

Nu Skin Enterprises, Inc.
Revenue and Exchange Rate Data
Q1 2023 to Q1 2025

	Q1 2023		Q2 2023		Q3 2023		Q4 2023		Annual 2023		Q1 2024		Q2 2024		Q3 2024		Q4 2024		Annual 2024		Q1 2025	
		%		%		%		%		%		%		%		%		%		%		%
Selected Average Exchange Rates																						
Japan	132.37		137.43		144.79		147.59		140.53		148.48		155.96		148.81		152.37		151.34		152.38	
South Korea	1,283.04		1,314.54		1,316.55		1,321.05		1,307.03		1,330.04		1,371.65		1,351.91		1,399.07		1,361.39		1,453.07	
Taiwan	30.41		30.69		31.76		31.68		31.18		31.46		32.36		32.23		32.38		32.12		32.89	
Hong Kong	7.84		7.84		7.83		7.81		7.83		7.83		7.82		7.80		7.78		7.81		7.82	
China	6.85		7.03		7.23		7.21		7.08		7.04		7.21		7.02		7.15		7.11		7.18	
Singapore	1.33		1.34		1.35		1.35		1.34		1.34		1.35		1.32		1.33		1.34		1.35	
Malaysia	4.39		4.52		4.63		4.70		4.56		4.72		4.73		4.46		4.41		4.57		4.45	
Thailand	33.97		34.45		35.17		35.61		34.80		35.67		36.71		34.62		33.98		35.20		33.95	
Selected Local Currency Revenues																						
Japan - Thousand Yen	6,963,456		6,989,965		7,731,641		7,522,072		29,207,134		6,568,354		6,642,053		7,027,106		7,239,537		27,477,050		6,516,542	
South Korea - Thousand Won	90,228,505		70,572,394		83,876,084		63,912,399		308,589,382		54,482,267		60,516,013		61,107,684		46,761,181		222,867,144		47,246,481	
Taiwan - Thousand NT\$	703,225		764,747		869,653		882,244		3,219,869		649,296		748,353		728,591		722,922		2,849,161		601,285	
Hong Kong- Thousand HK\$	89,518		95,536		104,394		104,417		393,864		76,885		83,817		86,915		79,523		327,141		79,541	
China - Thousand RMB	465,636		620,814		507,593		515,502		2,109,544		429,929		466,359		372,200		403,544		1,672,033		342,883	
Singapore - Thousand SG\$	8,679		9,944		10,876		12,493		41,992		9,649		11,709		10,977		12,096		44,430		9,816	
Malaysia - Thousand Ringgit	54,356		54,248		58,047		61,964		228,615		49,283		57,929		51,500		57,009		215,720		44,422	
Thailand - Thousand Baht	127,772		120,461		137,038		127,718		512,988		128,907		126,569		137,130		126,856		519,461		120,850	
US\$ Revenue (in thousands)																						
China	67,976	14.1%	88,362	17.7%	70,225	14.1%	71,516	14.6%	298,079	15.1%	61,067	14.6%	64,710	14.7%	53,020	12.3%	56,438	12.7%	235,235	13.6%	47,775	13.1%
South Korea	70,324	14.6%	53,686	10.7%	63,709	12.8%	48,380	9.9%	236,099	12.0%	40,963	9.8%	44,119	10.0%	45,201	10.5%	33,423	7.5%	163,706	9.5%	32,515	8.9%
Indonesia	27,635	5.7%	22,389	4.5%	22,667	4.5%	21,397	4.4%	94,088	4.8%	20,732	5.0%	16,264	3.7%	15,971	3.7%	18,921	4.2%	71,888	4.2%	14,332	3.9%
Malaysia	12,391	2.6%	11,993	2.4%	12,547	2.5%	13,180	2.7%	50,111	2.5%	10,437	2.5%	12,249	2.8%	11,547	2.7%	12,940	2.9%	47,173	2.7%	9,990	2.7%
Singapore	6,510	1.4%	7,421	1.5%	8,059	1.6%	9,251	1.9%	31,241	1.6%	7,197	1.7%	8,653	2.0%	8,316	1.9%	9,081	2.0%	33,247	1.9%	7,283	2.0%
Thailand	3,761	0.8%	3,497	0.7%	3,896	0.8%	3,587	0.7%	14,741	0.7%	3,614	0.9%	3,448	0.8%	3,961	0.9%	3,733	0.8%	14,756	0.9%	3,560	1.0%
