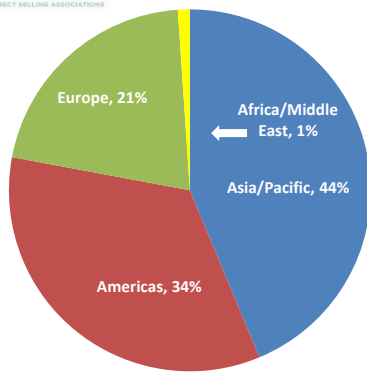




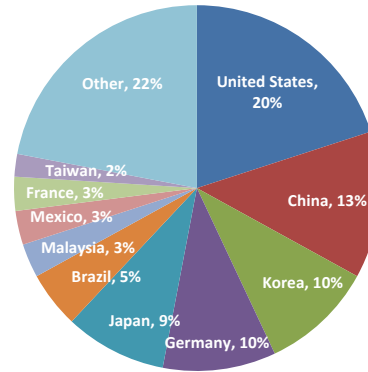
## Global Direct Selling - 2019 Retail Sales

Published July 13, 2020

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Regional Sales



Top 10 Global Markets

**Global Industry: \$180,479 (USD millions), Down 4.3% in Constant 2019 USD**

| Region/Country            | 2019 Retail Sales (1)     |                | % Sales Change (YOY) in Constant 2019 USD (2) | 3-Year CAGR in Constant 2019 USD (2016-19) | Independent Representatives (3) |
|---------------------------|---------------------------|----------------|---|--|---------------------------------|
|                           | Local Currency (millions) | USD (millions) |   |  |                                 |
| <b>Global</b> (4)         | na                        | 180,479        | -4.3%   | -0.3%                                      | 119,923,434                     |
| <b>Asia/Pacific</b>       | na                        | 78,900         | -10.3%  | -1.8%                                      | 68,429,768                      |
| Australia                 | 1,700                     | 1,182          | -5.2%   | -3.8%                                      | 452,873                         |
| China (5)                 | 165,481                   | 23,954         | -30.0%  | -9.7%                                      | 4,129,000                       |
| Hong Kong                 | 2,983                     | 381            | 1.9%  | 2.0%                                       | 257,680                         |
| India                     | 174,400                   | 2,477          | 12.1%   | 16.3%                                      | 5,750,000                       |
| Indonesia                 | 22,636,030                | 1,600          | 9.3%  | 12.8%                                      | 17,820,000                      |
| Japan                     | 1,703,200                 | 15,624         | -1.2%   | -0.2%                                      | 2,869,338                       |
| Kazakhstan                | 136,430                   | 356            | 4.4%  | 8.3%                                       | 1,030,730                       |
| Korea                     | 20,607,000                | 17,683         | 3.8%  | 1.7%                                       | 9,399,431                       |
| Malaysia                  | 25,333                    | 6,116          | 5.6%  | 11.6%                                      | 4,250,000                       |
| New Zealand               | 210                       | 139            | 5.3%  | -4.1%                                      | 107,725                         |
| Philippines               | 76,021                    | 1,468          | 5.2%  | 8.6%                                       | 5,965,138                       |
| Singapore                 | 506                       | 371            | -2.9%   | -1.5%                                      | 428,127                         |
| Taiwan                    | 112,880                   | 3,650          | -3.9%   | -1.3%                                      | 3,040,000                       |
| Thailand                  | 93,467                    | 3,010          | 0.4%  | 0.0%                                       | 11,187,022                      |
| Vietnam                   | 14,351,000                | 623            | 12.0%   | 14.9%                                      | 872,000                         |
| Other Asia/Pacific (7)    | na                        | 268            | 15.0%   | 7.2%                                       | 870,704                         |
| <b>Africa/Middle East</b> | na                        | 1,913          | 11.6%   | 7.8%                                       | 6,452,475                       |
| <b>Africa</b>             | na                        | 1,665          | 13.5%   | 8.4%                                       | 5,411,628                       |
| Morocco (7)               | 1,227                     | 128            | 3.0%  | 3.0%                                       | 298,478                         |
| South Africa              | 11,656                    | 807            | 6.0%  | 1.3%                                       | 1,131,347                       |
| Other Africa (7)          | na                        | 731            | 25.5%   | 21.1%                                      | 3,981,803                       |
| <b>Middle East</b>        | na                        | 247            | 0.4%  | 3.5%                                       | 1,040,847                       |
| Israel (7)                | 259                       | 73             | 15.0%   | 9.0%                                       | 32,477                          |
| United Arab Emirates (7)  | 54                        | 15             | -14.5%  | -2.2%                                      | 748,896                         |
| Other Middle East (7)     | na                        | 160            | -3.6%   | 1.9%                                       | 259,474                         |
| <b>Americas</b>           | na                        | 61,758         | 0.7%  | 0.5%                                       | 30,906,804                      |
| <b>North America</b>      | na                        | 37,690         | -0.8%   | -0.5%                                      | 17,515,000                      |
| Canada                    | 3,291                     | 2,480          | -6.0%   | -2.4%                                      | 1,155,000                       |
| United States             | 35,210                    | 35,210         | -0.4%   | -0.3%                                      | 16,360,000                      |

