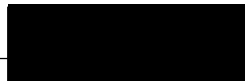


Committee on Energy and Commerce
U.S. House of Representatives
Witness Disclosure Requirement - "Truth in Testimony"
Required by House Rule XI, Clause 2(g)(5)

1. Your Name: <i>Nathan Smith</i>		
2. Your Title: <i>VP Strategy & International</i>		
3. The Entity(ies) You are Representing: <i>True Science</i>		
4. Are you testifying on behalf of the Federal, or a State or local government entity?	Yes	No <input checked="" type="checkbox"/>
5. Please list any Federal grants or contracts, or contracts or payments originating with a foreign government, that you or the entity(ies) you represent have received on or after January 1, 2013. Only grants, contracts, or payments related to the subject matter of the hearing must be listed. <i>None.</i>		
6. Please attach your curriculum vitae to your completed disclosure form.		

Signature: _____



Date: *26 April 2016*

NATHAN MICHAEL SMITH

PROFESSIONAL EXPERIENCE

True Science (2013 to present)

Vice President, Strategy & International

Springville, UT

- Work closely with CEO to create company's growth plans then execute growth initiatives
- Responsible for operations in Europe
- Responsible for government and legislative initiatives including the Fairness to Pet Owners Act

Nu Skin Enterprises, Inc. (reported to CEO, 2010-2013)

NYSE: NUS, \$2.5 billion annual sales of personal care, nutritional, and technology products

Vice President, Strategy & Business Development

Provo, UT

- Responsible for the development of emerging markets business model with a focus on Brazil and South America
- Completed due diligence reviews of acquisition targets and potential strategic partners
- Developed portfolio investment plan for incubator of early stage concepts and companies that could eventually be leveraged by Nu Skin

Wal-Mart Stores, Inc. (2008 to 2010)

Senior Director, Grocery Business Development

Bentonville, AR

- Direct report to the EVP of US grocery division (\$120B) – helped create and write division strategy plan.
- Responsible for key grocery development projects in produce and pet departments, which were each \$7B departments.
- Created business case for direct sourcing produce leading to major global food sourcing initiative.
- Lead in negotiations of several new business relationships including an acquisition and various strategic alliances.

Director, Strategy (2006 to 2008)

Bentonville, AR

- Direct report to the Vice Chairman – developed corporate innovation plan. Created board of director strategy and budget overviews presented by the Vice Chairman.
- Assigned by Vice Chairman to oversee and participate in strategic planning of the Logistics Division, Information Systems Division (ISD), Global Procurement, Real Estate, and Benefits. Responsible to create combined plan and corresponding budget for annual board meeting.
- Coached the leadership of fresh food and home departments in the development of three-year strategy plans.
- Member of steering committee to enhance in-store space efficiency.

Wal-Mart International (2004-2006)

Europe Strategy Manager

Wal-Mart Germany (September 2005 – February 2006)

Wuppertal, Germany

- Relocated to Germany to participate in the development of the strategic turnaround plan. Co-authored plan with country CEO which was presented to Wal-Mart senior leadership leading to the decision to divest the business.
- Coached executive sponsors and initiative task forces in the development of action plans. Co-developed plans to reposition the business and each of its departments.
- Articulated the necessary investment, key development efforts and timeline to turnaround the business.

ASDA, Wal-Mart UK (Summer 2005)

Leeds, England

- Invited by country president to develop the strategy for the existing 280 stores and \$30B business.
- Engaged leaders throughout the business to determine strategic priorities capable of moving the business forward.
- Developed inclusive process that resulted in alignment and the rapid implementation of key initiatives.
- Elevated ASDA's number one systems request previously unmet for 18 months – catalyst for the acquisition of \$20 million software solution, developed the business case and valuation model.
- Execution of strategic plan resulted in a 10% swing in comp sales from approximately -3% comp to 7% comp.

Strategy Manager (*September 2004 – May 2005*)

Bentonville, AR

- Managed post-merger integration study with a leading strategy consultancy.
- Authored strategic review of the Target Corporation for ASDA and Wal-Mart International.
- Participated in the development of a new format for emerging markets and India in particular.
- Developed financial review contrasting the international growth of Wal-Mart, Tesco and Carrefour.

