best places to work, a testament to our
dedication to our employees. Flexible

work schedules support work-life
balance because life outside of work
is important. We continue to support
the physical and mental well-being
of our employees through on-site
wellness programs, mental health
resources, and more. We rolled out several
DEI initiatives because creating a more
inclusive workplace through diversity and

support the communities where we operate through donations and volunteerism, recognizing that we have a responsibility to be good corporate citizens.

inclusion is essential to our success. We

#### **PLANET**

We take a comprehensive approach to environmental stewardship, understanding our actions have an impact on the planet. By calculating our global Scope 1 and Scope 2 emissions, we've identified areas where we can reduce our environmental impact. Through an energy audit, we identified ways to reduce our overall energy usage and increase our use of renewable energy. A waste audit helped us

identify strategies to reduce the amount of waste we generate and increase our waste diversion from landfills. We also conducted a water audit and found more ways to reduce our water usage. Through these audits, we've made facility improvements, increased our commitment to renewable energy, and implemented several projects to reduce plastic packaging—making our packaging easily recyclable as part of reducing our environmental impact.

### **PRODUCTS**

We are focused on innovation because our products are at the heart of our business. We won several awards for our innovative products, and we continue to expand our product line to provide an array of health benefits. Responsible sourcing is essential to creating a sustainable business, and we've improved our processes. We have invested in R&D as it is essential to our long-term success. The USANA Foundation improves the health of the communities where we operate. We understand that we have a responsibility to give back to the communities that support us.

I am proud of the progress we have made towards our sustainability goals. There is still much work to be done, and we remain committed to create a sustainable and responsible business that is focused on adding value for our stakeholders. Thank you for your continued support and commitment to our shared goals.

Sincerely,

Kevin G. Guest

CEO and Chairman of the Board

85% Employee engagement

12.9VN+

Provided more than 12.9 million meals to kids in need through the USANA Foundation

"Differentiation is key at USANA, and we firmly believe that our commitment to sustainability is a key factor that sets us apart from our competitors."

We increased our investment in renewable energy sources at our Salt Lake City campus by 100%

# 2022 Highlights

**PEOPLE** 

350+

Employees who have completed our career mentorship program.

47%

Of people in leadership positions identify as women.

85%

Employee engagement based on global survey of employees.

12.9W

Meals provided through the USANA Foundation.

60+

Number of charitable organizations that USANA employees supported in 2022

**PLANET** 

50%

Of energy use<sup>1</sup> at our Salt Lake City campus was from solar arrays and the purchase of renewable energy certificates.

Completed

5

projects to reduce plastic use in production and help educate on best recycling practices

20%

reduction in waste sent to landfills

The equivalent of

435,266

bottles saved from landfills annually

23%

Reduction in greenhouse gas emissions at USANA global HQ.

**PRODUCTS** 

\$11.6M

Invested in research & development.

100%

Of required employees received current good manufacturing practices training.

8

Awards won across various product lines.

Created a

Supplier Code of Conduct

as part of our responsible sourcing efforts.

# About USANA

We are committed to improving the overall health and nutrition of individuals around the world—to create the healthiest family on earth.

## In this section:

- The Healthiest Family on Earth
- Across the Globe
- Our Products
- How We Operate
- Our Approach to Sustainability
- Supporting UN Sustainable Development Goals
- Stakeholder Engagement



Planet

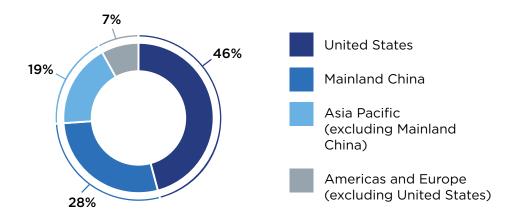
## The Healthiest Family on Earth

USANA creates high-quality nutritional products built on a simple idea: If you feed the cells in your body exactly what they need, your health will benefit. This concept fuels our endless drive to innovate and advance the science of nutrition—hopefully putting the goal of improved health within reach for all.

### Our business is driven by our four core values:

- Excellence: We rely on scientific research to provide innovative, healthyliving solutions, and we empower all individuals to continually improve each day.
- Community: We support, care for, and encourage one another—and the world—to live happier, healthier lives.
- Integrity: We demonstrate honesty, responsibility, and accountability through our individual actions and corporate decision-making.
- **Health:** We cultivate a holistic view of wellness that supports a healthy body and a strong mind.

### **Employees by Geography**





### Financial Performance (In millions, except for per share data)

	FY2022	FY2021	FY2020
Net sales	\$999	\$1,186	\$1,135
Operating margin	10.8%	14.3%	15.6%
EPS-Diluted	\$3.59	\$5.73	\$5.86
Shares—Diluted	19.3	20.3	21.3

Markets
(global presence)

1,881 Employees worldwide

Products manufactured in-house

\$11.6M

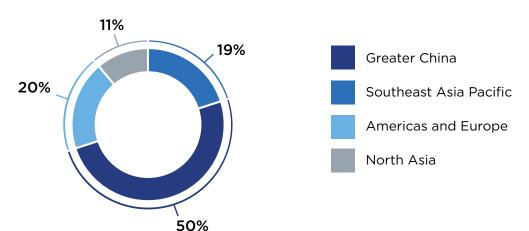
Research and development investment

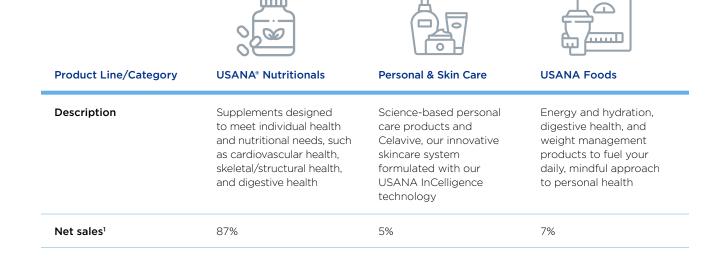
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## Our Froducts

We develop and manufacture high-quality nutritional supplements, healthy foods, and personal care products sold in 24 markets.

### 2022 Net Sales by Region







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# How we Operate

### **Product Development**

Science-based innovation has been a cornerstone of USANA since its founding.

We focus our R&D efforts on developing and bringing high-quality, science-based products to market that promote long-term health. Our scientific staff includes experts on human nutrition, cellular biology, biochemistry, genetics, the microbiome, natural product chemistry, and clinical research.

To further substantiate products and ensure trusted efficacy for customers. USANA commissions studies carried out by independent researchers. Our inhouse research team has established and maintained relationships with scientists at a number of universities and research institutes, including the University of Washington, the University of Utah, the University of California Davis, Roseman University of Health Sciences, University of Memphis, Beijing University of Chinese Medicine (China), Peking University (China), Central Queensland University (Australia), University of Ghent (Belgium), and other academic institutions globally. Working with these partners, USANA selects products at all stages of development for pre-clinical and clinical studies. While several studies were paused due to COVID-19, in 2022 we resumed conducting clinical studies and expect to accelerate that number in the coming years.

### Manufacturing

We conduct manufacturing, production, and quality control for approximately 65% of our products in our own facilities. We have a manufacturing and quality control facility in Salt Lake City, Utah. BabyCare, Ltd., our Chinese subsidiary, manufactures and produces a significant portion of its products in-house and maintains manufacturing and quality control facilities in Beijing and Tianiin, China.

We contract with third-party suppliers and manufacturers to produce 35% of our products. They produce and in most cases package USANA products according to formulations developed by or in conjunction with our product development team. We hold them to our own high manufacturing and quality control standards, and they are regularly audited by our quality team.

### **Our Customers**

USANA has primarily two customer types: Associates and Preferred Customers. Associates are independent distributors who consume the products themselves and sell them to others. Preferred Customers purchase products solely for personal use. In 2022, USANA introduced a third customer type, Affiliates, which allows us to expand our customer base and give more people access to our products. Affiliates are individuals or businesses that promote and sell USANA products through their own channels, like social media, blogs, or websites. By diversifying the types of people who share our products, USANA is able to meet the needs of a wider range of customers and provide more value to its network of Associates, Preferred Customers, and Affiliates.

In 2022, USANA was named a top revenue-generating direct sales company at 14th place on Direct Selling News' Global 100 list.

### **Our Growth Strategy**

- Continuing to advance our digital commerce initiatives to support our business.
- Executing market specific promotional and incentive strategies.
- Continuing to pursue product development and further leveraging our foods manufacturing facility.
- Focusing on our China market and our customer base in that market.
- Pursuing growth through international expansion.
- Advancing our business development strategy by growing the two companies we acquired in 2022, and evaluating new acquisition. opportunities.

### **Operating Strengths**

Our principal objective is to improve the overall health and nutrition of individuals and families around the world. We do this through developing and manufacturing high-quality, science-based nutritional, personal care, and skincare products that promote long-term health, and providing a global direct selling opportunity for our Associates who desire to distribute our products and earn supplemental income. Our strategy is to capitalize on our operating strengths, which include (i) a strong R&D program; (ii) significant in-house manufacturing capability; (iii) high-quality science-based products; (iv) an equitable Associate Compensation Plan; and (v) a scalable business-experienced management team.



Planet

# Our Approach to Sustainability

We empower people to lead healthier, happier lives.

USANA's vision is to create The Healthiest Family on Earth. To do that, we work to improve the lives of our USANA family and our communities—and are bolstering our efforts to make USANA a more sustainable company for its future and the future of our planet.

### **Identifying Our Sustainability Priorities**

USANA has a strong commitment to sustainability. To help identify its sustainability priorities, USANA conducted a stakeholder assessment in late 2020 and early 2021. It involved a comprehensive analysis of the company's operations, products and services, and input from key stakeholders to identify the most significant environmental, social, and governance (ESG) issues facing the company. Through this assessment, USANA was able to identify its Tier One and Tier Two sustainability priorities, which it has been working to address ever since.

in 2022. It gathered feedback on our sustainability priorities and identified any emerging sustainability issues to address. The results of the survey showed that USANA's Tier One and Tier Two sustainability priorities are still the most important issues to its stakeholders. This feedback has helped to guide USANA's sustainability strategy and initiatives, to ensure that we address the issues that matter most to stakeholders and make progress towards a more sustainable future.

