Nu Skin Enterprises, Inc.
Revenue and Exchange Rate Data
Q3 2024 to Q3 2026

	Q3 2024	%	Q4 2024	%	Annual 2024	%	Q1 2025	%	Q2 2025	%	Q3 2025	%	Q4 2025	%	Annual 2025	%	Q1 2026	%	Q2 2026	%	Q3 2026	%
Selected Average Exchange Rates																						
Japan	148.81		152.37		151.34		152.38		144.61		147.48		154.15		149.57		156.88		159.40		159.01	
South Korea	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		1,503.70		1,413.58	
Taiwan	32.23		32.38		32.12		32.89		29.62		30.02		31.08		30.85		31.62		31.62		31.96	
Hong Kong	7.80		7.78		7.81		7.82		7.85		7.82		7.78		7.82		7.81		7.84		7.84	
China	7.02		7.15		7.11		7.18		7.18		7.14		7.07		7.14		6.92		6.80		6.74	
Singapore	1.32		1.33		1.34		1.35		1.28		1.28		1.30		1.30		1.28		1.28		1.28	
Malaysia	4.46		4.41		4.57		4.45		4.24		4.23		4.15		4.26		3.97		4.00		4.07	
Thailand	34.62		33.98		35.20		33.95		32.63		32.28		32.14		32.80		31.65		32.59		33.26	
Selected Local Currency Revenues																						
Japan - Thousand Yen	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		6,080,121		6,142,000	
South Korea - Thousand Won	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		38,524,857		34,505,520	
Taiwan - Thousand NT$	728,591		722,922		2,849,161		601,285		581,401		650,363		645,563		2,478,613		598,037		615,986		592,527	
Hong Kong- Thousand HK$	86,915		79,523		327,141		79,541		61,987		79,224		68,782		289,533		66,742		51,680		56,473	
China - Thousand RMB	372,200		403,544		1,672,033		342,883		382,321		303,695		368,104		1,397,003		312,633		312,522		255,395	
Singapore - Thousand SG$	10,977		12,096		44,430		9,816		9,918		12,842		11,386		43,963		9,254		9,964		9,933	
Malaysia - Thousand Ringgit	51,500		57,009		215,720		44,422		44,926		48,654		45,965		183,968		37,503		40,496		39,940	
Thailand - Thousand Baht	137,130		126,856		519,461		120,850		107,666		101,443		90,881		420,840		104,639		87,173		94,588	
US$ Revenue (in thousands)																						
China	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	14.1%	45,956	14.4%	37,888	12.2%
South Korea	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	7.9%	25,620	8.0%	24,410	7.8%
Indonesia	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	2.9%	7,954	2.5%	8,453	2.7%
Malaysia	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	2.9%	10,120	3.2%	9,810	3.2%
Singapore	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	2.3%	7,780	2.4%	7,756	2.5%
Thailand	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	1.0%	2,675	0.8%	2,844	0.9%
Pacific	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	3.1%	9,003	2.8%	8,634	2.8%
Other Southeast Asia	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	1.9%	5,725	1.8%	5,535	1.8%
Canada	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	1.1%	3,661	1.1%	2,846	0.9%
Latin America	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	7.4%	24,339	7.6%	23,830	7.7%
USA	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	9.5%	31,763	9.9%	26,416	8.5%
Hong Kong	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	2.7%	6,596	2.1%	7,201	2.3%
Taiwan	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	5.9%	19,478	6.1%	18,538	6.0%
Japan	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	12.4%	38,143	11.9%	38,627	12.4%
Europe	37,724	8.8%		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	9.7%	32,105	10.0%	27,715	8.9%
SAF/Israel/Ukr/Russ	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	0.1%	212	0.1%	183	0.1%
Other	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%	48,425	15.1%	48,982	15.3%	60,323	19.4%
Revenue by Segment in US$																						
Mainland China	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	14.1%	45,956	14.4%	37,888	12.2%
Americas	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	18.0%	59,763	18.7%	53,092	17.1%
South Korea	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	7.9%	25,620	8.0%	24,410	7.8%
Southeast Asia/Pacific	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	14.2%	43,257	13.5%	43,032	13.8%
Japan	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	12.4%	38,143	11.9%	38,627	12.4%
Hong Kong/Taiwan	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	8.6%	26,074	8.1%	25,739	8.3%
Europe & Africa	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	9.7%	32,317	10.1%	27,898	9.0%
Other	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%	48,425	15.1%	48,982	15.3%	60,323	19.4%
Total Revenue	**430,145**	**100%**	**445,552**	**100%**	**1,732,084**	**100%**	**364,490**	**100%**	**386,138**	**100%**	**364,211**	**100%**	**370,320**	**102%**	**1,485,159**	**100%**	**320,608**	**100%**	**320,112**	**100%**	**311,009**	**100%**