| Region/Country                     | 2019 Retail Sales (1)     |                | % Sales Change (YOY) in Constant 2019 USD (2) | 3-Year CAGR in Constant 2019 USD (2016-19) | Independent Representatives (3) |
|------------------------------------|---------------------------|----------------|---|--|---------------------------------|
|                                    | Local Currency (millions) | USD (millions) |   |  |                                 |
| <b>South &amp; Central America</b> | na                        | 24,068         | 3.1% ▲  | 1.9%                                       | 13,391,804                      |
| Argentina (8)                      | 54,400                    | 1,130          | 20.0% ▲                                       | 26.4%                                      | 960,000                         |
| Bolivia (6)                        | 2,345                     | 339            | -4.9% ▼                                       | -1.2%                                      | 345,450                         |
| Brazil                             | 38,499                    | 9,760          | 3.3% ▲  | 0.2%                                       | 3,860,000                       |
| Chile                              | 478,439                   | 681            | 8.2% ▲  | 6.0%                                       | 418,787                         |
| Colombia                           | 7,384,844                 | 2,251          | 0.4% ▲  | 0.8%                                       | 2,308,053                       |
| Ecuador                            | 1,156                     | 1,156          | -3.4% ▼                                       | 2.0%                                       | 859,000                         |
| Mexico                             | 115,686                   | 6,005          | 2.5% ▲  | 1.9%                                       | 2,898,000                       |
| Peru                               | 6,385                     | 1,918          | 4.2% ▲  | 5.0%                                       | 781,321                         |
| Uruguay (6)(7)                     | 3,092                     | 88             | 16.0% ▲                                       | 10.0%                                      | 110,495                         |
| Venezuela (9)                      | na                        | na             | na na   | na   | na                              |
| Central America/Caribbean (7)      | na                        | 712            | -3.2% ▼                                       | -5.1%                                      | 821,319                         |
| Other South & Central America (7)  | na                        | 28             | -7.0% ▼                                       | -1.1%                                      | 29,379                          |
| <b>Europe</b>                      | na                        | 37,908         | 0.8% ▲  | 1.3%                                       | 14,134,387                      |
| <b>European Union</b>              | na                        | 33,847         | 1.4% ▲  | 1.3%                                       | 6,986,965                       |
| Austria (7)                        | 254                       | 285            | 0.2% ▲  | 0.6%                                       | 299,284                         |
| Belgium (7)                        | 175                       | 195            | -5.0% ▼                                       | -6.7%                                      | 34,000                          |
| Bulgaria (7)                       | 161                       | 92             | 1.2% ▲  | 1.3%                                       | 205,019                         |
| Croatia (7)                        | 288                       | 44             | 5.0% ▲  | 1.2%                                       | 38,512                          |
| Cyprus (7)                         | 7                         | 8              | -4.9% ▼                                       | 0.5%                                       | 8,966                           |
| Czech Republic                     | 7,550                     | 329            | -1.5% ▼                                       | 3.3%                                       | 372,285                         |
| Denmark                            | 599                       | 90             | 0.0% ▬  | 2.9%                                       | 66,163                          |
| Estonia                            | 50                        | 56             | 2.0% ▲  | 2.8%                                       | 44,000                          |
| Finland                            | 137                       | 153            | -9.2% ▼                                       | -10.6%                                     | 66,615                          |
