

Herbalife Regional Key Metrics - Reclassified for 6 Regions
Q1 2018



	Q1	Q2	Q3	Q4	2016	Q1	Q2	Q3	Q4	2017	Q1	Q2	Q3	Q4	2018
EMEA															
Volume Points (in 000)	260,721	276,879	252,000	259,999	1,049,598	274,194	283,639	258,905	271,752	1,088,490	294,708				294,708
Net Sales (\$ in 000)	198,381	219,077	201,498	196,676	815,632	209,757	224,749	213,870	220,265	868,641	248,179				248,179
New Members	94,360	105,938	91,485	82,204	373,987	91,200	94,840	85,528	89,484	361,052	105,623				105,623
Avg Sales Leaders with VP	77,380	80,268	84,125	88,171	82,486	87,364	89,162	91,494	95,417	90,859	94,286				94,286
Total Sales Leaders	90,464	101,176	111,463	120,484	120,484	103,985	114,066	123,290	132,083	132,083	110,662				110,662
Mexico															
Volume Points (in 000)	215,903	242,663	234,542	226,710	919,818	225,440	228,911	213,380	207,630	875,361	221,834				221,834
Net Sales (\$ in 000)	109,676	119,296	112,858	104,792	446,622	104,814	115,602	114,302	108,017	442,735	114,012				114,012
New Members	53,251	68,091	56,650	48,543	226,535	52,716	53,643	50,630	43,866	200,855	51,442				51,442
Avg Sales Leaders with VP	63,492	65,073	68,380	70,499	66,861	68,615	68,896	69,338	69,331	69,045	66,284				66,284
Total Sales Leaders	69,060	75,975	83,619	89,595	89,595	76,935	83,307	89,098	93,250	93,250	73,322				73,322
North America															
Volume Points (in 000)	319,516	347,036	311,572	270,503	1,248,627	302,584	284,116	261,468	250,822	1,098,991	303,170				303,170
Net Sales (\$ in 000)	245,994	266,556	241,022	202,063	955,635	229,857	218,522	199,752	192,239	840,370	231,206				231,206
New Members	83,276	92,012	66,575	49,496	291,359	18,652	12,015	12,440	9,882	52,989	16,911				16,911
USA New Preferred Members	0	0	0	0	0	63,050	54,768	43,646	35,518	196,982	67,249				67,249
Avg Sales Leaders with VP	74,631	77,596	81,035	80,062	78,331	58,286 ⁽²⁾	55,542 ⁽²⁾	53,584 ⁽²⁾	52,933 ⁽²⁾	55,086	51,889 ⁽²⁾				51,889
Total Sales Leaders	82,048	93,120	102,216	110,317	110,317	62,253 ⁽²⁾	62,894 ⁽²⁾	64,094 ⁽²⁾	65,960 ⁽²⁾	65,960	52,541 ⁽²⁾				52,541
South & Central America															
Volume Points (in 000)	177,815	160,297	161,070	163,873	663,055	153,271	137,449	150,125	153,088	593,932	148,484				148,484
Net Sales (\$ in 000)	127,050	119,839	120,970	120,880	488,738	122,404	110,005	116,716	124,835	473,960	125,667				125,667
New Members	111,258	95,662	91,567	75,781	374,268	76,648	65,408	67,590	65,252	274,898	68,581				68,581
Avg Sales Leaders with VP	56,851	54,510	56,025	56,953	56,085	53,448	50,894	53,588	53,281	52,803	49,280				49,280
Total Sales Leaders	79,768	86,599	92,945	99,660	99,660	75,198	80,221	85,460	90,830	90,830	67,872				67,872
Asia-Pacific															
Volume Points (in 000)	249,539	277,780	275,860	273,192	1,076,371	260,782	275,870	278,780	273,794	1,089,226	286,577				286,577
Net Sales (\$ in 000)	221,116	234,538	231,461	225,893	913,008	219,871	235,405	230,895	229,762	915,933	245,565				245,565
New Members	138,763	142,780	141,594	126,123	549,260	94,115	92,474	103,118	105,771	395,478	103,589				103,589
India New Preferred Members	0	0	0	0	0	20,184	31,774	32,770	32,303	117,031	41,143				41,143
Avg Sales Leaders with VP	71,301	73,206	76,315	78,690	74,878	76,526 ⁽²⁾	78,694 ⁽²⁾	82,216 ⁽²⁾	84,224 ⁽²⁾	80,415	83,139 ⁽²⁾				83,139
Total Sales Leaders	111,616	125,433	138,939	152,851	152,851	118,898 ⁽²⁾	131,426 ⁽²⁾	142,435 ⁽²⁾	153,531 ⁽²⁾	153,531	118,403 ⁽²⁾				118,403
China															
Volume Points (in 000)	155,194	179,687	153,269	136,504	624,653	182,012	153,881	147,833	149,647	633,373	141,091				141,091
Net Sales (\$ in 000)	217,337	242,557	214,179	194,678	868,751	215,559	242,671	209,793	217,911	885,934	212,225				212,225
New Sales Representatives ⁽¹⁾	34,180	38,737	27,889	23,076	123,882	24,610	23,116	21,999	24,293	94,018	29,457				29,457
Avg Service Providers with VP ⁽¹⁾	28,291	31,391	31,719	32,630	31,008	31,854	33,394	33,439	38,319	34,251	43,064				43,064
Total Service Providers	43,804	51,701	58,060	63,542	63,542	49,015	56,533	62,897	89,249	89,249	79,954				79,954
Total Company															
Volume Points (in 000)	1,378,687	1,484,342	1,388,313	1,330,780	5,582,123	1,398,284	1,363,866	1,310,490	1,306,733	5,379,373	1,395,864				1,395,864
Net Sales (\$ in 000)	1,119,554	1,201,863	1,121,986	1,044,982	4,488,386	1,102,260	1,146,955	1,085,327	1,093,028	4,427,570	1,176,854				1,176,854
Total New Members	515,088	543,220	475,760	405,223	1,939,291	357,941 ⁽³⁾	341,496 ⁽³⁾	341,305 ⁽³⁾	338,548 ⁽³⁾	1,379,290	375,603 ⁽³⁾				375,603
Avg Sales Leaders with VP	358,742	367,891	383,274	394,655	376,141	364,288 ⁽²⁾	365,064 ⁽²⁾	372,806 ⁽²⁾	383,064 ⁽²⁾	371,305	376,510 ⁽²⁾				376,510
Total Sales Leaders	476,760	534,004	587,242	636,449	636,449	486,284 ⁽²⁾	528,447 ⁽²⁾	567,274 ⁽²⁾	624,903 ⁽²⁾	624,903	502,754 ⁽²⁾				502,754

(1) Chinese Marketing Plan equivalent of New Members, Average New Members with VP and Average Sales Leaders with VP, respectively. China numbers are included in Total Company figures.

(2) Excludes Sales Leaders that have converted to Preferred Members

(3) Excludes Preferred Members from the U.S. and India