



June 3, 2019

Re: Revive's Adulterated Essential Oils

Dear Wellness Advocate Leaders,

We previously updated you regarding Revive Essential Oils overstepping legal boundaries into unfair competition by falsely marketing that its oils have the same quality as dōTERRA's essential oils and implying that its oils are sourced from dōTERRA's sources. In response, Revive has since modified its marketing approach demonstrating that both of its assertions were false. Nevertheless, Revive continues to dwell in the legally ambiguous and factually deceptive space of comparing its oils to dōTERRA's oils. Accordingly, as part of our response to Revive's misleading marketing, we are sharing the recent test results of additional Revive essential oils.

Attached please find the results of Revive's Birch, Bergamot, and Deep Soothe GC/MS testing. The results track the report of Revive's Lavender that we previously shared in that each of these oils also shows adulteration. Specifically:

- Revive Bergamot: Contains synthetic markers of linalyl acetate (linalyl acetate A & B and Linalool oxide acetate cis & trans).
- Revive Birch: Contains synthetic marker of methyl salicylate (Dimethyl 2-hydroxyterephthalate).
- Revive Deep Soothe: Contains synthetic markers of linalyl acetate (linalool oxide acetate cis and trans).

Because adulteration in the essential oils market is becoming more rampant and sophisticated, we will provide additional details in the coming weeks about how many brokers (and some essential oil companies) add synthetics and other extenders to their oils in order to reduce costs/increase profits. In the meantime, it is worth noting that the amount of the marker is irrelevant (think, finding someone's fingerprint at a crime scene) to the actual amount of the adulteration. Thus, the marker's very presence is proof the oil is adulterated. For example, when a synthetic marker of .01% methyl salicylate is found in a birch sample, that birch oil could be 100% synthetic methyl salicylate, which is produced from petroleum byproducts. In the testing we have reviewed of birch oils throughout the industry, most birch essential oils contain 0% birch essential oil.

We look forward to continuing our dialogue with you as our partners and leaders, and providing more education and information about adulteration. We trust that you will share and instruct your teams as you deem appropriate.