| France                             | 4,630                     | 5,184          | 1.5% ▲  | 2.7%                                       | 699,775                         |
| Germany                            | 15,590                    | 17,453         | 5.0% ▲  | 2.9%                                       | 932,614                         |
| Greece (7)                         | 110                       | 123            | -7.0% ▼                                       | -4.0%                                      | 132,444                         |
| Hungary                            | 59,960                    | 206            | 0.0% ▬  | 1.8%                                       | 521,701                         |
| Ireland                            | 46                        | 51             | 5.0% ▲  | 6.4%                                       | 26,533                          |
| Italy                              | 2,646                     | 2,962          | -5.7% ▼                                       | -1.8%                                      | 565,000                         |
| Latvia                             | 68                        | 76             | 4.0% ▲  | 4.7%                                       | 63,000                          |
| Lithuania                          | 88                        | 98             | 4.6% ▲  | 5.4%                                       | 83,000                          |
| Luxembourg                         | 42                        | 47             | 5.0% ▲  | -0.8%                                      | 2,750                           |
| Malta (7)                          | 9                         | 10             | -5.0% ▼                                       | 0.5%                                       | 8,690                           |
| Netherlands                        | 118                       | 132            | -4.3% ▼                                       | -7.2%                                      | 89,288                          |
| Poland                             | 4,233                     | 1,103          | -1.3% ▼                                       | 0.2%                                       | 930,000                         |
| Portugal                           | 209                       | 234            | -9.0% ▼                                       | -4.3%                                      | 205,900                         |
| Romania (7)                        | 1,820                     | 429            | 2.8% ▲  | 9.9%                                       | 432,590                         |
| Slovakia                           | 168                       | 188            | 2.1% ▲  | 4.7%                                       | 209,655                         |
| Slovenia                           | 21                        | 23             | 0.0% ▬  | -1.1%                                      | 19,335                          |
| Spain                              | 751                       | 840            | -1.8% ▼                                       | -1.3%                                      | 250,959                         |
| Sweden                             | 2,142                     | 226            | -0.3% ▼                                       | -2.8%                                      | 150,117                         |
| United Kingdom                     | 2,515                     | 3,210          | -6.1% ▼                                       | -4.0%                                      | 528,770                         |
| <b>Rest of Europe</b>              | na                        | 4,061          | -3.9% ▼                                       | 1.9%                                       | 7,147,422                       |
| Norway (7)                         | 1,560                     | 177            | -8.8% ▼                                       | 5.8%                                       | 78,300                          |
| Russia                             | 146,240                   | 2,259          | -6.2% ▼                                       | 0.2%                                       | 4,419,091                       |
| Switzerland (7)                    | 331                       | 333            | 1.9% ▲  | 1.2%                                       | 161,629                         |
| Turkey (7)                         | 2,745                     | 484            | -2.8% ▼                                       | 6.4%                                       | 1,303,780                       |
| Ukraine                            | 9,044                     | 350            | -1.2% ▼                                       | 6.2%                                       | 848,326                         |
| Other Europe (7)                   | na                        | 458            | 3.4% ▲  | 1.8%                                       | 336,296                         |

