



 Mannatech.



Mannatech[®]

*Live for Real*SM

Why Are You Here?

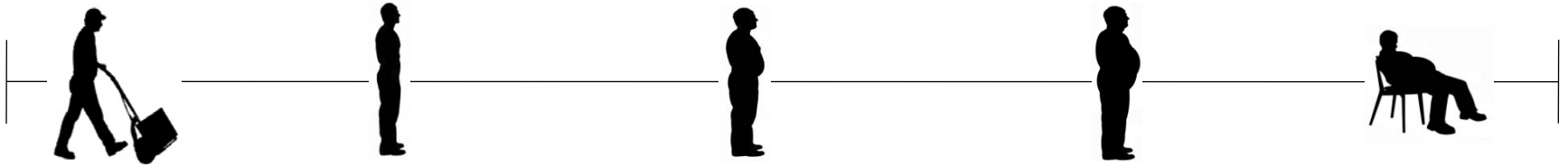
- To enjoy a healthier lifestyle
- To increase your income
- To be a part of something bigger than yourself (purpose)

Return to a Healthier Lifestyle



What's Stopping Us?

Convenience



1954:
Swanson introduced the first "TV dinner."



1955:
Ray Kroc opened first McDonald's in Des Plaines, Illinois.



1960:
Domino's delivered first pizza in Michigan.



1967:
Amana introduced the first counter-top microwave oven.

Food Is Not What It Used to Be



“A lot of what we see in the supermarket, I would argue is not really food... It’s what I call edible, food-like substances.”

Documentary: *Food Inc.*

“Approximately 90% of the money Americans spend on food is used to buy processed food.”

U.S. Department of Commerce, 1999



Fruits, Veggies Not as Vitamin-Rich as in Past, Says New Data

Larger Fruits and Vegetables Mean More Plentiful but Less Potent Bounty

By MEGAN CARPENTER

March 1, 2006 — Fruits and veggies aren't what they used to be, new data suggests.

..."Farmers get paid by the weight of a crop, not by amount of nutrients," Davis said. He called this the "dilution effect": As fruits and vegetables grown in the United States become larger and more plentiful, they provide fewer vitamins and minerals.



The New “Hidden Hunger”

A Global Epidemic

Malnutrition affects more than 925 million people around the world.*

“No matter how well we eat, it’s not possible to get adequate nutrition.” †



*NewsBlaze.com, September 25, 2010

†The Hidden Hunger, By Nicholas D. Kristof, *The New York Times*, May 23, 2009

What Can We Do?

