

Nu Skin Enterprises, Inc.
Revenue and Exchange Rate Data
Q1 2024 to Q1 2026

	Q1 2024	%	Q2 2024	%	Q3 2024	%	Q4 2024	%	Annual 2024	%	Q1 2025	%	Q2 2025	%	Q3 2025	%	Q4 2025	%	Annual 2025	%	Q1 2026	%	Annual 2026	%
Selected Average Exchange Rates																								
Japan	148.48		155.96		148.81		152.37		151.34		152.38		144.61		147.48		154.15		149.57		156.88		156.88	
South Korea	1,330.04		1,371.65		1,351.91		1,399.07		1,361.39		1,453.07		1,366.29		1,386.95		1,448.61		1,411.51		1,466.70		1,466.70	
Taiwan	31.46		32.36		32.23		32.38		32.12		32.89		29.62		30.02		31.08		30.85		31.62		31.62	
Hong Kong	7.83		7.82		7.80		7.78		7.81		7.82		7.85		7.82		7.78		7.82		7.81		7.81	
China	7.04		7.21		7.02		7.15		7.11		7.18		7.18		7.14		7.07		7.14		6.92		6.92	
Singapore	1.34		1.35		1.32		1.33		1.34		1.35		1.28		1.28		1.30		1.30		1.28		1.28	
Malaysia	4.72		4.73		4.46		4.41		4.57		4.45		4.24		4.23		4.15		4.26		3.97		3.97	
Thailand	35.67		36.71		34.62		33.98		35.20		33.95		32.63		32.28		32.14		32.80		31.65		31.65	
Selected Local Currency Revenues																								
Japan - Thousand Yen	6,568,354		6,642,053		7,027,106		7,239,537		27,477,050		6,516,542		6,442,233		6,569,405		6,551,931		26,080,111		6,234,322		6,234,322	
South Korea - Thousand Won	54,482,267		60,516,013		61,107,684		46,761,181		222,867,144		47,246,481		46,546,617		48,823,309		41,185,382		183,801,789		37,150,122		37,150,122	
Taiwan - Thousand NT\$	649,296		748,353		728,591		722,922		2,849,161		601,285		581,401		650,363		645,563		2,478,613		598,037		598,037	
Hong Kong- Thousand HK\$	76,885		83,817		86,915		79,523		327,141		79,541		61,987		79,224		68,782		289,533		66,742		66,742	
China - Thousand RMB	429,929		466,359		372,200		403,544		1,672,033		342,883		382,321		303,695		368,104		1,397,003		312,633		312,633	
Singapore - Thousand SG\$	9,649		11,709		10,977		12,096		44,430		9,816		9,918		12,842		11,386		43,963		9,254		9,254	
Malaysia - Thousand Ringgit	49,283		57,929		51,500		57,009		215,720		44,422		44,926		48,654		45,965		183,968		37,503		37,503	
Thailand - Thousand Baht	128,907		126,569		137,130		126,856		519,461		120,850		107,666		101,443		90,881		420,840		104,639		104,639	
US\$ Revenue (in thousands)																								
China	61,067	14.6%	64,710	14.7%	53,020	12.3%	56,438	12.7%	235,235	13.6%	47,775	13.1%	53,224	13.8%	42,519	11.7%	52,035	14.1%	195,553	13.2%	45,148		45,148	16.6%
South Korea	40,963	9.8%	44,119	10.0%	45,201	10.5%	33,423	7.5%	163,706	9.5%	32,515	8.9%	34,068	8.8%	35,202	9.7%	28,431	7.7%	130,216	8.8%	25,329		25,329	9.3%
Indonesia	20,732	5.0%	16,264	3.7%	15,971	3.7%	18,921	4.2%	71,888	4.2%	14,332	3.9%	12,012	3.1%	12,665	3.5%	11,216	3.0%	50,225	3.4%	9,270		9,270	3.4%
Malaysia	10,437	2.5%	12,249	2.8%	11,547	2.7%	12,940	2.9%	47,173	2.7%	9,990	2.7%	10,592	2.7%	11,511	3.2%	11,069	3.0%	43,162	2.9%	9,455		9,455	3.5%
Singapore	7,197	1.7%	8,653	2.0%	8,316	1.9%	9,081	2.0%	33,247	1.9%	7,283	2.0%	7,726	2.0%	10,005	2.7%	8,787	2.4%	33,801	2.3%	7,250		7,250	2.7%
Thailand	3,614	0.9%	3,448	0.8%	3,961	0.9%	3,733	0.8%	14,756	0.9%	3,560	1.0%	3,300	0.9%	3,143	0.9%	2,828	0.8%	12,831	0.9%	3,306		3,306	1.2%