Sincerely,

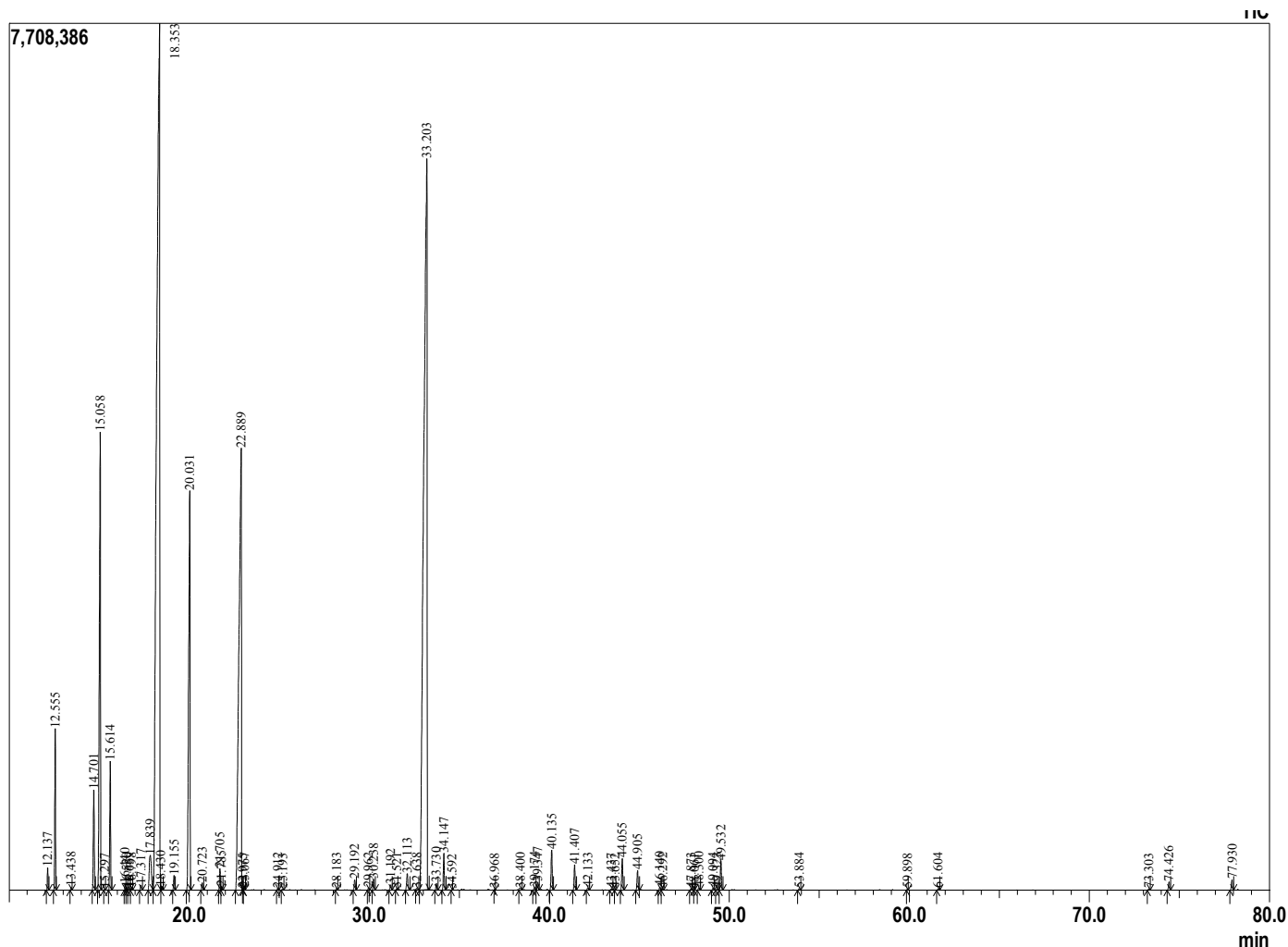


Kirk Jowers

EVP, Corporate Relations

Analyzed by : Dr. Prabodh Satyal
 Analyzed : 4/1/2019 2:07:15 AM
 Sample Type : Essential Oil
 Sample Name : Revive Bergamot
 Lot# : 8323
 Injection Volume : 0.30

Sample Information



Comments:
 This bergamot oil contains synthetic markers of linalyl acetate (pinyl acetate A & B and Linalool oxide acetate cis & trans). So this bergamot EO is not 100% pure and natural.