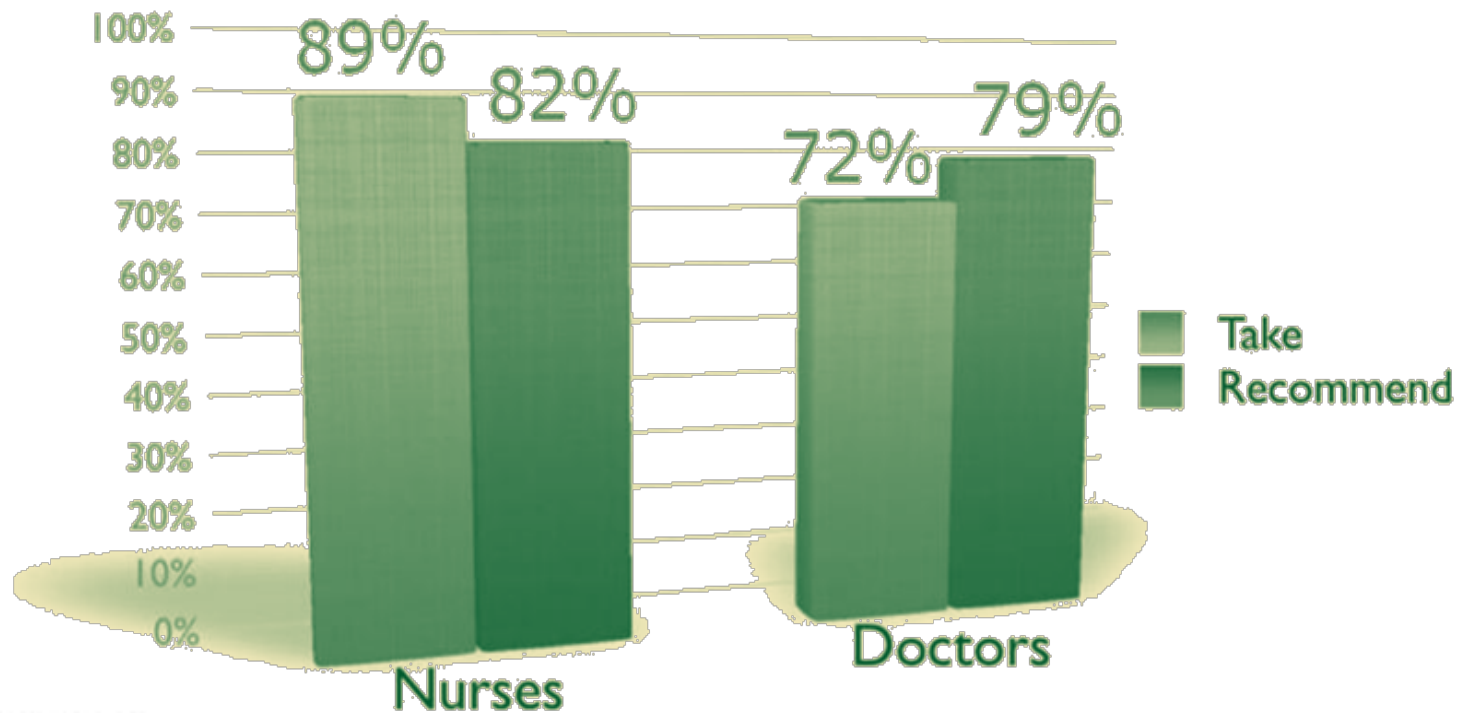
JAMA

June 2002

“Most people do not consume an optimal amount of all vitamins by diet alone.

“It appears prudent to take vitamin (mineral) supplements.”

Most doctors and nurses take supplements and recommend them to their patients.



Results of a 2007 CRN Impact Study; published in 2009 in *Nutrition Journal*, a peer-reviewed, online journal that focuses on the field of human nutrition.

Vitamin & Mineral Facts

- 150 million people in North America alone take a vitamin/mineral supplement every day*
- \$50 billion/year market in North America
- Consumer demand for dietary supplements is rising†

*Datamonitor: Dietary Supplements Market Trends & Opportunities 4/29/09 (Dietary Supplement Market USA)

† 2009 survey by Ipsos—Public Affairs for the Council for Responsible Nutrition (CRN), Washington, D.C.

Did you know that 95% of all vitamin/mineral supplements sold are synthetically made?‡

Did you know that most minerals come from inorganic mineral salts?



“Minerals are generally recovered by mining ores or from byproducts of chemical processes. Tests have shown that the minerals contained in the most popular brands of multivitamins ... probably pass through the body without being absorbed.”



Minerals and Diet, Burt D. Ensley, PhD

‡*The Vitamin Myth Exposed* By Brian Clement,
Hippocrates Health Institute & OCA, Dec. 31, 2006

So, which plant do you want your vitamins and minerals to come from?



Chemical Plant



Real Plant



The Global Provider of Real Food Technology® Solutions



More Than 70
Patents Worldwide



Good Manufacturing Practices



Core Products—NSF Certified



Guaranteed

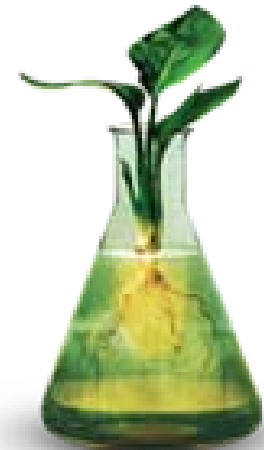
Unique, Hydroponic Process



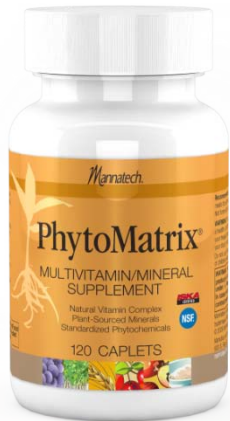
Through a patented hydroponic process, the remarkable Indian mustard plant takes in minerals through its root system, predigests them and then bonds them into a food matrix stored in the plant tissue. This process provides for

standardized food-based nutrients and minerals in our bodies and increased solubility.

This natural, hydroponic process is at the heart of our PhytoMatrix[®] product.