Nu Skin Enterprises, Inc.
Balance Sheet Data
Q3 2024 to Q3 2026
In thousands of US$

	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	Q3 2026
ASSETS									
Current assets									
Cash & cash equivalents	227,751.0	186,883.0	203,770.0	264,159.0	251,787.0	238,630.0	198,654.0	189,643.0	164,903.0
Current investments	10,077.0	11,111.0	9,781.0	1,211.0	1,210.0	1,211.0	1,751.0	1,743.0	1,736.0
Accounts receivable	68,812.0	50,784.0	56,576.0	59,703.0	48,892.0	39,544.0	45,013.0	48,902.0	51,406.0
Inventory	247,789.0	190,242.0	188,776.0	180,377.0	178,533.0	178,643.0	178,600.0	191,497.0	191,656.0
Other current assets	98,942.0	72,643.0	65,954.0	66,103.0	67,721.0	89,670.0	98,870.0	76,364.0	69,716.0
Current assets held for sale	-	26,936.0	-	-	-	-	-	-	-
Total current assets	653,371.0	538,599.0	524,857.0	571,553.0	548,143.0	547,698.0	522,888.0	508,149.0	479,417.0
Fixed Assets (net)	410,673.0	379,595.0	380,067.0	374,207.0	375,280.0	377,168.0	381,610.0	379,550.0	382,935.0
Right of Use Assets (net)	85,550.0	72,605.0	79,389.0	77,736.0	79,933.0	74,021.0	70,350.0	65,442.0	63,667.0
Goodwill	99,885.0	83,625.0	83,625.0	83,625.0	83,624.0	83,625.0	83,625.0	4,750.0	4,750.0
Other Intangibles (net)	85,266.0	74,278.0	47,554.0	45,937.0	44,198.0	42,614.0	39,290.0	37,884.0	36,384.0
Other assets (long term)	248,150.0	298,008.0	275,919.0	290,635.0	293,228.0	280,187.0	279,035.0	125,755.0	120,925.0
Long-term assets held for sale	-	22,204.0	-	-	-	-	-	-	-
Total assets	**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**	**1,121,530.0**	**1,088,078.0**
LIABILITIES AND STOCKHOLDER'S EQUITY									
Current liabilities									
Accounts payable	32,736.0	34,880.0	33,590.0	28,734.0	28,523.0	26,183.0	28,815.0	37,711.0	26,235.0
Accrued expenses	246,615.0	217,808.0	206,710.0	220,172.0	205,914.0	217,551.0	208,182.0	198,636.0	188,950.0
Current portion of long-term debt	60,000.0	30,000.0	20,000.0	35,000.0	20,000.0	20,000.0	20,000.0	20,000.0	20,000.0
Current liabilities held for sale	-	13,919.0	-	-	-	-	-	-	-
Total current liabilities	339,351.0	296,607.0	260,300.0	283,906.0	254,437.0	263,734.0	256,997.0	256,347.0	235,185.0
Lease Liability	68,351.0	58,439.0	61,949.0	61,837.0	62,382.0	57,640.0	54,017.0	50,075.0	48,683.0
Long-term debt	373,470.0	363,613.0	218,757.0	213,900.0	209,044.0	204,187.0	203,593.0	193,664.0	183,734.0
Other liabilities	94,848.0	97,475.0	96,436.0	96,296.0	98,748.0	74,512.0	68,104.0	78,705.0	72,994.0
Long-term liabilities held for sale	-	1,325.0	-	-	-	-	-	-	-
Total liabilities	**876,020.0**	**817,459.0**	**637,442.0**	**655,939.0**	**624,611.0**	**600,073.0**	**582,711.0**	**578,791.0**	**540,596.0**
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	624,665.0	627,787.0	623,477.0	627,515.0	633,161.0	635,994.0	613,890.0	612,412.0	615,121.0
Treasury stock, at cost	(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)	(1,558,183.0)	(1,558,183.0)
Other comprehensive income / (loss)	(105,040.0)	(124,758.0)	(123,850.0)	(114,058.0)	(116,916.0)	(116,105.0)	(118,377.0)	(118,152.0)	(112,447.0)
Retained earnings	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	1,606,571.0	1,602,900.0
Total stockholder's equity	706,875.0	651,455.0	753,969.0	787,754.0	799,795.0	805,240.0	794,087.0	542,739.0	547,482.0
Total liabilities & equity	**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**	**1,121,530.0**	**1,088,078.0**