To focus on the most important

sustainability issues, USANA conducted a

survey of internal and external audiences

#### Tier One Topics **Tier Two Topics**

Strategic **Pillars** 

Affordable and accessible products

**Our ESG Priorities** 

Product quality and safety

Responsible sourcing

Health and nutrition

Talent management and development

Employee health, safety, and well-being

Diversity, equity, and inclusion

Human rights

Sustainable packaging

· Waste management

· Greenhouse gas management

- Biodiversity and environmental conservation
- · Energy management
- · Water management

Strong Governance and Ethical Business Practices



# Supporting UN Sustainable Development Goals

As a global company focused on improving health, USANA recognizes the powerful role we play in not only supporting, but also contributing to achieving the United Nations Sustainable Development Goals (SDGs). Through core business and investments from the USANA Foundation, we believe we can contribute in the most meaningful way to the following goals.



### SDG 2: No Hunger

**SDG Target 2.1:** By 2030, end hunger and ensure access by all people, in particular the poor and people in vulnerable situations, including infants, to safe, nutritious, and sufficient food all year round.

Through the USANA Foundation, we work to provide secure and safe food sources to at-risk children, raise public awareness surrounding food insecurity, and generate resources and revenue through local campaigns and volunteer opportunities. Read more on pages 24-25.



### SDG 3: Good Health and Well-being

**SDG Target 3.4:** By 2030, reduce by one third premature mortality from non-communicable diseases through prevention and treatment and promote mental health and well-being.

Good health and well-being are the essence of USANA's vision to create the healthiest family on earth. We support this goal through our high-quality nutritional products, philanthropic initiatives, and efforts to support the health, wellness, and safety of our employees globally. Read more on pages 24-25.



### **SDG 5: Gender Equality**

**SDG Target 5.5:** Ensure women's full and effective participation and equal opportunities for leadership at all levels of decision-making in political, economic, and public life.

We strive to create an environment where everyone feels welcome and is given an equal opportunity to achieve their full potential. USANA is also focused on increasing women in senior leadership roles through networking opportunities, training, and personal development, and is a signatory to the Corporate ParityPledge®. Read more on page 22.



### SDG 8: Decent Work and Economic Growth

**SDG Target 8.5:** By 2030, achieve full and productive employment and decent work for all women and men, including for young people and persons with disabilities, and equal pay for work of equal value.

We provide the opportunity for our Associates to participate in meaningful and rewarding work that can help them provide for their personal and family needs. Associates have the option to start their own USANA business, sell our products (full- or part-time), and earn supplemental income to help shape their future. Read more on page 17.



### **SDG 12: Responsible Consumption and Production**

**SDG Target 12.2:** By 2030, achieve the sustainable management and efficient use of natural resources.

**SDG Target 12.5:** By 2030, substantially reduce waste generation through prevention, reduction, recycling, and reuse.

**SDG Target 12.6:** Encourage companies, especially large and transnational companies, to adopt sustainable practices and to integrate sustainability information into their reporting cycle.

We eagerly accept the duties of environmental stewardship, sustainable packaging, and responsible sourcing. Our focus is to make sustainability-minded decisions in every area of business, from selecting raw materials, to our shipping practices, to inner-office conservation and beyond. Read more on pages 27-29.



### **SDG 13: Climate Action**

**SDG Target 13.3:** Improve education, awareness-raising, and human and institutional capacity on climate change mitigation, adaptation, impact reduction, and early warning.

We are participating in partnerships to drive climate action and reduce our own footprint through organizations including the Utah Sustainable Business Coalition, an EPA Green Power Partner. Read more on page 29.



### **SDG 17: Partnerships** for the Goals

**SDG Target 17.16:** Enhance the global partnership for sustainable development, complemented by multi-stakeholder partnerships that mobilize and share knowledge, expertise, technology, and financial resources, to support the achievement of the sustainable development goals in all countries, in particular developing countries.

Much of what USANA accomplishes is through partnerships. We remain committed to uniting with diverse stakeholders to tackle significant challenges from environmental issues to global food relief. Read more on pages 25 and 29.

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# Stakeholder Engagement

Within each of our sustainability areas, USANA engages with various stakeholders including investors, customers, government representatives, regulators, civil society, employees, academia, suppliers, and industry groups. We engage through one-on-one discussions, conferences and meetings,

working groups, consortiums, and digital communications. Our commitment is to continue engagement with stakeholders as we work to implement our sustainability strategy.



### **Stakeholder Summary Table**

Stakeholder Type	How We Engage
Trade associations and non-governmental organizations	<ul> <li>Memberships in public/private partnerships</li> <li>Participation in consortiums and working groups related to the direct selling sector</li> <li>Ongoing participation in industry meetings and conferences</li> </ul>
Local partners and suppliers	<ul> <li>Ongoing participation through meetings, conferences, and seminars</li> <li>Oversee daily operations, including site visits and inspections</li> <li>Phone calls, emails, and meetings to address questions, issues, and concerns</li> <li>Meetings to review and/or negotiate contracts and/or requirements</li> </ul>
Local communities and organizations	<ul> <li>Partnerships with local schools to provide professional development</li> <li>Engaging community leaders and organizations</li> <li>Monetary and food donations to specific charities, schools, and other groups</li> <li>Health and wellness education for at-risk groups</li> </ul>
Employees	<ul> <li>Organization-wide town halls with senior leadership</li> <li>Frequent communication through internal website and emails</li> <li>Educational and shared experience articles on company intranet</li> <li>Training and workshops</li> <li>Recognition, awards, and contests</li> <li>Employee surveys</li> <li>New employee orientations</li> </ul>
Government and regulators	<ul> <li>Meetings, website, correspondence, and/or phone calls related to legislation, proposed legislation, and regulatory compliance</li> <li>Overall education on USANA and its business</li> <li>Formal submission of regulatory filings and/or responses to requests for information</li> <li>Operational site visits</li> </ul>
Investors	<ul> <li>Broad outreach meetings with institutional investors and research analysts</li> <li>Annual and quarterly meetings, phone calls, and/or emails for questions</li> <li>Annual Shareholder Meeting</li> <li>Reports such as our Earnings Press Releases, Management Commentary Results and Outlook document, and Annual/Quarterly Reports</li> </ul>
Customers	<ul> <li>Direct email and SMS messaging</li> <li>Websites, blogs, social media platforms, and press releases</li> <li>Direct communication with customer service representatives</li> </ul>

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At USANA, creating the healthiest family on earth by empowering the individual starts with our employees and Associates.

### In this section:

- Supporting Our Employees
- Investing in employee health, safety, and well-being
- Developing Highly Talented Employees
- Fostering a Workplace Grounded in Diversity, Equity, and Inclusion
- Supporting Our Communities



# Supporting Our Employees

USANA's Chief People Officer is responsible for our human capital management priorities and oversight of the company's compliance with all related policies, codes, regulations, and reporting procedures. Employee feedback is important in informing our workplace policies. We collect employee feedback through our annual global employee engagement survey. Results from our 2022 survey are included throughout this section.

Focus Area	Ambition	How We Will Pursue	2022 Progress
Employee Health, Safety, and Well-being	<ul> <li>Strive to help our employees achieve physical, mental, and emotional health and well-being</li> <li>Achieve 90% employee engagement</li> </ul>	<ul> <li>Provide generous benefits and compensation to employees globally, as well as a flexible and caring environment</li> <li>Invest in employee workplace health and safety</li> </ul>	<ul> <li>USANA was named to Best Places to Work by Direct Selling News®</li> <li>47% of eligible employees received care through our on-site clinic</li> <li>Achieved 85% employee engagement based on global survey of employees</li> </ul>
Talent Management and Development	Enhance opportunities for internal mobility and collaboration, and provide employees and Associates with tools they need to build a meaningful career	Invest in technology, learning, and development	<ul> <li>Invested 10,877 hours in annual employee development</li> <li>Invested \$137K+ in tuition for employees</li> <li>Launched the first phase of our new career and leadership skill development program</li> </ul>
Diversity, Equity, and Inclusion	<ul> <li>Support a globally inclusive community</li> <li>Achieve 2,500 volunteer hours by employees and their families in 2023</li> </ul>	<ul> <li>Create opportunities that increase education and awareness, foster career and leadership development skills, and engage with communities where we operate</li> </ul>	<ul> <li>Formed USANA Volunteer Team</li> <li>Required unconscious bias, inter cultural communication, and inclusivity training as a part of our leadership development program</li> <li>Supported over 60 organizations worldwide through employee volunteers</li> <li>Increased women in leadership positions by 11% since 2017</li> </ul>
Community Engagement	Increase the health and wellness of the communities in which we operate	<ul> <li>Provide food to at-risk children through the USANA Foundation</li> <li>Invest in initiatives that strive to address hunger and nutrition through non-profit partners</li> </ul>	<ul> <li>Provided 12.9M meals through the USANA Foundation</li> <li>Donated 375,000 units of products</li> <li>Funded 32,025 garden towers</li> <li>USANA Associates and employee combined to complete over 10,000 hours of service</li> </ul>

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### **Global Employee Turnover**

Turnover Rate <sup>1</sup>	2022	2021	2019
Employee turnover rate (total)	13.4%	14.3%	10.6%
Employee turnover rate (voluntary)	10.9%	11.8%	6.5%

<sup>&</sup>lt;sup>1</sup> We did not have any large-scale restructuring in 2022.





# Investing in Employee Health, Safety, and Well-Being

From our generous compensation programs to our progressive benefits and wellness programs, at USANA we support the health and well-being of our employees and their families.

### **Supporting Financial Health**

We offer generous compensation to our employees based on local market salary data, as well as profit sharing and annual merit increases.

The Company provides a matching contribution equal to 100 percent of the first one percent of a participant's compensation that is contributed as an elective deferral by the participant, and 50 percent of elective deferrals between one and six percent of the participant's compensation. Outside the United States, USANA supports employees through various defined contribution plans. Select employees also receive equity-based compensation.

Supporting employees' financial health is a crucial aspect of promoting their overall well-being and productivity. One effective way we do this is by providing access to activities such as webinars and workshops

USANACARE utilization increased by 14% from 2021 to 2022

that focus on financial literacy and planning. By partnering with relevant organizations. employees have the opportunity to learn about topics such as budgeting, saving for retirement, managing debt, etc. These resources can help employees better understand their finances, make informed decisions, and reduce financial stress. We know that by investing in the financial health of our employees, we can also increase job satisfaction and retention rates, leading to a more productive and engaged workforce.

### **Supporting Total Employee Wellness**

USANA offers medical, dental, and vision insurance to all full-time, part-time, salaried, and hourly U.S. employees as of their date of hire.