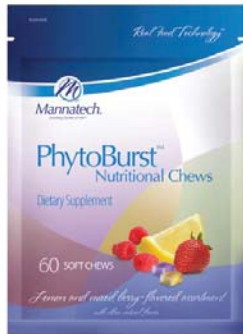
Real Food-Sourced Nutrients



Technology Patent
Filed 2007

PhytoMatrix caplets and PhytoBurst chews supply:

- **Vitamin A**—derived from [plant-based] mixed carotenoids—to support healthy immune function and vision.*
- **Vitamin C**—derived from tropical acerola cherries—to provide enhanced antioxidant support.*
- **Additional essential vitamins**—including a complete B-vitamin complex from natural yeast sources—to provide a great source of energy.*
- **13 minerals**—sourced from hydroponically grown Indian Mustard plants—that your body is designed to recognize and use efficiently.*
- **Powerful, standardized phytonutrients**—derived from broccoli, cranberry juice, grape extract and aloe vera—to help the body's absorption and use of vitamins and minerals.*



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

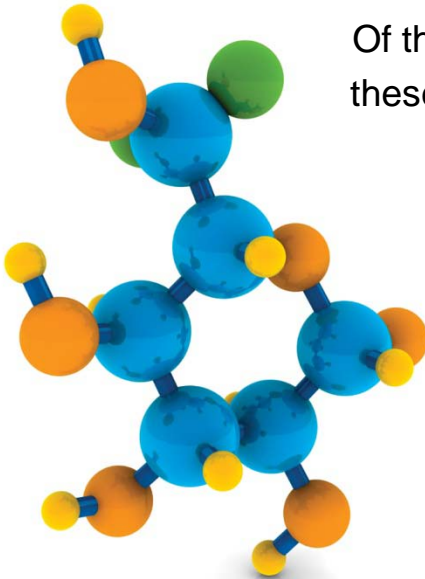
From Phytonutrients to Glyconutrients

The Missing Link in Human Nutrition

The Science of Nutritional Glycobiology

The Sweet Language of Life

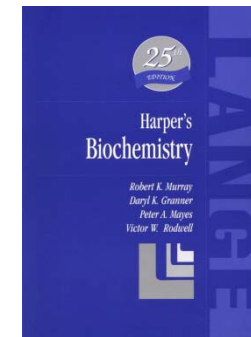
Of the 200 sugars that naturally occur in nature, our cells use these eight like letters of an alphabet to create cellular words:



Glucose*
Fucose
Mannose
Galactose*

**Only two commonly found in modern diet*

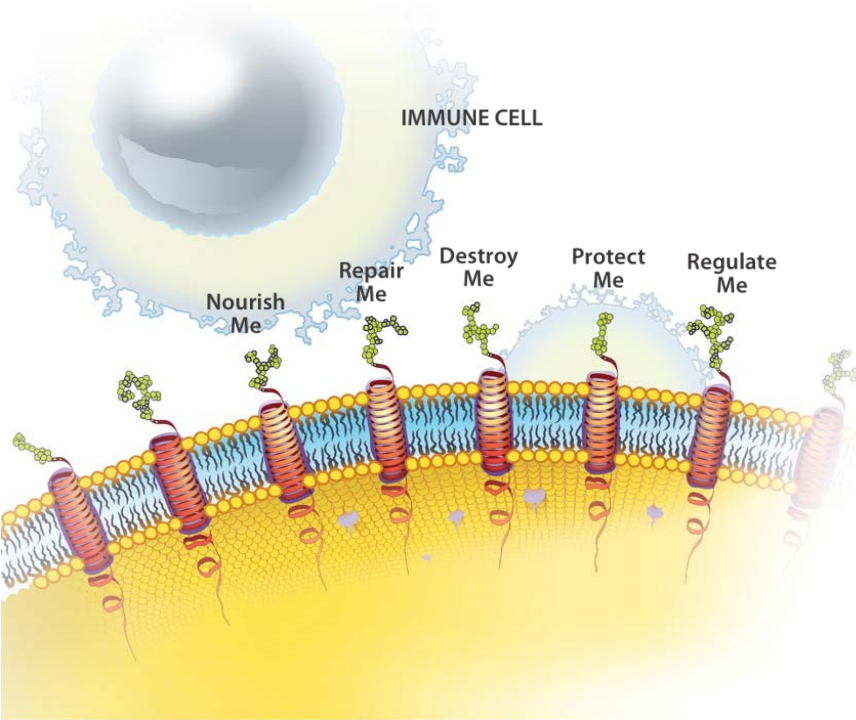
Xylose
N-acetylglucosamine
N-acetylgalactosamine
N-acetylneuraminic acid



Harper's Biochemistry
1996 Ed.

Harper's Biochemistry was originally published in 1939. This textbook, published by McGraw-Hill Medical, has been educating healthcare professionals about glyconutrients since 1996.