Pacific	9,857	2.4%	10,091	2.3%	10,274	2.4%	10,013	2.2%	40,235	2.3%	9,370	2.6%	10,637	2.8%	11,662	3.2%	10,996	3.0%	42,665	2.9%	9,999		9,999	3.7%
Other Southeast Asia	8,228	2.0%	9,636	2.2%	9,446	2.2%	10,237	2.3%	77,782	4.5%	7,637	2.1%	6,567	1.7%	7,299	2.0%	5,615	1.5%	69,783	4.7%	6,194		16,193	6.0%
Canada	6,565	1.6%	13,472	3.1%	6,157	1.4%	6,035	1.4%	32,229	1.9%	4,652	1.3%	5,013	1.3%	4,024	1.1%	5,101	1.4%	18,790	1.3%	3,389		3,389	1.2%
Latin America	8,916	2.1%	11,913	2.7%	15,978	3.7%	20,979	4.7%	57,786	3.3%	21,755	6.0%	24,681	6.4%	24,372	6.7%	28,741	7.8%	99,549	6.7%	23,873		23,873	8.8%
USA	59,550	14.3%	59,550	13.6%	55,059	12.8%	58,342	13.1%	232,501	13.4%	42,651	11.7%	43,252	11.2%	35,598	9.8%	43,135	11.6%	164,636	11.1%	30,556		30,556	11.2%
Hong Kong	9,825	2.4%	10,717	2.4%	11,143	2.6%	10,221	2.3%	41,906	2.4%	10,165	2.8%	7,898	2.0%	10,134	2.8%	8,837	2.4%	37,034	2.5%	8,541		8,541	3.1%
Taiwan	20,641	4.9%	23,129	5.3%	22,606	5.3%	22,328	5.0%	88,704	5.1%	18,282	5.0%	19,629	5.1%	21,665	5.9%	20,768	5.6%	80,344	5.4%	18,916		18,916	7.0%
Japan	44,236	10.6%	42,587	9.7%	47,222	11.0%	47,512	10.7%	181,557	10.5%	42,765	11.7%	44,550	11.5%	44,545	12.2%	42,504	11.5%	174,364	11.7%	39,739		39,739	14.6%
Europe	41,496	9.9%	39,948	9.1%	37,724	8.8%	0.0%	0.0%	119,168	6.9%	32,501	8.9%	36,951	9.6%	37,722	10.4%	41,491	11.2%	148,665	10.0%	30,999		30,999	11.4%
SAF/Israel/Ukr/Russ	777	0.2%	766	0.2%	853	0.2%	42,600	9.6%	44,996	2.6%	520	0.1%	377	0.1%	280	0.1%	309	0.1%	1,486	0.1%	219		219	0.1%
Other	63,205	15.1%	67,829	15.4%	75,667	17.6%	82,749	18.6%	289,450	16.7%	58,737	16.1%	65,661	17.0%	51,865	14.2%	48,457	13.1%	224,720	15.1%	(234)		(234)	-0.1%
Revenue by Segment in US\$																								
Mainland China	61,067	14.6%	64,710.0	14.7%	53,020.0	12.3%	56,438	12.7%	235,235	13.6%	47,775	13.1%	53,224	13.8%	42,519	11.7%	52,035	14.3%	195,553	13.2%	45,148		45,148	16.6%
Americas	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%	72,946	18.9%	63,994	17.6%	76,977	21.1%	282,975	19.1%	57,818		57,818	21.3%
South Korea	40,963	9.8%	44,119.0	10.0%	45,201.0	10.5%	33,423	7.5%	163,706	9.5%	32,515	8.9%	34,068	8.8%	35,202	9.7%	28,431	7.8%	130,216	8.8%	25,329		25,329	9.3%
Southeast Asia/Pacific	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%	50,834	13.2%	56,285	15.5%	50,511	13.9%	209,802	14.1%	45,474		45,474	16.7%
Japan	44,236	10.6%	42,587.0	9.7%	47,222.0	11.0%	47,512	10.7%	181,557	10.5%	42,765	11.7%	44,550	11.5%	44,545	12.2%	42,504	11.7%	174,364	11.7%	39,739		39,739	14.6%
Hong Kong/Taiwan	30,466	7.3%	33,846.0	7.7%	33,749.0	7.8%	32,549	7.3%	130,610	7.5%	28,447	7.8%	27,527	7.1%	31,799	8.7%	29,605	8.1%	117,378	7.9%	27,457		27,457	10.1%
Europe & Africa	42,273	10.1%	40,714.0	9.3%	38,577.0	9.0%	42,600	9.6%	164,164	9.5%	33,021	9.1%	37,328	9.7%	38,002	10.4%	41,800	11.5%	150,151	10.1%	31,218		31,218	11.5%
Other	63,205	15.1%	67,829.0	15.4%	75,667.0	17.6%	82,749	18.6%	289,450	16.7%	58,737	16.1%	65,661	17.0%	51,865	14.2%	48,457	13.3%	224,720	15.1%	(234)		(234)	-0.1%
Total Revenue	417,306	100%	439,081	100%	430,145	100%	445,552	100%	1,732,084	100%	364,490	100%	386,138	100%	364,211	100%	370,320	100%	1,485,159	100%	271,949		271,949	100%

Nu Skin Enterprises, Inc.