USANAcare is our on-site medical and mental health clinic at our Salt Lake City campus, available for all employees and their dependents. This state-of-the-art clinic is staffed by a full-time nurse practitioner and mental health counselor and offers access to biometric services, physical exams, and mental health services. In 2022. 47% of eligible employees received care though the clinic—up from 33% in 2021. In addition. USANA offers a range of on-site health screenings each year, including breast cancer screening, bone density testing, and access to a mobile dental unit.

In 2022, we continued to focus on the mental health of our employees through a webinar series available to employees globally that covered topics such as anxiety. stress and depression, fighting addiction, and increasing personal happiness. We also continued to provide mental health assistance to employees in Asia Pacific. where we have the second largest number of employees.

USANA's home office features a top-of-theline gym equipped with cardio and weight machines, free weights, a full-size basketball court, locker rooms, and showers, Employees can participate in fitness classes—yoga, Zumba, CrossFit, and more—led by certified instructors, along with a variety of on-site wellness courses such as stress management. mental health, and prevention of chronic conditions such as diabetes.

USANA Wellness also offers an incentive program known as A Healthier U to all employees worldwide. Through the program, employees receive incentives redeemable for gift cards up to \$200 a year when they participate in health screenings and reach fitness milestones. The program also supports holistic health by incentivizing mental, financial, and community health activities.

To support their nutrition needs, all employees worldwide receive monthly allowances for USANA products.

### Employee highlight

We offered mental health presentations on various topics. including suicide prevention and trauma, as well as physical health activities such as group workouts, tournaments, and nutrition sessions. In total, there were 78 activities available in the U.S. and 73 in the global markets, ensuring a diverse range of opportunities for everyone to participate in.

**Planet** 

### **Employee Safety Data**

	2022	2021	2020
Total recordable incidents	4	5	1
Total recordable incident rate	0.40	.0.55	0.92
Lost time incidents	4	4	0
Lost time incident rate	0.40	0.44	0
Employee fatalities	o	0	0
Contractor fatalities	o	0	0



### **Supporting Life Outside Work**

USANA strives for a culture that supports flexibility by providing employees with tools and opportunities to bring balance to their lives. This includes, in certain instances, compressed workweeks, job share, and part-time schedules.

USANA offers up to 12 weeks of paid parental leave for primary caregivers and six weeks of paid leave for secondary caregivers that can be used within the first 12 months of bringing a baby into the family through childbirth or adoption. Employees are offered major holidays off in addition to 6 floating holidays that can be used at the employee's discretion. The company also provides 16 hours of paid family time to enable employees to attend to family responsibilities. Furthermore, USANA employees accrue sick and vacation time based on their tenure, allowing them to take time off when they need it while still being compensated. When it comes to childcare costs, we want to provide the USANA family with different ways to save. Employees are automatically enrolled in Care.com (and LifeMart) where they can search through an online community to find the assistance they need. We also offer a dependent care FSA match. For every \$1 employees contribute, USANA will match \$.50 up to \$750/year. This money can be used for daycare, pre-K, summer day camp, or before or after school programs.

### **Employee Safety: Striving for Zero**

Our goal is an accident-free workplace.

We are committed to maintaining a safe and healthy work environment free of hazards. Health and safety are overseen by a dedicated safety manager who reports to our Vice President of Operations. Through ongoing education and training, we strive to maintain a robust safety culture for all employees and seek to eliminate work-related injuries, illnesses, and unplanned events through comprehensive safety programs.

Our safety policies are based on the Occupational Safety and Health Administration (OSHA) and Utah Occupational Safety and Health standards. All employees undergo annual safety training and supervisors in our manufacturing and research operations conduct weekly safety "Toolbox Talks." We track all injuries, near-misses, and close calls in an online safety tracking system. Frequent year-round inspections and audits are conducted to ensure compliance and identify areas to improve our existing safety practices.

In addition, we have a strict policy that no employee is required to do work he or she feels is unsafe or is in violation of federal, state, or company regulations. Before operating equipment for the first time, employees must have the proper training, knowledge, and approval from their supervisor. If employees' work assignments involve the use of harmful materials, an area supervisor will provide them with specific training and access to company safety data sheet(s).

We also have detailed emergency response processes and procedures in place in the case of natural disasters, fire, and workplace violence, including our Workplace Violence Prevention Policy.

Our goal is an accident-free workplace.

About USANA

## Developing Highly Talented Employees

We help employees at every level build and strengthen their skills to meet the changing needs of our business, as well as advance into new roles. All employees have access to our global LinkedIn Learning platform. In 2022, more than 65% of our employees used LinkedIn Learning courses on topics such as active listening, teamwork, customer service, and cross-cultural communication.

In 2021, we initiated the second cohort of our Current and Future Leaders development program for scientific professionals at the director or above level and select highpotential managers. The six-month program supports development of both technical and soft skills such as collaboration, leadership, and influence. We continue to expand our learning and development program. The program aims to provide opportunities for personal development. It exposes employees to career opportunities within the organization, and ensures training and learning opportunities are inclusive for all employees to increase internal mobility. The program includes theme-based learning, job shadowing, peer-to-peer skillset-based mentorship, and low-risk leadership opportunities on special projects. Additionally, USANA offers mentorship and coaching opportunities, along with company and industryspecific training programs. To date, over 350 participants have completed their mentorship and coaching program.

All full-time USANA employees, regardless of position, are eligible to participate in the Tuition Reimbursement Program. The program aims to support employees pursuing college degrees, and to date, it has provided more than \$2.2 million in reimbursement to employees. USANA's Leadership Guarantee promises that employees will work with some of the best managers in the industry. The company invests in exceptional leaders by hosting quarterly leadership trainings

for all managers. USANA believes that ongoing feedback between managers and employees is critical for growth, development, and employee satisfaction. Each quarter, managers meet with their employees to discuss their performance. They offer guidance in developing individual training plans. Annually, a 360-performance assessment incentivizes high performers, creates development plans for low performers, and provides insight on merit increases.

Workmates in both Woodbridge and Vancouver participated in a cross-training initiative.

"It was a great opportunity to spend some time with other teams, learn from each other, and get a better understanding of each department and their roles."

– Jennifer BartonOperations Manager

90%

of USANA employees believe their supervisor, or someone at work, cares about them as a person<sup>1</sup>



82%

of USANA employees say they have one of the best supervisors they have ever had¹

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# Fostering a Workplace Grounded in Diversity, Equity, and Inclusion

At USANA, we understand diverse ideas, perspectives, and backgrounds are critical to innovative product development, a positive customer experience, market growth, and our relevancy as a science-based company.

### **Our Aspirations**

- Create an environment where everyone feels welcome and is given an equal opportunity to achieve their full potential
- In each market where we operate, strive for our workforce to reflect the ethnic makeup of that community through recruitment, development, and retention strategies
- Help build a more just and equitable society in our local communities

### **Our Policy Supporting Equal Opportunity Employment**

USANA is an equal opportunity employer. We provide applicants equal opportunity for employment without regard to sex, race, color, national origin, religion, age, disability, veteran or current military status, sexual orientation, gender identity, or any other status or characteristic protected by applicable law.

### **Our Approach**

Our cross-functional Diversity, Equity, and Inclusion (DEI) Council is responsible for advancing our DEI goals in three areas:

- Raising awareness of the unique diversity within our organization and policies in place to support an inclusive culture
- Strengthening career development opportunities for historically under served communities
- Increasing engagement in our communities through philanthropy and employee volunteerism

The Council advises senior management on the progress of the company's DEI goals and programs quarterly. Our Chief People Officer and our Executive Vice President of Communications serve as Council sponsors.

## Our Policy Prohibiting Discrimination, Harassment & Retaliation

The company is committed to provide a pleasant and professional work environment, one where all individuals are treated with respect and dignity, free from discrimination, intimidation, harassment, hostility, or other offensive conduct that might interfere with work performance. The company prohibits employees from engaging in any kind of harassment, including harassment based on sex, race, color, national origin, religion, age, disability, veteran or current military status, sexual orientation, gender identity, or any other status or characteristic protected by applicable law. Harassment of any form, including written, verbal, physical, or visual harassment, of coworkers, customers, vendors, or others by an employee will not be tolerated by the company. The company considers violation of this policy a serious offense that will lead to discipline, up to and including termination.

### What Our Employees Say



of USANA employees believe their supervisor makes them feel safe, valued, and included regardless of age, race, color, religion, gender, national origin, sexual orientation, or any other non-job related factor<sup>1</sup>

<sup>1</sup> Based on results of confidential global survey of USANA employees in 2022.



### **2022 DEI Highlights**

- Number of women in leadership positions increased by 11% since baseline year 2017
- Included unconscious bias, inter-cultural communication, and inclusivity training as a part of our leadership development program
- Formed the USANA Volunteer Team to support local organizations that promote equity in the community



"Many employees often express a desire to contribute in a positive way to their community but may not be sure how to begin. We were thrilled to establish the USANA Volunteer Team, which allows us to formalize volunteer opportunities and increase our potential to make a positive impact."

> - Missy Bird Diversity and Inclusion Council Member

USANA employees have spent over 2,600 hours volunteering with over 60 organizations who support equity in their respective communities. From Pride centers to refugee support, USANA has partnered with organizations that are making a meaningful impact on communities around the globe.



Members of the USANA Volunteer Team supported Catholic Community Services during the second annual D&I Volunteer Week by preparing meals for the homeless population in the Salt Lake valley. CCS empowers people in need along the Wasatch Front to reach self-sufficiency by providing resources, food, and services, aiding those with the greatest need in the community regardless of race, religion, or personal circumstance.

# Supporting the Advancement of Women Leaders

### Women in Leadership Institute ElevateHER Challenge

As a participant in the ElevateHER™ Challenge by the Women in Leadership Institute, USANA is taking an important step towards promoting gender equality and creating a more inclusive workplace. By focusing on increasing the percentage of women in leadership positions, we provide women with opportunities to advance their careers and ensure that the organization benefits from diverse perspectives and experiences. Through targeted recruitment and promotion strategies, as well as leadership development programs and mentorship opportunities, we can help break down barriers and create a more level playing field for women in our organization.

Retaining talented and skilled employees is essential for organizational success, and losing valuable women employees can be costly in terms of recruitment, training, and productivity. By offering flexible work arrangements, fair and equal pay, and opportunities for career growth and development, we help create a work environment that supports women and enables them to thrive.