Ambrotose: The Missing Link in Human Nutrition

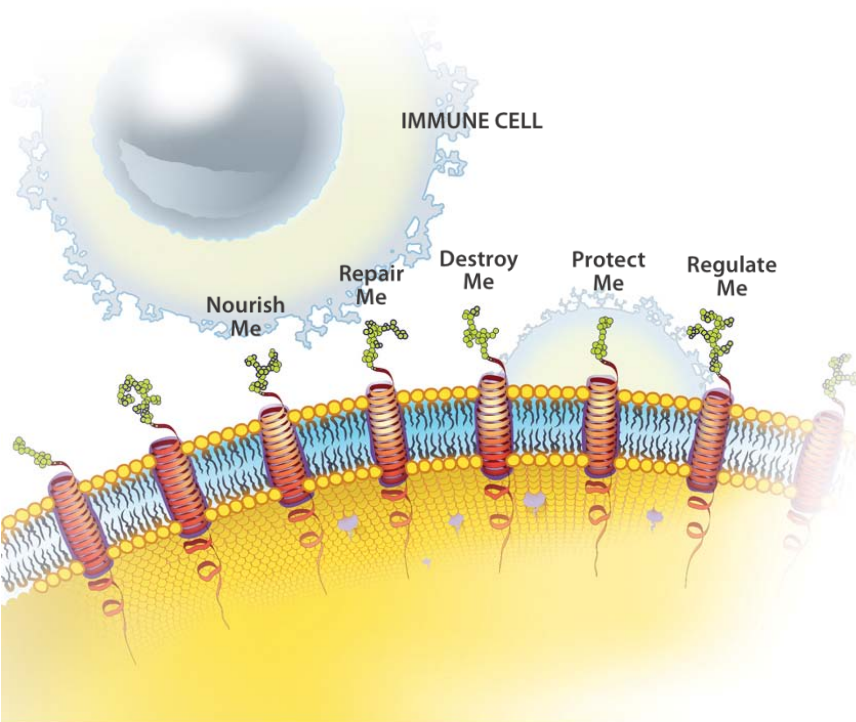


Cell surface sugar structures called glycoproteins are necessary for the proper recognition and functioning of many cells.

When sugars are missing from the glycoprotein structures, cells cannot function normally.

Immune cells read the cell surface sugar structures on other cells to determine if they're healthy, need repair or need to be destroyed.

Missing Sugars Spell Trouble



When cells turn against the body, as in degenerative type functions, research has shown that sugars are missing from their glycoprotein structures.

Capitalizing on Carbohydrates, 1991

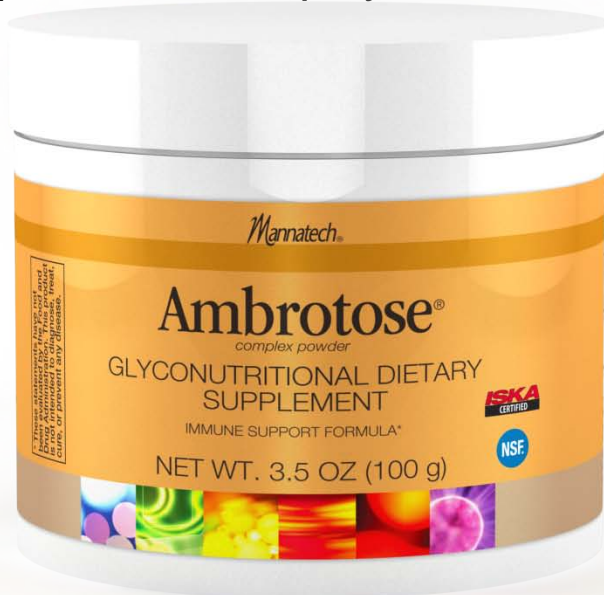
Removing a sugar [from its cell surface structures] turns protective antibodies (repair cells) into attackers."

Rockefeller University, July 4, 2007

Ambrotose® Complex

A New Category of Vital Nutrients

The first standardized blend of plant-sourced polysaccharides



50 patents worldwide issued for this breakthrough technology

- Supports Cellular Communication*
- Improves Cognitive Function*
- Improves Memory*
- Improves Concentration*
- Improves Attentiveness*
- Improves Mood*
- Decreases Irritability*
- Supports Immune System Function*
- Supports Digestive System Function*

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

The Old Theory

Scientists once believed that it was not possible to influence the body's production of cell surface sugar structures through dietary intervention.

