

Herbalife Nutrition Regional Supplemental Metrics - Q3 2021



	Q1	Q2	Q3	Q4	2019	Q1	Q2	Q3	Q4	2020	Q1	Q2	Q3	Q4	2021
EMEA															
Volume Points (in 000)	325,524	336,334	315,170	313,123	1,290,151	336,673	406,765	423,090	395,921	1,562,449	424,491	445,205	390,268		1,259,963
Net Sales (\$ in 000)	251,795	262,931	242,255	241,130	998,111	258,665	300,404	334,243	315,033	1,208,346	354,250	367,713	321,795		1,043,759
New Members ⁽¹⁾	136,746	143,158	123,921	111,114	514,939	121,145	236,393	200,090	128,860	686,488	146,890	128,187	94,086		369,163
Total New Preferred Customer	6,299	9,829	15,838	45,962	71,081	17,081	38,905	53,062	61,117	170,165	101,082	110,305	78,830		290,217
Avg Sales Leaders with VP ⁽²⁾	105,051	107,709	111,344	114,543	109,662	113,400	112,974	126,552	135,294	122,055	137,390	143,490	146,537		142,473
Total Sales Leaders ⁽²⁾	124,619	136,821	147,916	158,326	158,326	133,795	146,532	164,504	180,887	180,887	163,645	182,179	197,833		197,833
Mexico															
Volume Points (in 000)	224,935	221,674	216,385	219,817	882,811	209,842	213,439	232,289	224,161	879,730	217,787	214,719	208,306		640,811
Net Sales (\$ in 000)	119,323	121,194	116,531	116,541	473,590	114,875	96,440	110,318	115,257	436,890	118,151	118,857	117,449		354,457
New Members ⁽¹⁾	47,663	47,153	43,153	35,149	173,118	40,055	47,575	54,479	37,697	179,806	42,004	25,938	20,682		88,624
Mexico New Preferred Customer	0	0	0	0	0	0	0	0	0	0	1,495	11,135	14,016		26,646
Avg Sales Leaders with VP ⁽²⁾	68,890	68,152	68,854	69,710	68,902	66,320	65,131	69,080	70,391	67,731	68,108	67,200	68,299		67,869
Total Sales Leaders ⁽²⁾	77,091	82,819	88,903	93,516	93,516	74,323	79,235	86,018	91,398	91,398	74,634	80,163	85,798		85,798
North America															
Volume Points (in 000)	330,675	355,589	330,808	299,889	1,316,961	355,967	492,420	501,023	385,603	1,735,013	465,864	505,475	438,434		1,409,773
Net Sales (\$ in 000)	256,472	278,273	257,110	233,642	1,025,498	277,734	385,959	398,703	310,527	1,372,923	360,488	411,351	354,810		1,126,648
New Members ⁽¹⁾	17,111	19,362	17,163	12,738	66,374	15,785	34,528	31,427	17,723	99,463	22,913	22,043	16,454		61,410
USA New Preferred Member	69,996	69,441	54,295	39,122	232,854	59,223	125,011	103,737	56,274	344,245	85,473	81,150	54,595		221,218
Avg Sales Leaders with VP ⁽²⁾	61,851	65,145	67,235	66,692	65,231	66,542	74,424	87,493	87,879	79,085	87,800	88,272	86,796		87,623
Total Sales Leaders ⁽²⁾	68,513	78,232	85,144	90,872	90,872	73,520	85,694	103,477	112,122	112,122	97,548	107,046	113,004		113,004
South & Central America															
Volume Points (in 000)	133,838	122,268	130,053	130,356	516,514	126,696	109,079	150,774	148,634	535,184	128,809	121,109	124,391		374,309
Net Sales (\$ in 000)	99,839	91,103	95,351	92,704	378,997	91,498	70,410	102,689	101,763	366,361	96,023	86,763	89,249		272,035
New Members ⁽¹⁾	63,415	55,957	56,597	46,541	222,510	48,107	55,424	86,986	68,204	258,721	55,470	31,788	25,736		112,994
Total New Preferred Customer	0	9,562	18,987	34,283	62,832	33,354	52,712	62,925	41,843	190,834	40,673	52,571	61,126		154,370