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(1) Sales figures are expressed at Estimated Retail level and exclude Value Added Tax. Unless otherwise noted, country figures are for the entire industry and are based on research by national direct selling associations including surveys of their member companies.

(2) Sales figures for 2018 and 2019 are expressed in US Constant 2019 Dollars to exclude the impact of foreign exchange and ensure comparability. Average annual exchange rates from the International Monetary Fund (IMF) have been used to convert data from local currency to US dollars.

(3) Independent Representatives have signed an Independent Contractor agreement with a direct selling company enabling them to purchase products at a discount, sell, sponsor and earn, including:

- **Full-time Business Builders** actively working to grow their businesses, typically devoting more than 30 hours weekly to direct selling activities
- **Part-time Business Builders**, typically devoting less than 30 hours weekly
- **Others** who may be new to direct selling; or may have joined primarily to purchase favorite products at a discount; and others who join but just never become active.

(4) Global sales and seller counts during 2019 were materially impacted by events in China (see separate footnote). Excluding China, the Global YOY Sales Change was 1.4% and the 3-Year CAGR was 1.5% (in constant 2019 USD).

(5) During Q1 of 2019, the Chinese Government implement a 100 Day Review of the nutrition supplement industry. While this action was not related specifically to the direct selling industry, it had a significant impact on certain sectors of the industry. The disruptive nature of this event affected the availability of some data, therefore the WFSDA estimate of China sales is based on the data sources available and is directional only.

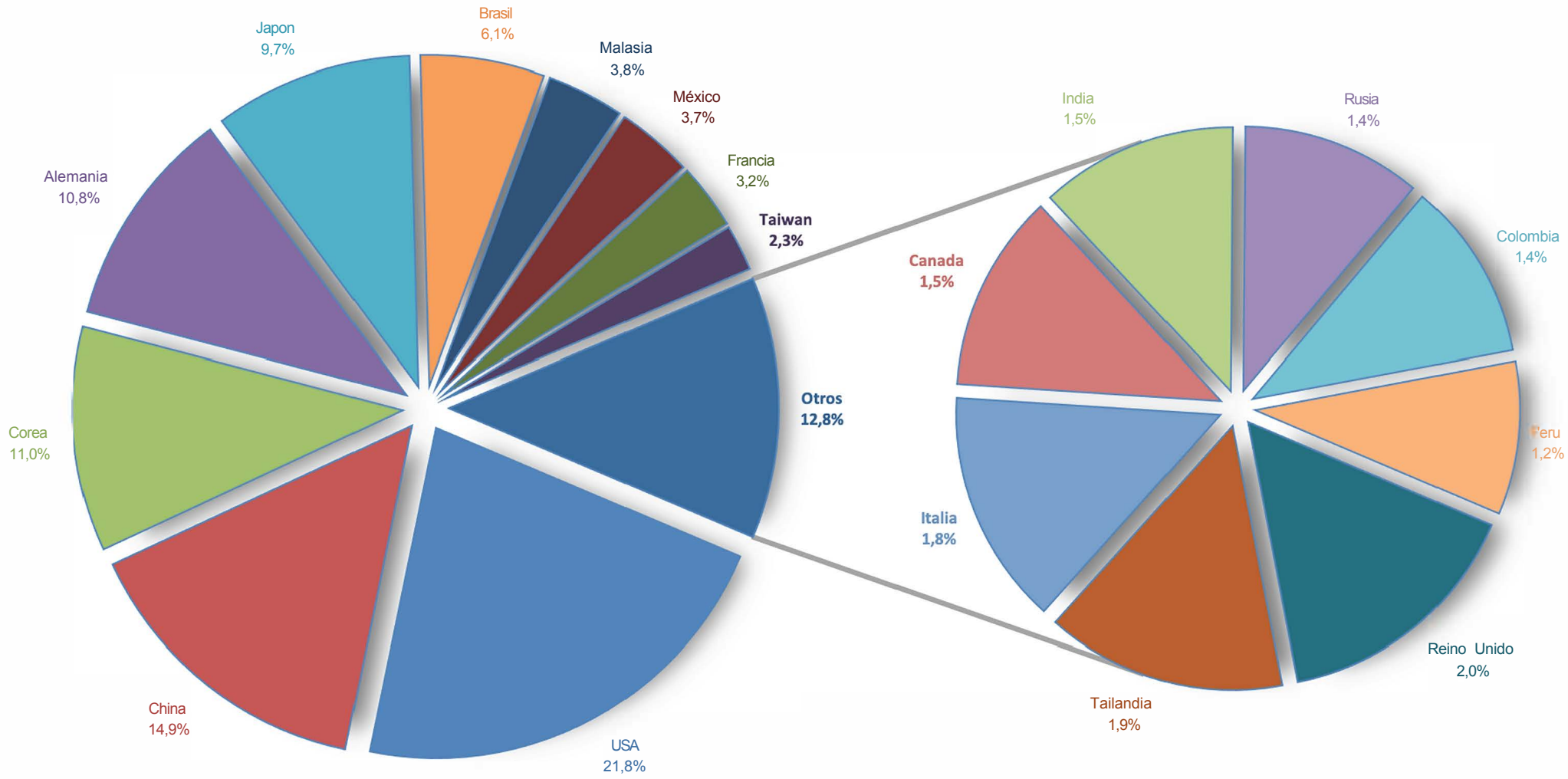
(6) Figures are based only on DSA member companies and not the entire industry.

