

Herbalife Regional Supplemental Metrics - Reclassified for 6 Regions
Q1 2019



	Q1	Q2	Q3	Q4	2017	Q1	Q2	Q3	Q4	2018	Q1	Q2	Q3	Q4	2019
EMEA															
Volume Points (in 000)	274,194	283,639	258,905	271,752	1,088,490	294,708	319,491	303,096	302,589	1,219,884	325,524				325,524
Net Sales (\$ in 000)	209,757	224,749	213,870	220,265	868,641	248,179	260,015	235,925	232,879	976,998	251,795				251,795
New Members	91,200	94,840	85,528	89,484	361,052	105,623	128,545	123,790	119,979	477,937	136,746				136,746
<i>Italy New Preferred Members</i>	0	0	0	0	0	0	0	0	0	0	6,299				6,299
Avg Sales Leaders with VP	87,364	89,162	91,494	95,417	90,859	94,286	97,161	101,410	105,996	99,713	105,051 ⁽²⁾				105,051
Total Sales Leaders	103,985	114,066	123,290	132,083	132,083	110,662	122,208	133,750	144,626	144,626	124,619				124,619
Mexico															
Volume Points (in 000)	225,440	228,911	213,380	207,630	875,361	221,834	237,147	232,999	228,477	920,456	224,935				224,935
Net Sales (\$ in 000)	104,814	115,602	114,302	108,017	442,735	114,012	118,230	121,148	114,543	467,933	119,323				119,323
New Members	52,716	53,643	50,630	43,866	200,855	51,442	56,225	48,790	38,382	194,839	47,663				47,663
Avg Sales Leaders with VP	68,615	68,896	69,338	69,331	69,045	66,284	67,023	69,153	71,078	68,385	68,890				68,890
Total Sales Leaders	76,935	83,307	89,098	93,250	93,250	73,322	79,566	86,774	92,267	92,267	77,091				77,091
North America															
Volume Points (in 000)	302,584	284,116	261,468	250,822	1,098,991	303,170	336,426	309,255	280,499	1,229,350	330,675				330,675
Net Sales (\$ in 000)	229,857	218,522	199,752	192,239	840,370	231,206	262,509	239,951	214,515	948,181	256,472				256,472
New Members	18,652 ⁽¹⁾	12,015 ⁽¹⁾	12,440 ⁽¹⁾	9,882 ⁽¹⁾	52,989	16,911 ⁽¹⁾	19,553 ⁽¹⁾	17,258 ⁽¹⁾	12,466 ⁽¹⁾	66,188	17,111 ⁽¹⁾				17,111
<i>USA New Preferred Members</i>	63,050	54,768	43,646	35,518	196,982	67,249	75,100	60,753	43,463	246,565	69,996				69,996
Avg Sales Leaders with VP	58,286 ⁽²⁾	55,542 ⁽²⁾	53,584 ⁽²⁾	52,933 ⁽²⁾	55,086	51,889 ⁽²⁾	57,160 ⁽²⁾	60,777 ⁽²⁾	61,178 ⁽²⁾	57,751	61,851 ⁽²⁾				61,851
Total Sales Leaders	62,253 ⁽²⁾	62,894 ⁽²⁾	64,094 ⁽²⁾	65,960 ⁽²⁾	65,960	52,541 ⁽²⁾	62,644 ⁽²⁾	69,900 ⁽²⁾	76,224 ⁽²⁾	76,224	68,513 ⁽²⁾				68,513
South & Central America															
Volume Points (in 000)	153,271	137,449	150,125	153,088	593,932	148,484	136,282	138,246	138,558	561,570	133,838				133,838
Net Sales (\$ in 000)	122,404	110,005	116,716	124,835	473,960	125,667	105,056	104,906	101,980	437,608	99,839				99,839
New Members	76,648	65,408	67,590	65,252	274,898	68,581	66,716	69,474	65,037	269,808	63,415				63,415