Balance Sheet Data
Q1 2024 to Q1 2026
In thousands of US\$

	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026
ASSETS									
Current assets									
Cash & cash equivalents	212,532.0	224,250.0	227,751.0	186,883.0	203,770.0	264,159.0	251,787.0	238,630.0	198,654.0
Current investments	8,674.0	8,671.0	10,077.0	11,111.0	9,781.0	1,211.0	1,210.0	1,211.0	1,751.0
Accounts receivable	67,041.0	71,554.0	68,812.0	50,784.0	56,576.0	59,703.0	48,892.0	39,544.0	45,013.0
Inventory	265,100.0	243,994.0	247,789.0	190,242.0	188,776.0	180,377.0	178,533.0	178,643.0	178,600.0
Other current assets	93,913.0	105,937.0	98,942.0	72,643.0	65,954.0	66,103.0	67,721.0	89,670.0	98,870.0
Current assets held for sale	-	-	-	26,936.0	-	-	-	-	-
Total current assets	647,260.0	654,406.0	653,371.0	538,599.0	524,857.0	571,553.0	548,143.0	547,698.0	522,888.0
Fixed Assets (net)									
Fixed Assets (net)	422,818.0	411,918.0	410,673.0	379,595.0	380,067.0	374,207.0	375,280.0	377,168.0	381,610.0
Right of Use Assets (net)	93,092.0	88,071.0	85,550.0	72,605.0	79,389.0	77,736.0	79,933.0	74,021.0	70,350.0
Goodwill	230,768.0	99,885.0	99,885.0	83,625.0	83,625.0	83,625.0	83,624.0	83,625.0	83,625.0
Other Intangibles (net)	101,933.0	88,464.0	85,266.0	74,278.0	47,554.0	45,937.0	44,198.0	42,614.0	39,290.0
Other assets (long term)	246,044.0	243,228.0	248,150.0	298,008.0	275,919.0	290,635.0	293,228.0	280,187.0	279,035.0
Long-term assets held for sale	-	-	-	22,204.0	-	-	-	-	-
Total assets	1,741,915.0	1,585,972.0	1,582,895.0	1,468,914.0	1,391,411.0	1,443,693.0	1,424,406.0	1,405,313.0	1,376,798.0
LIABILITIES AND STOCKHOLDER'S EQUITY									
Current liabilities									
Accounts payable	32,237.0	36,305.0	32,736.0	34,880.0	33,590.0	28,734.0	28,523.0	26,183.0	28,815.0
Accrued expenses	247,068.0	242,288.0	246,615.0	217,808.0	206,710.0	220,172.0	205,914.0	217,551.0	208,182.0
Current portion of long-term debt	30,000.0	30,000.0	60,000.0	30,000.0	20,000.0	35,000.0	20,000.0	20,000.0	20,000.0
Current liabilities held for sale	-	-	-	13,919.0	-	-	-	-	-
Total current liabilities	309,305.0	308,593.0	339,351.0	296,607.0	260,300.0	283,906.0	254,437.0	263,734.0	256,997.0
Lease Liability									
Lease Liability	74,198.0	70,318.0	68,351.0	58,439.0	61,949.0	61,837.0	62,382.0	57,640.0	54,017.0
Long-term debt									
Long-term debt	453,183.0	428,327.0	373,470.0	363,613.0	218,757.0	213,900.0	209,044.0	204,187.0	203,593.0
Other liabilities									
Other liabilities	95,023.0	92,570.0	94,848.0	97,475.0	96,436.0	96,296.0	98,748.0	74,512.0	68,104.0
Long-term liabilities held for sale									
Long-term liabilities held for sale	-	-	-	1,325.0	-	-	-	-	-
Total liabilities	931,709.0	899,808.0	876,020.0	817,459.0	637,442.0	655,939.0	624,611.0	600,073.0	582,711.0
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	618,706.0	621,440.0	624,665.0	627,787.0	623,477.0	627,515.0	633,161.0	635,994.0	613,890.0