(7) WFSDA research estimate

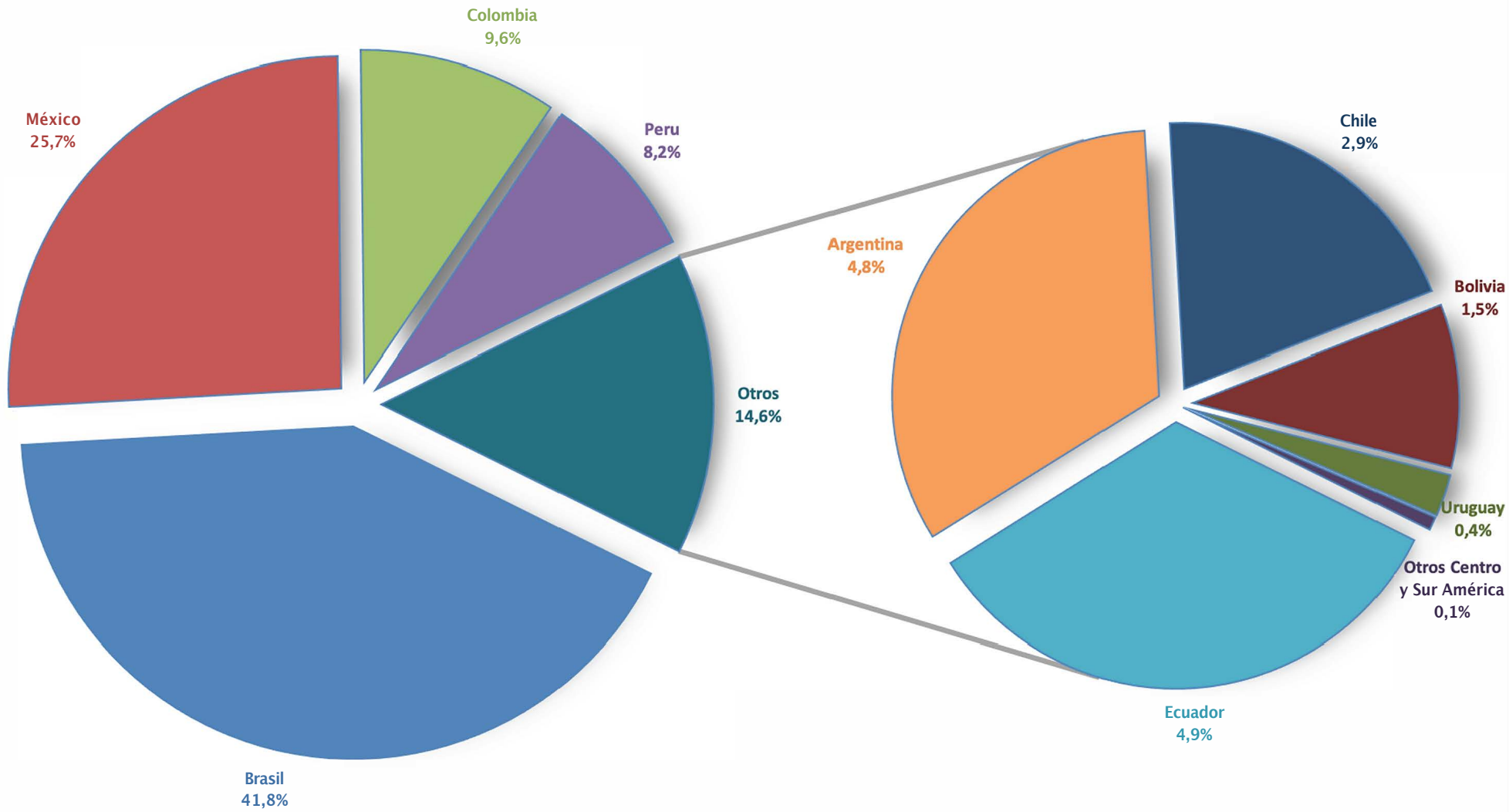
(8) Argentina is a highly inflationary market. In 2019, inflation increased 54% and real GDP fell 2%, according to the IMF.