The New Reality

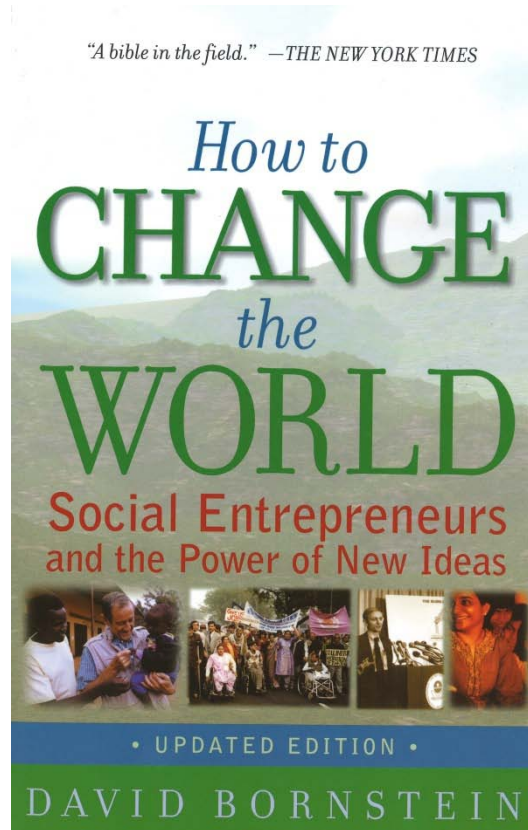
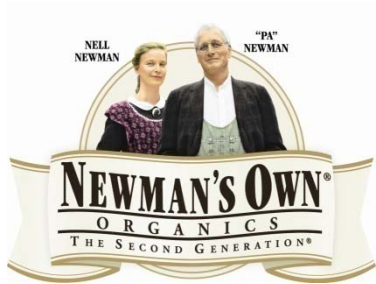
New Research Published in the *European Journal of Clinical Nutrition* (2011) 65, 648–656 reported that:

For the first time, science has shown that the ingestion of a standardized blend of plant polysaccharides [Ambrotose powders] can induce significant changes in glycoprotein structures with no adverse effects.

* 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.

Solving the World's
Biggest Problems
Creates the World's
Biggest Opportunities

Social Entrepreneurship



- Take on a Global Problem
- Find an Innovative Solution
- Tap into the Public's Passion
- Mechanism to Compensate the Participants

Take on a Global Problem

“**Malnutrition** kills five million children under the age of five each year in developing countries.”

—UNICEF

“Between one-third to one-half of all childhood deaths in the world are linked to **malnutrition.**”

—*New York Times*

Malnutrition is now becoming a global epidemic in developed nations.

Real Food Technology Solutions



Real Food Technology solutions—the brains and brawn of **science and nature combined** into powerful, nutritional supplements.

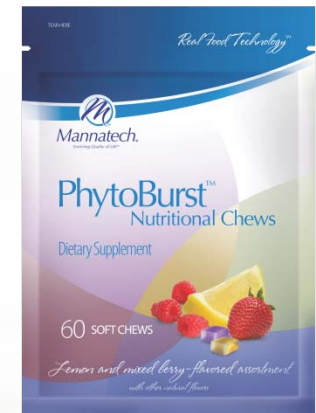
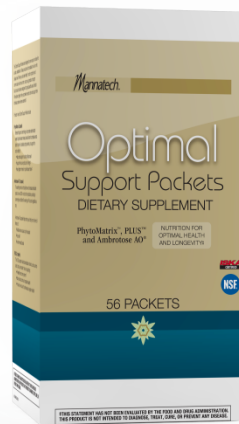
Our bodies were designed to eat food, and we believe food- or plant-sourced ingredients provide the basis for the best, nutrient-rich solutions.

Solutions—not just products.