Treasury stock, at cost	(1,564,942.0)	(1,564,090.0)	(1,563,878.0)	(1,563,614.0)	(1,562,211.0)	(1,560,411.0)	(1,565,275.0)	(1,575,059.0)	(1,560,799.0)
Other comprehensive income / (loss)	(110,607.0)	(116,995.0)	(105,040.0)	(124,758.0)	(123,850.0)	(114,058.0)	(116,916.0)	(116,105.0)	(118,377.0)
Retained earnings	1,866,958.0	1,745,718.0	1,751,037.0	1,711,949.0	1,816,462.0	1,834,617.0	1,848,734.0	1,860,319.0	1,859,282.0
Total stockholder's equity	810,206.0	686,164.0	706,875.0	651,455.0	753,969.0	787,754.0	799,795.0	805,240.0	794,087.0
Total liabilities & equity	1,741,915.0	1,585,972.0	1,582,895.0	1,468,914.0	1,391,411.0	1,443,693.0	1,424,406.0	1,405,313.0	1,376,798.0

Nu Skin Enterprises, Inc.
Income Statement Data
Q1 2024 to Q1 2026
In thousands of US\$ (except per share data)

	Q1 2024		Q2 2024		Q3 2024		Q4 2024		Annual 2024		Q1 2025		Q2 2025		Q3 2025		Q4 2025		Annual 2025		Q1 2026		Annual 2026	
		%		%		%		%		%		%		%		%		%		%		%		%
Revenue	417,306	100%	439,081	100%	430,145	100%	445,552	100%	1,732,084	100%	364,490	100%	386,138	100%	364,211	100%	370,320	100%	1,485,159	100%	320,608	100%	320,608	100%
Cost of Sales	123,242	29.5%	131,904	30.0%	128,682	29.9%	166,405	37.3%	550,233	31.8%	117,529	32.2%	120,405	31.2%	107,488	29.5%	108,339	29.3%	453,761	30.6%	106,145	33.1%	106,145	33.1%
Gross Margin	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%	265,733	68.8%	256,723	70.5%	261,981	70.7%	1,031,398	69.4%	214,463	66.9%	214,463	66.9%
Operating Expenses																								
Selling Expenses	153,542	36.8%	165,463	37.7%	167,612	39.0%	165,422	37.1%	652,039	37.6%	118,546	32.5%	128,228	33.2%	130,264	35.8%	131,342	35.5%	508,380	34.2%	110,054	34.3%	110,054	34.3%
General & Administrative	124,566	29.9%	117,921	26.9%	115,620	26.9%	120,930	27.1%	479,037	27.7%	113,204	31.1%	106,725	27.6%	104,817	28.8%	107,395	29.0%	432,141	29.1%	98,544	30.7%	98,544	30.7%
Restructuring Costs	7,134	1.7%	149,350	34.0%	-	0.0%	45,876	10.3%	202,360	11.7%	25,114	6.9%	-	0.0%	-	0.0%	-	0.0%	25,114	1.7%	1,839	0.6%	1,839	0.6%
Total Operating	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%	234,953	60.8%	235,081	64.5%	238,737	64.5%	965,635	65.0%	210,437	65.6%	210,437	65.6%
Operating Income	8,822	2.1%	(125,557)	-28.6%	18,231	4.2%	(53,081)	-11.9%	(151,585)	-8.8%	(9,903)	-2.7%	30,780	8.0%	21,642	5.9%	23,244	6.3%	65,763	4.4%	4,026	1.3%	4,026	1.3%
Other Income	(7,721)	-1.9%	(6,091)	-1.4%	(4,933)	-1.1%	(4,721)	-1.1%	(23,466)	-1.4%	144,504	39.6%	(3,369)	-0.9%	(5,648)	-1.6%	(5,053)	-1.4%	130,434	8.8%	(1,427)	-0.4%	(1,427)	-0.4%
Income Before Tax	1,101	0.3%	(131,648)	-30.0%	13,298	3.1%	(57,802)	-13.0%	(175,051)	-10.1%	134,601	36.9%	27,411	7.1%	15,994	4.4%	18,191	4.9%	196,197	13.2%	2,599	0.8%	2,599	0.8%
Income Taxes	1,634	0.4%	(13,390)	-3.0%	4,996	1.2%	(21,697)	-4.9%	(28,457)	-1.6%	27,086	7.4%	6,292	1.6%	(1,085)	-0.3%	3,700	1.0%	35,993	2.4%	763	0.2%	763	0.2%