Avg Sales Leaders with VP ⁽²⁾	46,280	44,898	46,810	46,909	46,224	43,772	39,561	46,551	48,671	44,639	47,244	46,362	47,250		46,952
Total Sales Leaders ⁽²⁾	66,733	72,226	76,928	81,541	81,541	63,223	66,039	70,596	75,877	75,877	59,642	63,659	67,123		67,123
Asia-Pacific															
Volume Points (in 000)	369,121	371,330	406,623	417,881	1,564,954	409,735	352,639	448,899	478,950	1,690,224	490,115	489,898	489,451		1,469,463
Net Sales (\$ in 000)	294,529	299,560	324,535	330,395	1,249,020	329,727	284,246	355,766	377,929	1,347,668	403,382	391,882	393,540		1,188,804
New Members ⁽¹⁾	139,718	128,622	135,136	154,147	557,623	112,815	101,287	139,724	129,559	483,385	103,494	100,657	95,198		299,349
Total New Preferred Members/Preferred Customers	52,884	58,021	71,181	53,667	235,753	60,180	74,027	116,483	120,269	370,959	162,772	197,562	226,581		586,915
Avg Sales Leaders with VP ⁽²⁾	98,993	102,467	108,799	116,426	106,672	114,979	107,917	125,874	135,426	121,049	134,214	137,919	147,309		139,814
Total Sales Leaders ⁽²⁾	139,313	156,936	172,590	191,171	191,171	164,261	178,151	195,635	216,179	216,179	180,289	202,867	223,924		223,924
China															
Volume Points (in 000)	96,300	122,903	142,435	135,593	497,231	124,609	144,695	143,488	110,980	523,771	100,768	106,663	91,623		299,053
Net Sales (\$ in 000)	150,383	187,010	208,686	205,877	751,956	189,858	209,520	220,010	190,261	809,649	169,287	175,789	154,030		499,107
New Sales Representatives ⁽³⁾	23,973	36,845	35,104	31,601	127,523	46,067	51,800	48,498	36,115	182,480	37,313	39,336	31,646		108,295
Avg Service Providers with VP ⁽³⁾	37,863	40,077	42,824	44,859	41,406	41,117	44,257	44,958	44,723	43,764	37,794	34,017	30,499		34,103
Total Service Providers	90,411	98,272	108,245	119,168	119,168	72,531	84,202	97,657	106,883	106,883	68,645	55,816	58,614		58,614
Total Company															
Volume Points (in 000)	1,480,393	1,530,099	1,541,473	1,516,659	6,068,623	1,563,523	1,719,036	1,899,563	1,744,249	6,926,371	1,827,833	1,883,068	1,742,473		5,453,374
Net Sales (\$ in 000)	1,172,342	1,240,071	1,244,469	1,220,289	4,877,171	1,262,359	1,346,980	1,521,729	1,410,771	5,541,837	1,501,581	1,552,356	1,430,873		4,484,810
Total New Members ⁽¹⁾	428,626	431,097	411,074	391,290	1,662,087	383,974	527,007	561,204	418,158	1,890,343	408,084	347,949	283,802		1,039,835
Total New Members and Preferred Customers	557,805	577,950	571,375	532,358	2,239,488	553,812	817,662	897,411	697,661	2,966,546	799,579	800,672	718,950		2,319,201
Avg Sales Leaders with VP ⁽²⁾	405,981	415,135	432,736	446,937	425,197	433,150	427,740	480,311	504,089	461,323	493,409	498,093	508,103		499,869
Total Sales Leaders ⁽²⁾	566,680	625,306	679,726	734,594	734,594	581,653	639,853	717,887	783,346	783,346	644,403	691,730	746,296		746,296

(1) Excludes Preferred Members from the U.S., India and Preferred Customers from Argentina, Austria, Brazil, Chile, China, Colombia, Costa Rica, Ecuador, France, Germany, Guatemala, Hong Kong, Italy, Japan, Kazakhstan, Mexico, Panama, Peru, Philippines, Romania, Russia, Thailand, Turkey and Ukraine.

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

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