Find an Innovative Solution



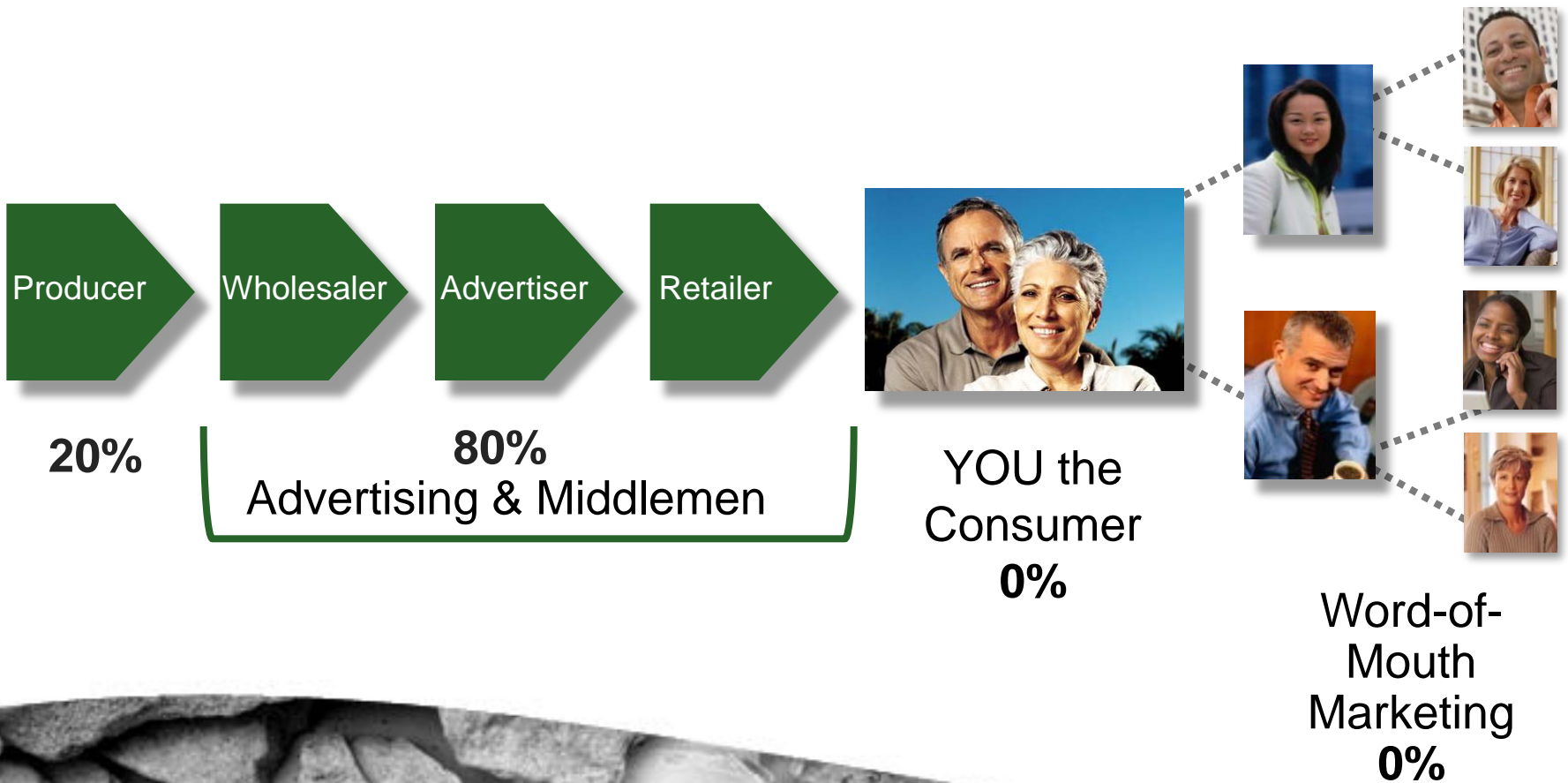
*Give for Real*SM



Donation Through Consumption

Traditional Retail Distribution

Does Not Reward Consumers for Sharing



Our Social Entrepreneur Marketing Distribution Model

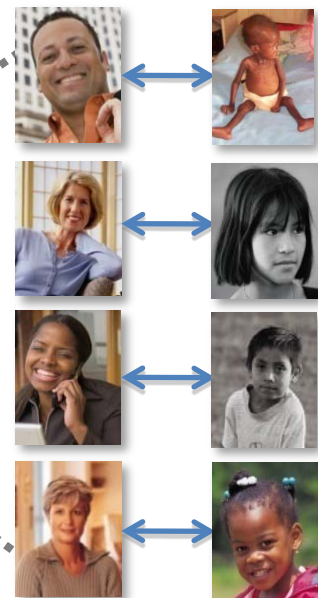
Reward Your Consumers



56%
Research & Development,
Quality Assurance,
Manufacturing & Distribution



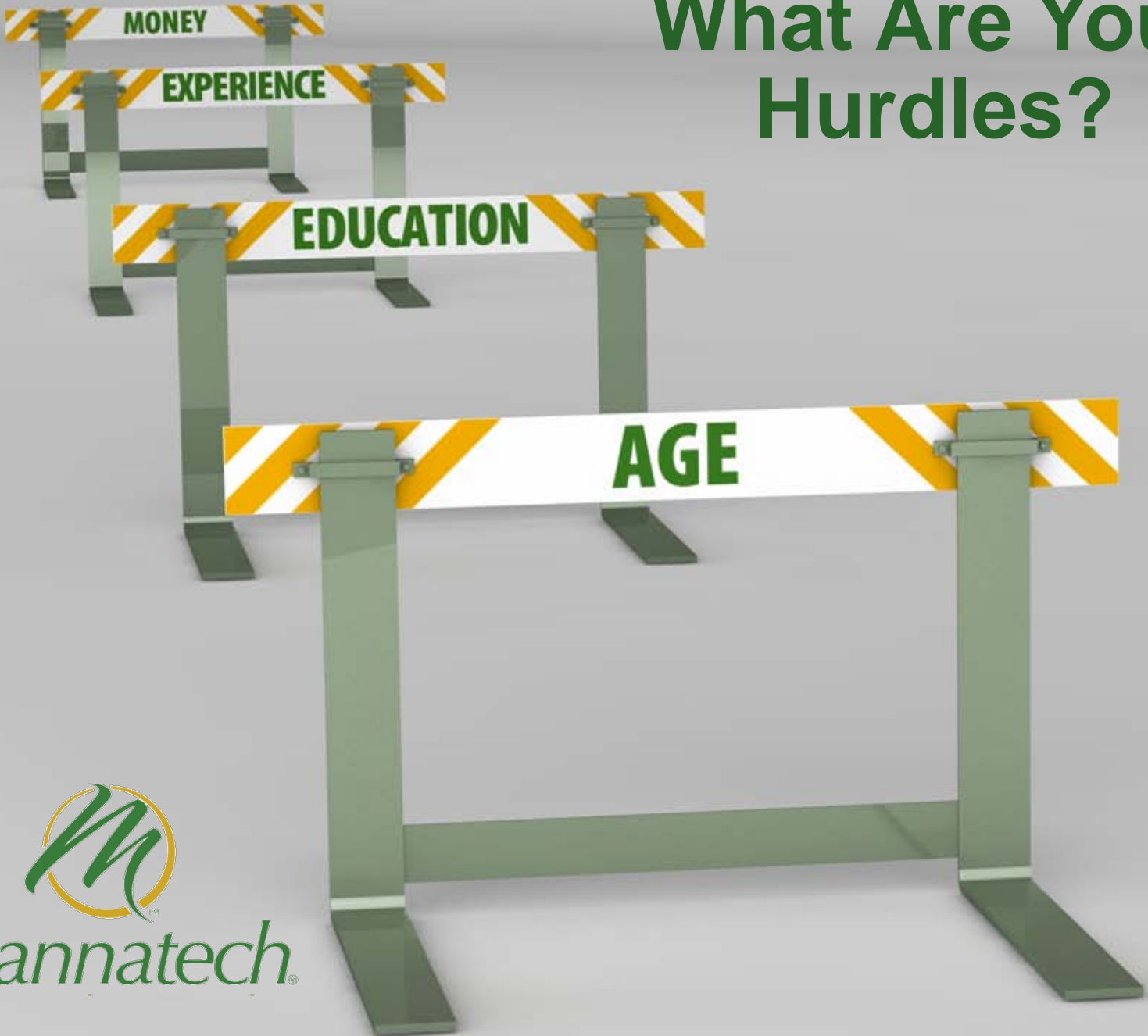
YOU—as an
Entrepreneur
Up to **44%**
Earning Potential



Word-of-
Mouth
Marketing

Financial
Rewards
and More

What Are Your Hurdles?





REAL» SWITCH CHALLENGE



 **Mannatech.**
Live for Real.

REAL»SWITCH CHALLENGE

The Switch Is On

Synthetic to **Real Food-Based Supplements**

Basic Nutrition to **Whole New Category of Nutrition**

Employee to **Entrepreneur**

Hype to **Heart**

Just making money to **Making a Global Difference**

REAL»SWITCH CHALLENGE

The Switch Is On

Change one thing.
Change everything.

Ongoing Rewards Campaign

- FREE Product
- iPad Incentive
- Domestic TRIP Incentive
- CASH Rewards
- HAWAII Summit



iPad is a trademark of Apple Inc.

3 Easy Steps

1. Set up an Associate Account.
2. Set up an Automatic Order.
3. Find four friends—to take the Challenge with you.

Step 1

Set up your Associate account and pick your pack.

Now That You Know the Facts, Won't You Switch?