Net Income	(533)	-0.1%	(118,258)	-26.9%	8,302	1.9%	(36,105)	-8.1%	(146,594)	-8.5%	107,515	29.5%	21,119	5.5%	17,079	4.7%	14,491	3.9%	160,204	10.8%	1,836	0.6%	1,836	0.6%
Thousands of Shares O/S	49,538		49,688		49,733		49,712		49,662		50,328		49,499		50,310		49,912		50,301		49,422			
Diluted EPS	(0.01)		(2.38)		0.17		(0.73)		(2.95)		2.14		0.43		0.34		0.29		3.18		0.04			
Prior Year Revenue and EPS																								
Revenue	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%	439,081	-12.1%	430,145	-15.3%	445,552	-16.9%	1,732,084	-14.3%	364,490	-12.0%	1,485,159	-78.4%
EPS	0.23	-104.3%	0.54	-540.7%	(0.74)	-123.0%	0.15	-586.7%	0.17	-1835.3%	(0.01)	-21500.0%	(2.38)	-118.1%	0.17	100.0%	(0.73)	-139.7%	(2.95)	-207.8%	2.14	-98.1%	3.18	-100.0%
Interest expense	7,325		6,720		6,500		5,864		26,409		3,283		2,526		4,145		3,994		13,948		4,250		4,250	
Depreciation/Amortization	18,437		17,603		17,321		16,449		69,810		14,206		13,052		12,091		12,912		52,261		12,342		12,342	
FAS 123R Equity Compensation	4,242		3,646		3,490		3,445		14,823		9,308		5,818		5,819		3,160		24,105		3,695		3,695	
EBTIDA	26,863		(107,325)		37,119		(35,489)		(78,832)		152,090		42,989		32,230		35,097		262,406		19,191		19,191	
EBTIDAR	31,105		(103,679)		40,609		(32,044)		(64,009)		161,398		48,807		38,049		38,257		286,511		22,886		22,886	
Income Tax Rate	148.4%		10.2%		37.6%		37.5%		16.3%		20.1%		23.0%		-6.8%		20.3%		18.3%		29.4%		29.4%	

Nu Skin Enterprises, Inc.
Operational Ratios
Q1 2024 to Q1 2026

	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Annual 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Annual 2025	Q1 2026
Return on invested capital	-0.2%	-41.3%	2.9%	-13.8%	-14.0%	43.3%	8.1%	6.6%	5.7%	15.9%	0.7%
Return on equity	-0.3%	-68.9%	4.7%	-22.2%	-22.5%	57.0%	10.7%	8.5%	7.2%	19.9%	0.9%
Return on asset	-0.1%	-29.8%	2.1%	-9.8%	-10.0%	30.9%	5.9%	4.8%	4.1%	45.6%	0.5%
Working capital as a % of revenue	20.2%	19.7%	18.3%	13.6%	14.0%	18.1%	18.6%	20.2%	19.2%	19.1%	20.7%
Days of inventory supply	193.6	166.5	173.3	102.9	124.5	144.6	134.8	149.5	148.4	141.7	151.4
Trailing four quarter revenue	1,904,975	1,843,799	1,775,172	1,732,084	1,732,084	1,679,268	1,626,325	1,560,391	1,485,159	1,485,159	1,441,277
Average four quarter revenue growth	-9.5%	-9.8%	-11.4%	-12.0%		-11.9%	-11.8%	-12.2%	-14.2%		-14.1%
Gross margin	70.5%	70.0%	70.1%	62.7%	68.2%	67.8%	68.8%	70.5%	70.7%	69.4%	66.9%
Selling expense (%)	36.8%	37.7%	39.0%	37.1%	37.6%	32.5%	33.2%	35.8%	35.5%	34.2%	34.3%
G&A (%)	29.9%	26.9%	26.9%	27.1%	27.7%	31.1%	27.6%	28.8%	29.0%	29.1%	30.7%
Operating margin	2.1%	-28.6%	4.2%	-11.9%	-8.8%	-2.7%	8.0%	5.9%	6.3%	4.4%	1.3%
Net income margin	-0.1%	-26.9%	1.9%	-8.1%	-8.5%	29.5%	5.5%	4.7%	3.9%	10.8%	0.6%
Trailing four quarters EPS	(0.06)	(2.98)	(2.07)	(2.95)	\$ (2.95)	(0.80)	2.01	2.18	3.20	\$ 3.18	1.10
EBITDA/Revenue	6.4%	-24.4%	8.6%	-8.0%	-4.6%	41.7%	11.1%	8.8%	9.5%	17.7%	6.0%
EBITDAR/Revenue	7.5%	-23.6%	9.4%	-7.2%	-3.7%	44.3%	12.6%	10.4%	10.3%	19.3%	7.1%

Nu Skin Enterprises, Inc.