Pacific	9,161	1.9%	9,041	1.8%	12,590	2.5%	10,446	2.1%	41,238	2.1%	9,857	2.4%	10,091	2.3%	10,274	2.4%	10,013	2.2%	40,235	2.3%	9,370	2.6%
Other Southeast Asia	8,352	1.7%	9,423	1.9%	8,984	1.8%	9,028	1.8%	77,025	3.9%	8,228	2.0%	9,636	2.2%	9,446	2.2%	10,237	2.3%	77,782	4.5%	7,637	2.1%
Canada	7,985	1.7%	8,978	1.8%	9,630	1.9%	10,267	2.1%	36,860	1.9%	6,565	1.6%	13,472	3.1%	6,157	1.4%	6,035	1.4%	32,229	1.9%	4,652	1.3%
Latin America	15,810	3.3%	15,708	3.1%	15,831	3.2%	15,675	3.2%	63,024	3.2%	8,916	2.1%	11,913	2.7%	15,978	3.7%	20,979	4.7%	57,786	3.3%	21,755	6.0%
USA	77,362	16.1%	82,955	16.6%	66,210	13.3%	71,811	14.7%	298,338	15.2%	59,550	14.3%	59,550	13.6%	55,059	12.8%	58,342	13.1%	232,501	13.4%	42,651	11.7%
Hong Kong	11,422	2.4%	12,188	2.4%	13,340	2.7%	13,364	2.7%	50,314	2.6%	9,825	2.4%	10,717	2.4%	11,143	2.6%	10,221	2.3%	41,906	2.4%	10,165	2.8%
Taiwan	23,126	4.8%	24,920	5.0%	27,384	5.5%	27,845	5.7%	103,275	5.2%	20,641	4.9%	23,129	5.3%	22,606	5.3%	22,328	5.0%	88,704	5.1%	18,282	5.0%
Japan	52,606	10.9%	50,862	10.2%	53,399	10.7%	50,966	10.4%	207,833	10.6%	44,236	10.6%	42,587	9.7%	47,222	11.0%	47,512	10.7%	181,557	10.5%	42,765	11.7%
Europe	46,213	9.6%	45,959	9.2%	48,849	9.8%	46,592	9.5%	187,613	9.5%	41,496	9.9%	39,948	9.1%	37,724	8.8%	0.0%		119,168	6.9%	32,501	8.9%
SAF/Israel/Ukr/Russ	1,231	0.3%	1,009	0.2%	1,199	0.2%	1,300	0.3%	4,739	0.2%	777	0.2%	766	0.2%	853	0.2%	42,600	9.6%	44,996	2.6%	520	0.1%
Other	39,597	8.2%	51,866	10.4%	60,253	12.1%	64,035	13.1%	215,751	11.0%	63,205	15.1%	67,829	15.4%	75,667	17.6%	82,749	18.6%	289,450	16.7%	58,737	16.1%
Revenue by Segment in US\$																						
Mainland China	67,976	14.1%	88,362	17.7%	70,225	14.1%	71,516	14.6%	298,079	15.1%	61,067	14.6%	64,710.0	14.7%	53,020.0	12.3%	56,438	12.7%	235,235	13.6%	47,775	11.4%
Americas	101,157	21.0%	107,641	21.5%	91,671	18.4%	97,753	20.0%	398,222	20.2%	75,031	18.0%	84,935.0	19.3%	77,194.0	17.9%	85,356	19.2%	322,516	18.6%	69,058	18.9%
South Korea	70,324	14.6%	53,686	10.7%	63,709	12.8%	48,380	9.9%	236,099	12.0%	40,963	9.8%	44,119.0	10.0%	45,201.0	10.5%	33,423	7.5%	163,706	9.5%	32,515	7.8%
Southeast Asia/Pacific	67,810	14.1%	63,764	12.7%	68,743	13.8%	66,889	13.7%	267,206	13.6%	60,065	14.4%	60,341.0	13.7%	59,515.0	13.8%	64,925	14.6%	244,846	14.1%	52,172	14.3%
Japan	52,606	10.9%	50,862	10.2%	53,399	10.7%	50,966	10.4%	207,833	10.6%	44,236	10.6%	42,587.0	9.7%	47,222.0	11.0%	47,512	10.7%	181,557	10.5%	42,765	10.2%
Hong Kong/Taiwan	34,548	7.2%	37,108	7.4%	40,724	8.2%	41,209	8.4%	153,589	7.8%	30,466	7.3%	33,846.0	7.7%	33,749.0	7.8%	32,549	7.3%	130,610	7.5%	28,447	6.8%
Europe & Africa	47,444	9.9%	46,968	9.4%	50,048	10.0%	47,892	9.8%	192,352	9.8%	42,273	10.1%	40,714.0	9.3%	38,577.0	9.0%	42,600	9.6%	164,164	9.5%	33,021	7.9%
Other	39,597	8.2%	51,866	10.4%	60,253	12.1%	64,035	13.1%	215,751	11.0%	63,205	15.1%	67,829.0	15.4%	75,667.0	17.6%	82,749	18.6%	289,450	16.7%	58,737	14.1%
Total Revenue	481,462	100%	500,257	100%	498,772	100%	488,640	100%	1,969,131	100%	417,306	100%	439,081	100%	430,145	100%	445,552	100%	1,732,084	100%	364,490	92%

Nu Skin Enterprises, Inc.