(9) Based on the highly inflationary economic situation and lack of stability in Venezuela, the WFSDA Global Research Sub-committee has decided to suspend reporting on the Venezuelan market until further notice. Figures for this country have been backed out of history, as well.

# VENTAS NETAS MUNDIALES - 2019



# VENTAS NETAS CENTRO Y SUR AMÉRICA - 2019

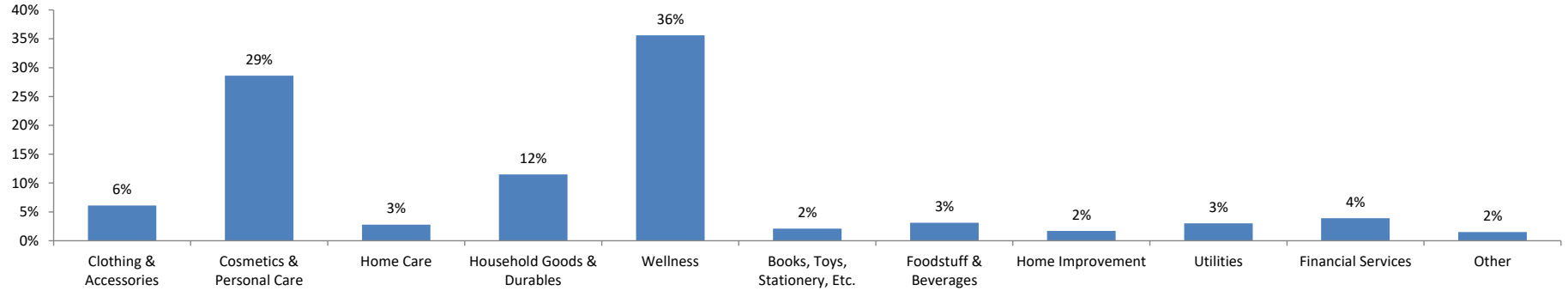




# Global Sales by Product Category - 2019

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Not for use after May 31, 2021



## 2019 Retail Sales by Product Category

| Region/Country      | Clothing & Accessories | Cosmetics & Personal Care | Home Care | Household Goods & Durables | Wellness | Books, Toys, Stationery, Etc. | Foodstuff & Beverages | Home Improvement | Utilities | Financial Services | Other |
|---------------------|------------------------|---------------------------|-----------|----------------------------|----------|-------------------------------|-----------------------|------------------|-----------|--------------------|-------|
| <b>Global</b>       | 6%                     | 29%                       | 3%        | 12%                        | 36%      | 2%                            | 3%                    | 2%               | 3%        | 4%                 | 2%    |
| <b>Asia/Pacific</b> | 2%                     | 23%                       | 2%        | 11%                        | 51%      | 3%                            | 7%                    | 0%               | 1%        | 0%                 | 1%    |
| Australia           | 3%                     | 28%                       | 4%        | 14%                        | 45%      | 3%                            | 1%                    | 0%               | 2%        | 0%                 | 1%    |
| China               | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Hong Kong           | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| India               | 2%                     | 27%                       | 3%        | 6%                         | 55%      | 1%                            | 3%                    | 0%               | 0%        | 0%                 | 3%    |
| Indonesia           | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Japan               | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Kazakhstan          | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Korea               | 1%                     | 24%                       | 1%        | 11%                        | 47%      | 4%                            | 10%                   | 0%               | 1%        | 0%                 | 1%    |
| Malaysia            | 5%                     | 19%                       | 2%        | 16%                        | 47%      | 2%                            | 8%                    | 1%               | 0%        | 0%                 | 0%    |
| New Zealand         | 12%                    | 21%                       | 1%        | 10%                        | 39%      | 3%                            | 1%                    | 10%              | 1%        | 1%                 | 2%    |
| Philippines         | 1%                     | 14%                       | 1%        | 3%                         | 80%      | 0%                            | 0%                    | 0%               | 0%        | 0%                 | 1%    |
| Singapore           | 9%                     | 22%                       | 2%        | 18%                        | 47%      | 0%                            | 2%                    | 0%               | 0%        | 0%                 | 0%    |
| Taiwan              | 5%                     | 20%                       | 5%        | 6%                         | 64%      | 0%                            | 0%                    | 0%               | 0%        | 0%                 | 0%    |
| Thailand            | 0%                     | 26%                       | 6%        | 8%                         | 49%      | 4%                            | 0%                    | 0%               | 0%        | 0%                 | 7%    |
| Vietnam             | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Other Asia/Pacific  | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |

