Herbalife Regional Key Metrics - Reclassified for 6 Regions

	Q1	Q2	Q3	Q4	2010	Q1	Q2	Q3	Q4	2011	Q1	Q2	Q3	Q4	2012
EMEA															
Volume Points (in 000)	119,534	127,470	114,274	125,341	486,620	137,982	136,891	132,428	137,663	544,964	145,892	154,448	145,519	156,665	602,523
Net Sales ($ in 000)	130,824	135,553	121,220	140,147	527,744	153,936	162,017	147,670	151,557	615,180	153,993	161,634	147,490	164,684	627,801
New Distributors	40,079	46,467	46,419	44,767	177,732	47,577	52,825	50,567	52,990	203,959	52,509	56,673	50,496	48,788	208,466
Avg Active Sales Leaders	32,044	32,904	33,625	35,552	33,531	35,960	37,624	39,227	41,618	38,607	41,332	42,972	44,861	47,226	44,098
Total Sales Leaders	49,203	54,573	59,773	65,532	65,532	52,163	58,630	64,769	70,369	70,369	57,023	62,921	68,834	73,812	73,812
Mexico															
Volume Points (in 000)	124,231	137,752	146,236	154,815	563,035	164,486	174,083	180,523	185,435	704,527	191,346	203,922	211,239	208,859	815,367
Net Sales ($ in 000)	71,849	80,919	83,498	97,716	333,981	103,877	113,882	112,978	106,192	436,930	117,109	119,449	127,473	132,070	496,101
New Distributors	36,153	42,983	47,631	44,362	171,129	49,827	55,042	54,152	49,259	208,280	53,342	58,079	58,609	50,279	220,309
Avg Active Sales Leaders	34,481	36,848	39,521	41,485	38,084	42,480	46,365	49,772	52,172	47,697	52,674	55,969	60,123	61,836	57,651
Total Sales Leaders	48,717	55,469	62,755	69,867	69,867	57,937	67,422	76,380	84,590	84,590	71,167	81,776	92,330	101,414	101,414
North America															
Volume Points (in 000)	220,147	242,819	225,379	200,174	888,519	243,006	259,031	252,900	232,146	987,082	298,420	305,024	287,366	266,980	1,157,791
Net Sales ($ in 000)	151,259	166,437	155,532	140,898	614,126	167,000	185,159	180,735	165,737	698,631	210,710	224,661	208,820	197,052	841,243
New Distributors	60,453	71,223	64,662	52,075	248,413	63,495	73,967	68,229	54,822	260,513	74,570	79,451	71,365	57,982	283,368
Avg Active Sales Leaders	45,831	49,120	51,095	51,174	49,305	52,549	55,920	58,897	59,599	56,741	62,532	65,828	67,826	68,029	66,054
Total Sales Leaders	68,550	80,821	91,553	100,619	100,619	76,150	88,214	98,919	108,211	108,211	83,745	97,736	107,797	117,031	117,031
South & Central America															
Volume Points (in 000)	101,052	96,155	107,286	122,910	427,404	125,088	129,114	149,731	165,971	569,903	164,707	167,171	185,992	222,542	740,412
Net Sales ($ in 000)	91,330	82,796	95,030	121,277	390,433	125,277	130,130	143,659	155,372	554,439	165,470	152,583	167,493	203,252	688,799
New Distributors	68,911	61,615	70,613	67,203	268,342	75,840	75,475	106,768	127,143	385,226	87,996	111,651	119,199	128,214	447,060
Avg Active Sales Leaders	27,217	27,173	29,548	31,348	28,821	30,970	33,064	35,993	39,724	34,938	40,614	41,966	46,466	50,874	44,980
Total Sales Leaders	52,851	58,442	64,083	71,837	71,837	53,233	61,869	70,426	80,907	80,907	68,688	78,671	88,602	101,156	101,156
Asia-Pacific															
Volume Points (in 000)	152,200	191,628	191,824	187,895	723,547	198,706	243,820	261,214	257,901	961,640	273,798	313,747	305,626	304,590	1,197,760
Net Sales ($ in 000)	141,013	171,850	181,555	189,081	683,499	199,303	237,103	255,169	247,016	938,591	259,948	296,548	288,205	295,166	1,139,867
New Distributors	72,028	88,518	92,375	92,107	345,028	97,842	125,839	136,109	137,492	497,282	140,868	175,693	173,223	166,791	656,575
Avg Active Sales Leaders	31,903	34,871	37,291	39,531	35,899	40,510	45,501	51,644	55,124	48,195	55,706	61,329	66,433	69,553	63,255
Total Sales Leaders	78,918	93,646	110,720	126,301	126,301	96,391	115,851	136,768	157,222	157,222	123,392	146,679	168,683	189,645	189,645
China															
Volume Points (in 000)	25,586	41,224	39,364	38,046	144,220	32,858	37,556	40,319	43,093	153,827	40,918	57,742	57,016	50,475	206,152
Net Sales ($ in 000)	32,358	51,251	51,595	49,238	184,443	45,701	51,363	55,006	58,696	210,767	56,945	77,072	77,407	67,096	278,519
New Sales Representatives*	18,396	31,474	29,296	30,663	109,829	24,401	32,306	31,075	31,585	119,367	29,620	41,557	41,399	29,726	142,302
Avg Active Service Providers*	5,318	6,676	7,548	7,851	6,848	7,272	8,375	9,533	10,077	8,814	9,531	11,949	12,692	12,560	11,683
Total Service Providers	28,593	35,795	43,155	48,949	48,949	31,695	36,499	42,057	47,197	47,197	28,026	35,116	41,072	45,847	45,847
Total Company															
Volume Points (in 000)	742,750	837,050	824,364	829,181	3,233,344	902,126	980,495	1,017,114	1,022,208	3,921,942	1,115,082	1,202,054	1,192,759	1,210,112	4,720,006
Net Sales ($ in 000)	618,633	688,806	688,430	738,357	2,734,226	795,095	879,654	895,218	884,570	3,454,537	964,175	1,031,948	1,016,887	1,059,319	4,072,330
Total New Distributors	296,020	342,280	350,996	331,177	1,320,473	358,982	415,454	446,900	453,291	1,674,627	438,905	523,104	514,291	481,780	1,958,080
Avg Active Sales Leaders	169,715	180,132	191,072	202,178	185,774	205,036	218,224	236,191	249,779	227,308	252,321	269,974	288,397	300,521	277,803
Total Sales Leaders	326,832	378,746	432,039	483,105	483,105	367,569	428,485	489,319	548,496	548,496	432,041	502,899	567,318	628,905	628,905

*Chinese Marketing Plan equivalent of New Sales Representatives and Average Active Sales Leaders, respectively. China numbers are included in Total Company figures.