

Herbalife Regional Key Metrics - Reclassified for 6 Regions
Q3 2017



	Q1	Q2	Q3	Q4	2015	Q1	Q2	Q3	Q4	2016	Q1	Q2	Q3	Q4	2017
EMEA															
Volume Points (in 000)	228,414	228,283	219,009	246,610	922,317	260,721	276,879	252,000	259,999	1,049,598	274,194	283,639	258,905		816,738
Net Sales (\$ in 000)	186,436	193,724	182,477	192,443	755,080	198,381	219,077	201,498	196,676	815,632	209,757	224,749	213,870		648,376
New Members	80,462	93,617	83,342	89,553	346,974	94,360	105,938	91,485	82,204	373,987	91,200	94,840	85,528		271,568
Avg Sales Leaders with VP	69,256	71,221	74,741	79,594	73,703	77,380	80,268	84,125	88,171	82,486	87,364	89,162	91,494		89,340
Total Sales Leaders	84,665	93,420	102,283	110,804	110,804	90,464	101,176	111,463	120,484	120,484	103,985	114,066	123,290		123,290
Mexico															
Volume Points (in 000)	203,369	219,992	207,198	212,357	842,916	215,903	242,663	234,542	226,710	919,818	225,440	228,911	213,380		667,731
Net Sales (\$ in 000)	123,613	129,185	113,437	113,655	479,890	109,676	119,296	112,858	104,792	446,622	104,814	115,602	114,302		334,718
New Members	45,705	51,760	50,654	46,549	194,668	53,251	68,091	56,650	48,543	226,535	52,716	53,643	50,630		156,989
Avg Sales Leaders with VP	65,340	64,600	64,640	66,086	65,167	63,492	65,073	68,380	70,499	66,861	68,615	68,896	69,338		68,950
Total Sales Leaders	84,088	88,484	94,042	99,100	99,100	69,060	75,975	83,619	89,595	89,595	76,935	83,307	89,098		89,098
North America															
Volume Points (in 000)	297,832	305,454	285,029	267,644	1,155,958	319,516	347,036	311,572	270,503	1,248,627	302,584	284,116	261,468		848,169
Net Sales (\$ in 000)	226,678	230,047	219,417	203,376	879,518	245,994	266,556	241,022	202,063	955,635	229,857	218,522	199,752		648,131
New Members	63,102	65,026	62,561	51,271	241,960	83,276	92,012	66,575	49,496	291,359	18,652	12,015	12,440		43,107
USA New Preferred Members	0	0	0	0	0	0	0	0	0	0	63,050	54,768	43,646		161,464
Avg Sales Leaders with VP	77,480	75,856	77,066	76,408	76,702	74,631	77,596	81,035	80,062	78,331	58,286 ⁽²⁾	55,542 ⁽²⁾	53,584 ⁽²⁾		55,804
Total Sales Leaders	90,892	98,251	105,094	112,133	112,133	82,048	93,120	102,216	110,317	110,317	62,253 ⁽²⁾	62,894 ⁽²⁾	64,094 ⁽²⁾		64,094
South & Central America															
Volume Points (in 000)	210,492	173,061	188,743	196,126	768,423	177,815	160,297	161,070	163,873	663,055	153,271	137,449	150,125		440,844
Net Sales (\$ in 000)	161,747	133,435	138,044	136,417	569,644	127,050	119,839	120,970	120,880	488,738	122,404	110,005	116,716		349,125
New Members	150,971	132,119	141,388	119,328	543,806	111,258	95,662	91,567	75,781	374,268	76,648	65,408	67,590		209,646
Avg Sales Leaders with VP	62,971	57,868	60,726	61,746	60,828	56,851	54,510	56,025	56,953	56,085	53,448	50,894	53,588		52,643
Total Sales Leaders	90,725	96,434	102,952	110,349	110,349	79,768	86,599	92,945	99,660	99,660	75,198	80,221	85,460		85,460
Asia-Pacific															
Volume Points (in 000)	265,915	271,175	258,005	269,402	1,064,497	249,539	277,780	275,860	273,192	1,076,371	260,782	275,870	278,780		815,432
Net Sales (\$ in 000)	242,752	239,129	224,603	232,129	938,613	221,116	234,538	231,461	225,893	913,008	219,871	235,405	230,895		686,171
New Members	162,400	166,481	160,727	145,378	634,986	138,763	142,780	141,594	126,123	549,260	94,115	92,474	103,118		289,707
India New Preferred Members	0	0	0	0	0	0	0	0	0	0	20,184	31,774	32,770		84,728
Avg Sales Leaders with VP	74,767	75,051	77,130	78,078	76,256	71,301	73,206	76,315	78,690	74,878	76,526 ⁽²⁾	78,694 ⁽²⁾	82,216 ⁽²⁾		79,145
Total Sales Leaders	131,061	144,508	156,848	170,878	170,878	111,616	125,433	138,939	152,851	152,851	118,898 ⁽²⁾	131,426 ⁽²⁾	142,435 ⁽²⁾		142,435
China															
Volume Points (in 000)	113,684	163,952	149,752	154,185	581,573	155,194	179,687	153,269	136,504	624,653	182,012	153,881	147,833		483,726
Net Sales (\$ in 000)	164,146	236,843	224,840	220,415	846,243	217,337	242,557	214,179	194,678	868,751	215,559	242,671	209,793		668,023
New Sales Representatives ⁽¹⁾	20,935	38,018	25,028	33,063	117,044	34,180	38,737	27,889	23,076	123,882	24,610	23,116	21,999		69,725
Avg Service Providers with VP ⁽¹⁾	20,277	23,906	25,696	27,275	24,289	28,291	31,391	31,719	32,630	31,008	31,854	33,394	33,439		32,895
Total Service Providers	33,331	39,046	45,327	51,569	51,569	43,804	51,701	58,060	63,542	63,542	49,015	56,533	62,897		62,897
Total Company															
Volume Points (in 000)	1,319,706	1,361,917	1,307,736	1,346,324	5,335,684	1,378,687	1,484,342	1,388,313	1,330,780	5,582,123	1,398,284	1,363,866	1,310,490		4,072,640
Net Sales (\$ in 000)	1,105,372	1,162,363	1,102,818	1,098,435	4,468,988	1,119,554	1,201,863	1,121,986	1,044,982	4,488,386	1,102,260	1,146,955	1,085,327		3,334,543
Total New Members	523,575	547,021	523,700	485,142	2,079,438	515,088	543,220	475,760	405,223	1,939,291	357,941 ⁽³⁾	353,207 ⁽³⁾	341,305 ⁽³⁾		1,052,453
Avg Sales Leaders with VP	357,465	356,357	367,557	377,219	364,649	358,742	367,891	383,274	394,655	376,141	364,288 ⁽²⁾	365,064 ⁽²⁾	372,806 ⁽²⁾		367,386
Total Sales Leaders	514,762	560,143	606,546	654,833	654,833	476,760	534,004	587,242	636,449	636,449	486,284 ⁽²⁾	528,447 ⁽²⁾	567,274 ⁽²⁾		567,274

(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