| Region/Country                     | Clothing & Accessories | Cosmetics & Personal Care | Home Care | Household Goods & Durables | Wellness | Books, Toys, Stationery, Etc. | Foodstuff & Beverages | Home Improvement | Utilities | Financial Services | Other |
|------------------------------------|------------------------|---------------------------|-----------|----------------------------|----------|-------------------------------|-----------------------|------------------|-----------|--------------------|-------|
| <b>Africa/Middle East</b>          | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| <b>Africa</b>                      | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Morocco                            | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| South Africa                       | 11%                    | 40%                       | 3%        | 11%                        | 24%      | 0%                            | 0%                    | 0%               | 0%        | 11%                | 0%    |
| Other Africa                       | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| <b>Middle East</b>                 | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Israel                             | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| United Arab Emirates               | 4%                     | 18%                       | 2%        | 44%                        | 33%      | 0%                            | 0%                    | 0%               | 0%        | 0%                 | 0%    |
| Other Middle East                  | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| <b>Americas</b>                    | 9%                     | 33%                       | 3%        | 11%                        | 28%      | 2%                            | 1%                    | 0%               | 5%        | 7%                 | 2%    |
| <b>North America</b>               | 7%                     | 15%                       | 2%        | 14%                        | 36%      | 3%                            | 1%                    | 0%               | 8%        | 12%                | 3%    |
| Canada                             | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| United States                      | 7%                     | 15%                       | 2%        | 14%                        | 36%      | 3%                            | 1%                    | 0%               | 8%        | 12%                | 3%    |
| <b>South &amp; Central America</b> | 11%                    | 61%                       | 4%        | 8%                         | 15%      | 0%                            | 1%                    | 0%               | 0%        | 0%                 | 0%    |
| Argentina                          | 2%                     | 69%                       | 7%        | 16%                        | 6%       | 0%                            | 0%                    | 0%               | 0%        | 0%                 | 0%    |
| Bolivia                            | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Brazil                             | 5%                     | 75%                       | 7%        | 7%                         | 5%       | 0%                            | 0%                    | 0%               | 0%        | 0%                 | 1%    |
| Chile                              | 5%                     | 82%                       | 7%        | 0%                         | 6%       | 1%                            | 0%                    | 0%               | 0%        | 0%                 | 0%    |
| Colombia                           | 33%                    | 43%                       | 1%        | 6%                         | 9%       | 2%                            | 6%                    | 0%               | 0%        | 0%                 | 0%    |
| Ecuador                            | 20%                    | 56%                       | 0%        | 2%                         | 22%      | 0%                            | 0%                    | 0%               | 0%        | 0%                 | 0%    |
| Mexico                             | 9%                     | 44%                       | 0%        | 13%                        | 34%      | 0%                            | 0%                    | 0%               | 0%        | 0%                 | 0%    |
| Peru                               | 21%                    | 56%                       | 6%        | 0%                         | 17%      | 0%                            | 0%                    | 0%               | 0%        | 0%                 | 0%    |
| Uruguay                            | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Venezuela                          | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Central America/Caribbean          | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Other South & Central America      | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| <b>Europe</b>                      | 6%                     | 25%                       | 5%        | 14%                        | 32%      | 2%                            | 4%                    | 10%              | 2%        | 0%                 | 1%    |
| <b>European Union</b>              | 6%                     | 22%                       | 4%        | 16%                        | 32%      | 2%                            | 4%                    | 12%              | 2%        | 0%                 | 1%    |
| Austria                            | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Belgium                            | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Bulgaria                           | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Croatia                            | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Cyprus                             | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Czech Republic                     | 1%                     | 33%                       | 12%       | 31%                        | 20%      | 0%                            | 2%                    | 0%               | 0%        | 0%                 | 0%    |
| Denmark                            | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Estonia                            | 3%                     | 44%                       | 8%        | 12%                        | 29%      | 1%                            | 3%                    | 0%               | 0%        | 0%                 | 0%    |
| Finland                            | 1%                     | 28%                       | 10%       | 5%                         | 57%      | 0%                            | 1%                    | 0%               | 0%        | 0%                 | 0%    |
| France                             | 12%                    | 8%                        | 5%        | 29%                        | 8%       | 1%                            | 2%                    | 32%              | 2%        | 0%                 | 1%    |
| Germany                            | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Greece                             | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Hungary                            | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Ireland                            | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Italy                              | 0%                     | 9%                        | 2%        | 9%                         | 56%      | 4%                            | 16%                   | 4%               | 0%        | 0%                 | 0%    |
| Latvia                             | 3%                     | 45%                       | 7%        | 6%                         | 37%      | 1%                            | 1%                    | 0%               | 0%        | 0%                 | 0%    |
| Lithuania                          | 2%                     | 51%                       | 6%        | 6%                         | 34%      | 0%                            | 1%                    | 0%               | 0%        | 0%                 | 0%    |
| Luxembourg                         | 0%                     | 30%                       | 10%       | 25%                        | 25%      | 0%                            | 0%                    | 0%               | 0%        | 0%                 | 10%   |