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Reviewed by: Ambika Poudel

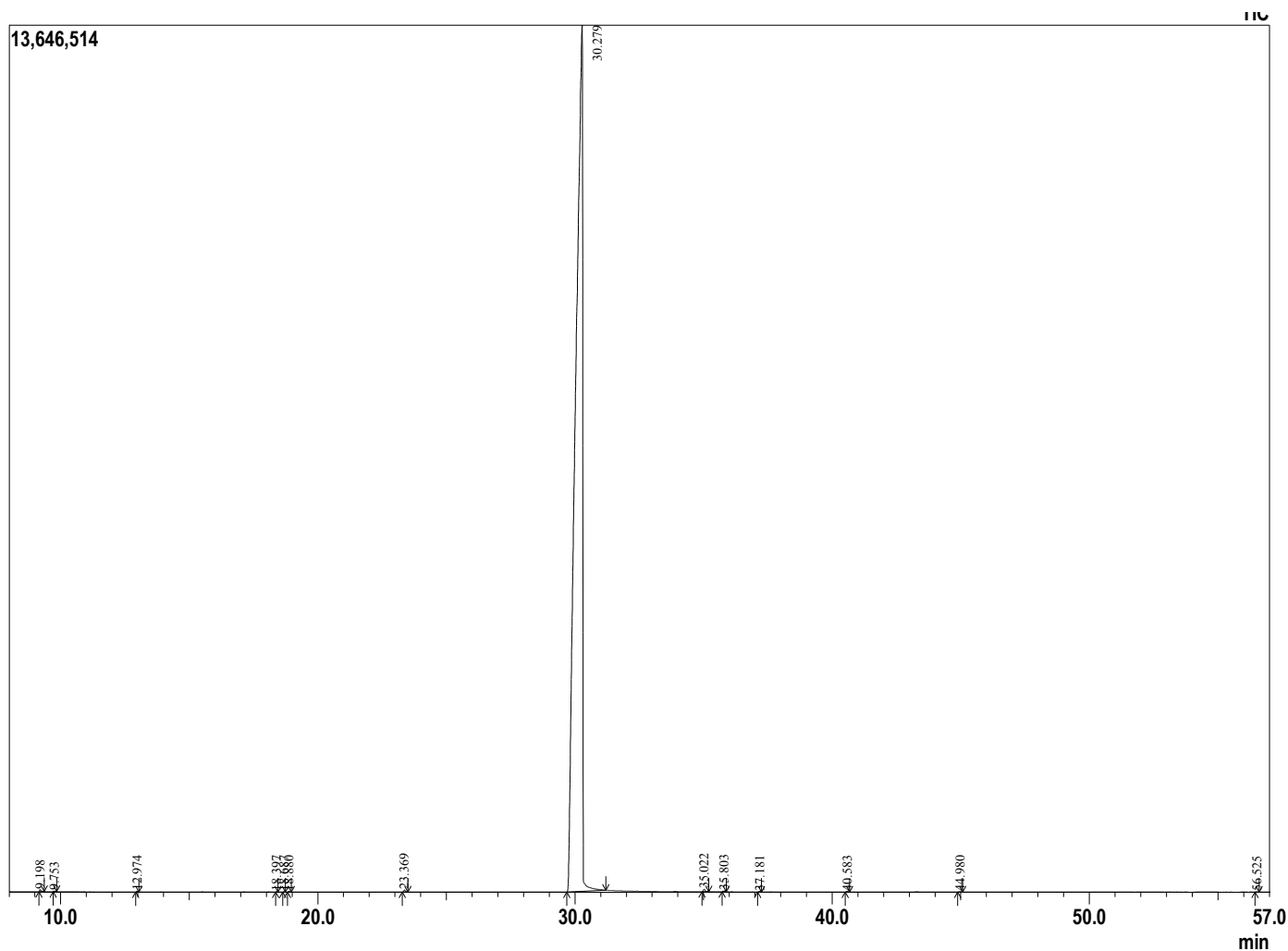
Peak	Report	TIC	Area%
R.Time	Name		Area%
12.137	Thujene <alpha>		0.20
12.555	Pinene <alpha>		1.53
13.438	Camphene		0.03
14.701	Sabinene		1.21
15.058	Pinene <beta>		6.47
15.297	Hept-5-en-2-one <6-methyl>		0.01
15.614	Myrcene		1.34
16.440	Octanal		0.07
16.520	Pseudolimonene		0.02
16.659	Phellandrene <alpha>		0.02
16.798	Carene<delta-3>		0.02
17.317	Terpinene <alpha>		0.07
17.839	Cymene <para>		0.91
18.353	Limonene		33.01
18.430	Ocimene <Z-beta>		0.05
19.155	Ocimene <E-beta>		0.16
20.031	Terpinene <gamma>		6.82
20.723	Linalool oxide <cis-(furanoid)>		0.10
21.705	Terpinolene		0.25
21.785	Linalool oxide <trans> (furanoid)		0.03
22.889	Linalool		13.63
22.975	Hotrienol		0.00
23.067	Nonanal		0.02
24.912	Limonene oxide<cis>		0.02
25.193	Limonene oxide<trans>		0.02
28.183	Terpinen-4-ol		0.02
29.192	Terpineol <alpha>		0.15
29.962	Decanal		0.03
30.238	Octyl acetate		0.15
31.192	Nerol		0.08
31.521	Pinyl acetate A		0.02
32.113	Neral		0.27
32.638	Linalool oxide acetate <cis>		0.03
33.203	Linalyl acetate		29.99
33.730	Linalool oxide acetate <E>		0.08
34.147	Geranial		0.44
34.592	Pinyl acetate B		0.00
36.968	Nonyl acetate		0.01
38.400	Terpendiol		0.04
39.174	Peroxylinyl acetate A		0.04
39.347	Terpinyl acetate<alpha>		0.11
40.135	Neryl acetate		0.52
41.407	Geranyl acetate		0.32
42.133	Elemene <beta>		0.03
43.437	Decyl acetate		0.02
43.652	Bergamotene<alpha-cis>		0.01
44.055	Caryophyllene <trans>		0.42
44.905	Bergamotene <trans-alpha>		0.27
46.140	Farnesene<(E)-beta>		0.04
46.292	Humulene <alpha>		0.02
47.873	Germacrene D		0.02
48.061	Bergamotene <beta-, trans>		0.01
48.300	Hydroxy linalyl acetate		0.03
49.094	Bisabolene <cis-alpha>		0.03
49.323	Farnesene <(E,E)alpha>		0.02
49.532	Bisabolene <beta>		0.39
53.884	Caryophyllene oxide		0.02
59.898	Bisabolol <alpha>		0.01
61.604	Hemiarin		0.02
73.303	Baldrinal		0.02
74.426	Citropten		0.12
77.930	Bergaptene		0.15