Nu Skin Enterprises, Inc.
Income Statement Data
Q3 2024 to Q3 2026
In thousands of US$ (except per share data)

	Q3 2024	%	Q4 2024	%	Annual 2024	%	Q1 2025	%	Q2 2025	%	Q3 2025	%	Q4 2025	%	Annual 2025	%	Q1 2026	%	Q2 2026	%	Q3 2026	%
Revenue	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%	320,112	100%	311,009	100%
Cost of Sales	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%	101,787	31.8%	108,842	35.0%
Gross Margin	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%	218,325	68.2%	202,167	65.0%
Operating Expenses																						
Selling Expenses	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%	107,922	33.7%	103,207	33.2%
General & Administrative	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%	90,847	28.4%	93,873	30.2%
Restructuring Costs	-	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%	78,875	24.6%	-	0.0%
Total Operating	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%	277,644	86.7%	197,080	63.4%
Operating Income	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%	(59,319)	-18.5%	5,087	1.6%
Other Income	(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%	(3,856)	-1.2%	(3,200)	-1.0%
Income Before Tax	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%	(63,175)	-19.7%	1,887	0.6%
Income Taxes	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%	186,623	58.3%	2,629	0.8%
Net Income	**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%**	**(249,798)**	**-78.0%**	**(742)**	**-0.2%**
Thousands of Shares O/S	49,733		49,712		49,662		50,328		49,499		50,310		49,912		50,301		49,422		48,701		48,677	
Diluted EPS	**0.17**		**(0.73)**		**(2.95)**		**2.14**		**0.43**		**0.34**		**0.29**		**3.18**		**0.04**		**(5.13)**		**(0.02)**	
Prior Year Revenue and EPS																						
Revenue	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%	386,138	-17.1%	364,211	-14.6%
EPS	(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%	0.43	-1293.0%	0.34	-105.9%
Interest expense	6,500		5,864		26,409		3,283		2,526		4,145		3,994		13,948		4,250		3,322		3,499	
Depreciation/Amortization	17,321		16,449		69,810		14,206		13,052		12,091		12,912		52,261		12,342		12,658		12,535	
FAS 123R Equity Compensation	3,490		3,445		14,823		9,308		5,818		5,819		3,160		24,105		3,695		1,117		2,709	
EBTIDA	37,119		(35,489)		(78,832)		152,090		42,989		32,230		35,097		262,406		19,191		(47,195)		17,921	
EBTIDAR	40,609		(32,044)		(64,009)		161,398		48,807		38,049		38,257		286,511		22,886		(46,078)		20,630	
Income Tax Rate	37.6%		37.5%		16.3%		20.1%		23.0%		-6.8%		20.3%		18.3%		29.4%		-295.4%		139.3%	

Nu Skin Enterprises, Inc.
Operational Ratios
Q3 2024 to Q3 2026

	Q3 2024	Q4 2024	Annual 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Annual 2025	Q1 2026	Q2 2026	Q3 2026
Return on invested capital	2.9%	-13.8%	-14.0%	43.3%	8.1%	6.6%	5.7%	15.9%	0.7%	-132.1%	-0.4%
Return on equity	4.7%	-22.2%	-22.5%	57.0%	10.7%	8.5%	7.2%	19.9%	0.9%	-184.1%	-0.5%
Return on asset	2.1%	-9.8%	-10.0%	30.9%	5.9%	4.8%	4.1%	45.6%	0.5%	-89.1%	-0.3%
Working capital as a % of revenue	18.3%	13.6%	14.0%	18.1%	18.6%	20.2%	19.2%	19.1%	20.7%	19.7%	19.6%
Days of inventory supply	173.3	102.9	124.5	144.6	134.8	149.5	148.4	141.7	151.4	169.3	158.5
Trailing four quarter revenue	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	1,375,251	1,322,049
Average four quarter revenue growth	-11.4%	-12.0%		-11.9%	-11.8%	-12.2%	-14.2%		-14.1%	-15.3%	-15.2%
Gross margin	70.1%	62.7%	68.2%	67.8%	68.8%	70.5%	70.7%	69.4%	66.9%	68.2%	65.0%
Selling expense (%)	39.0%	37.1%	37.6%	32.5%	33.2%	35.8%	35.5%	34.2%	34.3%	33.7%	33.2%
G&A (%)	26.9%	27.1%	27.7%	31.1%	27.6%	28.8%	29.0%	29.1%	30.7%	28.4%	30.2%
Operating margin	4.2%	-11.9%	-8.8%	-2.7%	8.0%	5.9%	6.3%	4.4%	1.3%	-18.5%	1.6%
Net income margin	1.9%	-8.1%	-8.5%	29.5%	5.5%	4.7%	3.9%	10.8%	0.6%	-78.0%	-0.2%
Trailing four quarters EPS	(2.07)	(2.95)	$ (2.95)	(0.80)	2.01	2.18	3.20	$ 3.18	1.10	(4.46)	(4.82)
EBITDA/Revenue	8.6%	-8.0%	-4.6%	41.7%	11.1%	8.8%	9.5%	17.7%	6.0%	-14.7%	5.8%
EBITDAR/Revenue	9.4%	-7.2%	-3.7%	44.3%	12.6%	10.4%	10.3%	19.3%	7.1%	-14.4%	6.6%