Increasing the number of women on the board of directors is another important goal of the ElevateHER Challenge that we champion. By expanding our search criteria and offering board training and development programs specifically for women, we help ensure that the company benefits from the full range of talent and expertise available in the workforce.

Through these efforts, you can create a more inclusive and equitable workplace that values diversity, promotes excellence, and benefits everyone.

### The Corporate ParityPledge for Women

We demonstrated our commitment to diversity and gender equality by signing the Corporate ParityPledge®. By joining this initiative, we have pledged to interview and consider at least one qualified woman for every open Executive Director, Vice President, C-Suite, and Board position. This reflects our commitment to fairness, inclusion, and equal opportunity for all. By ensuring that a diverse range of candidates are considered for leadership positions, we are not only strengthening our business, but also creating a more equitable and just workplace culture.

### **Women in Leadership Development Series**

USANA's Women in Leadership committee has been offering scholarships to female employees seeking to develop their careers for several years. This eight-month career development program allows participants to network with women from other organizations, learn from area leaders, and share what they learn. When asked about the program, USANA's Executive Director of HR Specialties, Sheena Blauvelt, said, "The company believes there is much to be learned from resources outside the firm. It is important for everyone to see themselves in positions of leadership." Fanta Diallo, a technical product owner, says, "Having female role models at work is vital to our success. The program can offer a stepping stone for people who are not necessarily managers."

The Women in Leadership program is an opportunity to step back and assess career paths, not only in terms of current goals, but also with a view to being open to new ideas and information, according to marketing manager Allie Henderson. The program's biggest takeaways were priorities and self-advocacy, according to Henderson and Diallo. USANA intends to hold more Women in Leadership events throughout the year, including scholarships in 2023.

### **Supporting the Development of Female Entrepreneurs**

Throughout the markets where we operate, USANA proudly supports our Associates in building their own businesses and brighter futures. In fact, approximately 70% of our Associates are women.

We recognize women are the major decision-makers and consumers in their households. This empowers their business success, and we strive to support them in their growth and development. A closeknit community is created through femalecurated events like the Successful Women **Empowering Entrepreneurs Together** (SWEET) Retreat, held annually for the past 10 years. At this exclusive event, female Associates learn from women both inside and outside of USANA. They encourage each other, share their struggles, and celebrate their success as they make lifelong friendships that continue through ongoing social media and leadership groups.

We expanded our USANA Effectiveness of Women in Leadership initiative in 2021 from the United States to Canada, Mexico,

Colombia, and our European markets. The program includes networking opportunities, training, and personal development. We also continued to offer professional coaching opportunities to our female leaders, as well as scholarships for external leadership certificate programs. Since 2017, the number of women in leadership positions, defined as any leader with a direct report, has increased 11 percent.



### **2022 Diversity Metrics**

(All numbers are rounded)				Executives	Тор	Doord of
Global <sup>1</sup>		All Employees	Management	(eligible for executive pay)	Management (EVP and above)	Board of Directors
By Ethnicity						
Asian		52%	55%	33%	6%	11%
Hispanic or Latino		11%	5%	3%	6%	0%
White		32%	39%	62%	88%	78%
Native Hawaiian or other Pacific Islander		1%	0%	0%	0%	0%
American Indian or Native Alaskan		1%	0%	0%	0%	0%
Black or African American		1%	0%	2%	0%	11%
Two or more races		2%	1%	2%	0%	0%
By Gender						
Identify as male		42%	49%	66%	81%	78%
Identify as female		58%	51%	34%	19%	22%
	to 25 years	25 to 34 years	35 to 44 years	45 to 54 years	55 to 64 years	65 years and over
Globally	3%	23%	40%	23%	10%	1%

<sup>&</sup>lt;sup>1</sup> 54% of USANA employees are based outside the United States.

# Supporting Our Communities

Community is at our core. Each day, we look for ways to make an impact.

Two of USANA's core values are Community and Health. We focus our community engagement efforts through the USANA Foundation, helping underserved communities around the world gain access to nutritious and sustainable sources of food as a way to represent those values.

Through 60 USANA-supported partners, we strive to nourish, equip, and eliminate hunger throughout the world.

### **USANA Foundation Giving Numbers**

	2022	2021	2020
Total global aid	\$1.2M	\$1M	\$2.3M
Meals distributed	12.9M	4.5M	5.2M
Garden Towers funded	32K	46	34





Every person should have access to secure sources of quality, nutritious food.



Provides immediate and long-term global food relief for those in severe need. We lead a network of community-driven partnerships to nourish, equip, and eliminate hunger and malnutrition throughout the world.

# We believe no child should ever go hungry.

Hunger is more than missing a meal. It's a debilitating crisis affecting every corner of the globe—a crisis exacerbated by COVID-19.

USANA kids eat is a unique USANA Foundation initiative that works to provide secure and safe food sources to at-risk children, raise public awareness surrounding food insecurity, and generate resources and revenue through local campaigns and volunteer opportunities.

In 2022, USANA kids eat provided backpacks filled with food for food insecure youth to 44 schools, community programs, and neighborhood clubs throughout Utah. Each bag had enough food for seven meals, and in some cases, food to sustain kids on weekends and extended breaks. At the heart of USANA Kids Eat is a network of volunteers who donate money, time, and energy throughout the year to help pack food-filled backpacks.

USANA **kids eat** supported 44 additional schools by providing large packs of food for children to take home during long holiday breaks.

The USANA Foundation calculates the annual meals provided using two main methods: partner chairty check-ins and Garden Tower production.

When accounting for Matching Grant efforts, they verify the food items and quantities listed by each partner charity in their grant proposal. The Foundation obtains receipts as proof of purchase, requires regular updates, and tracks the project's progress through visual evidence like photos and video.

The second calculation method is based on experience and data gathered over the past three years of Garden Tower projects. One Garden Tower is estimated to provide at least 1,300 meals in a year, Calculating meals from a tower is usually equivalent to 2-3 servings per vegetable to ensure it accounts for adequate nutrition. Feedback on these numbers is gathered directly from families who build and harvest towers and through the Foundation's partners. Although Garden Towers are designed to last many years, the Foundation only counts the meals provided by one tower for one year, ensuring that its calculations remain conservative.

For more information, read the USANA Foundation's 2022 Annual Report.

## Helping the World Feed Itself

USANA funded over 32,000 garden towers around the world. Garden towers are a low-cost, self-sustaining method of planting multiple food crops in a single source, suited for all areas of the world. Made from a long-lasting,

durable material, each tower can hold up to 120 plants and provide five or more nutritious meals a week for a family of six. America, Africa, and Southeast Asia provide an opportunity for families to earn extra income

selling their excess vegetables, making Garden Tower materials, and teaching others in their communities these skills.

30%

by

Water is a precious commodity. A garden tower uses 30% less water than a traditional garden.

### **Helping Feed Children Around the World**

Children's Hunger Fund continues to receive contributions and support from USANA Foundation to help fund food packs for families in desperate need. Some of the countries helped are Romania, Albania, Ukraine, Belarus, Myanmar, Peru, El Salvador, Ecuador, Thailand, and the Dominican Republic.

USANA collaborated with the China Foundation for Rural Development (Original CFPA) to launch the "Love Meals" Project. The project provides children in underdeveloped areas with nutritious meals, helping prevent malnutrition and enabling them to have a healthy and happy childhood.

The "Love Meals" Project provided 860,000 nutritious meals, donated kitchens to 40 schools, and benefited nearly 20,000 students. The project plans on expanding to serve children in more rural areas in the future.

Our South Korea office hosted a food pack event in collaboration with Korea Food for Hungry International. This event supported 500 children across the country who are facing hunger. A total of 22 employees and 48 Associates participated and wrote letters of support to include in each pack.

For more information on our global service efforts, see the <u>USANA Foundation Annual Report</u>

### **Product Donations**

USANA partnered with Hope in Action (a nonprofit organization committed to fighting hunger) to distribute over 375,000 units of product to people in need of nourishment. The initiative was part of USANA's ongoing efforts to address food insecurity and support vulnerable communities around the world. Through this collaboration, USANA provided essential nutritional supplements to children and families affected by poverty, natural disasters, and other crises.

### **Employee Volunteering**

USANA's annual World Service Week was held in June 2022, which is a period where employees and Associates are encouraged to volunteer in their communities. The focus was on providing meals and food to those in need, with volunteers around the globe participating in the week. The USANA Foundation set a goal of funding 30,000 Garden Towers by August 2022, and several markets made this their World Service Week project, with employees and Associates planting towers to provide sustainable food for their communities.

Other activities included cleaning up trash in parks and beaches, planting flowers, organizing BearDoption events, and packing hygiene kits for Ukrainian refugees. In Malaysia, 1,000 food packs were donated to 1,000 families, while in Korea, employees and Associates packed food boxes. USANA's Canadian offices in Toronto and Vancouver held their annual 5K walk-a-thon, with the goal of raising \$20,000 for the USANA Foundation.

World Service Week makes a tremendous impact around the world and highlights the importance of community and philanthropy at USANA.

### Making an Impact

In 2022, the USANA Foundation provided 12.9M meals to people in need around the world.





375,000

Units of product donated through USANA and the USANA Foundation in 2022.



We understand that healthy bodies need a healthy planet to survive.

Completed

5

projects to reduce plastic and help educate on packaging recycling Roughly a

20%

increase in waste diverted from landfills

50%

of energy use at HQ campus comes from solar arrays and renewable energy certificates

### In this Section:

- Sustainable Packaging
- Waste Management
- Greenhouse Gas Management



# Helping to Ensure a Healthy Planet

Our focus is to make sustainability-minded decisions in every area of business—from selecting raw materials, to our shipping practices, to inter-office conservation and beyond.



Focus Area	Ambition	How we will pursue	2022 Progress
Waste Management	Reduce our waste to landfill	Identify additional opportunities to reduce and recycle materials used in our operations	Conducted an external waste audit and took on projects to improve efficiency Improved waste diversion by almost 20% Streamlined recycle, reduce, and reuse processes in operations
Greenhouse Gas (GHG) Management	Reduce our GHG emissions	Invest in renewable energy Reduce emissions year over year	Conducted an external energy audit and took on projects to improve efficiency Collected global Scope 1 and 2 baseline data 50% of energy use at our HQ campus from solar arrays and renewable energy certificates
Sustainable Packaging	Reduce the environmental impact of our packaging across the product's life cycle	Increase consumer awareness of recycling options for USANA products Reduce usage of virgin plastics and non-recylable packaging options Shift to lower emission packaging options	Shifted to 25% PCR bottles for all Nutritionals where there are no regulatory constraints  Moved 10 products to smaller bottles to reduce plastic use  Removed plastic shrink wrap from all Nutritionals bottles globally

### **Waste Audit**

USANA brought in a third-party waste auditor to assess our current waste management practices and identify areas for improvement, with the ultimate goal of reducing our environmental impact. By analyzing the types and amounts of waste generated, and the processes used for disposal and recycling, the waste audit provided valuable insights into how we can reduce our waste and increase our resource efficiency. This helps us minimize the environmental impact of the company's operations and can lead to operations cost savings.