Analyzed by : Dr. Prabodh Satyal
Analyzed : 3/19/2019 4:28:15 AM
Sample Type : Essential Oil
Sample Name : Revive Birch
Lot# : 8322
Injection Volume : 0.30

Sample Information



Peak Report TIC		Area%
R.Time	Name	
9.198	Hexenol <3Z>	0.05
9.753	Hexanol<n->	0.01
12.974	Pinene <alpha>	0.02
18.397	Cymene<para->	0.00
18.687	Limonene	0.01
18.880	Cineole <1.8>	0.01
23.369	Linalool	0.05
30.279	Methyl salicylate	99.70
35.022	Ethyl salicylate	0.07
35.803	Vitispirane	0.03
37.181	Unidentified	0.01
40.583	Eugenol	0.01
44.980	Caryophyllene <trans>	0.01
56.525	Dimethyl-2-hydroxyterphthalate	0.01
		100.00



Comments:
 This birch oil contains synthetic marker of methyl salicylate (Dimethyl 2-hydroxyterephthalate). So this birch oil is not 100% pure and natural birch oil.

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Reviewed by: Ambika Poudel

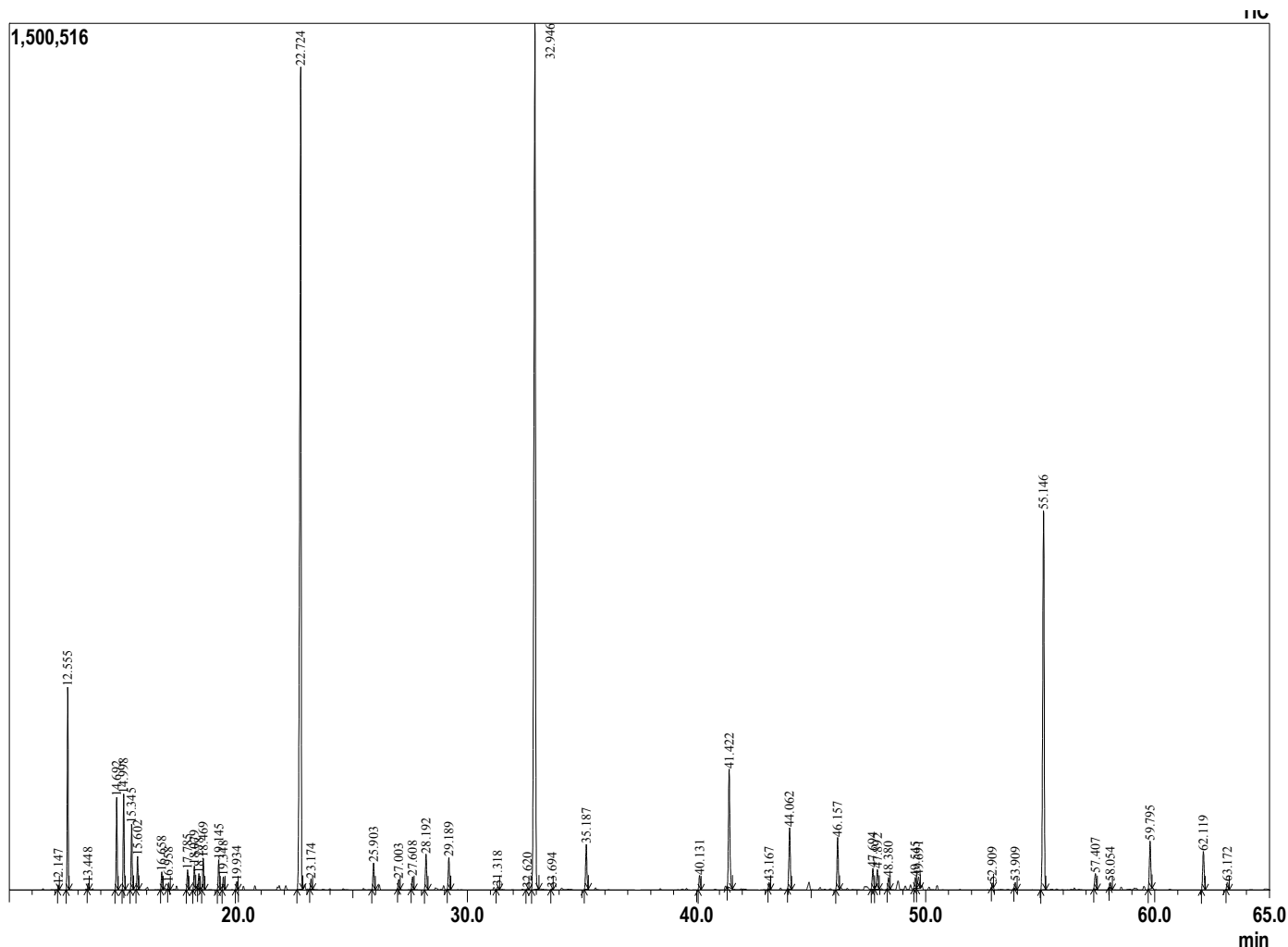
Analyzed by : Dr. Prabodh Satyal
 Analyzed : 4/1/2019 9:33:34 PM
 Sample Type : Essential Oil
 Sample Name : Revive Deep Soothe
 Lot# : No Lot #
 Injection Volume : 0.30