Nu Skin Enterprises, Inc.
Customers & Sales Leaders
Q3 2024 to Q3 2026

	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	Q3 2026	YOY % Growth
Mainland China Customers	148,402	150,731	122,474	117,325	106,062	118,523	104,721	103,891	90,469	**-14.7%**
Mainland China Paid Affiliates	22,843	22,125	19,859	19,399	18,197	18,922	18,064	18,736	17,121	**-5.9%**
Mainland China Sales Leaders	9,348	8,969	6,214	5,790	6,543	6,065	5,489	5,899	5,889	**-10.0%**
South Korea Customers	90,248	81,301	71,721	67,313	64,360	58,880	57,271	54,305	52,570	**-18.3%**
South Korea Paid Affiliates	20,774	17,939	16,548	16,986	17,111	16,341	15,212	14,826	14,424	**-15.7%**
South Korea Sales Leaders	4,388	3,343	2,850	3,066	3,082	2,547	2,347	2,571	2,350	**-23.8%**
Americas Customers	211,583	227,556	227,514	240,477	224,013	225,527	186,448	183,757	162,865	**-27.3%**
Americas Paid Affiliates	28,772	28,361	26,936	28,827	28,128	28,900	27,039	27,337	26,023	**-7.5%**
Americas Sales Leaders	6,450	6,778	6,174	5,971	5,642	6,016	4,930	5,041	4,635	**-17.8%**
Southeast Asia/Pacific Customers	86,307	82,956	74,584	72,814	74,672	74,300	67,461	69,354	66,791	**-10.6%**
Southeast Asia/Pacific Paid Affiliates	26,749	26,310	22,296	21,092	21,144	20,260	18,163	17,677	17,587	**-16.8%**
Southeast Asia/Pacific Sales Leaders	5,398	5,288	4,542	4,126	4,360	4,272	3,769	3,631	3,900	**-10.6%**
Japan Customers	112,257	110,069	107,742	105,961	107,543	104,439	102,392	100,849	99,256	**-7.7%**
Japan Paid Affiliates	22,623	22,318	21,073	19,605	20,559	20,126	19,224	19,018	19,278	**-6.2%**
Japan Sales Leaders	6,866	6,780	6,210	5,882	6,686	6,259	5,943	5,782	6,154	**-8.0%**
Hong Kong/Taiwan Customers	47,680	46,053	42,523	41,371	41,613	39,217	35,899	36,549	36,903	**-11.3%**
Hong Kong/Taiwan Paid Affiliates	10,947	10,961	9,622	9,570	10,154	9,844	9,541	9,390	9,370	**-7.7%**
Hong Kong/Taiwan Sales Leaders	2,516	2,411	2,207	2,063	2,174	2,164	2,123	1,858	1,956	**-10.0%**
Europe & Africa Customers	135,291	133,306	130,154	126,146	127,993	127,910	115,343	111,332	100,615	**-21.4%**
Europe & Africa Paid Affiliates	16,556	16,860	15,184	15,320	14,803	14,918	13,607	13,307	12,646	**-14.6%**
Europe & Africa Sales Leaders	3,318	3,343	2,839	2,695	2,663	2,722	2,314	2,216	2,111	**-20.7%**
TOTAL CUSTOMERS	831,768	831,972	776,712	771,407	746,256	748,796	669,535	660,037	609,469	**-18.3%**
TOTAL PAID AFFILIATES	149,264	144,874	131,518	130,799	130,096	129,311	120,850	120,291	116,449	**-10.5%**
TOTAL SALES LEADERS	38,284	36,912	31,036	29,593	31,150	30,045	26,914	26,998	26,995	**-13.3%**