### **Local Initiatives**

We demonstrated our commitment to reducing our environmental impact and promoting sustainable practices at the local level.

Our New Zealand office has taken a significant step towards this goal by going completely paperless. By embracing digital tools and eliminating paper-based processes, they have reduced their carbon footprint and increased their efficiency and productivity.

Our office in Hong Kong has also implemented a waste reduction initiative where they repurpose damaged or unusable boxes as shipping void fill. Rather than throwing away these boxes. they use them to fill empty spaces in our shipments, reducing the need for other materials and minimizing waste.

Meanwhile, in China, we have implemented an innovative approach to waste reduction by recycling the byproducts from our production process

for downstream industry uses. This has helped minimize waste and create a circular economy where resources are reused and repurposed.

In our Philippines office, we partnered with a third-party organization to repurpose our recycled plastic into school desks for children. This initiative reduces plastic waste and provides a valuable resource for local schools that may lack adequate classroom furniture. By repurposing our plastic waste, we create a positive impact on the local community.

### **Landfill Diversion**

We took on several waste reduction initiatives as part of our commitment to sustainability. We sort and recycle each type of drum by material to make sure we get maximum use, and to ensure that proper recycling takes place. Our pallets go through this same process. In cases where pallets are broken or not reusable at our facilities, we send them to a third party that reuses or repurposes the material. To further our efforts, we have installed a plastic baler and a carton baler to compact and recycle these materials more efficiently. We also recycle electronics to ensure that they do not contribute to electronic waste. Through these waste reduction initiatives, we improve our practices to reduce our environmental impact and promote sustainability.

### **2022 Waste Diversion**

Material diverted away from landfill	492 tons
Total waste	958 tons

<sup>1</sup> U.S. only.



# Greenhouse Gas Management

### **Energy Audit**

In 2022, we partnered with a third-party company to conduct an energy audit of our facilities. The audit detailed an analysis of our energy usage and enabled us to identify areas to improve and develop strategies to reduce our environmental impact. By implementing the recommendations from the audit, we will be able to improve our efficiency, reduce our energy consumption, and lower our emissions.

### **Emissions Data**

In 2021, we worked with the Climate Registry to track our carbon footprint, starting at our Salt Lake City campus, which includes our corporate office, research laboratories, manufacturing, and warehouse facilities. In 2022, we were able to collect Scope 1 and 2 emissions data for our offices worldwide. By having this baseline in place, we will be able to better identify opportunities for GHG reductions as well as establish emission reduction targets. We recognize Scope 3 emissions are a significant part of our footprint and are committed to investing time and resources to work with our partners to reduce them over time.

The main sources of our Scope 1 and 2 emissions come from our operations in Salt Lake City, Utah, in the U.S. and in Beijing and Tianjin, China. The large majority of other USANA facilities around the world are smaller, leased commercial offices. We are focusing our efforts on reducing our GHG emissions at our Salt Lake City campus and then in China, where we can have the greatest impact.

### **Renewable Energy**

At our global headquarters campus in Salt Lake City, solar arrays produce approximately 7% of our manufacturing and office electricity use, totaling 526,271 kilowatt-hours (kWh) of electricity in 2022.

We procured an additional 43% of energy through renewable energy certificates. This was a major step in reducing our carbon footprint as we nearly doubled our investment into renewable energy at our Salt Lake Campus.



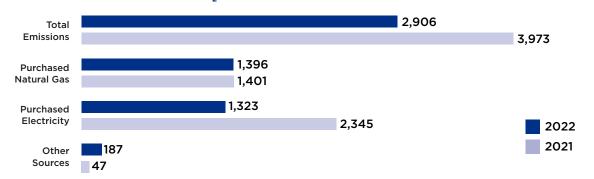




### **Moving Production Closer to Our U.S. Operations**

We moved the production of both our bottles and caps closer to our Salt Lake City headquarters, where we package our products. This helped to reduce our Scope 3 emissions. Production of 75% of our caps will move from the East Coast of the United States to the Midwest, while bottle production will be 100% local vs. across multiple states.

### Scope 1 and 2 Emissions (CO<sub>2</sub>e mt)<sup>1</sup>



<sup>&</sup>lt;sup>1</sup> Data include Scope 1 and 2 emissions from our Salt Lake City HQ campus, which includes our corporate office, research laboratories, manufacturing, and warehouse facilities; the data has not been externally verified.

### **Sustainable Packaging**

Most USANA supplement and skincare packaging is recyclable in many of our markets we market them when the seals, labels, pump mechanisims, and any other multi-material components are removed. We recognize the urgent need to reduce the environmental impact of our packaging, and we are committed to continuing our efforts towards sustainability. One of the steps we have taken is transitioning to 25% PCR (post-consumer recycled) bottles for all nutritionals where there are no regulatory constraints. By using PCR, we are reducing the amount of virgin plastic required to produce our packaging, thereby decreasing our carbon footprint.

We also moved to a more environmentally friendly shipping void fill, opting for either paper or easy-to-recycle plastic in most markets. We reduced the bottle size of 10 products, which not only decreases the amount of plastic used but also reduces the amount of space required for shipping, resulting in fewer emissions during transportation. This change alone enabled

us to divert the equivalent of 435,266 plastic bottles away from landfills.\* We removed the plastic shrink wrap from all supplements so that customers can recycle the entire bottle without having to remove any additional materials.

USANA is also committed to increasing education and awareness regarding recycling our packaging. We recently joined How2Recycle, an organization that provides consistent and transparent on-package recycling information to consumers in North America. By including recycling information on our packaging, we help customers make informed decisions and encourage them to recycle our products properly. Additionally, we updated our shipping boxes to encourage recycling and include a link to information on USANA sustainability. Through these efforts, we aim to create a more sustainable future and reduce our packaging's environmental impact

<sup>&</sup>lt;sup>2</sup> Other sources include highway vehicles, diesel generators, jet fuel, fugitive emissions, process gases, and propane.

<sup>\*</sup>The total amount of plastic bottles diverted from landfills was calculated by taking the total weight of plastic saved and dividing it by the average weight of our bottles.

# Products

100%

of required employees trained in Current Good Manufacturing Practices

\$11.6M

### In this Section:

- Product Quality and Safety
- Supporting Good Health and Nutrition



# Product Quality and Safety

Focus Area	Ambition	How We Will Pursue	2022 Progress
Product Quality and Safety	Bring to market high-quality, science-based products	Continue to invest in research and development  Continue to meet high internal standards, which meet or exceed all applicable local laws and widely accepted international regulatory standards, in the development and production of our products globally	Invested \$11.6M in R&D 100% of required employees received CGMP training
Responsible Sourcing	Enhance our sourcing practices to be in line with our values, goals, and stakeholder expectations	Hold our suppliers accountable for meeting high internal standards for quality and ethical business practices	Incorporated ESG criteria into our Request For Proposals Incorporated ESG criteria into our Master Service Agreement
Health and Nutrition	Make high-quality products and nutrition accessible to more people	Make information on healthy lifestyles easily available to consumers  Seek innovative business strategies to expand access to our products for more people, including those at lower income levels	Utilized our inter and external communication platforms to publish healthy lifestyle and nutritional tips  Partnered with outside organizations to provide product to underserved communities



Our Chief Scientific Officer oversees our product development function at USANA. Some products undergo double-blind, placebo-controlled clinical studies to generate the requisite safety and efficacy information we need for our business and values. All USANA-sponsored trials are designed and conducted to our high standards, meeting or exceeding all applicable local laws, along with widely accepted international regulatory standards. Our approach to clinical research is based on fundamental ethical standards, such as the following:

- All USANA research is designed to answer a legitimate scientific question or need.
- USANA selects clinical investigators based on qualifications, training, research, clinical expertise in relevant fields, the potential to recruit research participants, and the ability to conduct clinical trials consistent with USANA policies.
- USANA requires voluntary informed consent from research participants, where needed, prior to carrying out any protocol-specified procedures.
   The process for obtaining informed consent takes into account local law, language, and custom as well as the ability of research participants to understand the information presented.
- USANA-sponsored trials undergo an ethical review, as required, by a qualified independent committee (Institutional Review Board/Independent Ethics Committee) prior to trial initiation.

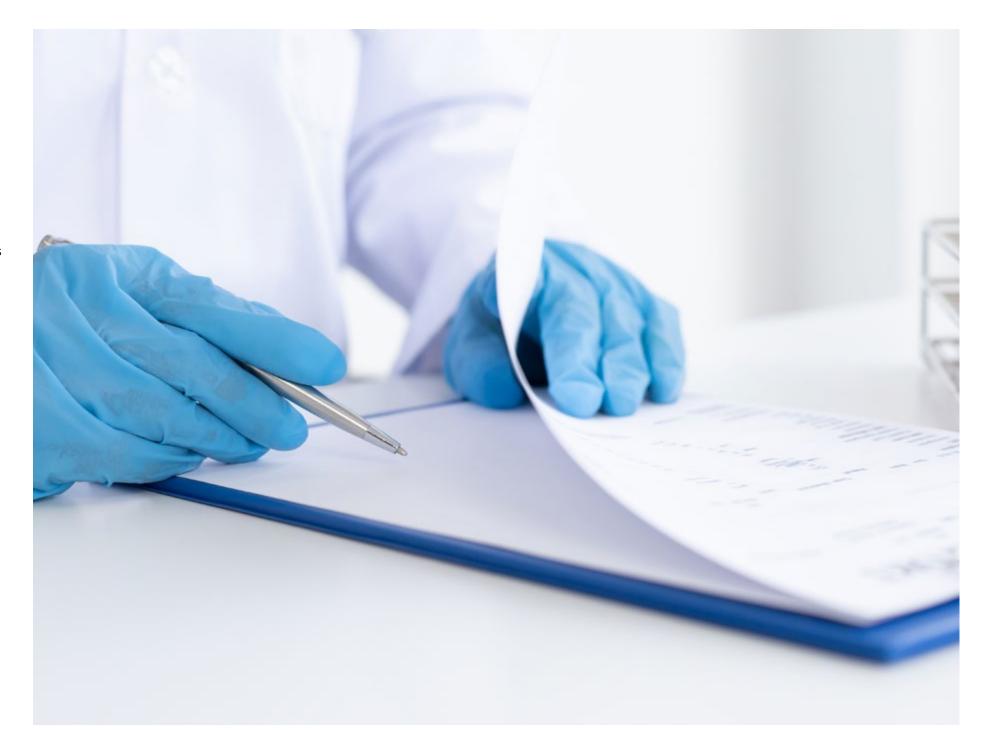
Dr. Rob Sinnott
Chief Scientific Officer

