

# Fact Sheet

## Business Summary

- In business since 1993
- Continuing to build earnings power
- Strong management expertise
- Employs quality-driven people
- Solid balance sheet with limited debt
- Core products based on patented proprietary raw material blend
- First-class quality products targeted at optimal health and wellness

Mannatech™

enriching quality of life<sup>SM</sup>



Mannatech develops innovative, high-quality, proprietary, nutritional supplements, skin-care and topical products, and weight-management products that are sold in the United States, Canada, Australia, the United Kingdom, Japan, New Zealand, Republic of Korea, Taiwan, Denmark, Germany, and South Africa. Worldwide, Mannatech employs over 545 people, operates as a single segment and primarily sells its products through approximately 554,000 independent Associates and Members who have purchased products or packs within the last 12 months. Mannatech's products are focused on impacting optimal health and wellness and are based on polysaccharide technology. Mannatech's flagship product, Ambrotose® complex provides antioxidant benefit and support to the immune system, the digestive tract, and cognitive function.\*

### OUR STRENGTHS

Mannatech has extremely loyal customers who value the benefits and quality from its products. Mannatech focuses on transitioning identified research and development into innovative science-backed proprietary patentable products that target optimal health and wellness. Furthermore, Mannatech offers its independent Associates a host of opportunities to succeed in their financial pursuits through creative training aids, specialized seminars, and innovative technology. Mannatech believes the combination of its talented and dedicated workforce, coupled with its outstanding and loyal independent Associates, technological infrastructure, its unique high-quality products, and a very competitive commission structure are the right formula for Mannatech to focus on continuing to achieve its financial goals for all of its markets and increasing shareholder value.

### OUR OPPORTUNITY

Mannatech believes its global Associate career and compensation plan is one of the most generous and financially rewarding in the industry. The plan is designed to help facilitate faster payouts and strengthen customer retention levels. Mannatech's career and compensation plan provides a unique, multi-tiered compensation stream that is both globally-equitable and capable of boosting potential rewards at virtually every stage of business growth. In addition, Mannatech provides an innovative e-commerce platform based technology that provides its independent Associates with a vast array of reports and organizational sales volume tracking tools to help maximize their earnings potential.

### OUR FUTURE

Mannatech continues to believe that network-marketing is the most cost-effective way to quickly and effectively introduce its products into the global marketplace. Network-marketing minimized up-front costs, as compared to conventional marketing methods, and allows Mannatech to be more responsive to the ever-changing overall market conditions of the market place. Mannatech continues to research new products and focus on controlled successful international expansion. In March 2007, Mannatech introduced BounceBack™ capsules, a natural, proprietary blend of proteolytic enzymes and phytosterols that, when taken daily, over time supports optimal joint health and helps reduce soreness and stiffness due to overexertion or physical activity.\* This exceptional new product is a technological breakthrough designed specifically to aid the body's natural recovery process. In May 2006, Mannatech introduced the Mannatech Optimal Skin Care System™ in Japan and introduced it into the United States and Canada in March 2007. In November 2006, Mannatech introduced a revolutionary new supplement, PhytoMatrix™ caplets. This is the nutrition industry's first supplement containing completely standardized levels of natural vitamin complexes, plant-sourced minerals, and standardized phytochemicals.

### FOR MORE INFORMATION CONTACT:

**Investor Relations**  
**Gary Spinell**  
VP of Finance and Corporate  
Communications  
(972) 471-6512  
Fax (972) 471-7342  
IR@mannatech.com

