
MANNATECH FACT SHEET

Founded by: William and Skip Fioretti, and Samuel L. Caster, October, 1993

Corporate Address: 1410 Lakeside Parkway, Suite 200, Flower Mound, Texas, 75028

Chief Executive Officer: Al Bala, a 40+ year veteran of network marketing

HISTORY: Foundation based on the DSHEA Act

1943

A court case stated that the FDA's purpose was "To protect the public, the vast multitude which include the ignorant, the unthinking and the credulous who, when making a purchase, do not stop to analyze."

October, 1994

- Passage of DSHEA (Dietary Supplement Health Education Act) states: "Consumers should be empowered to make choices about preventive health care programs based on data from scientific studies of health benefits related to particular dietary supplements..."
- The DSHEA Act states there is a "link between the ingestion of certain nutrients or dietary supplements and the health benefits..."
- The passage of this act created an entirely new industry called the nutraceutical industry.
- Position in industry: According to *Physician's Management* magazine (September, 1995), Mannatech is the leader in the emerging nutraceutical industry.
- DSHEA significance: Consumers will be able to access standardized supplements with scientifically proven effectiveness that conform to good manufacturing practices (GMP). This will enable consumers to make informed choices and to experience better health at a lower cost (and less risk) than with conventional medicines.

1995-2000

Mannatech establishes a highly recognized science team headed by Dr. Bill McAnalley, credited with the discovery and extraction of the active healing ingredient in the aloe vera plant called mannose, and Dr. Reginald McDaniel.

1996

- The American Naturopathic Medical Association (ANMA) presented its highest scientific honor to Dr. Bill McAnalley and Dr. Reg McDaniel, both employees at Mannatech, for "the most significant advancement in biochemistry" in developing the product Ambrotose.[®]
- "Harpers Biochemistry" Medical School textbook provides an entire chapter to glycoproteins in which it states: "About 200 monosaccharides (carbohydrates) are found in nature; however, only eight are found...the chains of glycoproteins."
- August 9, 1996: Mannatech files initial patents protecting proprietary rights on "necessary carbohydrates" for their product Ambrotose. "Ambrotose products are designed to help provide the eight known monosaccharides used in glycoconjugate synthesis."

November/December 1997

In *Science and Medicine* magazine, "Breastfeeding Stimulates the Infant Immune System" by Lars Hanson supported the fact that in mother's milk, many of these same oligosaccharides exist and are responsible for enhancing the immune system as well as other diverse health benefits.

1998

President and CEO of Mannatech established an independent charitable organization, MannaRelief. Mannatech sold its products at cost to MannaRelief, which thereafter shipped them to orphanages around the world and to other institutions to nourish malnourished children.

February 12, 1999

Mannatech became publicly traded on NASDAQ.

2000-2009**March 23, 2001**

Science Magazine features: "Carbohydrates and Glycobiology" featuring the continuous research and development of the science of glycobiology in the scientific community.

July, 2002

American Scientist: "Sweet Medicine: Building Better Drugs from Sugars" which revealed the massive growth of drug companies researching and developing drugs from sugars.

2005

Mannatech receives U.S. patent for technology related to Ambrotose complex.

October 30, 2006

Forbes magazine lists Mannatech in "Top 10 Best of the Best" small companies in America.

2007

- *Business Week* lists Mannatech as #12 in top Hot Growth Companies.
- Mannatech and Sam L. Caster, et. al. are sued by the Texas Attorney General for making unlawful claims regarding the impact of the products on certain disease conditions, and failing to prevent Associates from making unlawful claims as well as other offenses; company terminates employment relationship with Sam L. Caster as required by Texas AG.
- Associates in field were openly discussing their health results as "free speech" not distinguishing the issue of "commercial speech" whereby individuals are not protected in using certain language to persuade people to purchase products.

February 2009

Texas Attorney General case is settled by Mannatech.

2010-Present**2010**

After experiencing a considerable downturn in charitable giving through the recession of 2008-9, the company adopted a "Tom's shoes" approach supporting malnourished children around the world: with each purchase of certain Mannatech products, there was a "matching" donation to MannaRelief. In 2012, with Mannatech having terminated its relationship with Sam Caster, the company established the M5M Foundation through which they extended "matching contributions" to malnourished children worldwide based on every product sold, and by 2016, Mannatech was impacting over 100,000 children per day.

2011

European Journal of Clinical Nutrition published study showing that consumption of Ambrotose impacted the glycosylation on the outside of the human cell surface.

2012

National Academies of Science issued 197-page report entitled “Transforming Glycosciences” offering bold support for the importance and science behind Mannatech’s Glyconutrients.

2013

Mannatech’s CEO featured in *Nutraceuticals World* magazine.

2014

Mannatech’s CEO featured in *Direct Selling News*.

2015

- *Dallas Morning News*: Mannatech ranked in top 20 companies in Dallas.
- Mannatech established the Global Scientific Advisory Board (GSAB), now made up of 12 medical professionals from around the world who help locate the best ingredients and formulate life-changing products for Mannatech.

2016

Mannatech locks down exclusive agreement with Natural Aloe Costa Rica for Manapol® powder.

By 2017

Mannatech:

1. Is now operating in 26 different markets around the world.
2. Throughout its history, has acquired over 135 patents on its breakthrough products, including over 50 alone just on the Ambrotose products. Currently, Mannatech has around 90 patents on its products.
3. Has a product line of over 30 products, the most significant of which is Ambrotose powders.
4. As of 2018, the company has sold over \$3 billion of Ambrotose alone.
5. Has an uncompromising commitment to quality.
6. Has a 100% money back guarantee for up to 180 days.
7. Has one of the most lucrative compensation plans in the industry.