### **Clinical Trial Transparency**

USANA is committed to the timely registration of clinical trials and communication of research results. We register all USANA-sponsored clinical trials on public registries before they begin or within 21 days after they start:

- On clinicaltrials.gov (U.S.): All phase 2 to phase 4 studies, and most phase 1 studies that enroll patients, conducted anywhere in the world
- On the EU Clinical Trials Register (EudraCT): All phase 1 to phase 4 studies conducted in Europe

Once clinical trials results are available, USANA is committed to disclosing scientifically accurate, truthful, non-misleading, and well-balanced results. We submit at a minimum the primary analysis results for all completed USANA-sponsored phase 2 and phase 3 studies to congresses or peer-reviewed journals within 18 months of trial completion. In addition, we post technical summary results to the registry or registries where the study was registered.



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**Products** 

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### **Manufacturing Standards**

We apply and adhere to a strict set of quality standards, and we have policies and procedures in place to identify, measure, control, and sustain product-quality excellence. Our Global Quality organization is responsible for establishing the standards to help ensure all of our products are manufactured, tested, released, and distributed in full compliance with applicable regulatory requirements and industry best practices. We continuously strive to improve these standards in order to enhance procedures and ensure ongoing compliance with applicable standards, including Current Good Manufacturing Practices (CGMPs). We provide appropriate and ongoing training on quality and excellence for our employees.

When developing and manufacturing our products, we follow the highest applicable industry quality standards, including CGMPs and those established by the U.S. Food and Drug Administration (FDA) and the United States Pharmacopeia (USP).

We control the quality of our products, beginning at the formulation stage. Ingredients are selected to meet a number of criteria, including but not limited to safety, potency, purity, stability, bioavailability, and efficacy.

In-house microbiology and analytical chemistry labs oversee quality control processes. Scientists in our microbiology laboratory test for biological contamination of raw materials and finished goods. In our analytical chemistry laboratory, scientists test for chemical contamination and accurate levels of active ingredients in both raw materials and finished products. Scientists also identify and confirm all raw materials used in the manufacturing process through scientifically valid means. Both laboratories conduct stability tests on finished products to determine the shelf life of our products. Our Salt Lake City laboratory staff also performs chemical assays on vitamin and mineral constituents, using USP methods and other internally validated methods.

We conduct sample testing of raw materials, in-process materials, and finished products for purity, potency, and composition to verify our products conform to our internal specifications. Suppliers of raw materials are required to demonstrate stringent quality control methods before their products are used in our manufacturing process.

Our Salt Lake City manufacturing facility is registered with the FDA, Health Canada's Natural Health Products Directorate, the Australian Therapeutic Goods Administration (TGA), and other governmental agencies. Our facility is inspected by the FDA and other international health authorities specifically for dietary supplements.

Additionally, our facility is certified through inspection and audits with the Islamic Foods and Nutrition Counsel of America in compliance with Halal, the Organized Kashrus Laboratories in compliance with Kosher, NSF International in compliance with product testing and CGMPs, and the USP in compliance with CGMPs.

Our Beijing manufacturing facility (BabyCare Co, Ltd.) is registered with the State Administration of Market Regulation (SAMR) and is audited regularly by various organizations and government agencies to assess compliance with applicable CGMPs and labeling claims.







**About USANA** 

### **Responsible Sourcing**

Products manufactured by third-party suppliers are also required to pass quality control and assurance procedures to ensure they conform to our stringent specifications. We maintain strict quality standards, no matter where our products are manufactured. As the decision is made to partner with an external manufacturer, the manufacturer is required, by contract, to comply with USANA's business requirements, regardless of where the manufacturer is located.

We conduct audits of each potential new product supplier to determine its acceptability and compliance with CGMPs. Systems the potential supplier uses to purchase materials are reviewed to ensure intended product quality for our future use. Only if a supplier meets our stringent criteria, which includes a review of the company's regulatory inspection and outcome history, will we negotiate a commercial agreement. These agreements include detailed provisions relating to the quality standards we require to manufacture

a product for our use. We conduct periodic audits to further ensure suppliers continue to meet CGMPs. Such audits evaluate the continued acceptability of the facility from a quality assurance and regulatory compliance perspective. The frequency of quality auditing depends on several factors, including compliance and audit history, ongoing product quality, product classification, and product risk.

We incorporated sustainability criteria into our supplier scorecard, Request for Proposal (RFP), and Master Service Agreement (MSA). By doing so, we are able to evaluate potential suppliers on their environmental, social, and governance practices instead of just price and quality. This helps us to identify suppliers that share our values and are committed to reducing their environmental impact, protecting human rights, and promoting ethical business practices like we are.

### **Adverse Event Reporting**

Our quality control team manages a global system for the collection, evaluation, and reporting of adverse event (AE) reports received by USANA worldwide.

Although regulations vary by country, most countries require manufacturers of dietary supplements and over-the-counter products to promptly review AE information they receive from any source, domestic or foreign, relating to the use of their products. Manufacturers are also required to have

written procedures in place for evaluating and reporting AEs.

Customers and healthcare providers can report AEs through USANA's customer service department. All reports are promptly handled by the company's quality management team.

Product Safety and Quality Performance	2022	2021	2020
# of product recalls globally	O	1	0
Good Clinical Practice (GCP) inspections by regulatory agencies of the company or clinical trial investigators that led to significant fines, penalties, warning letters, or product seizures	o	0	0
% of required employees receiving CGMP training	100	100	100



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# Supporting Good Health and Natrition

At USANA, we believe in supporting a holistically healthy lifestyle, which includes eight main tenets: a whole food-based, low-glycemic diet; proper hydration; quality sleep; stress management; regular exercise; consistent skincare; mindfulness; and high-quality vitamin and mineral supplementation.

### **USANA InCelligence Technology**

USANA InCelligence Technology is our premiere formulation method of intelligent supplement design. It's a nutritional technology—not a single product or a product line. InCelligence is a platform for creating products that support optimal cellular health that harness the power of cell-signaling.

Cell-signaling is the ability of a cell to receive, process, and transmit signals within its environment and with itself.

At the very basic level, it simply means a cell responding to an internal or external molecule. That interaction is where USANA focuses its efforts when formulating products with InCelligence Technology.

USANA scientists developed unique blends of nutrients (called InCelligence Complexes) that have been scientifically studied to create a specific cellular response. By delivering messages to cells—through the molecules found in these nutrient blends—they instruct a cellular response to activate a targeted health benefit. And targeting customer's health benefits means we can give them more personalized support.\*

### **2022 Product Awards**

### American Business Awards—The Stevie® Awards

The Stevie Awards are the world's premier business awards. Judges include more than 1,000 of the world's most respected executives, entrepreneurs, innovators, and business educators. In 2022, USANA was named Company of the Year in the category of Consumer Products, Non-Durables, Large.

### **Utah's Best of State Awards**

The <u>Best of State Awards</u> recognize outstanding individuals, organizations, and businesses in Utah. Best of State candidates are evaluated by a panel of more than 100 judges based on three criteria: achievement in the field of endeavor; innovation or creativity in approaches, techniques, methods, or processes; and contribution to improving the quality of life in Utah. In 2022, USANA received four medals:

- USANA's Celavive skincare system won its fifth consecutive Best of State award in the personal care products category
- Rev3 Energy won best beverage for its 14th consecutive year
- USANA CellSentials took home best dietary supplement for its sixth win in a row
- USANA won in the Health/Nutrition Products category for the Nutritionals line

### Korea Medical Healthcare Award

The 2022 Korea Medical Healthcare Award ceremony celebrated the contribution of medical institutions, companies, and organizations that have contributed to the promotion of national health and the development of the health industry. USANA received recognition in two categories:

- Multivitamin category—HealthPak
- Weight Management category—Nutrimeal

### **Other Product Awards**

From Citta Bella Magazine, USANA Malaysia won Best Vitalizing Serum

From Utah Manufacturers Association, we won Manufacturer of the Year

\*These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease.

### In this Section:

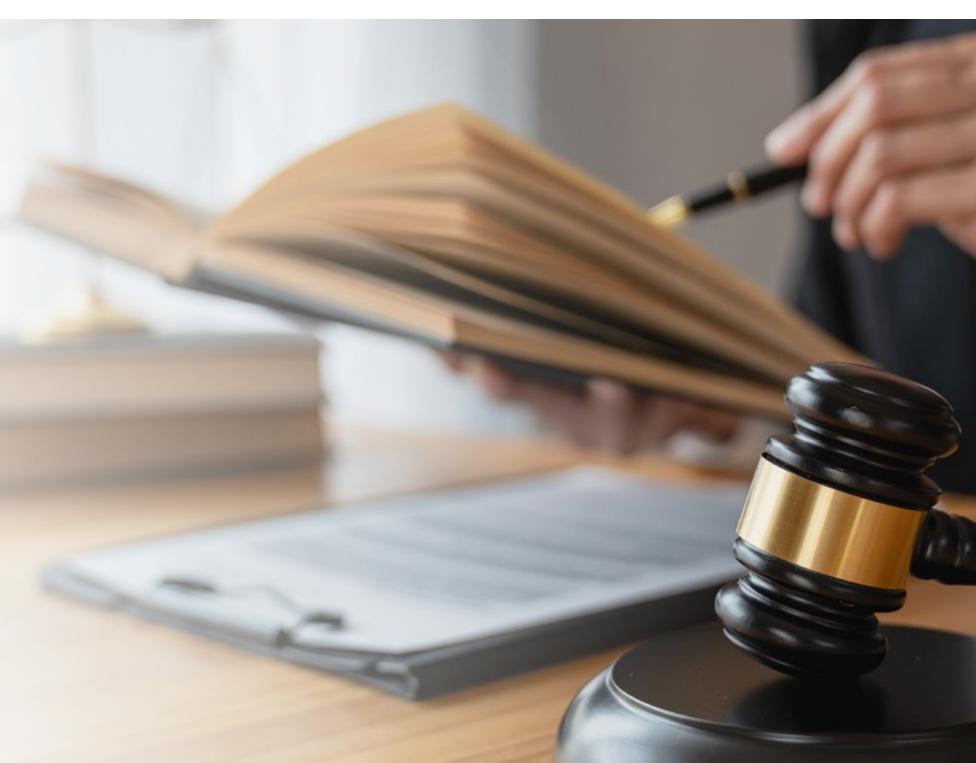
- Corporate Governance
- Business Ethics
- ESG Performance Ethics

100%

of employees trained on USANA's Code of Ethics

7 of our 8

**Board members are independent** 



## Corporate Governance

We are committed to conducting business ethically and meeting or exceeding the laws and regulations that govern our business and industry in all markets where we operate. We also strive to strengthen our processes to facilitate strong ethical conduct within our supply chain.