Avg Sales Leaders with VP	53,448	50,894	53,588	53,281	52,803	49,280	47,482	48,626	49,163	48,638	46,280				46,280
Total Sales Leaders	75,198	80,221	85,460	90,830	90,830	67,872	73,101	78,914	84,268	84,268	66,733				66,733
Asia-Pacific															
Volume Points (in 000)	260,782	275,870	278,780	273,794	1,089,226	286,577	302,775	346,513	355,546	1,291,411	369,121				369,121
Net Sales (\$ in 000)	219,871	235,405	230,895	229,762	915,933	245,565	252,984	274,263	280,563	1,053,376	294,529				294,529
New Members	94,115 ⁽¹⁾	92,474 ⁽¹⁾	103,118 ⁽¹⁾	105,771 ⁽¹⁾	395,478	103,589 ⁽¹⁾	114,416 ⁽¹⁾	147,222 ⁽¹⁾	150,219 ⁽¹⁾	515,446	139,718 ⁽¹⁾				139,718
<i>India New Preferred Members</i>	20,184	31,774	32,770	32,303	117,031	41,143	43,263	49,544	50,227	184,177	52,884				52,884
Avg Sales Leaders with VP	76,526 ⁽²⁾	78,694 ⁽²⁾	82,216 ⁽²⁾	84,224 ⁽²⁾	80,415	83,139 ⁽²⁾	84,972 ⁽²⁾	92,641 ⁽²⁾	97,528 ⁽²⁾	89,570	98,993 ⁽²⁾				98,993
Total Sales Leaders	118,898 ⁽²⁾	131,426 ⁽²⁾	142,435 ⁽²⁾	153,531 ⁽²⁾	153,531	118,403 ⁽²⁾	132,381 ⁽²⁾	146,384 ⁽²⁾	163,086 ⁽²⁾	163,086	139,313 ⁽²⁾				139,313
China															
Volume Points (in 000)	182,012	153,881	147,833	149,647	633,373	141,091	196,095	176,780	155,278	669,245	96,300				96,300
Net Sales (\$ in 000)	215,559	242,671	209,793	217,911	885,934	212,225	286,755	266,556	242,086	1,007,622	150,383				150,383
New Sales Representatives ⁽³⁾	24,610	23,116	21,999	24,293	94,018	29,457	53,470	46,129	37,686	166,742	23,973				23,973
Avg Service Providers with VP ⁽³⁾	31,854	33,394	33,439	38,319	34,251	43,064	44,959	47,685	50,295	46,501	37,863				37,863
Total Service Providers	49,015	56,533	62,897	89,249	89,249	79,954	98,245	113,938	126,303	126,303	90,411				90,411
Total Company															
Volume Points (in 000)	1,398,284	1,363,866	1,310,490	1,306,733	5,379,373	1,395,864	1,528,215	1,506,889	1,460,948	5,891,916	1,480,393				1,480,393
Net Sales (\$ in 000)	1,102,260	1,146,955	1,085,327	1,093,028	4,427,570	1,176,854	1,285,549	1,242,748	1,186,566	4,891,717	1,172,342				1,172,342
Total New Members	357,941 ⁽¹⁾	341,496 ⁽¹⁾	341,305 ⁽¹⁾	338,548 ⁽¹⁾	1,379,290	375,603 ⁽¹⁾	438,925 ⁽¹⁾	452,663 ⁽¹⁾	423,769 ⁽¹⁾	1,690,960	428,626 ⁽¹⁾				428,626
Avg Sales Leaders with VP	364,288 ⁽²⁾	365,064 ⁽²⁾	372,806 ⁽²⁾	383,064 ⁽²⁾	371,305	376,510 ⁽²⁾	386,136 ⁽²⁾	407,602 ⁽²⁾	423,345 ⁽²⁾	398,398	405,981 ⁽²⁾				405,981
Total Sales Leaders	486,284 ⁽²⁾	528,447 ⁽²⁾	567,274 ⁽²⁾	624,903 ⁽²⁾	624,903	502,754 ⁽²⁾	568,145 ⁽²⁾	629,660 ⁽²⁾	686,774 ⁽²⁾	686,774	566,680 ⁽²⁾				566,680

(1) Excludes Preferred Members from the U.S., India and Italy

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

(3) 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.