| Region/Country        | Clothing & Accessories | Cosmetics & Personal Care | Home Care | Household Goods & Durables | Wellness | Books, Toys, Stationery, Etc. | Foodstuff & Beverages | Home Improvement | Utilities | Financial Services | Other |
|-----------------------|------------------------|---------------------------|-----------|----------------------------|----------|-------------------------------|-----------------------|------------------|-----------|--------------------|-------|
| Malta                 | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Netherlands           | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Poland                | 4%                     | 56%                       | 2%        | 15%                        | 21%      | 0%                            | 1%                    | 0%               | 1%        | 0%                 | 0%    |
| Portugal              | 0%                     | 15%                       | 2%        | 1%                         | 79%      | 0%                            | 0%                    | 0%               | 0%        | 0%                 | 2%    |
| Romania               | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Slovakia              | 1%                     | 43%                       | 2%        | 27%                        | 27%      | 0%                            | 0%                    | 0%               | 0%        | 0%                 | 0%    |
| Slovenia              | 8%                     | 22%                       | 9%        | 2%                         | 59%      | 0%                            | 0%                    | 0%               | 0%        | 0%                 | 0%    |
| Spain                 | 10%                    | 27%                       | 15%       | 5%                         | 34%      | 3%                            | 0%                    | 3%               | 3%        | 0%                 | 0%    |
| Sweden                | 1%                     | 31%                       | 3%        | 4%                         | 57%      | 2%                            | 1%                    | 0%               | 1%        | 0%                 | 0%    |
| United Kingdom        | 5%                     | 36%                       | 1%        | 5%                         | 43%      | 3%                            | 0%                    | 0%               | 3%        | 0%                 | 4%    |
| <b>Rest of Europe</b> | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Norway                | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Russia                | 6%                     | 44%                       | 9%        | 5%                         | 34%      | 0%                            | 0%                    | 0%               | 0%        | 0%                 | 3%    |
| Switzerland           | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Turkey                | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |
| Ukraine               | 3%                     | 64%                       | 7%        | 2%                         | 22%      | 1%                            | 0%                    | 0%               | 0%        | 0%                 | 0%    |
| Other Europe          | na                     | na                        | na        | na                         | na       | na                            | na                    | na               | na        | na                 | na    |

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Note: Figures for this report are based only on DSA member companies, except in Taiwan, South Africa and United States where the figures represent the entire direct selling industry. Figures are expressed as percentages of estimated retail sales, excluding VAT. Percentages may not sum to 100% due to rounding.