Customers & Sales Leaders
Q1 2024 to Q1 2026

	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	YOY % Growth
Mainland China Customers	162,239	179,021	148,402	150,731	122,474	117,325	106,062	118,523	104,721	-14.5%
Mainland China Paid Affiliates	24,405	24,404	22,843	22,125	19,859	19,399	18,197	18,922	18,064	-9.0%
Mainland China Sales Leaders	9,600	10,266	9,348	8,969	6,214	5,790	6,543	6,065	5,489	-11.7%
South Korea Customers	100,230	99,358	90,248	81,301	71,721	67,313	64,360	58,880	57,271	-20.1%
South Korea Paid Affiliates	20,594	22,116	20,774	17,939	16,548	16,986	17,111	16,341	15,212	-8.1%
South Korea Sales Leaders	4,122	4,689	4,388	3,343	2,850	3,066	3,082	2,547	2,347	-17.7%
Americas Customers	199,399	226,626	211,583	227,556	227,514	240,477	224,013	225,527	186,448	-18.0%
Americas Paid Affiliates	29,081	29,531	28,772	28,361	26,936	28,827	28,128	28,900	27,039	0.4%
Americas Sales Leaders	6,616	6,070	6,450	6,778	6,174	5,971	5,642	6,016	4,930	-20.1%
Southeast Asia/Pacific Customers	93,411	88,662	86,307	82,956	74,584	72,814	74,672	74,300	67,461	-9.6%
Southeast Asia/Pacific Paid Affiliates	29,778	29,701	26,749	26,310	22,296	21,092	21,144	20,260	18,163	-18.5%
Southeast Asia/Pacific Sales Leaders	5,570	5,601	5,398	5,288	4,542	4,126	4,360	4,272	3,769	-17.0%
Japan Customers	108,808	109,357	112,257	110,069	107,742	105,961	107,543	104,439	102,392	-5.0%
Japan Paid Affiliates	21,679	21,575	22,623	22,318	21,073	19,605	20,559	20,126	19,224	-8.8%
Japan Sales Leaders	6,385	6,116	6,866	6,780	6,210	5,882	6,686	6,259	5,943	-4.3%
Hong Kong/Taiwan Customers	47,693	47,154	47,680	46,053	42,523	41,371	41,613	39,217	35,899	-15.6%
Hong Kong/Taiwan Paid Affiliates	10,321	10,757	10,947	10,961	9,622	9,570	10,154	9,844	9,541	-0.8%
Hong Kong/Taiwan Sales Leaders	2,601	2,418	2,516	2,411	2,207	2,063	2,174	2,164	2,123	-3.8%
Europe & Africa Customers	163,481	143,336	135,291	133,306	130,154	126,146	127,993	127,910	115,343	-11.4%
Europe & Africa Paid Affiliates	18,313	17,402	16,556	16,860	15,184	15,320	14,803	14,918	13,607	-10.4%
Europe & Africa Sales Leaders	3,715	3,432	3,318	3,343	2,839	2,695	2,663	2,722	2,314	-18.5%
TOTAL CUSTOMERS	875,261	893,514	831,768	831,972	776,712	771,407	746,256	748,796	669,535	-13.8%
TOTAL PAID AFFILIATES	154,171	155,486	149,264	144,874	131,518	130,799	130,096	129,311	120,850	-8.1%
TOTAL SALES LEADERS	38,609	38,592	38,284	36,912	31,036	29,593	31,150	30,045	26,914	-13.3%