Strong governance practices are essential to provide long-term value for our shareholders, customers, employees, and communities.

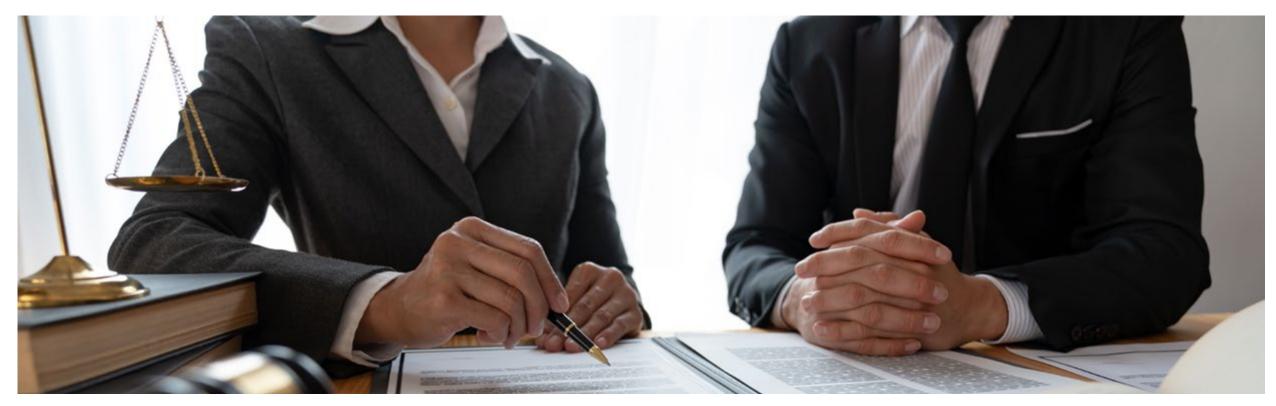
Our Board of Directors has adopted corporate governance guidelines that serve as a framework for the governance of the company. The guidelines are available on our website.

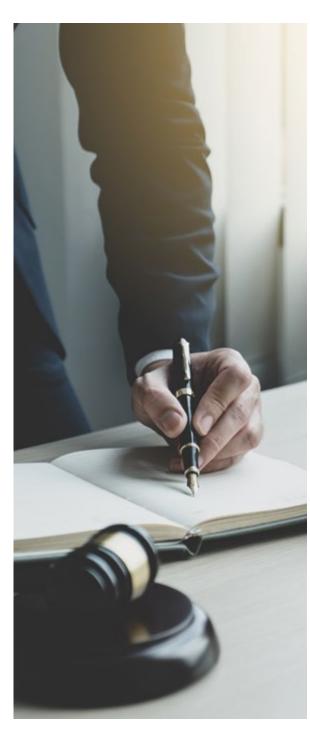
### **Board Structure and Leadership**

The company's Board of Directors consists of eight members, including an independent Lead Director. The Board has four committees: Audit Committee; Compensation Committee; Governance, Risk & Nominating Committee; and Sustainability Committee, each consisting solely of independent directors.

We strive to maintain a healthy blend of director tenure, recognizing that longer-serving directors possess crucial institutional knowledge of our company and its culture, while periodic refreshment brings a fresh outlook and contributes to Board independence and oversight.

We prioritize Board diversity and are mindful of the many ways the Board benefits from a wide range of viewpoints and perspectives. You can find more detailed information about our Board's unique set of experiences and qualifications on our website.





### **Executive Compensation**

The Compensation Committee of our Board is responsible for reviewing our executive compensation program, designed to provide a competitive and equitable compensation and benefits package for our executives, promote a pay-for-performance philosophy, and retain effective executives. At our 2022 Annual Meeting of Shareholders, more than 95% of votes cast were in favor of a non-binding resolution approving executive compensation paid in Fiscal Year 2021.

### **Enterprise Risk Management**

Our Board is actively involved in the assessment, oversight, and management of risks that could affect the company. The Board carries out its risk oversight and management responsibilities by monitoring risk directly as a full Board and, where appropriate, through its committees. The Board and its committees receive regular reports from members of USANA senior management, who maintain direct responsibility for management and assessment of risks and the implementation of processes and controls to mitigate their effects on the company.

USANA's Enterprise Risk Management (ERM) program uses a top-down approach to risk identification and the Committee of Sponsoring Organizations of the Treadway Commission (COSO) ERM framework. This program is governed by the company's Risk Oversight Committee and includes an annual risk assessment, risk mitigation reviews, policy reviews, and key control reviews.

### Cybersecurity

USANA relies heavily on information systems to operate its business, including the collection and processing of employee and customer data.

Our Chief Operating Officer oversees USANA's enterprise-wide cybersecurity program, which follows the National Institute of Standards and Technology (NIST) standards and ISO 27001 for information security policies. USANA has multiple defense mechanisms in place to guard against cyber threats, including a Security Operations Center that gathers threat intelligence and conducts ongoing monitoring. Employees receive cyber awareness training, including on applicable data security laws and regulations in the company's various markets and the safe handling of personally identifiable information. Our disaster recovery policy has processes in place to support business continuity in the event of natural disaster or cyber-related attack.

### **USANA United States Government Relations**

USANA focuses its bi-partisan government relations efforts on education about USANA and the direct selling and dietary supplements industries. We primarily focus our government relations efforts on members of Congress and State Attorneys General, and secondarily engage with Utah state, county, and local leaders. We connect with government leaders on key policy issues that may impact our company and industry. USANA and the USANA Political Action Committee (PAC) make political donations to the campaigns of individuals who support the direct selling industry and business model and the dietary supplements industry.

### **Environmental Management System**

We implemented an environmental management system (EMS), which is a framework used by organizations to manage their environmental impact and improve sustainability. It is a structured approach to identifying environmental risks and establishing policies and procedures to minimize those risks. It helps us monitor and measure progress and continuously

improve environmental performance. As a global health and wellness company, we apply an EMS to business operations to ensure our activities are conducted in an environmentally responsible manner. This includes implementing practices to reduce waste, conserve energy and water, and source materials from sustainable suppliers. USANA also sets environmental objectives and regularly reviews its progress towards these goals through the EMS.

### **Environmental Policy**

At USANA, we aim to minimize our environmental impact and commit to environmental stewardship at the highest level of our organization. We meet the expectations of our diverse stakeholders through engagement and collaboration. Our policy encompasses the following:

- Legal compliance at the local, regional, national, and international level
- Minimizing our environmental impact directly where we have control and indirectly where we have influence
- Responsible use of natural resources and focus on pollution prevention
- Continuous improvement in environmental performance across our operations
- Periodically communicating to stakeholders about our progress
- Pursue innovative approaches to advance environmental stewardship

## Business Ethics

We believe in always doing the right thing and staying true to our values.

### **Code of Ethics and Training**

Our Code of Ethics applies to all of our directors, officers, and employees worldwide. It is available in nine local languages, USANA employees are required to complete annual training on the Code, which covers topics such as conflicts of interest, fair dealing, and use of corporate assets. Employees are also required to complete additional training each year on our policies specific to anti-corruption and insider trading. All new employees receive training on our Code of Ethics and corporate policies during orientation.

In addition, we require all of our directors, officers, and employees to certify annually that they comply with the Code of Ethics. Failure to comply with the Code, USANA policies, or applicable laws may result in disciplinary action, up to and including termination.

Employees, Associates, or anyone external to the company may report suspected misconduct to a human resources representative, a member of management, or USANA's Audit Committee of the Board of Directors through our Whistleblower Communication System, available globally 24 hours a day, 7 days a week, and operated by a third party. Employees may report their concerns anonymously. Any reported violations will be investigated promptly, thoroughly, and impartially. Confidentiality will be maintained throughout the investigatory process to the greatest extent possible.

USANA prohibits any form of retaliation or intimidation against USANA employees or Associates for reporting a compliance concern in good faith. Staff who engage in retaliation or intimidation will be subject to disciplinary action, up to and including termination.

### **Responsible Sales and Marketing**

We are committed to ethical business practices in the sales of our products globally, including responsible marketing and strong consumer protection practices.

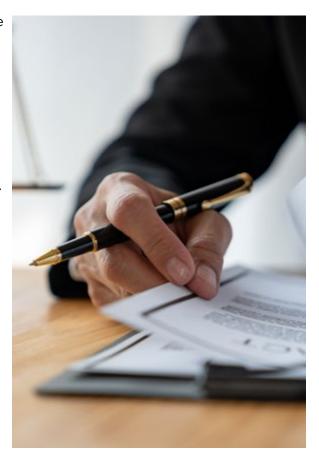
We continually monitor and review our Associates' compliance with our corporate policies and procedures, as well as the laws and regulations applicable to our business around the world. Associates who violate our policies are subject to discipline, which may include the termination of their purchase and distribution rights.

As a member of the Direct Selling Association (DSA) we also adhere to its Code of Ethics. The Code ensures member companies do not make statements or promises that might mislead consumers or salespeople. The Code is enforced by an independent administrator. All USANA Associates are trained on the Code and are required to adhere to its standards. We have also appointed a DSA Code Responsibility Officer with oversight for facilitating our compliance with the Code.