Get started today by choosing one of our four product offerings based on Real Food Technology solutions:



\$39

Ongoing Automatic Order = \$39.83

Grab **PhytoMatrix caplets**, a natural and plant-sourced multivitamin/mineral at a great price!

\$99[†]

Ongoing Automatic Order = from \$112.05 to \$124.43, depending on product chosen.



OR



Start with one of our **Ambrotose products** or **Optimal Support Packets**, which include daily servings of **PhytoMatrix, PLUS[™]** for hormonal balance* and **Ambrotose AD[®]**, an antioxidant.*

*Advanced Ambrotose Pack = \$109 initial order.

Note: There are other products available in addition to those listed above. The product packs above consist of our most popular products and our best values.

[†] www.organicconsumers.org/articles/article_3697.htm

[‡] Source: *Columbian: Dietary Supplements Market Trends & Opportunities 4/28/09* (Dietary Supplement Market USA)

[§] *European Journal of Clinical Nutrition* (2011) 65, 648-656

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

\$159⁹⁹

Ongoing Automatic Order* = \$159.99 and **FREE SHIPPING!**

Our most popular products at our best price! Get an **Ambrotose product** and **Optimal Support Packets** and **save \$90.**



AND

\$499

Order for the whole family, or stock up for yourself with one of our Premium Health Packs.