Balance Sheet Data
Q1 2023 to Q1 2025
In thousands of US\$

	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025
ASSETS									
Current assets									
Cash & cash equivalents	229,941.0	235,554.0	233,314.0	256,057.0	212,532.0	224,250.0	227,751.0	186,883.0	203,770.0
Current investments	16,774.0	16,772.0	16,673.0	11,759.0	8,674.0	8,671.0	10,077.0	11,111.0	9,781.0
Accounts receivable	60,008.0	67,166.0	77,251.0	58,695.0	67,041.0	71,554.0	68,812.0	50,784.0	56,576.0
Inventory	366,537.0	372,250.0	291,103.0	279,978.0	265,100.0	243,994.0	247,789.0	190,242.0	188,776.0
Other current assets	100,302.0	100,833.0	82,781.0	81,066.0	93,913.0	105,937.0	98,942.0	72,643.0	65,954.0
Current assets held for sale	-	-	-	14,316.0	-	-	-	26,936.0	-
Total current assets	773,562.0	792,575.0	701,122.0	701,871.0	647,260.0	654,406.0	653,371.0	538,599.0	524,857.0
Fixed Assets (net)	437,986.0	430,328.0	428,932.0	432,965.0	422,818.0	411,918.0	410,673.0	379,595.0	380,067.0
Right of Use Assets (net)	98,683.0	94,707.0	86,315.0	90,107.0	93,092.0	88,071.0	85,550.0	72,605.0	79,389.0
Goodwill	206,432.0	229,469.0	229,469.0	218,166.0	230,768.0	99,885.0	99,885.0	83,625.0	83,625.0
Other Intangibles (net)	64,711.0	112,619.0	108,972.0	95,260.0	101,933.0	88,464.0	85,266.0	74,278.0	47,554.0
Other assets (long term)	243,271.0	234,078.0	238,281.0	247,606.0	246,044.0	243,228.0	248,150.0	298,008.0	275,919.0
Long-term assets held for sale	-	-	-	22,651.0	-	-	-	22,204.0	-
Total assets	1,824,645.0	1,893,776.0	1,793,091.0	1,808,626.0	1,741,915.0	1,585,972.0	1,582,895.0	1,468,914.0	1,391,411.0
LIABILITIES AND STOCKHOLDER'S EQUITY									
Current liabilities									
Accounts payable	49,494.0	49,529.0	48,583.0	43,113.0	32,237.0	36,305.0	32,736.0	34,880.0	33,590.0
Accrued expenses	275,774.0	255,510.0	245,432.0	253,702.0	247,068.0	242,288.0	246,615.0	217,808.0	206,710.0
Current portion of long-term debt	47,500.0	140,000.0	140,000.0	25,000.0	30,000.0	30,000.0	60,000.0	30,000.0	20,000.0
Current liabilities held for sale	-	-	-	7,056.0	-	-	-	13,919.0	-
Total current liabilities	372,768.0	445,039.0	434,015.0	328,871.0	309,305.0	308,593.0	339,351.0	296,607.0	260,300.0
Lease Liability	78,776.0	74,487.0	68,208.0	70,943.0	74,198.0	70,318.0	68,351.0	58,439.0	61,949.0
Long-term debt	372,609.0	367,753.0	362,896.0	478,040.0	453,183.0	428,327.0	373,470.0	363,613.0	218,757.0
Other liabilities	107,522.0	111,152.0	105,785.0	106,640.0	95,023.0	92,570.0	94,848.0	97,475.0	96,436.0
Long-term liabilities held for sale	-	-	-	2,163.0	-	-	-	1,325.0	-
Total liabilities	931,675.0	998,431.0	970,904.0	986,657.0	931,709.0	899,808.0	876,020.0	817,459.0	637,442.0
Stockholder's equity									
Capital Stock	91.0	91.0	91.0	91.0	91.0	91.0	91.0	91.0	91.0
Additional paid-in capital	611,483.0	615,579.0	619,193.0	621,853.0	618,706.0	621,440.0	624,665.0	627,787.0	623,477.0