Sample Information



Peak Report TIC

R.Time	Name	Area%
12.147	Thujene <alpha->	0.08
12.555	Pinene <alpha->	3.94
13.448	Camphene	0.12
14.692	Sabinene	1.94
14.998	Pinene <beta->	2.14
15.345	3-Octanone	1.35
15.602	Myrcene	0.71
16.658	Phellandrene <alpha->	0.39
16.958	Hexyl acetate	0.13
17.785	Cymene<para->	0.46
18.079	Limonene	0.52
18.278	Cineole <1,8>	0.36
18.469	Ocimene <Z-beta>	0.73
19.145	Ocimene <E-beta>	0.68
19.348	Isobutyl angelate	0.30
19.934	Terpinene <gamma>	0.19
22.724	Linalool	26.09
23.174	Octen-3-yl acetate<1>	0.25
25.903	Camphor	0.72
27.003	Lavandulol	0.24
27.608	Borneol	0.33
28.192	Terpinen-4-ol	0.97
29.189	Terpineol <alpha->	0.85
31.318	Citronellol	0.08
32.620	Linalool oxide acetate <Z>	0.03
32.946	Linalyl acetate	29.51
33.694	Linalool oxide acetate <E>	0.02
35.187	Lavandulyl acetate	1.24
40.131	Neryl acetate	0.40
41.422	Geranyl acetate	3.65
43.167	Italicene	0.18
44.062	Caryophyllene <trans>	1.83
46.157	Farnesene<(E)-beta->	1.44
47.694	Curcumene<gamma>	0.64
47.892	Ar-Curcumene	0.67
48.380	Selinene <beta->	0.31
49.545	Bisabolene <beta>	0.34
49.691	3,6-Dihydrochamazulene	0.42
52.909	Unidentified	0.12
53.909	Caryophyllene oxide	0.17
55.146	Carotol	11.96
57.407	Daucol	0.48
58.054	Bisabolol oxide B <alpha>	0.17
59.795	Bisabolol <alpha->	1.43
62.119	Chamazulene	1.20
63.172	Bisabolol oxide A	0.22
		100.00



Comments:

The analysis of this Deep Soothe blend contain synthetic markers of linalyl acetate (linalool oxide acetate cis and trans). So definitely this blend does not represent 100% pure and natural EOs blend.

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