



## Online Sales and Promotion Policy – Malaysia, Singapore & Philippines

dōTERRA® encourages and appreciates the efforts of Wellness Advocates in building a strong Malaysia, Singapore, and Philippines market. To continue on this path of growth and development, dōTERRA is pleased to introduce its Online Sales and Promotion Policy for Malaysia, Singapore, and the Philippines. This policy applies to all online content, including websites, blogs, social media, social networking platforms, private group messaging, and personal messaging platforms (“Online Platforms”). Implementing this policy will help the company, Wellness Advocates, and customers to secure and protect dōTERRA's reputation in the region as a legacy producer of CPTG® Essential Oils. This policy assists in maintaining a high-value product and ensuring fairness for all participants.

Effective September 1, 2019, all Wellness Advocates in Malaysia, Singapore, and the Philippines who promote dōTERRA's products and business opportunity Online, may only do so on Online Platforms which are approved by the company, including but not limited to, mydoterra.com, personal websites (approved by the Compliance team), Facebook, Instagram, Twitter and Pinterest. Auction or mall sites, such as Shopee, Lazada, Tencent, Yahoo!, eBay or Amazon, are not allowed. In addition, to retain value, all products promoted through company approved Online Platforms should not be advertised and or sold below the company's wholesale price. The following guidelines will help guide Wellness Advocates as they share dōTERRA's exclusive Essential Oils in Malaysia, Singapore, and the Philippines.

- Wellness Advocates are encouraged to share company promotions on company approved Online Platforms; however, such promotions may not be altered or enhanced with an additional free or promotional product, sales aids, merchandise, samples or services (“Add Ons”).
- Wellness Advocates should offer enrollments with current dōTERRA Enrollment Kits; however, other offers, including Add Ons, should not include an enrollment offer.
- Wellness Advocates may only promote market-approved products through company approved Online Platforms.
- All online sales and promotions must be clear and not misleading and should include a dōTERRA Wellness Advocate logo.
- Repackaged product cannot be offered or sold.
- Shipping and taxes must be included in any offer, and may not be discounted and used as an incentive to enroll a new member or to sell the product.

For questions regarding the Online Sales and Promotion policy, to obtain approval for a website or any other approval questions, please contact Compliance by writing to [compliance@doterra.com](mailto:compliance@doterra.com).

**dōTERRA's Southeast Asia Management and International Compliance Team**

This Online Promotion Policy was last modified on 09/01/2019

The Company reserves the right and sole discretion at any time to modify, suspend, discontinue or enforce the Online Sales and Promotion Policy in whole or in part and no Wellness Advocate has any right to rely on the continued existence of this policy or any effort by Company to enforce it. Any amendments to this Policy shall become effective upon thirty days prior written notice in Company's publications, by separate mailing, or through online publication on the Company website.