By signing on to the DSA Code of Ethics, we pledge USANA and our Associates will:

- Not engage in any deceptive, false, unethical, or unlawful consumer or recruiting practices
- Ensure no statements, promises, or testimonials are made that are likely to mislead consumers or prospective independent salespeople
- Ensure all product claims made by USANA and our Associates are substantiated by competent and reliable evidence and are accurate and truthful as to price, grade. quality, value, quantity, and availability
- Take appropriate steps to safeguard the protection of all private information provided by consumers

Outside the United States, we adhere to the World Federation of Direct Selling Associations' Code of Ethics.



2022 Performance	2022	2021	2020
% of employees trained on USANA's Code of Ethics	100%	100%	100%
% of employees, directors, and officers who certified they comply with USANA's Code of Ethics	100%	100%	100%

# ESA Performance Index

Metric	2020	2021	2022	Notes:	SASB Standards	GRI Standards
People						
Turnover rate (total)	10.6%	14.3%	13.4%		HC-BP-330-a.2 CG-MR-310a.2	401-1
Turnover rate (voluntary)	6.5%	11.8%	10.9%			
Average tenure	7.5 years	7.5 years	8.2 years			
Total recordable incidents	1	5	4			
Total recordable incident rate	0.12	0.55	0.40			
Lost time incidents	0	4	4			
Lost time incident rate	0	0.44	0.40			
Employee fatalities	0	0	0			403-9
Contractor fatalities	0	0	0			403-9
Wellness program (percentage engaged; U.S. only)	47.50%	42%	46%			403-6
Employees participating in tuition reimbursement	51	46	25			
Total invested in tuition reimbursement	\$385,769	\$120,269	\$137,262			
Mentorship program participants	79	55	70			404-2
Annual employee development hours invested	14,149	8,015	10,877			404-1
Volunteer hours (annual)	2,000	3,050	12,300	Includes employee and Associate volunteer hours.		
Employee Diversity						
Age diversity of employees	-	-	See table on page 23.			
Ethnic Diversity (percentage visible minorities)						
All employees	67%	67%	68%	54% of USANA employees are based outside the U.S.		
Management	55%	59%	60%			
Executives (eligible for executive pay)	32%	33%	36%			
Top management (EVP and above)	13%	12%	12%			
Board of Directors	-	22%	22%			

Metric	2020	2021	2022	Notes:	SASB Standards	GRI Standards		
Gender Diversity (percentage identify as female)								
All employees	58%	58%	58%					
Management	48%	50%	51%					
Executives (eligible for executive pay)	30%	31%	32%					
Top management (EVP and above)	20%	19%	19%					
Board of Directors	-	22%	22%					
Products								
Number of production facilities	4	4	4		FB-PF-000.B CG-HP-000.B			
Good Clinical Practice (GCP) inspections by regulatory agencies of the company or clinical trial investigators that led to significant fines, penalties, warning letters, or product seizures	0	0	0					
Percentage of required employees receiving CGMP training	100%	100%	100%					
Communities								
Total global aid	\$2.3M	\$1M	\$1.2M					
Partner organizations	-	41	60			201-1		
Meals distributed annually	5.2M	4.5M	12.9M			201-1		
Environment								
Energy								
Total energy consumed (kWh)	7,571,764	7,886,744	7,661,758	Energy consumption is for our U.S. facilities only. In 2021 total energy consumption increased because we added a new facility to our Salt Lake City campus.	FB-FR-130a.1 FB-PF-130a.1 CG-MR-130a.1	302-1		
Percentage of grid energy	91.58%	92.66%	91.99%		FB-FR-130a.1 FB-PF-130a.1 CG-MR-130a.1	302-1		
Percentage of grid energy from renewable sources	25%	26%	50%					
Percentage of energy generated through solar	8.41%	7.34%	8.10%		FB-FR-130a.1 FB-PF-130a.1 CG-MR-130a.1	302-1		

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# SA Performance Index

Metric	2020	2021	2022	Notes:	SASB Standards	<b>GRI Standards</b>		
Emissions								
Global Scope 1 and 2 GHG emissions (MT CO <sub>2</sub> e)			18,359.77			305-1 305-2		
Home Office scope 1 and 2 GHG emissions (MT $\mathrm{CO_2e}$ )	3,942.42	3,792.95	2,906.45					
Home Office - Scope 1 emissions (MT ${\rm CO_2}$ e)	1,602.83	1,448.16	1,583.78					
Total - Scope 1 emissions (MT ${\rm CO_2}$ e)			4,071.55					
Home Office - Scope 2 emissions (MT ${\rm CO_2e}$ )	2,339.59	2,344.79	1,322.67					
Total - Scope 2 emissions (MT ${\rm CO_2e}$ )			14,288.02					
*Waste								
Waste diverted from landfill (lbs)	405,400	364,200	1,084,115	U.S. operations only.		306-3 306-4		
Waste sent to landfill (lbs)	487,620	812,400	1,027,800	U.S. operations only.		306-3 306-5		
Waste diversion (% diverted)	45%	31%	51%					
*Salt Lake City campus only								

The Sustainability Committee of the Board assists the Board in fulfilling its oversight responsibility of sustainability at USANA, including ESG and Corporate Social Responsibility matters, as well as public policy and stakeholder engagement, political contributions, and charitable endeavors.

The Committee monitors and tracks the execution of USANA's sustainability strategy and reports to the full Board the progress the company is making. The Committee reviews with management and the Board the company's sustainability disclosures, including those in our periodic filings with the Securities and Exchange Commission and in this report.

Except where specifically noted otherwise, the reporting period of this USANA Sustainability Report 2022 covers subject matter and data for USANA's fiscal year ended December 31, 2022 and is limited to the operations owned and/or operated by USANA.

References to USANA, our, we, or the company mean USANA and its subsidiaries, unless the content indicates otherwise. This report was published on [•], 2023.

#### FORWARD-LOOKING STATEMENTS

Safe Harbor Statement under the Private Securities Litigation Reform Act of 1995: Statements in this report that relate to future events, expectations, and trends involve factors that are subject to change and risks and uncertainties that could cause actual results to differ materially. These risks and uncertainties are difficult to predict and often are outside of the control

When used in this report, the words "may," "could," "anticipate," "target," "plan," "continue," "goal," "commit," "achieve," "expect," and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain such words. Forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from our historical experience and our present expectations or anticipated results. Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on the company's current beliefs, expectations, and assumptions regarding the future of its business, strategic objectives, projections, anticipated economic changes and trends, and other conditions.

Forward-looking statements in this report may include, but are not limited to, estimates of addressable market size, statements regarding energy, water, and emissions; and the development of mechanisms for tracking sustainability metrics.

Important factors that could cause the company's actual results to differ materially from those indicated in the forward-looking statements include, among others, the following: (i) compliance with and changes to global and regional environmental, health, safety, and human rights laws, including emissions and packaging regulations, and other ethical business practices; (ii) compliance with and changes to greenhouse gas emissions and other standards related to climate change; (iii) production, design, and technological innovations and difficulties, including capacity and supply constraints and prices (iv) availability and price of raw materials, components, and whole goods; (v) attracting, developing, engaging, and retaining qualified employees; (vi) weather conditions and natural calamities; (vii) network security breaches and disruptions; (vii) demand for food and nutrition supplements impacting demand for the company's products; (xiii) global political, economic, and social events and uncertainty; (xiv) competitors' actions and competitive pressures; (xv) infringement of the company's intellectual property; (xviii) economic conditions weakening demand and/or limiting access to funding and higher funding costs; (xviii) ability to realize the anticipated benefits of our business strategies including acquisitions, joint ventures, divestitures, or new product or efficiency initiatives; and (xix) general global macroeconomic conditions, including but not limited to inflation, slower growth or recession, higher interest rates, and currency fluctuations.

The company, except as required by law, undertakes no obligation to update or revise any forward-looking statements, whether as a result of new developments or otherwise. The forward-looking statements speak only as of the date of this report, and undue reliance should not be placed on these statements. Goals, targets, intentions, ambitions, or expectations described in this report, are aspirational and subject to change and are not guarantees or promises that all goals, targets, intentions, ambitions, or expectations will be met. The united Nation Sustainable Development Goals (UNSDGs) are also aspirational in nature. The analysis involved in determining whether and how certain initiatives may contribute to the UNSDGs is inherently subjective and dependent on a number of factors. There can be no assurance that reasonable parties will agree on a decision as to whether certain projects, initiatives, investments, or other aspects of our business contribute to a particular UNSDG. Accordingly, investors should not place undue reliance on USANA's application of the SDGs, as such application is subject to change at any time and in USANA's sole discretion. Similarly, there can be no assurance that our sustainability or ESG policies and procedures could change, even materially. We are permitted to determine in our discretion that it is not feasible or practical to implement or complete certain of our sustainability or ESG initiatives, policies, and procedures based on cost, timing, or other considerations.

References to employee benefits and compensation in this report are as of the dates indicated. We reserve the right to make changes to benefits and compensation, consistent with applicable rules and regulations, at any time.

Certain information contained herein has been obtained from third parties, and in certain cases has not been updated through the date hereof. We have not independently verified the data from these third-party sources in every instance and make no representation with regard to the verification of third-party data, unless explicitly otherwise indicated. While these third-party sources in every instance and make no representation with regard to the verification of third-party data, unless explicitly otherwise indicated. While these third-party sources in every instance and make no representation with regard to the verification of third-party data, unless explicitly otherwise indicated. While these third-party sources in every instance and make no representation with regard to the verification of third-party data, unless explicitly otherwise indicated. party sources are believed to be reliable, we make no representation or warranty, express or implied, with respect to the accuracy, fairness, reasonableness, or completeness of any of the information contained herein, and we expressly disclaim any responsibility or liability therefor.

The information contained herein is only as current as the date indicated and may be superseded by subsequent market events or for other reasons. USANA is not under any obligation to update or keep current the information contained herein. Statistics and metrics relating to ESG matters are estimates and may be based on assumptions or developing standards. This report may contain links and references to other Internet sites. Such links or references are not endorsements of any products or services in such sites, and no information in such site has been endorsed or approved by the company.

The inclusion of information in this report should not be construed as a characterization regarding the materially affect the company's financial results, is included in the company's financial meaching the company's financial results, is included in the company's financial meaching the company's financial meaching the company's financial meaching the company and its business, including factors that could materially affect the company's financial meaching the company's financial meaching the company and its business, including factors that could materially affect the company's financial meaching the company and its business, including factors that could materially affect the company and its business. Commission (SEC) (including, but not limited to, the factors discussed in Item 1A, Risk Factors of the company's most recent annual report on Form 10-K, and quarterly reports on Form 10-Q)

