

Defining History One Party at a Time!

From basement beginnings to becoming the world's largest sterling silver home party company, Silpada Designs has come a long way. A passion to help women look and feel their best, combined with a love for sterling silver jewelry, has taken Silpada Designs Co-founders Bonnie Kelly and Teresa Walsh on a journey they never imagined.

1985

Pre-Silpada

- ▶ Bonnie and Teresa meet and become best friends when the oldest of their three children start first grade.

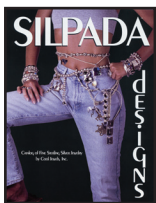
1993-1997

Pre-Silpada



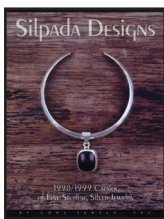
- ▶ Bonnie and Teresa each take \$25 from their grocery money to start Cool Jewels. For each of the next five years, Bonnie and Teresa average 125 parties and \$175,000 in sales.

1997



- ▶ Bonnie, Teresa and Bonnie's husband, Jerry Kelly, launch Silpada Designs. The first catalog featured more than 275 sterling silver jewelry designs and was photographed in the Kellys' home basement.
- ▶ 14 women sign on as the first independent Silpada Designs sales representatives.

1998



- ▶ Silpada begins designing and manufacturing its own line of handcrafted sterling silver jewelry and begins introducing 125-150 exclusive designs annually.

2000



- ▶ Silpada sends three representatives on its first incentive trip, an expense-paid cruise to the Bahamas!
- ▶ Retail sales surpass \$1 million.

2002



- ▶ 16,000 sq. ft. Silpada Designs corporate headquarters and distribution center opens to support record growth.
- ▶ Silpada's jewelry line expands to more than 450 designs, featuring sterling silver and semiprecious stones.

2004



- ▶ Retail sales exceed \$50 million. Silpada Designs is recognized as the largest direct seller and one of the top retailers of sterling silver jewelry in the United States.
- ▶ Silpada Designs partners with the Juvenile Diabetes Research Foundation (JDRF), establishing a national Polishing Off Juvenile Diabetes fundraising campaign.

2005



- ▶ Silpada Designs moves to a new, 120,000 sq. ft. corporate office and distribution center in Lenexa, Kan.

2006



- ▶ In less than two years, Silpada and its representatives raise more than \$325,000 for JDRF.



2007



- ▶ With more than 17,000 independent representatives and retail sales of nearly \$190 million, Silpada Designs launches a national advertising and public relations campaign.

- ▶ Silpada acquires an adjoining 250,000 sq. ft. distribution center, establishing a corporate campus of more than 370,000 sq. ft. on 30 acres.

- ▶ Silpada celebrates its 10th anniversary.



2008



- ▶ In April 2008, Silpada opens its first international venture in Canada.

2010



- ▶ In April 2010, Silpada launches in the United Kingdom.
- ▶ On July 28, 2010, Avon Products, Inc. acquires Silpada Designs, complementing its beauty and cosmetics line and further enabling Silpada to reach women across the globe for decades to come.

2011 **SILPADA**[®]
FOUNDATION

- ▶ In July 2011, Silpada launches the *Silpada Foundation*. The foundation will benefit carefully selected charities that embody Silpada's mission, and is funded by the sales of the Silpada Polishing Cloth and *Silpada Foundation* jewelry.

▶ **SILPADA**[®]
Live Life in *Style*.™

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