

PRESENTING THE INTERNATIONAL TEAM NEWSLETTER

We are pleased to introduce our Natrol International newsletter, aimed at providing you with useful information about the Natrol company brands, category developments, consumer trends, customer best practices, and our people.

With over 37 years of success selling vitamins, minerals, and supplements, Natrol is well positioned to be your preferred partner to grow your business and provide the best products to your consumers.

SPOTLIGHT



5 Healthy Eating Tips:

1. Keep up fruit and vegetable intake.
2. Swap in healthy dried or canned alternative when fresh produce is not available.
3. Build up a stock of healthy snacks.
4. Limit highly processed foods.
5. Make cooking and eating a fun and meaningful part of your family routine.

FREQUENTLY ASKED QUESTIONS ABOUT COVID-19 AND DIETARY SUPPLEMENTS

Can the novel coronavirus (SARS-CoV-2) be transmitted via dietary supplements or their packaging?

According to multiple public health agencies around the world, including CDC, WHO and FDA, coronaviruses are primarily spread from person-to-person through respiratory droplets. The current science shows no evidence that the virus can be acquired through consumption of a dietary supplement.

Moreover, the CDC reports that coronaviruses have poor survivability on surfaces and there is likely very low risk of spread from supplement products or packaging that are shipped over a period of days or weeks and exposed to different temperatures.

I have not been able to find my favorite supplements in stock at any of my brick and mortar or online stores. When will I be able to obtain them?

While there are some shortages of specific supplements, there is an ample supply of supplements being manufactured and transported at this time.

Current shortages are limited in nature and are being driven by extreme demand rather than a lack of supply. Out of stock items should become readily available if the entire supplement value chain (sourcing, manufacturing, shipping, warehousing, retail, and laboratories that provide testing services) continues in operation.

Need and demand are great, and the dietary supplement industry is ready to do its part in serving the public during this pandemic.

How are supplements able to still be manufactured, transported and sold given shelter-in-place or social distancing requirements? What is the industry doing to protect its workers?

Essential aspects of commerce are permitted to continue despite current restrictions. Procedures are being modified where necessary to protect workers, following the latest CDC guidelines. For instance, additional personal protective equipment may be required, manufacturing lines may run with fewer workers, and temperature screens may be conducted on employees to ensure a healthy workforce.

I have heard there are supplements that can prevent or treat the novel coronavirus (COVID-19). True?

No supplement may claim to diagnose, prevent, treat or cure COVID-19. Consumers and retailers should avoid products that suggest they do.

Should I be taking supplements to support my immunity during this time of pandemic?

Many dietary supplements do help support a healthy immune function. However, the decision whether to take a dietary supplement should be discussed with your doctor or other healthcare practitioner, who is the best person to help you effectively use supplements to promote your overall health and wellness. No supplement may claim to diagnose, prevent, treat or cure COVID-19.

How can I be assured that FDA is still doing adequate enforcement of the dietary supplement industry, when it is expending significant resources on testing, treatment and vaccine issues with respect to the coronavirus? I hear some inspections were suspended?

The officials at FDA who are responsible for overseeing the dietary supplement industry are still very much on the job. However, FDA has postponed some routine facility inspections as it adjusts procedures to protect its own employees. FDA will continue "for-cause inspection assignments" that are deemed "mission-critical."

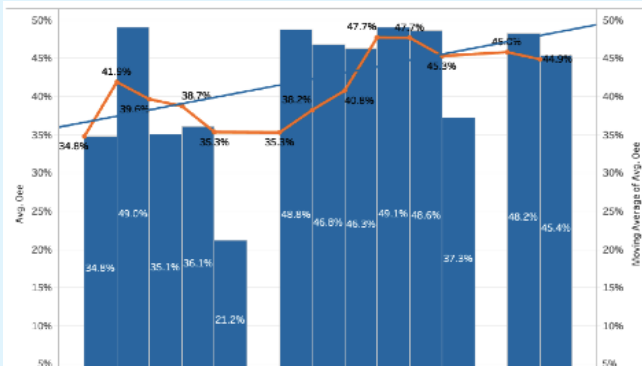
Now more than ever, it matters what companies and brands consumers choose. There are many ethical companies that produce excellent products. But there are also some outliers that do not follow the rules—and some companies may be tempted to cut corners in a time when they know FDA is suspending inspections. Consumers should rely on trusted brands and avoid buying products from a company they have never heard of.

NATROL®

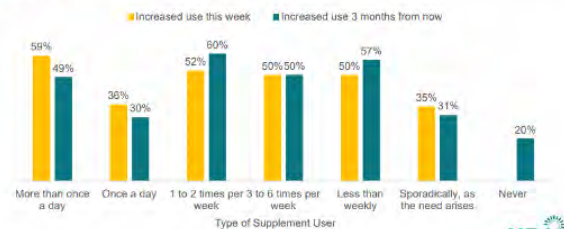
High quality vitamins, minerals and supplements you can trust.

SUPPLEMENTS IN THE TIME OF COVID-19

As industry after industry is battered by shutdowns and demand disruptions related to the coronavirus, the supplement industry finds itself in an enviable position for growth. A health-focused industry is seeing a promising spike in sales:



% of consumers who report increased use of supplements



Phase 1: As minimal cases were reported, consumers began to stock up on products essential to proactive Well-Being such as Vitamins & Supplements, Antiseptics, and Homeopathic Medicines.

Phase 2: As confirmed cases hit 12.9k in the United States and quarantine policies were applied, consumers started stockpiling food & wellness items.

† 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.

SCIENTIFIC & CONSUMER TRENDS

Below please find interesting educational information about vitamins, minerals, supplements and fitness. Click on the topic to access information.

[Coronavirus \(COVID-19\) National Institutes of Health \(NIH\)](#)

[How to Boost Your Immune System](#)

[10 Simple Ways to Improve Your Health](#)

For informational purposes only, Natrol is not responsible for the contents in these links.

VITAMIN D3



Nearly 50% of Americans are deficient in this key nutrient and vitamin D3 may be the single most important nutrient recommended for supplementation.† Known as Cholecalciferol, D3 is the natural form of vitamin D and usually obtained through diet or produced by the skin from the ultraviolet energy of the sun. Poor diet and lack of sun exposure can result in inadequate intake of vitamin D for optimal health!†

PYCNOGENOL®

Pycnogenol (pic-noj-en-all) is a potent antioxidant and a natural compound that comes from the bark of a European maritime pine tree (Pinus pinaster) by a patented process. Natrol® Pycnogenol® utilizes a patented process that is lab tested and with clinically tested ingredients to bring you the highest quality of active ingredients.†



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