International Specialty, Manager (*July 2004 – September 2004*)

Bentonville, AR

- Created a development framework for each Wal-Mart specialty business to enable international operators to measure business feasibility and provided a high-level launch plan. Development guide created for: photo, pharmacy, optical, shoes, jewelry, Tire Lube Express, and Connection Centers.
- Created a predictive modeling tool for the photo division using Monte Carlo simulation to forecast the success of proposed photo centers and to guide capacity planning and equipment selection.

Eli Lilly and Company (*Summer 2003*)

Marketing Intern, Zyprexa Brand Team, Long-term Care

Indianapolis, IN

- Directed a \$250,000 market research project, including a consulting forum in NYC with 75 physicians.
- Identified unique needs of physician customers and their patients that reside in psychiatric group homes.
- Developed initial group presentation.

NATHAN MICHAEL SMITH

PROFESSIONAL EXPERIENCE (CONTINUED)

Nu Skin Enterprises, Inc. (*1996 – 2002*)

NYSE: NUS, \$1.4 billion annual sales of personal care, nutritional, and technology products

Director of Strategic Development (reported to COO, 2000-2002)

Provo, UT

- Directed cross-functional teams of vice presidents in due diligence reviews of potential acquisitions.
- Participated in the creation and deployment of global corporate strategy and divisional business plans.
- Developed emerging markets business model that increased sales in Mexico by 10%.

General Manager, Nu Skin Brazil (two-year expatriate assignment, 1998-2000)

Sao Paulo, Brazil

- Managed start up budget of \$5MM, P&L responsibility.
- Created and implemented national strategy for selling personal care and nutritional products.
- Generated \$6MM in sales in the first year of operations by building a 17,000 distributor sales force.
- Established an internal accounting department, managed exchange rate fluctuations, and streamlined supplier relationships saving the company over \$500K annually.
- Developed new product lines including top selling Nu Summer sunscreen which accounts for 10% of Brazil sales. Developed Nu Color cosmetics line, also responsible for domestic manufacturing of mass market Scion line.
- Trained over 2,000 distributors throughout Brazil on corporate philosophy, product lines, and sales processes.

New Market Development Specialist (1997-1998)

Provo, UT

- Lead in the operations development of Poland, assisted in the development of the Philippines, and Brazil.
- Hired and coordinated training of staff, identified and planned the construction of office and warehouse facilities, managed the implementation of IT systems, and developed national delivery system.
- Responsible for the production of printed materials including marketing materials and distributor agreements.
- Established partnerships with customs brokers and product registration consultants.

Marketing/Product Development Specialist (1996-1997)

Provo, UT

- Led development team in the creation of a new fragrance called *Believe*, by *Christie Brinkley*.
- Conducted focus groups to determine optimal product positioning based on consumer appeal of Ms. Brinkley.
- Marketing lead in the development of AP24 oral care line.
- Managed relationships with corporate spokespeople including Christie Brinkley, Al and Florence Joyner, Dan Jansen, and Kerri Strugg. Authored marketing speeches for spokespeople and corporate executives.

PERSONAL

- **Interests:** Ironman Triathlon 2002 and 2012, Boston Marathon 2014, mountain biking, golfing, camping, skiing, reading, traveling, and singing.
 - **Community Service:** Sunday school teacher (10 four-year-olds), guest lecturer for the MBA program at John Brown University. Boy Scouts of America advancement coordinator, Eagle Scout, advisor of young men's organization in Utah, Sao Paulo and Arkansas, Junior Achievement Consultant, recognized by the Mayor of Logan City for recycling projects, full-time volunteer representative for the Church of Jesus Christ of Latter-day Saints in Alberta Canada (1991-1993.)
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EDUCATION

University of Virginia

Darden Graduate School of Business Administration

Charlottesville, VA

Masters of Business Administration, May 2004

- Elected to the Admissions Committee

Utah State University

Logan, UT

Bachelor of Science, Economics, Cum Laude, June 1996

- President's Leadership Council four-year scholarship, awarded for academics, community service and leadership
- Student Ambassador, selected by the University President to represent the student body