

## PRIDE POINTS: **60+ YEARS OF**

#### INSPIRATION, INNOVATION AND IMPACT



#### THE COMPANY

FOUNDER Mary Kay Ash, from humble beginnings to a champion of ensuring women could take their rightful place in the business world.

#### ACHIEVEMENT

Mary Kay Ash was recognized as one of the "Most Outstanding Women in the 20th Century" by USA Today.



35+ MARKETS Marv Kav<sup>®</sup> products are sold in dozens of countries around the world.

### A MARY KAY BUSINESS

# 100%

Of Independent Beauty Consultants are independent business owners with the flexibility to grow their businesses in ways that work best for them.

#### MILLIONS **OF WOMEN**

All over the world have enriched their lives, their families' lives and the lives of countless others through the Mary Kay opportunity.

50%

Is the profit all Independent Beauty Consultants can earn on product sales.\*\*

100%

BIODEGRADABLE

**PACKING MATERIALS** 

Made from corn and

## MARY KAY

#### VALUES

#### **GO-GIVE**

Women selflessly helping other women because we're stronger together.

#### FAMILY **OWNED** & LED

this sentiment.

By Mary Kay Ash's grandson, Ryan Rogers, to remain true to her vision of a Company of careholders not shareholders.

**OCEAN** 

**PROJECTS** 

Supported by Mary Kay through

its 36-year partnership with

The Nature Conservancy.

**RENEWABLE ENERGY** 

Powers Mary Kay's global

manufacturing and R&D

facility, as well as other

Texas-based facilities.

**MORE THAN** 

#### MAKE ME FEEL **GOLDEN RULE** IMPORTANT

Guided by the principle of treating Following Mary Kay Ash's others the way guidance, we imagine you would like everyone has a sign to be treated around their neck with

#### MARY KAY<sup>®</sup> PRODUCTS





HUNDREDS **OF PRODUCTS** Including skin care, color and fragrance in our global portfolio.

**MORE THAN** 

Global patents, which shows our dedication to innovation

**MORE THAN** 

Tests conducted every year to ensure product safety, quality and performance.



in Energy and Environmental Design (LEED) Silver-certified manufacturing facility in Lewisville, Texas. Mary Kay\* products (and counting!)

\*Source: Women Representation & Leadership at Mary Kay (May 2024)

**UP TO 1.1 MILLION** 

capacity to produce

1.1 million products

every day at our state-

of-the-art, Leadership

Mary Kay has the

currently have earned the Good Housekeeping Seal - the most recognized consumer emblem in the U.S.





\*"Source Euromonitor International Limited; Beauty and Personal Care 2024 Edition, value sales at RSP, 2023 data" \*\*The 50% gross profit calculation is based on a minimum personal retail sales volume of \$225 in wholesale Section 1 products.



WOMEN

**& SHEA** 

In 2023, Mary Kay joined

association that designs,

develops and delivers

strategies that drive

a competitive and

industry worldwide.

sustainable shea

Global Shea Alliance,

a nonprofit industry

**TREES PLANTED** Around the world in partnership with

# YOUNG WOMEN IN

29 grants and \$195,000 awarded since 2020 to young women pursuing their dreams in STEMrelated fields.



### potato starch are used to ship millions of Mary Kay\* products every year.



In monetary and product donations by Mary Kay and its four Company-sponsored foundations globally since 1996.

#### WOMEN REPRESENTATION

63% of our global workforce, 54% of our executive team, 63% of our R&D team and 57% of the leadership positions in our top 10 markets are held by women.+

### POSITIVE IMPACT **MORE THAN**

#### MILLION DONATED

Through Pink Changing Lives® to enrich women's lives around the world since 2008.



MILLION

#### WOMEN Positively impacted globally

through the Women's Entrepreneurship Accelerator powered by Mary Kay (as of December 2023).

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