Treasury stock, at cost	(1,559,080.0)	(1,557,777.0)	(1,570,718.0)	(1,570,440.0)	(1,564,942.0)	(1,564,090.0)	(1,563,878.0)	(1,563,614.0)	(1,562,211.0)
Other comprehensive income / (loss)	(91,005.0)	(101,446.0)	(108,836.0)	(100,006.0)	(110,607.0)	(116,995.0)	(105,040.0)	(124,758.0)	(123,850.0)
Retained earnings	1,931,481.0	1,938,898.0	1,882,457.0	1,870,471.0	1,866,958.0	1,745,718.0	1,751,037.0	1,711,949.0	1,816,462.0
Total stockholder's equity	892,970.0	895,345.0	822,187.0	821,969.0	810,206.0	686,164.0	706,875.0	651,455.0	753,969.0
Total liabilities & equity	1,824,645.0	1,893,776.0	1,793,091.0	1,808,626.0	1,741,915.0	1,585,972.0	1,582,895.0	1,468,914.0	1,391,411.0

Nu Skin Enterprises, Inc.
Income Statement Data
Q1 2023 to Q1 2025
In thousands of US\$ (except per share data)

	Q1 2023		Q2 2023		Q3 2023		Q4 2023		Annual 2023		Q1 2024		Q2 2024		Q3 2024		Q4 2024		Annual 2024		Q1 2025	
		%		%		%		%		%		%		%		%		%		%		%
Revenue	481,462	100%	500,257	100%	498,772	100%	488,640	100%	1,969,131	100%	417,306	100%	439,081	100%	430,145	100%	445,552	100%	1,732,084	100%	364,490	100%
Cost of Sales	133,588	27.7%	135,542	27.1%	206,505	41.4%	136,215	27.9%	611,850	31.1%	123,242	29.5%	131,904	30.0%	128,682	29.9%	166,405	37.3%	550,233	31.8%	117,529	32.2%
Gross Margin	347,874	72.3%	364,715	72.9%	292,267	58.6%	352,425	72.1%	1,357,281	68.9%	294,064	70.5%	307,177	70.0%	301,463	70.1%	279,147	62.7%	1,181,851	68.2%	246,961	67.8%
Operating Expenses																						
Selling Expenses	188,124	39.1%	185,165	37.0%	187,750	37.6%	181,326	37.1%	742,365	37.7%	153,542	36.8%	165,463	37.7%	167,612	39.0%	165,422	37.1%	652,039	37.6%	118,546	32.5%
General & Administrative	133,899	27.8%	137,044	27.4%	130,882	26.2%	145,033	29.7%	546,858	27.8%	124,566	29.9%	117,921	26.9%	115,620	26.9%	120,930	27.1%	479,037	27.7%	113,204	31.1%
Restructuring Costs	9,787	2.0%	-	0.0%	-	0.0%	10,003	2.0%	19,790	1.0%	7,134	1.7%	149,350	34.0%	-	0.0%	45,876	10.3%	202,360	11.7%	25,114	6.9%
Total Operating	331,810	68.9%	322,209	64.4%	318,632	63.9%	336,362	68.8%	1,309,013	66.5%	285,242	68.4%	432,734	98.6%	283,232	65.8%	332,228	74.6%	1,333,436	77.0%	256,864	70.5%
Operating Income	16,064	3.3%	42,506	8.5%	(26,365)	-5.3%	16,063	3.3%	48,268	2.5%	8,822	2.1%	(125,557)	-28.6%	18,231	4.2%	(53,081)	-11.9%	(151,585)	-8.8%	(9,903)	-2.7%
Other Income	(1,476)	-0.3%	(5,393)	-1.1%	(8,086)	-1.6%	(6,735)	-1.4%	(21,690)	-1.1%	(7,721)	-1.9%	(6,091)	-1.4%	(4,933)	-1.1%	(4,721)	-1.1%	(23,466)	-1.4%	144,504	39.6%
Income Before Tax	14,588	3.0%	37,113	7.4%	(34,451)	-6.9%	9,328	1.9%	26,578	1.3%	1,101	0.3%	(131,648)	-30.0%	13,298	3.1%	(57,802)	-13.0%	(175,051)	-10.1%	134,601	36.9%
Income Taxes	3,212	0.7%	10,221	2.0%	2,504	0.5%	2,046	0.4%	17,983	0.9%	1,634	0.4%	(13,390)	-3.0%	4,996	1.2%	(21,697)	-4.9%	(28,457)	-1.6%	27,086	7.4%