The Real Deal: our 180-Day Satisfaction Guarantee

Mannatech guarantees your full satisfaction. If not completely satisfied, contact Customer Care and return the product within 180 days for a full refund. See Mannatech.com for full details.

Step 2

Set up your Automatic Order for ongoing wellness.

**You'll
save
an extra
10%**



BONUS: Your ongoing order of eligible Give for Real products will provide nutritional support to a child in need on a monthly basis.



Give for Real

Step 3

Find **four** friends
and
start seeing results!



18-Month Personal Strategic Plan



This is not a guarantee or projection of your actual earnings. Actual earnings depend on your individual effort and the time devoted to your business. All commissions and bonuses are earned through the sale of Mannatech products.

The Mannatech Long-Term Business Plan



	Bronze	Silver	Gold	Platinum
Annualized Median Income	\$113,879.77	\$211,679.39	\$403,144.55	\$672,128.14
Children Helped	600+	1,200+	1,800+	2,400+

This is not a guarantee or projection of your actual earnings. Actual earnings depend on your individual effort and the time devoted to your business. All commissions and bonuses are earned through the sale of Mannatech products.

HBR.ORG

Harvard Business Review

What Great
Companies
Do Differently

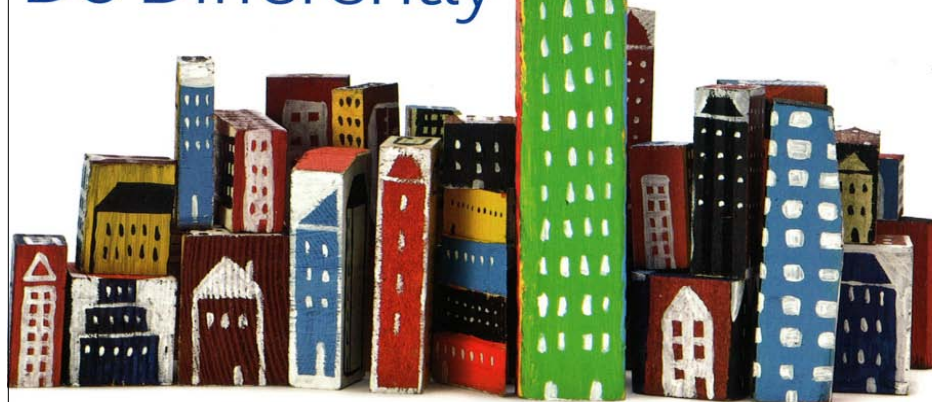


NOVEMBER 2011

106 Innovation
The Great Repeatable
Business Model
Chris Zook and James Allen

124 Technology
Everything You Need to
Know About “The Cloud”
Andrew McAfee

27 Idea Watch
What Business Can Learn
From Organized Crime
Marc Goodman



They create value
for society, solve
the world's
problems and still
make money, too.

When we simply observe the problems around us, we say, “That’s life.”

When we solve those problems, we say, “**That’s living.**”

—Sam Caster



Associates earn commissions based on product sales. Actual earnings depend on an individuals efforts and skill, the customer base available to them and the time devoted to their business. These factors differ from Associate to Associate. These figures should not be regarded as a guarantee or projection of actual earnings. There are no guarantees regarding income.

The total average number of Associates in 2010 ordering greater than or equal to 100 PPV per Business Period is 38,470. Of that total, 27.61% were “Business Builders” and 72.39% were “Consumer Associates.” For the Purposes of our Income Average Statement, the term “Business Builder” means Associates who ordered greater than or equal to 100 PPV and sold products and earned income from their sales and sales made by their downline. The 2010 Income Averages disclosure is not for use in Georgia, Louisiana, Maryland, Massachusetts or Wyoming

The Annualized Median Income (AMI) is derived by segmenting the leadership levels and income by business period in 2010. All incomes above and below the midpoint are discarded, leaving the median income for each leadership level. This income is added together for all 13 business periods to establish the AMI within each leadership level.

The statistics used in this presentation are for the United States and only represent Associates with 100 PPV or more each Business Period making them eligible to earn commissions during 2010.

See the Mannatech Career and Compensation Plan for more details on earnings and bonuses.

© 2011 Mannatech, Incorporated. All rights reserved.

Mannatech, Live for Real, Stylized M Design, Give for Real, Real Food Technology, Ambrotose, Advanced Ambrotose, MannaBears, PhytoMatrix and PhytoBurst are all trademarks of Mannatech, Incorporated.