### CORPORATE OFFICES:

**Mannatech, Incorporated**  
600 S. Royal Lane, Suite 200  
Coppell, TX 75019  
(972) 471-7400  
www.mannatech.com

### EXECUTIVE OFFICERS

**Mr. Wayne L. Badovinus,**  
President, Chief Executive Officer, and  
Board Member

**Mr. Terence L. O'Day,**  
Executive VP, Chief Operating Officer

**Mr. Stephen D. Fenstermacher,**  
Senior VP, Chief Financial Officer

**Mr. Alfredo Bala,**  
Senior VP Global Business Development

**Mr. B. Keith Clark,**  
Senior VP, General Counsel, Corporate Secretary

**Ms. Terri F. Maxwell**  
Senior VP, Chief Marketing Officer

**Dr. Robert A. Sinnott, MNS, PhD,**  
Senior VP, Chief Science Officer

#### Safe Harbor Forward-Looking Statements

Statements contained in this report may be forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, Section 21E of the Securities Exchange Act of 1934, as amended, and the Private Securities Litigation Reform Act of 1995. Opinions, estimates, targets, expectations, beliefs, forecasts, projections, trends, future plans, guidance, strategies and certain other statements other than statements of historical facts are considered forward-looking statements. When we make forward-looking statements, we are basing them on our management's beliefs and assumptions, using information currently available to us. Matters discussed in these statements involve risks and uncertainties that may cause results to differ materially from those set forth in these statements. These risks and uncertainties include descriptions of our objectives, strategies, plans, goals, targets, or other statements and other such risks and uncertainties as identified in the Risk Factors section of our Annual Report on Form 10-K, as well as other SEC filings. We have no intention, and disclaims any obligation, to update or revise any forward-looking statements, whether as a result of new information, future results, or otherwise.

\*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.



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## Financial Highlights

(in thousands, except per share and independent Associate data)

	QTR JUNE 2008	QTR JUNE 2007	FULL YEAR DEC. 2007
Net Sales	\$ 86,781	\$ 110,710	\$ 412,678
Income (Loss) Before Income Taxes	\$(16,484)	\$ 1,844	\$ 10,489
Net Income (Loss)	\$(10,527)	\$ 1,527	\$ 6,594
Diluted Earnings (Loss) Per Share	\$ (0.40)	\$ 0.06	\$ 0.25
Shareholders' Equity	\$ 69,602	\$ 92,027	\$ 86,855
Total Cash and Investments	\$ 41,180	\$ 38,189	\$ 60,053
Total Assets	\$ 140,966	\$ 151,535	\$ 152,454
Independent Associates and Members <sup>(1)</sup>	554,000	569,000	575,000

(1) Independent Associates and Members who have purchased products or packs within the last 12 months.

### SALES BY COUNTRY

(in millions)

	For the quarter ended June 30, 2008	For the quarter ended June 30, 2007
United States	\$45.4	\$67.7
Japan	11.7	11.4
Republic of Korea	9.8	10.4
Australia	7.0	7.7
Canada	6.2	8.0
New Zealand	1.4	1.9
United Kingdom	1.2	1.6
Germany	1.0	1.2
South Africa	1.4	-
Taiwan	1.4	1.4
Denmark	0.3	0.4
Total	\$86.8	\$111.7

### INVESTMENT DATA

(as of 6/30/08)

NASDAQ Global Select Market:	MTEX
Shares Outstanding:	26.5M
52 Week Low/High*	\$4.75/\$9.61
Market Capitalization:*	\$146M
Book Value/Share:	\$2.63
EPS (diluted)	(\$0.40)
Cumulative Dividends**	\$0.18
# of Countries	11

\* As of August 8, 2008

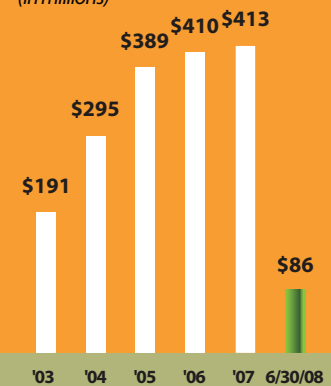
\*\* Cumulative amount paid in 2008. During 2007, we declared \$0.09 dividend per share, per quarter.

### DILUTED EARNINGS PER SHARE



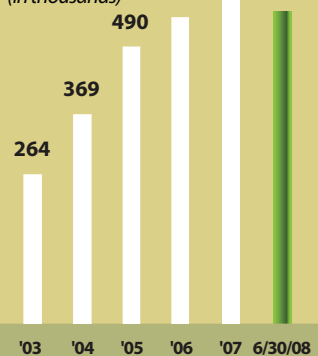
### NET SALES

(in millions)



### INDEPENDENT ASSOCIATES AND MEMBERS

(in thousands)



### WORKING CAPITAL

(in millions)