Net Income	11,376	2.4%	26,892	5.4%	(36,955)	-7.4%	7,282	1.5%	8,595	0.4%	(533)	-0.1%	(118,258)	-26.9%	8,302	1.9%	(36,105)	-8.1%	(146,594)	-8.5%	107,515	29.5%
Thousands of Shares O/S	50,058		50,161		49,859		49,479		49,860		49,538		49,688		49,733		49,712		49,662		50,328	
Diluted EPS	0.23		0.54		(0.74)		0.15		0.17		(0.01)		(2.38)		0.17		(0.73)		(2.95)		2.14	
Prior Year Revenue and EPS																						
Revenue	604,899	-20.4%	560,615	-10.8%	537,805	-7.3%	522,340	-6.5%	2,225,659	-11.5%	481,462	-13.3%	500,257	-12.2%	498,772	-13.8%	488,640	-8.8%	1,969,131	-12.0%	417,306	-12.7%
EPS	0.76	-69.7%	0.67	-19.4%	(0.51)	45.1%	1.15	-87.0%	2.07	-91.8%	0.23	-104.3%	0.54	-540.7%	(0.74)	-123.0%	0.15	-586.7%	0.17	-1835.3%	(0.01)	-21500.0%
Interest expense	4,888		5,769		7,535		7,369		25,561		7,325		6,720		6,500		5,864		26,409		3,283	
Depreciation/Amortization	16,983		17,164		18,192		18,584		70,923		18,437		17,603		17,321		16,449		69,810		14,206	
FAS 123R Equity Compensation	4,002		4,801		3,725		3,118		15,646		4,242		3,646		3,490		3,445		14,823		9,308	
EBTIDA	36,459		60,046		(8,724)		35,281		123,062		26,863		(107,325)		37,119		(35,489)		(78,832)		152,090	
EBTIDAR	40,461		64,847		(4,999)		38,399		138,708		31,105		(103,679)		40,609		(32,044)		(64,009)		161,398	
Income Tax Rate	22.0%		27.5%		-7.3%		21.9%		67.7%		148.4%		10.2%		37.6%		37.5%		16.3%		20.1%	

Nu Skin Enterprises, Inc.
Operational Ratios
Q1 2023 to Q1 2025

	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Annual 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Annual 2024	Q1 2025
Return on invested capital	3.5%	7.7%	-11.2%	2.2%	0.6%	-0.2%	-41.3%	2.9%	-13.8%	-14.0%	43.3%
Return on equity	5.1%	12.0%	-18.0%	3.5%	1.0%	-0.3%	-68.9%	4.7%	-22.2%	-22.5%	57.0%
Return on asset	2.5%	5.7%	-8.2%	1.6%	0.5%	-0.1%	-29.8%	2.1%	-9.8%	-10.0%	30.9%
Working capital as a % of revenue	20.8%	17.4%	13.4%	19.1%	18.9%	20.2%	19.7%	18.3%	13.6%	14.0%	18.1%
Days of inventory supply	246.9	247.2	126.9	185.0	164.7	193.6	166.5	173.3	102.9	124.5	144.6
Trailing four quarter revenue	2,102,222	2,041,864	2,002,831	1,969,131	1,969,131	1,904,975	1,843,799	1,775,172	1,732,084	1,732,084	1,679,268
Average four quarter revenue growth	-19.8%	-17.4%	-15.2%	-11.2%		-9.5%	-9.8%	-11.4%	-12.0%		-11.9%
Gross margin	72.3%	72.9%	58.6%	72.1%	68.9%	70.5%	70.0%	70.1%	62.7%	68.2%	67.8%
Selling expense (%)	39.1%	37.0%	37.6%	37.1%	37.7%	36.8%	37.7%	39.0%	37.1%	37.6%	32.5%
G&A (%)	27.8%	27.4%	26.2%	29.7%	27.8%	29.9%	26.9%	26.9%	27.1%	27.7%	31.1%
Operating margin	3.3%	8.5%	-5.3%	3.3%	2.5%	2.1%	-28.6%	4.2%	-11.9%	-8.8%	-2.7%
Net income margin	2.4%	5.4%	-7.4%	1.5%	0.4%	-0.1%	-26.9%	1.9%	-8.1%	-8.5%	29.5%
Trailing four quarters EPS	1.54	1.10	2.15	0.18	\$ 0.17	(0.06)	(2.98)	(2.07)	(2.95)	\$ (2.95)	(0.80)
EBITDA/Revenue	7.6%	12.0%	-1.7%	7.2%	6.2%	6.4%	-24.4%	8.6%	-8.0%	-4.6%	41.7%
EBITDAR/Revenue	8.4%	13.0%	-1.0%	7.9%	7.0%	7.5%	-23.6%	9.4%	-7.2%	-3.7%	44.3%

Nu Skin Enterprises, Inc.
Customers & Sales Leaders
Q1 2023 to Q1 2025

	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	YOY % Growth
Mainland China Customers	217,101	214,907	189,221	207,276	162,239	179,021	148,402	150,731	122,474	-24.5%
Mainland China Paid Affiliates	24,522	28,825	27,509	25,889	24,405	24,404	22,843	22,125	19,859	-18.6%
Mainland China Sales Leaders	10,034	13,777	12,647	11,296	9,600	10,266	9,348	8,969	6,214	-35.3%
South Korea Customers	120,907	112,019	109,550	103,151	100,230	99,358	90,248	81,301	71,721	-28.4%
South Korea Paid Affiliates	40,599	23,012	24,110	22,166	20,594	22,116	20,774	17,939	16,548	-19.6%
South Korea Sales Leaders	6,242	5,784	6,436	5,249	4,122	4,689	4,388	3,343	2,850	-30.9%
Americas Customers	266,378	263,138	231,215	231,183	199,399	226,626	211,583	227,556	227,514	14.1%
Americas Paid Affiliates	38,707	36,048	32,769	31,910	29,081	29,531	28,772	28,361	26,936	-7.4%
Americas Sales Leaders	8,242	7,872	7,537	7,126	6,616	6,070	6,450	6,778	6,174	-6.7%
Southeast Asia/Pacific Customers	117,266	106,283	111,151	106,471	93,411	88,662	86,307	82,956	74,584	-20.2%
Southeast Asia/Pacific Paid Affiliates	36,431	32,769	33,574	34,404	29,778	29,701	26,749	26,310	22,296	-25.1%
Southeast Asia/Pacific Sales Leaders	6,337	5,814	6,351	6,418	5,570	5,601	5,398	5,288	4,542	-18.5%
Japan Customers	115,161	112,484	114,316	113,670	108,808	109,357	112,257	110,069	107,742	-1.0%
Japan Paid Affiliates	37,155	36,765	37,695	22,417	21,679	21,575	22,623	22,318	21,073	-2.8%
Japan Sales Leaders	5,688	5,853	7,087	7,086	6,385	6,116	6,866	6,780	6,210	-2.7%
Hong Kong/Taiwan Customers	56,410	54,815	54,134	52,110	47,693	47,154	47,680	46,053	42,523	-10.8%
Hong Kong/Taiwan Paid Affiliates	16,286	10,327	11,251	11,212	10,321	10,757	10,947	10,961	9,622	-6.8%
Hong Kong/Taiwan Sales Leaders	2,688	2,602	2,868	2,916	2,601	2,418	2,516	2,411	2,207	-15.1%
Europe & Africa Customers	190,313	177,472	169,320	163,178	163,481	143,336	135,291	133,306	130,154	-20.4%
Europe & Africa Paid Affiliates	27,654	19,906	19,254	18,888	18,313	17,402	16,556	16,860	15,184	-17.1%
Europe & Africa Sales Leaders	4,524	4,105	4,105	3,968	3,715	3,432	3,318	3,343	2,839	-23.6%
TOTAL CUSTOMERS	1,083,536	1,041,118	978,907	977,039	875,261	893,514	831,768	831,972	776,712	-11.3%
TOTAL PAID AFFILIATES	221,354	187,652	186,162	166,886	154,171	155,486	149,264	144,874	131,518	-14.7%
TOTAL SALES LEADERS	43,755	45,807	47,031	44,059	38,609	38,592	38,284	36,912	31,036	-19.6%